2023 Interim Results
2023.8.10
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Unless otherwise stated, the financial data contained in this document have been prepared in accordance with International Financial Reporting Standards ("IFRS"). For detailed financial statements of the Company prepared in accordance with IFRS, please refer to the Company's disclosure document published on the website of The Stock Exchange of Hong Kong Limited.
Management Present

Mr. YANG Jie  Executive Director & Chairman

Mr. DONG Xin  Executive Director & CEO

Mr. LI Pizheng  Executive Director

Mr. ZHAO Dachun  Vice President

Mr. LI Ronghua  Executive Director & CFO
Agenda

01 Overall Results

02 Operating Performance

03 Financial Performance
Overall Results

Mr. YANG Jie
Executive Director & Chairman
Performance Highlights

1. Favourable business performance
2. Remarkable results in business transformation
3. Strong promotion of the “Two New Elements”
4. Ongoing in-depth reforms and innovation
5. Steady increase in dividend payment
6. Committed to becoming world-class
## Key Performance Indicators

<table>
<thead>
<tr>
<th>(RMB Mil)</th>
<th>1H2022</th>
<th>1H2023</th>
<th>Change YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating revenue</td>
<td>496,934</td>
<td>530,719</td>
<td>6.8%</td>
</tr>
<tr>
<td>of which: telecommunications</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>service revenue</td>
<td>426,417</td>
<td>452,238</td>
<td>6.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>173,912</td>
<td>183,457</td>
<td>5.5%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>35.0%</td>
<td>34.6%</td>
<td>-0.4pp</td>
</tr>
<tr>
<td>Net profit</td>
<td>70,275</td>
<td>76,173</td>
<td>8.4%</td>
</tr>
<tr>
<td>Net profit margin</td>
<td>14.1%</td>
<td>14.4%</td>
<td>0.3pp</td>
</tr>
<tr>
<td>Basic earnings per share (RMB)</td>
<td>3.29</td>
<td>3.56</td>
<td>8.2%</td>
</tr>
</tbody>
</table>

Note: Unless otherwise specified,
1. Telecommunications service revenue = operating revenue - revenue from sales of products and others; revenue from sales of products and others mainly comprises sales of terminal products such as handsets
2. EBITDA = profit from operations + depreciation and amortisation; net profit refers to profit attributable to equity shareholders of the Company
Favourable Business Performance

**Revenue maintained favourable growth**

- Growth in operating revenue: +6.8%
- Growth in service revenue: +6.1%

**Profitability continued to grow**

- Growth in net profit: +8.4%
  - 2021: 7.7%
  - 2022: 8.0%
  - 1H2023: 8.4%

**Overall strength excelled in performance**

- Revenue size
- Customer base
- Network scale

- Ranked first amongst global operators

**Growth in CHBN revenue (%)**

- C—"Customer" market: +1.3%
- H—"Home" market: +9.3%
- B—"Business" market: +14.6%
- N—"New" market: +18.4%

**Growth in service revenue**

- 1H2021: 15.0%
- 1H2022: 16.5%
- 1H2023: 16.8%

CHBN markets grew across-the-board.

Remained at a high level with persistent growth.

Leading position amongst global operators.

Market capitalisation CHBN markets grew across-the-board.

Revenue size

Customer base

Network scale

Innovation capability

Brand value

Profitability

Market capitalisation

Leading position amongst global operators.
Remarkable Results in Business Transformation

## Continued to optimise revenue structure

HBN as % of service revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>HBN as % of Service Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2023</td>
<td>42.7%</td>
</tr>
</tbody>
</table>

*Note: +2.7pp over past three years*

## Rapid growth in new businesses

### Benefit product revenue

- **to C**: 23.0%
- **to H**: 21.4%

### Smart home value-added business revenue

- **to B**: 24.9%
- **to N**: 12.5%

## Notable value contribution from the “second curve”

### Digital transformation revenue

- **(RMB Bil)**
  - 1H2021: 79.7, 39.2%
  - 1H2022: 110.8, +19.6%
  - 1H2023: 132.6

### Contribution to incremental service revenue

- 84.1%

## Digital transformation revenue as % of service revenue

- **2021**: 21.2%
- **2022**: 25.6%
- **1H2023**: 29.3%

*Note: Digital transformation revenue includes the revenues from new businesses from the “Customer” market (Mobile Cloud Drive and others); the revenues from smart home value-added businesses from the “Home” market; the revenues from DICT, IoT and dedicated lines businesses from the “Business” market; and the revenue from the “New” market (excluding revenue from international basic business).*
Systematically Built New Information Infrastructure

**CAPEX (RMB Bil)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Actual</th>
<th>Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>185.2</td>
<td>183.2</td>
</tr>
<tr>
<td></td>
<td>92.0</td>
<td>81.4</td>
</tr>
</tbody>
</table>

**Comprehensive leadership in “Dual Gigabit” Network**

- 5G base stations put into use (accumulative): 1,761k units ▲ 301k units
- 5G network customers served: 393Mil
- Including: 578k 700MHz base stations ▲ 66Mil
- Households with gigabit broadband coverage: 370Mil ▲ 110Mil

**Ongoing leadership in the development of computing force network**

- IDC cabinets available for external use
  - 478k units ▲ 11k units
  - > 804k units ▲ > 91k units
  - 9.4 EFLOPS ▲ 1.4 EFLOPS

**Expanded application of capability middle platform**

- Capabilities launched: 944 items
- Average number of deployments per month: 40.2 Bil times ▲ 192.3% vs 2022
- Value directly generated: 1H2023 > RMB 10 Bil
  - Big data: Revenue RMB 2.56 Bil ▲ 56.6%

Note: The statistical method for counting the number of indoor 5G base stations has been adjusted from baseband units to remote radio units.
Innovatively Created New Information Service System

Connectivity: Strengthening the foundation of development

- Total number of connections (Bil)
  - 2021: 2.26
  - 2022: 3.19
  - 1H2023: 2.94

- Total connection scale ranked No.1 in the world; number of connections (things) recorded rapid growth

Computing force: Speeding up the making of “computing force faucets”

- Mass market
  - Introduction of "3+2+1" product system for computing force terminals
    - 3 light terminals: Cloud Mobile Phone, Cloud Computer and Mobile Cloud HD
    - 2 heavy terminals: Store Computing Force Main Server, Family Computing Force Main Server
    - 1 unified base

- "Business" market
  - Creative launch of standard products such as Cloud Space and Cloud Desktop
  - Potential exploration of CFN services based on an outcome-based fee system

Capability: Operating and promoting “Capability Superstore”

- "Industry Video" capability
  - The first in the industry to realise multi-video integration and entire network coverage

- "Mobile Authentication" capability
  - Established the Internet account ecosystem, and ranked first in the industry by authentication volume

Strategic positioning for development:

- Committed to providing high-quality intelligent services to the general public
  - AI capabilities in all fields
  - >370 items

- Jiu Tian - Massive Computing for Public Administration Large Model
- Jiu Tian - Customer Service Large Model

- Machine vision, Audio
- Natural language processing
- Network intelligence

- Support the digitalisation and integration of various industries

Note: Connections (people) include connections from mobile phones and wireline broadband; connections (things) include connections from IoT cards, household devices and industry devices.
Continuously Strengthened Sci-tech Innovation Capability

“Unified Five Rings”
Technology and innovation system

Driving, supporting, and ensuring breakthroughs in technological innovation

- Maintaining a leading position in the origination of innovative strategies
- Achieving breakthroughs and advancements in core digital-intelligent technologies
- Continuously enhancing innovation cooperation ecosystem

Systematic innovation initiatives across “six major areas”

1. Ongoing leadership in cloud and CFN development
2. Further AI innovation and development
3. Comprehensive and systematic acceleration of 6G R&D
4. Promote big data value conversion
5. Strengthening the capability middle platform with intelligent empowerment
6. Systematically forging security capabilities
Solid Progress in Enterprise Reforms

Continuously extended reforms to mechanisms and systems

- Further implemented the “National Technology Company Development Program” and the “Double-hundred Action”. China Mobile System Integration Company and Zijin (Jiangsu) Innovation Research Institute have been included in the expanded technology company development program initiated by the SASAC
- Launched an initiative to create specialised, premium, unique and new products and capabilities and the first priority teams to join this initiative have completed their selection and training, and were provided with tailored support
- Further optimised the operations of our subsidiaries

Persistently enhanced the scientific management level

- Optimised the collaboration mechanism between headquarters, regional companies and specialised teams to ensure coordinated product operations between provincial and specialised companies
- Set the benchmark for good customer service by strengthening customer experience-based service quality standards
- Promoted the in-depth implementation of the “Compliance Escort Plan”, and further incorporated compliance into all aspects of management, operation and services to ensure sustainable and stable corporate operation

Effectively invigorated innovation and creation

- Appointed chief scientists and started the second batch selection of chief experts, built a team of high-performing engineers and strengthened the talent pool of outstanding young technology talent
- Persisted in prioritising key tasks, and tailored incentive schemes for different grades and different nature of work
- Spearheaded market-oriented reforms for certain key companies and improved the quality and coverage of mid- to long-term incentive schemes through share options, dividends and other forms of incentives

Extensively reinforced and broadened the open and collaborative ecosystem

- Strengthened strategic cooperation to actively establish and deepen extensive strategic partnerships with local governments, enterprises and public institutions
- Strengthened capital cooperation to support ecosystem growth by providing venture capital in various sectors including AI, Industrial Internet, Internet and information security and visual IoT
- Strengthened ecological cooperation to actively build a new digital-intelligent ecosystem by leveraging our position as an industry leader
Steady Increase in Dividend Payment

To create higher returns for our shareholders and share the results of our growth, after giving full consideration to the Company’s profitability, cash flow generation and future development needs, the Company has decided to pay HK$2.43 per share for the 2023 interim dividend, representing an increase of 10.5% year-on-year. The profit to be distributed in cash in the full year of 2023 will increase to 70% or above of the profit attributable to equity shareholders of the Company for that year. The Company will strive to create more value for shareholders.

Note:
1. Dividends on A shares, which amount to RMB2.2247 per share, will be paid in RMB at an exchange rate of HK$1 to RMB0.915500, calculated on the basis of the average of the mid-prices of HK$ to RMB as announced by the People’s Bank of China during the one week prior to the date of declaration of dividend by the Board.
2. The basis of profit distribution of the Company is the profit attributable to equity shareholders under IFRS.
### Continuous Improvement in ESG Management

<table>
<thead>
<tr>
<th>Continuous improved corporate governance</th>
<th>Proactively fulfilled social responsibilities</th>
<th>Persistently promoted green development</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Further optimised governance mechanisms</strong></td>
<td><strong>Successfully Implemented tasks in emergency communications and network security</strong></td>
<td><strong>Practised green and low-carbon operations</strong></td>
</tr>
<tr>
<td>• Adhered to the board member diversity policy, fully leveraging the experience and expertise of INEDs</td>
<td>• Ensured communications for occasions such as major events, emergency rescues and disaster relief</td>
<td>• Continuously promoted the green and low-carbon development of telecom base stations and data centres throughout their life cycle</td>
</tr>
<tr>
<td><strong>Continuously enhanced compliance management capabilities</strong></td>
<td>• Built a secure and clean cyberspace</td>
<td>• Actively introduced clean energy and gradually reduced consumption of traditional energy resources</td>
</tr>
<tr>
<td>• Continued to implement compliance management that matches our corporate governance and business transformation, appointed a Chief Compliance Officer and ensured the continuing improvement of our compliance management system</td>
<td><strong>Furthered digital-intelligent village revitalisation plan</strong></td>
<td>• Fully promoted the building of green culture and carried out a wide range of charity activities related to environmental protection</td>
</tr>
<tr>
<td><strong>Continuously strengthened risk and internal control management system</strong></td>
<td>• Furthered digital-intelligent village revitalisation plan to empower the modernisation and intelligent transformation of agriculture and of rural areas</td>
<td><strong>Supported energy conservation and environmental protection in society</strong></td>
</tr>
<tr>
<td>• Enhanced our supervision over key business areas by stepping up risk prevention and mitigation to enhance our strength in risk detection and risk management</td>
<td><strong>Supported coordinated regional development</strong></td>
<td>• Built a green supply chain, developed green procurement standards and implemented paperless procurement and green logistics systems</td>
</tr>
<tr>
<td><strong>Supported coordinated regional development</strong></td>
<td>• Centring around new regional infrastructure, integrated information service supply and new sci-tech innovation capabilities, seized the benefits of digital economy and helped improve the capabilities of high-quality development</td>
<td>• Leveraged information technology to reduce carbon emissions and promoted the application of information technology to prevent and control pollution</td>
</tr>
</tbody>
</table>

China Mobile ranked 1st on China Media Group's list of “Top 100 ESG pioneers amongst listed companies in China”
Committed to Becoming World-class

Building a world-class “Powerhouse” to a high standard

Firmly adhere to and creatively implement the “1-2-2-5” strategy

Consistently anchoring the position of being “a world-class information services and sci-tech innovation enterprise”

Strategic approaches to building a “Powerhouse” to a high standard

Excellent Products R Prominent Brand Leading Innovation Modern Governance

Speeding up “two changes”

Paths and directions for building the “Powerhouse” to a high standard

Quantity: scale leadership Quality: effectiveness and efficiency leadership Short-to-mid-term results

Collectively foster “two elements”

Key levers for building the “Powerhouse” to a high standard

New Information Infrastructure 5G CFN Capability Middle Platform New Information Service System Connectivity + Computing force + Capability

Proactively unleash “five benefits”

Critical levers for building the “Powerhouse” to a high standard

Innovation benefits Reforms benefits Ecosystem benefits Customer recognition benefits Talent benefits

Accelerate the development of a new innovation-driven growth model and promote scientific and technological innovation as the “largest growth driver”

High intensity of R&D investment Strong ability of sci-tech innovation

High proportion of scientific research talents Strong vitality of sci-tech innovation

High degree of technology-driven development Strong ecosystem of sci-tech innovation

Directions for enhancing enterprise value in 2H2023

Accelerate business transformation and upgrade, enhance value-oriented operation effectiveness

Develop high-quality products, diversify information service offerings

Implement reforms in greater depth, stimulate development momentum and vitality

Enhance service quality, cultivate a favourable reputation

Strengthen risk safeguards, prevent and mitigate all types of risks

Short-to-mid-term results Mid-to-long term value growth
02 Operating Performance

Mr. DONG Xin
Executive Director & CEO
## Composition of CHBN Revenues

<table>
<thead>
<tr>
<th>(RMB Mil)</th>
<th>1H2023</th>
<th>Change YoY</th>
<th>As % of service revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service revenue</td>
<td>452,238</td>
<td>6.1%</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>C: “Customer” market revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which: wireless data traffic</td>
<td>205,896</td>
<td>1.4%</td>
<td>45.5%</td>
</tr>
<tr>
<td><strong>H: “Home” market revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which: smart home value-added business revenue</td>
<td>17,286</td>
<td>21.4%</td>
<td>3.8%</td>
</tr>
<tr>
<td><strong>B: “Business” market revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which: DICT</td>
<td>60,177</td>
<td>24.9%</td>
<td>13.3%</td>
</tr>
<tr>
<td><strong>N: “New” market revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which: international business</td>
<td>10,147</td>
<td>25.9%</td>
<td>2.2%</td>
</tr>
<tr>
<td>of which: digital content</td>
<td>13,037</td>
<td>12.5%</td>
<td>2.9%</td>
</tr>
</tbody>
</table>
**“Customer” Market**  Solid foundation with stable-to-rising growth

**“Customer” market revenue**  (RMB Mil)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue (Mil)</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2021</td>
<td>255,545</td>
<td>0.2%</td>
</tr>
<tr>
<td>1H2022</td>
<td>256,056</td>
<td>1.3%</td>
</tr>
<tr>
<td>1H2023</td>
<td>259,398</td>
<td></td>
</tr>
</tbody>
</table>

**Mobile customers**  (Mil)

<table>
<thead>
<tr>
<th>Year</th>
<th>5G package customers</th>
<th>Non-5G customers</th>
<th>Total (Mil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>387</td>
<td>957</td>
<td>1,344</td>
</tr>
<tr>
<td>2022</td>
<td>614</td>
<td>975</td>
<td>1,589</td>
</tr>
<tr>
<td>1H2023</td>
<td>722</td>
<td>985</td>
<td>1,707</td>
</tr>
</tbody>
</table>

**Mobile ARPU**  (RMB/user/month)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>ARPU (Mil)</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2021</td>
<td>52.2</td>
<td>0.2%</td>
</tr>
<tr>
<td>1H2022</td>
<td>52.3</td>
<td>0.2%</td>
</tr>
<tr>
<td>1H2023</td>
<td>52.4</td>
<td></td>
</tr>
</tbody>
</table>

**Accelerate 5G universal adoption**

- Penetration rate of 5G package customers: 73.3%  ▲ 10.3 pp
- 5G DOU: 23.7 GB

**Strengthen integrated operation**

- Integration of customer benefits and operation yielded notable results
- Customers using benefit products: 326 mil ▲ 38.85 mil
- Introduction of the innovative M-zone Mango Card targeting young customers

**Create Digital Superstore**

- Massive digital consumption products
- Multi-scenario integrated products
- Differentiated brand services
- High-quality membership services
“Home” Market  
Value discovery driving favourable growth

**“Home” market revenue**  
(RMB Mil)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (Mil)</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2021</td>
<td>50,052</td>
<td></td>
</tr>
<tr>
<td>1H2022</td>
<td>59,434</td>
<td>18.7%</td>
</tr>
<tr>
<td>1H2023</td>
<td>64,946</td>
<td>9.3%</td>
</tr>
</tbody>
</table>

Gigabit broadband customers  
60.36 Mil  
Penetration rate 23.7%

Gigabit broadband net-add  
22.02 Mil

Leadership in broadband services, driven by gigabit broadband

Leadership in TV services, driven by content

Leadership in IoT, driven by platform

Leadership in HDICT, driven by ecosystem

Household broadband customers  
(Mil)

<table>
<thead>
<tr>
<th>Year</th>
<th>Customers (Mil)</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>218</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>244 +11.15 Mil</td>
<td></td>
</tr>
<tr>
<td>1H2023</td>
<td>255</td>
<td></td>
</tr>
</tbody>
</table>

Smart home network deployment customers  
▲ 50.1%

Home security customers  
▲ 40.6%

**Household customer blended ARPU**  
(RMB/user/month)

<table>
<thead>
<tr>
<th>Year</th>
<th>ARPU (RMB/user/month)</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2021</td>
<td>41.1</td>
<td></td>
</tr>
<tr>
<td>1H2022</td>
<td>43.0</td>
<td>4.6%</td>
</tr>
<tr>
<td>1H2023</td>
<td>43.3</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

Leadership in broadband services, driven by gigabit broadband

Leadership in TV services, driven by content

Leadership in IoT, driven by platform

Leadership in HDICT, driven by ecosystem

Boosted gigabit coverage, scale, applications and user experience
Expedited network development strategies and sales model transformation

Stable and healthy growth in household customer value

Huge space in gigabit upgrade

Optimised Hejiqin APP and home IoT platform
Continuously enriched home hardware connection ecosystem

Strengthened TV base, active engagement and conversion to paid services

Total smart home  
Elderly healthcare  
Digital village  
Smart community  
Smart vehicle  
Home education
“Business” Market  Strengthened capabilities with leading growth rate

“Business” market revenue

(RMB Mil)

73,074  14.6%  91,070  14.6%  104,386

1H2021  1H2022  1H2023

Corporate customers

(Mil)

18.83  +1.10 Mil  24.30

2021  2022  1H2023

Fruitful results of digital industry transformation driven by 5G

Value of DICT contracts (1H2023)

RMB 20.9 Bil

5G industry commercial use cases (accumulative)

>25,000

Smart ports

Top ten container ports nationwide fully operational

Smart grids

Deep collaboration with power generation plants & grids Signed 500+ projects

Smart factories

Set up >2000 factories SME 65%

Smart healthcare

Partnered with >1000 medical institutions 400+ pilot programs by 2 ministries/ commissions

5G dedicated network revenue

RMB 2.51 Bil  ▲ 69.7%

Advance plans for to V / to G new markets

to V

Cooperation with Top 10 new energy brands in China 9 brands

to G

Major projects with contract value of over RMB3 million > 1,000 projects

Industry-oriented and scenario-based dedicated networks:

5G dual-domain dedicated network for office  5G reliable dedicated network for production

5G premium dedicated network for park

Grid-oriented lightweight dedicated networks:

5G Express Line  5G Direct Line

Cooperation with Top 10 new energy brands in China

20.9 Bil

9 brands

9 brands

>1,000 projects
### "New" Market
Increased Contribution with Rapid Growth

#### "New" market revenue
(RMB Mil)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>Change YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2021</td>
<td>14,544</td>
<td>36.5%</td>
</tr>
<tr>
<td>1H2022</td>
<td>19,857</td>
<td>18.4%</td>
</tr>
<tr>
<td>1H2023</td>
<td>23,508</td>
<td></td>
</tr>
</tbody>
</table>

#### International business
- **International / Hong Kong, Macau and Taiwan roaming services covered 264 locations and 5G covered 70 locations, leading the world.**
- Continuously enhanced capacity of global network of "Information Highway, Information Station and Information Island."
- **Total international transmission bandwidth 128 Tbps.**
- **232 overseas POP points.**
- **12,100 non-domestic self-owned IDC cabinets.**

#### Financial technology
- **Industrial chain finance:** Upstream and downstream partners served ~ 600.
- **“and-Wallet” Monthly active customers:** ▲ 64.8%

#### Digital content
- **MIGU Video Mobile APP Monthly active users ▲ 141%**
- **Video Connecting Tones Subscribers ▲ 30.4%**
- **Cloud XR Client applications Monthly active users ▲ 24.9%**

#### Equity investment
- **Value contribution Upstream and downstream partners served ~ 600.**
- **Ecosystem formation Expanding the “family” and “ecosystem” of the modern mobile information industry.**
- **Synergy creation Expanding the “family” and “ecosystem” of the modern mobile information industry.**
- **AI Industrial Internet Internet and information security …**
- **Visual IoT Hard & core technology Financial technology**
Adopted a Product-focused Approach and Continuously Bolstered High-quality Information Service Supply Capabilities

**Build up product portfolio**

- Commitment to diverse R&D sources and market development
- Enriched strategic product portfolios with tiers and planning

  Coordinated product release series

**Strengthen competitiveness**

- Holistic product portfolio management
- Full lifecycle management
- Comprehensive collaborative operation

  Product management committee
  Closed-loop work mechanism
  Efficient cooperation between headquarters, regional companies and specialised teams

**Well-poised for development**

Computing force services for the general public
  - Mature and well-established computing force product system
  - AI smart application
    - Basic large model + industry large model
    - AI+ new voice, content media, DICT

AaaS+ capability products
  - New products with digital intelligence capabilities
  - New development empowered by intelligent operation

Big data empowerment
  - Streamline circulation of data resource
  - Explore value of data element

Metaverse
  - Provider + Aggregator + Distributor

- **7 products ranked first in the industry by customer scale**
  - Video Connecting Tones
  - Cloud Games
  - MIGU Read
  - Mobile Authentication
  - Home Security
  - Big-screen VoD
  - Smart Home Network Deployment

- **16 products with over 100 Mil customers including 8 products with over 200 Mil customers**

- **5 products with annual revenue of over RMB10 Bil**
  - Mobile cloud
  - IDC
  - IoT
  - Dedicated lines
  - Corporate SMS & MMS

- **12 products with annual revenue of over RMB1 Bil**
  - Big data
  - 5G dedicated network
  - CDN

**New products**

- Cloud-based computer
- Cloud space
- 5G new voice
- 3D
- Naked-eye 3D
- ……

**to C&H&N**

**Products ranked first in the industry by customer scale**

- Video Connecting Tones
- Cloud Games
- MIGU Read
- Mobile Authentication
- Home Security
- Big-screen VoD
- Smart Home Network Deployment

**Products with over 100 Mil customers including 8 products with over 200 Mil customers**

**Products with annual revenue of over RMB10 Bil**

- Mobile cloud
- IDC
- IoT
- Dedicated lines
- Corporate SMS & MMS

**Products with annual revenue of over RMB1 Bil**

- Big data
- 5G dedicated network
- CDN

**New products**

- Cloud-based computer
- Cloud space
- 5G new voice
- Naked-eye 3D

**to B**

**Products ranked first in the industry by customer scale**

- Video Connecting Tones
- Cloud Games
- MIGU Read
- Mobile Authentication
- Home Security
- Big-screen VoD
- Smart Home Network Deployment

**Products with over 100 Mil customers including 8 products with over 200 Mil customers**

**Products with annual revenue of over RMB10 Bil**

- Mobile cloud
- IDC
- IoT
- Dedicated lines
- Corporate SMS & MMS

**Products with annual revenue of over RMB1 Bil**

- Big data
- 5G dedicated network
- CDN

**New products**

- Cloud-based computer
- Cloud space
- 5G new voice
- Naked-eye 3D

23
Mobile Cloud on Track to Become a “Top-tier Player in the Industry”

Mobile cloud revenue (RMB Bil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>23.390</td>
<td>42.221</td>
<td></td>
</tr>
</tbody>
</table>

80.5% increase from 1H2022 to 1H2023

Note: Mobile Cloud revenue = Industry cloud revenue + cloud revenues from personal cloud, household cloud, etc.

Deepen five integrated cloud developments

Cloud-network
Cloud-edge
Cloud-data
Cloud-intelligence
Cloud-security

Provide cloud-based application services

RMB100 Mil-level products > 20 products

Mobile cloud major contracts ~3,000 contracts

Build cloud infrastructure

“4+N+31+X” computing force hierarchical structure

Central cloud

Dedicated cloud network

Provincial cloud

Provincial edge cloud

Wide-area edge cloud

Local edge cloud

Mobile cloud infrastructure

Public cloud

Revenue RMB 23.6 Bil

As a % of Industry cloud revenue 64.5%

Mobile Cloud Drive

Monthly active customers 176 Mil
Strive to Achieve 2023 Full-year Targets

Major plans for 2H2023

- Promote innovation and development to a high standard, while enhancing innovative planning and improving the conversion of results
- Build strong infrastructure from a high starting point, while forging unique competitive advantages
- Provide services of high value, while strengthening the supply capacity of information services
- Advance scientific management with high efficiency, while striving to enhance effectiveness and efficiency

<table>
<thead>
<tr>
<th></th>
<th>Maintain favourable growth in revenue and profit</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>C</strong> 5G network customers</td>
<td>Net addition of 130Mil</td>
</tr>
<tr>
<td>Mobile ARPU</td>
<td>Stable and healthy growth</td>
</tr>
<tr>
<td><strong>H</strong> Household broadband customers</td>
<td>Net addition of 18Mil</td>
</tr>
<tr>
<td>Household customer blended ARPU</td>
<td>Stable and healthy growth</td>
</tr>
<tr>
<td><strong>B</strong> Corporate customers</td>
<td>Net addition of 3Mil</td>
</tr>
<tr>
<td>“Business” market revenue</td>
<td>Lasting rapid growth</td>
</tr>
<tr>
<td><strong>N</strong> “New” market revenue</td>
<td>Rapid growth</td>
</tr>
</tbody>
</table>
Financial Performance

Mr. Li Ronghua
Executive Director & CFO
## Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
<th>Change YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating revenue</strong></td>
<td>496,934</td>
<td>530,719</td>
<td>6.8%</td>
</tr>
<tr>
<td><strong>Telecommunications service revenue</strong></td>
<td>426,417</td>
<td>452,238</td>
<td>6.1%</td>
</tr>
<tr>
<td><strong>Sales of products and other revenue</strong></td>
<td>70,517</td>
<td>78,481</td>
<td>11.3%</td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td>422,486</td>
<td>450,432</td>
<td>6.6%</td>
</tr>
<tr>
<td><strong>Profit from operations</strong></td>
<td>74,448</td>
<td>80,287</td>
<td>7.8%</td>
</tr>
<tr>
<td><strong>Interest and other income</strong></td>
<td>8,859</td>
<td>11,373</td>
<td>28.4%</td>
</tr>
<tr>
<td><strong>Income from investments accounted for using the equity method</strong></td>
<td>6,195</td>
<td>4,953</td>
<td>-20.0%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>173,912</td>
<td>183,457</td>
<td>5.5%</td>
</tr>
<tr>
<td><strong>Net profit</strong></td>
<td>70,275</td>
<td>76,173</td>
<td>8.4%</td>
</tr>
</tbody>
</table>
Revenue Growth Overview:
Revenue Related to Business Transformation Continued to Increase

**Breakdown of revenue growth of telecommunications services – by business**

<table>
<thead>
<tr>
<th>Business</th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Voice</td>
<td>3,897</td>
<td>4,267</td>
</tr>
<tr>
<td>SMS &amp; MMS</td>
<td>18,370</td>
<td>19,793</td>
</tr>
<tr>
<td>Others</td>
<td>-126</td>
<td>-132</td>
</tr>
<tr>
<td></td>
<td>-787</td>
<td>+879</td>
</tr>
<tr>
<td></td>
<td>426,417</td>
<td>452,238</td>
</tr>
</tbody>
</table>

**Breakdown of revenue growth of telecommunications services – by CHBN**

<table>
<thead>
<tr>
<th>CHBN</th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Customer” market</td>
<td>3,342</td>
<td>3,421</td>
</tr>
<tr>
<td>“Home” market</td>
<td>5,512</td>
<td>5,591</td>
</tr>
<tr>
<td>“Business” market</td>
<td>13,316</td>
<td>13,471</td>
</tr>
<tr>
<td>“New” market</td>
<td>3,651</td>
<td>3,719</td>
</tr>
<tr>
<td></td>
<td>426,417</td>
<td>452,238</td>
</tr>
</tbody>
</table>

(RMB Mil)
## Cost Control Overview:
Maintained Good Cost Control

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
<th>Change YoY</th>
<th>Major reasons / remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating expenses</td>
<td>422,486</td>
<td>450,432</td>
<td>6.6%</td>
<td></td>
</tr>
<tr>
<td>Network operation and</td>
<td>138,194</td>
<td>143,526</td>
<td>3.9%</td>
<td>• Accelerated construction and commissioning of new information infrastructure, and increased investments to support business transformation</td>
</tr>
<tr>
<td>support expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and</td>
<td>99,464</td>
<td>103,170</td>
<td>3.7%</td>
<td>• The scale of assets increased due to accelerated network upgrades and business transformation</td>
</tr>
<tr>
<td>amortisation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee benefit and</td>
<td>63,934</td>
<td>70,433</td>
<td>10.2%</td>
<td>• Continued to adjust and optimise our employee structure; increased efforts on recruitment and training of staff members relating to digital-intelligent businesses</td>
</tr>
<tr>
<td>related expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Selling expenses</td>
<td>26,182</td>
<td>26,835</td>
<td>2.5%</td>
<td>• Enhanced online sales and service capabilities resulting from accelerated transformation of sales channels; selling expenses as a proportion of revenue continued to decline</td>
</tr>
<tr>
<td>Cost of products sold</td>
<td>68,900</td>
<td>77,332</td>
<td>12.2%</td>
<td>• Sales of mobile terminals grew rapidly</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>25,812</td>
<td>29,136</td>
<td>12.9%</td>
<td>• Continuously developed and strengthened core capabilities; the level of intelligent operation has significantly improved</td>
</tr>
</tbody>
</table>
Profit Overview:
Continued Improvement in Profitability

**Net profit**
(RMB Mil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>70,275</td>
<td>76,173</td>
<td>8.4%</td>
</tr>
<tr>
<td>3.29</td>
<td>3.56</td>
<td></td>
</tr>
</tbody>
</table>

**EBITDA**
(RMB Mil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>173,912</td>
<td>183,457</td>
<td>5.5%</td>
</tr>
<tr>
<td>40.8%</td>
<td>40.6%</td>
<td></td>
</tr>
<tr>
<td>35.0%</td>
<td>34.6%</td>
<td></td>
</tr>
</tbody>
</table>

Basic earnings per share (RMB)

EBITDA margin

EBITDA / telecommunications service revenue
Cash Flow Overview: Healthy and Abundant

Net cash generated from operating activities (RMB Mil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>147,272</td>
<td>160,525</td>
</tr>
</tbody>
</table>

9.0%

Free cash flow (RMB Mil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>55,225</td>
<td>79,112</td>
</tr>
</tbody>
</table>

43.3%

Note: Free cash flow = net cash generated from operating activities – capital expenditure incurred
## Capital Structure Overview:
Maintained Stable and Healthy

<table>
<thead>
<tr>
<th></th>
<th>2022.12.31</th>
<th>2023.06.30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholder’s equity</td>
<td>1,297,348</td>
<td>1,332,768</td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Total book capitalisation</td>
<td>1,297,348</td>
<td>1,332,768</td>
</tr>
<tr>
<td>Liabilities-to-assets ratio</td>
<td>32.8%</td>
<td>32.9%</td>
</tr>
<tr>
<td>Cash &amp; bank deposits</td>
<td>269,370</td>
<td>281,442</td>
</tr>
</tbody>
</table>

**S&P, Moody’s:** Corporate credit ratings are equivalent to China sovereign ratings
Persist in Seeking Progress While Maintaining Stability, Promote High-quality Development

**Strengthen quality and efficiency improvement measures**
Increase revenue, control costs, exploit and tap into potential growth drivers and raise efficiency
Deepen cost reduction through centralised and technological approaches
Maintain good growth momentum

**Strengthen systematic management**
Classification by policies, hierarchical management and intelligent management and control
Precise allocation of resources to drive sustained value growth
Continue to improve scientific management standard

**Strengthen risk prevention & control**
Continuously improve risk prevention and control mechanism
Enhance the capability of centralised, digital and intelligent risk management and control
Ensure stable and healthy operations

**Strengthen lean management**
Comprehensively improve the efficiency of management, resources, assets and capital
Build a solid foundation for core competitiveness

Ensure stable and healthy operations
Q & A

For more information, please contact:
Investor Relations Department: ir@chinamobilehk.com
Or visit the Company’s website: www.chinamobileltd.com
### Extracts from Unaudited Consolidated Statement of Comprehensive Income for the Six Months Ended 30 June 2023 – Appendix I

#### (RMB Mil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating revenue</strong></td>
<td>496,934</td>
<td>530,719</td>
</tr>
<tr>
<td>Revenue from...</td>
<td>426,417</td>
<td>452,238</td>
</tr>
<tr>
<td>...telecommunications services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>...of which: Voice services</td>
<td>38,706</td>
<td>37,919</td>
</tr>
<tr>
<td>...SMS &amp; MMS</td>
<td>16,278</td>
<td>16,152</td>
</tr>
<tr>
<td>...Wireless data traffic</td>
<td>208,192</td>
<td>211,780</td>
</tr>
<tr>
<td>...Wireline broadband</td>
<td>54,168</td>
<td>58,065</td>
</tr>
<tr>
<td>...Applications and information services</td>
<td>97,988</td>
<td>116,358</td>
</tr>
<tr>
<td>...Others</td>
<td>11,085</td>
<td>11,964</td>
</tr>
<tr>
<td>Revenue from sales of products and others</td>
<td>70,517</td>
<td>78,481</td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td>422,486</td>
<td>450,432</td>
</tr>
<tr>
<td>Network operation and support expenses</td>
<td>138,194</td>
<td>143,526</td>
</tr>
<tr>
<td>Depreciation and amortisation</td>
<td>99,464</td>
<td>103,170</td>
</tr>
<tr>
<td>Employee benefit and related expenses</td>
<td>63,934</td>
<td>70,433</td>
</tr>
</tbody>
</table>

#### (RMB Mil)

<table>
<thead>
<tr>
<th></th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Selling expenses</strong></td>
<td>26,182</td>
<td>26,835</td>
</tr>
<tr>
<td><strong>Cost of products sold</strong></td>
<td>68,900</td>
<td>77,332</td>
</tr>
<tr>
<td><strong>Other operating expenses</strong></td>
<td>25,812</td>
<td>29,136</td>
</tr>
<tr>
<td><strong>Profit from operations</strong></td>
<td>74,448</td>
<td>80,287</td>
</tr>
<tr>
<td><strong>Other gains</strong></td>
<td>3,076</td>
<td>4,003</td>
</tr>
<tr>
<td><strong>Interest and other income</strong></td>
<td>8,859</td>
<td>11,373</td>
</tr>
<tr>
<td><strong>Finance costs</strong></td>
<td>(1,229)</td>
<td>(1,938)</td>
</tr>
<tr>
<td><strong>Income from investments accounted for using the equity method</strong></td>
<td>6,195</td>
<td>4,953</td>
</tr>
<tr>
<td><strong>Taxation</strong></td>
<td>(21,012)</td>
<td>(22,439)</td>
</tr>
<tr>
<td><strong>Profit for the period</strong></td>
<td>70,337</td>
<td>76,239</td>
</tr>
<tr>
<td>Equity shareholders of the Company</td>
<td>70,275</td>
<td>76,173</td>
</tr>
<tr>
<td>Non-controlling interests</td>
<td>62</td>
<td>66</td>
</tr>
</tbody>
</table>
## Extracts from Unaudited Consolidated Balance Sheet as at 30 June 2023

### Appendix II

<table>
<thead>
<tr>
<th></th>
<th>2022.12.31</th>
<th>2023.06.30</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td>456,371</td>
<td>509,501</td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td>1,479,167</td>
<td>1,482,095</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>1,935,538</td>
<td>1,991,596</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td>533,337</td>
<td>557,910</td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td>100,778</td>
<td>96,801</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>634,115</td>
<td>654,711</td>
</tr>
<tr>
<td><strong>Total equity</strong></td>
<td>1,301,423</td>
<td>1,336,885</td>
</tr>
</tbody>
</table>
## Operating Data  
**– Appendix III**

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>1H2022</th>
<th>1H2023</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mobile service</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customers</td>
<td>Mil</td>
<td>969.85</td>
<td>985.39</td>
</tr>
<tr>
<td>Mobile service revenue</td>
<td>RMB Mil</td>
<td>300,322</td>
<td>305,630</td>
</tr>
<tr>
<td>ARPU</td>
<td>RMB</td>
<td>52.3</td>
<td>52.4</td>
</tr>
<tr>
<td>Handset data traffic</td>
<td>GB Bil</td>
<td>68.28</td>
<td>79.61</td>
</tr>
<tr>
<td>Handset data traffic DOU</td>
<td>GB</td>
<td>13.5</td>
<td>15.5</td>
</tr>
<tr>
<td>MOU</td>
<td>Minutes</td>
<td>254</td>
<td>247</td>
</tr>
<tr>
<td><strong>Of which: 5G</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Network customers</td>
<td>Mil</td>
<td>262.64</td>
<td>393.26</td>
</tr>
<tr>
<td>ARPU</td>
<td>RMB</td>
<td>85.0</td>
<td>81.1</td>
</tr>
<tr>
<td>Handset data traffic DOU</td>
<td>GB</td>
<td>21.5</td>
<td>23.7</td>
</tr>
<tr>
<td><strong>Wireline broadband service</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customers</td>
<td>Mil</td>
<td>256.06</td>
<td>286.40</td>
</tr>
<tr>
<td>Wireline broadband service revenue</td>
<td>RMB Mil</td>
<td>54,168</td>
<td>58,065</td>
</tr>
<tr>
<td><strong>Of which: Household broadband</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customers</td>
<td>Mil</td>
<td>230.34</td>
<td>254.85</td>
</tr>
<tr>
<td>Household customer blended ARPU</td>
<td>RMB</td>
<td>43.0</td>
<td>43.3</td>
</tr>
</tbody>
</table>