



Operating Statistics: 營運分析資料

|  | Jan-10 | Feb-10 | Mar-10 | Apr-10 | May-10 | Jun-10 | Jul-10 | Aug-10 | Sep-10 | Oct-10 | Nov-10 | Dec-10 | Y2010        | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | Y2011 YTD    |  |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------------|--|
| <b>FET consolidated 遠傳合併資訊</b>                         |        |        |        |        |        |        |        |        |        |        |        |        |              |        |        |        |        |        |        |        |        |        |        |        |        |              |  |
| <b>FET+KGT Ending Customer (in '000) 總客戶數(千)</b>       | 6,235  | 6,236  | 6,237  | 6,236  | 6,247  | 6,263  | 6,276  | 6,299  | 6,320  | 6,325  | 6,339  | 6,360  | 6,360 (100%) | 6,377  | 6,399  | 6,412  | 6,433  | 6,463  | 6,501  | 6,524  | 6,549  | 6,574  | 6,587  | 6,601  | 6,618  | 6,618 (100%) |  |
| Prepaid (in '000) 預付型                                  | 1,349  | 1,350  | 1,354  | 1,360  | 1,366  | 1,368  | 1,372  | 1,373  | 1,373  | 1,370  | 1,368  | 1,368  | 1,368 (21%)  | 1,373  | 1,381  | 1,388  | 1,397  | 1,406  | 1,418  | 1,426  | 1,430  | 1,440  | 1,450  | 1,458  | 1,473  | 1,473 (22%)  |  |
| 2G Postpaid (in '000) 2G月租型                            | 1,376  | 1,342  | 1,307  | 1,278  | 1,252  | 1,225  | 1,200  | 1,173  | 1,147  | 1,122  | 1,098  | 1,076  | 1,076 (17%)  | 1,052  | 1,029  | 1,004  | 982    | 957    | 936    | 913    | 890    | 870    | 846    | 823    | 793    | 793 (12%)    |  |
| 3G Postpaid (in '000) 3G月租型                            | 3,510  | 3,543  | 3,576  | 3,597  | 3,629  | 3,670  | 3,705  | 3,754  | 3,800  | 3,833  | 3,873  | 3,916  | 3,916 (62%)  | 3,953  | 3,989  | 4,020  | 4,053  | 4,100  | 4,147  | 4,184  | 4,229  | 4,264  | 4,291  | 4,319  | 4,353  | 4,353 (66%)  |  |
| <b>Monthly Churn Rate 客戶流失率</b>                        |        |        |        |        |        |        |        |        |        |        |        |        |              |        |        |        |        |        |        |        |        |        |        |        |        |              |  |
| <b>Blended 平均</b>                                      | 2.0%   | 1.9%   | 2.2%   | 2.0%   | 1.9%   | 1.8%   | 1.8%   | 2.0%   | 1.9%   | 2.0%   | 1.8%   | 1.9%   | 1.9%         | 1.7%   | 1.6%   | 2.0%   | 1.8%   | 1.9%   | 1.7%   | 1.8%   | 1.9%   | 1.8%   | 1.8%   | 1.9%   | 2.0%   | 1.8%         |  |
| Prepaid 預付型  | 2.6%   | 2.5%   | 3.0%   | 2.8%   | 2.6%   | 2.6%   | 2.6%   | 3.1%   | 3.1%   | 3.2%   | 2.9%   | 3.0%   | 2.8%         | 2.6%   | 2.4%   | 2.8%   | 2.7%   | 2.8%   | 2.6%   | 2.7%   | 2.9%   | 2.6%   | 2.4%   | 2.8%   | 2.5%   | 2.6%         |  |
| Postpaid 月租型   | 1.9%   | 1.7%   | 2.0%   | 1.8%   | 1.7%   | 1.6%   | 1.6%   | 1.7%   | 1.6%   | 1.6%   | 1.6%   | 1.6%   | 1.7%         | 1.5%   | 1.4%   | 1.7%   | 1.5%   | 1.6%   | 1.5%   | 1.5%   | 1.7%   | 1.6%   | 1.7%   | 1.7%   | 1.8%   | 1.6%         |  |
| <b>Monthly MOU (in million minutes) 每月通話分鐘數(百萬)</b>    |        |        |        |        |        |        |        |        |        |        |        |        |              |        |        |        |        |        |        |        |        |        |        |        |        |              |  |
| <b>Total 加總</b>  | 1,335  | 1,218  | 1,383  | 1,333  | 1,381  | 1,355  | 1,405  | 1,393  | 1,383  | 1,375  | 1,337  | 1,424  | 16,322       | 1,419  | 1,272  | 1,450  | 1,458  | 1,600  | 1,658  | 1,746  | 1,728  | 1,657  | 1,679  | 1,655  | 1,745  | 19,066       |  |
| Prepaid 預付型  | 131    | 127    | 139    | 135    | 140    | 137    | 142    | 141    | 140    | 141    | 135    | 144    | 1,652        | 144    | 141    | 149    | 202    | 284    | 357    | 406    | 375    | 348    | 365    | 363    | 394    | 3,529        |  |
| Postpaid 月租型   | 1,204  | 1,091  | 1,244  | 1,197  | 1,241  | 1,218  | 1,263  | 1,252  | 1,244  | 1,234  | 1,202  | 1,280  | 14,670       | 1,274  | 1,130  | 1,302  | 1,255  | 1,315  | 1,300  | 1,340  | 1,353  | 1,309  | 1,314  | 1,292  | 1,350  | 15,536       |  |
| <b>Monthly ARPU 客戶平均貢獻度(元)</b>                         |        |        |        |        |        |        |        |        |        |        |        |        |              |        |        |        |        |        |        |        |        |        |        |        |        |              |  |
| <b>Blended 平均</b>                                      | 704    | 673    | 723    | 692    | 712    | 708    | 727    | 720    | 716    | 719    | 700    | 726    | 710          | 698    | 662    | 718    | 693    | 715    | 712    | 732    | 736    | 723    | 723    | 718    | 740    | 714          |  |
| Prepaid 預付型  | 266    | 267    | 297    | 273    | 283    | 301    | 284    | 284    | 283    | 312    | 273    | 291    | 284          | 271    | 264    | 282    | 270    | 284    | 273    | 307    | 304    | 282    | 284    | 271    | 277    | 281          |  |
| Postpaid 月租型   | 825    | 785    | 841    | 809    | 832    | 821    | 851    | 842    | 836    | 832    | 818    | 846    | 828          | 815    | 772    | 839    | 810    | 835    | 834    | 851    | 856    | 847    | 847    | 845    | 872    | 835          |  |
| <b>Division Data 部門別資訊</b>                             |        |        |        |        |        |        |        |        |        |        |        |        |              |        |        |        |        |        |        |        |        |        |        |        |        |              |  |
| <b>Mobile Service Revenue (NT\$m) 行動服務營收(百萬)</b>       | 4,466  | 4,250  | 4,581  | 4,385  | 4,516  | 4,503  | 4,642  | 4,613  | 4,588  | 4,617  | 4,513  | 4,705  | 54,381       | 4,530  | 4,254  | 4,659  | 4,509  | 4,645  | 4,652  | 4,802  | 4,851  | 4,804  | 4,822  | 4,819  | 4,968  | 56,314       |  |
| <b>Mobile Equipment Revenue (NT\$m) 行動設備營收(百萬)</b>     | 441    | 427    | 549    | 455    | 573    | 424    | 468    | 499    | 583    | 501    | 475    | 782    | 6,177        | 953    | 652    | 762    | 760    | 831    | 909    | 1,144  | 1,028  | 907    | 895    | 1,066  | 1,318  | 11,224       |  |
| Data as % of Service Revenue 非語音營收佔比                   | 14.8%  | 16.0%  | 14.8%  | 15.2%  | 16.0%  | 16.4%  | 16.0%  | 16.4%  | 17.1%  | 17.5%  | 17.9%  | 18.7%  | 16.4%        | 19.3%  | 21.3%  | 20.4%  | 20.9%  | 21.4%  | 21.9%  | 22.0%  | 22.7%  | 23.7%  | 24.0%  | 24.6%  | 25.1%  | 22.3%        |  |
| EBITDA Margin 稅前息前折舊攤銷前獲利率                             | 39.6%  | 42.0%  | 37.0%  | 36.8%  | 32.5%  | 35.3%  | 37.4%  | 34.9%  | 32.0%  | 35.4%  | 34.0%  | 29.5%  | 35.5%        | 28.9%  | 31.7%  | 30.6%  | 29.9%  | 27.8%  | 30.4%  | 30.1%  | 30.6%  | 32.5%  | 33.2%  | 31.1%  | 26.0%  | 30.2%        |  |
| <b>Fixed-line Service Revenue (NT\$m) 固網服務營收(百萬)</b>   | 767    | 701    | 762    | 751    | 826    | 782    | 852    | 872    | 820    | 824    | 812    | 809    | 9,578        | 826    | 756    | 882    | 876    | 902    | 914    | 847    | 901    | 947    | 938    | 944    | 935    | 10,669       |  |
| <b>Fixed-line Equipment Revenue (NT\$m) 固網設備營收(百萬)</b> | 31     | 27     | 30     | 25     | 36     | 30     | 32     | 31     | 33     | 28     | 39     | 50     | 394          | 19     | 23     | 17     | 30     | 46     | 38     | 9      | 24     | 14     | 9      | 12     | 15     | 257          |  |
| Data as % of Service Revenue 非語音營收佔比                   | 46.3%  | 48.8%  | 46.6%  | 45.4%  | 42.5%  | 46.6%  | 43.5%  | 39.1%  | 42.5%  | 44.2%  | 44.7%  | 46.4%  | 44.7%        | 44.8%  | 47.1%  | 42.5%  | 41.8%  | 40.4%  | 41.4%  | 43.6%  | 40.8%  | 39.9%  | 40.9%  | 41.1%  | 44.3%  | 42.4%        |  |
| EBITDA Margin 稅前息前折舊攤銷前獲利率                             | 15.4%  | 14.0%  | 13.1%  | 10.6%  | 13.6%  | 14.0%  | 9.1%   | 12.2%  | 13.5%  | 14.1%  | 11.6%  | 15.0%  | 13.0%        | 16.2%  | 19.9%  | 18.4%  | 16.8%  | 23.7%  | 19.7%  | 18.0%  | 16.7%  | 14.3%  | 14.7%  | 17.2%  | 20.7%  | 18.0%        |  |

Financial Statistics: 財務分析資料

|   | Jan-10 | Feb-10 | Mar-10 | Apr-10 | May-10 | Jun-10 | Jul-10 | Aug-10 | Sep-10 | Oct-10 | Nov-10 | Dec-10 | Y2010  | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | Y2011 YTD |  |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------|--|
| <b>FET consolidated 遠傳合併資訊</b>  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |           |  |
| <b>Monthly Unaudited Consolidated Financial (in NT\$ million) (百萬計)</b> |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |           |  |
| <b>Total Revenue 總營收</b>  | 4,908  | 4,677  | 5,130  | 4,841  | 5,089  | 4,927  | 5,111  | 5,463  | 5,816  | 5,759  | 5,621  | 6,094  | 63,436 | 6,094  | 5,485  | 6,096  | 5,948  | 6,208  | 6,297  | 6,587  | 6,585  | 6,438  | 6,430  | 6,599  | 6,983  | 75,749    |  |
| Service Revenue 服務營收  | 4,466  | 4,250  | 4,581  | 4,385  | 4,516  | 4,503  | 4,642  | 4,949  | 5,201  | 5,229  | 5,106  | 5,262  | 57,092 | 5,128  | 4,812  | 5,317  | 5,156  | 5,332  | 5,350  | 5,434  | 5,533  | 5,517  | 5,527  | 5,521  | 5,650  | 64,277    |  |
| Equipment Revenue and others 設備與其他營收                                    | 441    | 427    | 549    | 455    | 573    | 424    | 468    | 514    | 615    | 530    | 515    | 832    | 6,343  | 966    | 673    | 779    | 792    | 875    | 947    | 1,153  | 1,052  | 921    | 904    | 1,077  | 1,333  | 11,472    |  |
| <b>EBITDA 稅前息前折舊攤銷前獲利</b>   | 1,945  | 1,965  | 1,896  | 1,782  | 1,654  | 1,740  | 1,913  | 1,844  | 1,774  | 1,943  | 1,803  | 1,758  | 22,020 | 1,729  | 1,721  | 1,834  | 1,736  | 1,754  | 1,888  | 1,950  | 1,961  | 2,005  | 2,048  | 2,004  | 1,841  | 22,471    |  |
| EBITDA Margin 稅前息前折舊攤銷前獲利率  | 39.6%  | 42.0%  | 37.0%  | 36.8%  | 32.5%  | 35.3%  | 37.4%  | 33.8%  | 30.5%  | 33.7%  | 32.1%  | 28.8%  | 34.7%  | 28.4%  | 31.4%  | 30.1%  | 29.2%  | 28.3%  | 30.0%  | 29.6%  | 29.8%  | 31.1%  | 31.9%  | 30.4%  | 26.4%  | 29.7%     |  |
| <b>Net Income 稅後純益</b>  | 770    | 794    | 756    | 641    | 578    | 726    | 819    | 789    | 745    | 818    | 683    | 732    | 8,849  | 642    | 608    | 697    | 656    | 662    | 746    | 843    | 792    | 808    | 870    | 820    | 737    | 8,881     |  |
| Net Income Margin 稅後純益率   | 15.7%  | 17.0%  | 14.7%  | 13.2%  | 11.4%  | 14.7%  | 16.0%  | 14.4%  | 12.8%  | 14.2%  | 12.1%  | 12.0%  | 13.9%  | 10.5%  | 11.1%  | 11.4%  | 11.0%  | 10.7%  | 11.8%  | 12.8%  | 12.0%  | 12.5%  | 13.5%  | 12.4%  | 10.6%  | 11.7%     |  |
| <b>MoM 月增率</b>  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |           |  |
| <b>Total Revenue 總營收</b>  | -2.1%  | -4.7%  | 9.7%   | -5.6%  | 5.1%   | -3.2%  | 3.7%   | 6.9%   | 6.5%   | -1.0%  | -2.4%  | 8.4%   |        | 0.0%   | -10.0% | 11.1%  | -2.4%  | 4.4%   | 1.4%   | 4.6%   | 0.0%   | -2.2%  | -0.1%  | 2.6%   | 5.8%   |           |  |
| Service Revenue 服務營收  | -2.7%  | -4.8%  | 7.8%   | -4.3%  | 3.0%   | -0.3%  | 3.1%   | 6.6%   | 5.1%   | 0.6%   | -2.4%  | 3.1%   |        | -2.5%  | -6.2%  | 10.5%  | -3.0%  | 3.4%   | 0.3%   | 1.6%   | 1.8%   | -0.3%  | 0.2%   | -0.1%  | 2.3%   |           |  |
| EBITDA 稅前息前折舊攤銷前獲利  | -4.1%  | 1.0%   | -3.5%  | -6.0%  | -7.2%  | 5.2%   | 9.9%   | -3.6%  | -3.8%  | 9.5%   | -7.2%  | -2.5%  |        | -1.7%  | -0.4%  | 6.5%   | -5.3%  | 1.1%   | 7.6%   | 3.3%   | 0.6%   | 2.2%   | 2.2%   | -2.2%  | -8.1%  |           |  |
| Net Income 稅後純益   | 4.1%   | 3.2%   | -4.8%  | -15.2% | -9.9%  | 25.7%  | 12.8%  | -3.7%  | -5.6%  | 9.7%   | -16.5% | 7.2%   |        | -12.3% | -5.3%  | 14.6%  | -5.8%  | 0.9%   | 12.6%  | 13.1%  | -6.1%  | 2.1%   | 7.7%   | -5.8%  | -10.1% |           |  |
| <b>YoY 年增率</b>  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |           |  |
| <b>Total Revenue 總營收</b>  | -3.3%  | -3.3%  | 3.3%   | -3.5%  | 1.9%   | -2.2%  | -1.5%  | 5.4%   | 16.6%  | 14.8%  | 18.4%  | 21.6%  | 5.6%   | 24.2%  | 17.3%  | 18.8%  | 22.9%  | 22.0%  | 27.8%  | 28.9%  | 20.5%  | 10.7%  | 11.7%  | 17.4%  | 14.6%  | 19.4%     |  |
| Service Revenue 服務營收  | -4.4%  | -3.4%  | 0.4%   | -3.3%  | -1.7%  | -1.8%  | -1.3%  | 4.7%   | 14.6%  | 14.7%  | 16.8%  | 14.6%  | 4.1%   | 14.8%  | 13.2%  | 16.1%  | 17.6%  | 18.1%  | 18.8%  | 17.0%  | 11.8%  | 6.1%   | 5.7%   | 8.1%   | 7.4%   | 12.6%     |  |
| EBITDA 稅前息前折舊攤銷前獲利  | -6.1%  | -0.4%  | -4.6%  | -7.2%  | -15.5% | -12.5% | -4.1%  | -10.9% | -11.3% | -3.8%  | -6.5%  | -13.3% | -8.0%  | -11.1% | -12.4% | -3.3%  | -2.6%  | 6.0%   | 8.5%   | 1.9%   | 6.4%   | 13.0%  | 5.4%   | 11.1%  | 4.7%   | 2.1%      |  |
| Net Income 稅後純益   | 0.2%   | 5.6%   | -3.2%  | -14.9% | -28.8% | -2.7%  | 3.4%   | -1.5%  | -4.2%  | 5.4%   | -7.1%  | -1.1%  | -4.1%  | -16.6% | -23.5% | -7.8%  | 2.4%   | 14.7%  | 2.7%   | 3.0%   | 0.4%   | 8.4%   | 6.5%   | 20.1%  | 0.8%   | 0.4%      |  |

Note: Consolidated financials started to include NCIC and DataExpress numbers from August 17 and Dec 1, 2010, respectively.

註: 遠傳電信自2010年8月17日及12月1日起, 已分別將子公司新世紀資訊以及遠傳數位科技納入編制合併財務報表