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Potential Investors and Shareholders should exercise caution when investing in or dealing in the securities of the Company.
2018 Milestones

- **Jan**: Launched 3Innocity Programme to create an IoT ecosystem fit to accelerate Hong Kong's development as a smart city
- **Mar**: Activated 5CC Carrier aggregation network technology
- **May**: Launched 3Money “New Phone and Cash Plan”
- **Jul**: Became one of the first Asian operators to activate an NB-IoT roaming capability
- **Sep**: Introduced Roam-in-Command to cover more than 100 hot tourist cities around the world
- **Nov**: Completed successful 5G outdoor network trials and first to make a live outdoor broadcast via 5G
- **Dec**: Acquired spectrum resources in the 900 MHz and 1800 MHz bands
2018 Financial Highlights

Revenue
HK$7,912m
+17%

Key Cost Items
HK$2,627m
-3%

Recurring Profit
HK$404m
+82%

Strong Net Cash
HK$9,555m
2018 Dividends

Interim
HK$3.10 cents

Final
HK$3.20 cents

Special
HK$80.00 cents

Full Year
HK$86.30 cents
Financial Review
- Increased demand for new smartphones
- Tariff-focused competition
- Local service revenue under pressure
- Roaming service revenue improved with 24% increase in roaming data revenue
Blended postpaid gross ARPU\(^{(1)}\) and net ARPU\(^{(1)}\)

<table>
<thead>
<tr>
<th>Gross ARPU</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>230</td>
<td>219</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net ARPU</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>197</td>
<td>186</td>
</tr>
</tbody>
</table>

Note 1
Postpaid Gross ARPU = monthly average spending per postpaid user including handset contribution for bundled plan.
Postpaid Net ARPU = monthly average spending per postpaid user excluding handset contribution for bundled plan.
4G Network data usage

- Growing trend of demands
- Innovative data packages offerings
• Introduction of innovative roaming products
• Leverage the collaborations with CKHH Group and global mobile alliance
Key Costs (HK$m)

2017: 2,710
2018: 2,627
-3%

Capex (HK$m)

2017: 533 (14%)
2018: 522 (14%)

capex over service revenue
Net Cash (HK$'m)

- Cater for future network enhancement and 5G needs
- Strong position for future operational needs
- After settlement of transaction costs for disposal of fixed-line
Business Review and Developments
Technology

5CC Carrier Aggregation (FDD + TDD)

All Cloud core network to usher in the 5G era

5G indoor & outdoor commercial network trials

Comprehensive mobile coverage along the Hong Kong-Zhuhai-Macao Bridge and Guangzhou-Shenzhen-Hong Kong Express Link
Fully leverage **Digital Technologies** to improve customer engagement and operational efficiency.

Focus on the Experience

- Cognitive & Analytics
- Emerging Technologies
- Cloud
- 5G
- Internet Of Things
- Mobile
- Social
- Security

New Focus
New Ways to Work
New Expertise

Operating Model
Digitalization

Convergent Billing

Omni-channel Customer Experience

Real-time Online Charging System

Flexible Digital Commerce Platform

Big Data Analytics
Business

Digitalized Customer Service & Omni Channels

Transforming Propositions for Travel Market

Target Sectors for 3InnoCity Solutions
5x increment on My3App activation rate: 10% to 50% from 1H 18 to 2H 18.

3x improvement on My3App penetration: 8% to 22% from 1H 18 to 2H 18.
Transforming Propositions for Travel Markets (Postpaid)

China Data Proposition

Global Data Proposition

Mid China Data Demand

High

Mid

Low

Fun Share 3GB

Flexible & Autonomy

Hutchison Telecom Hong Kong Holdings
Transforming Propositions for Travel Markets (Prepaid)

Travel Prepaid SIM

Prepaid eSIM

• Unlimited Roaming Data & Fun!

Applicable to 100+ hot cities

Roaming in 20 destinations: China, Macau, Taiwan, Japan, South Korea, Singapore, Malaysia, Thailand, Philippines, Vietnam, Australia, USA, Canada, United Kingdom, Italy, Sweden, Ireland, Denmark, Austria, France
Target Sectors for 3InnoCity Solutions

- FSI
- Retail
- Professional Services
- Sizable SME
- Property Management & Constructions
- Property & Construction
- Technology
- Education
Outlook
Profitability and Value Creation

• Value creation to combat price competition
• Innovative proposition to travelers’ segment
• Unique local service offerings
• Develop new digital business revenue streams
Develop a quality ‘OneWorld’ telecoms experience by digital lifestyles offering in:

- Travel
- FinTech
- Insurance
- Beauty & Health
- Handsets & Accessories
3. Getaway Strategy

- Innovative travel ecosystem
- Travel data & voice service under local charge
- Carefree telecoms experience while aboard
- Hassle-free data & voice
Premium Segment with Digital Lifestyle Differentiation

Bill Spending Upsell + Product Recommendation + Unique Experience = Supreme

Bill Spending Upsell

Product Recommendation

Unique Experience

Entertainment

Lifestyle

Jetso

Travel

Wine & Dine

Product Recommendation

Bill Spending

Upsell
Channel Segmentation Strategy

3Supreme
Upscale/Premium Segment

3Shop
Mass Segment

AT³
Device & Accessory
Business - ICT/5G Solution Strategy

Public awareness of smart city development

Alliance with startups of solution partners

- IoT & mobile solutions enabled
- enhanced by NB IoT availability

Digital ID

Big data for operational efficiency
Leading Technology for Future

• Accelerate digital transformation and deploy latest technologies

• Continue with latest NB IoT ecosystem expansion and business development

• Prepare deploying network architecture evolution for 5G

5G outdoor network trials in Causeway Bay
Expand O2O2O Channel - 3Live Box

- New mobile retail platform
- Expand and enhance customer touchpoints
Q & A
## Financial Summary

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>HK$ million</td>
<td>HK$ million</td>
<td>Change</td>
</tr>
<tr>
<td></td>
<td>7,912</td>
<td>6,752</td>
<td>+17%</td>
</tr>
<tr>
<td>- Net customer service revenue</td>
<td>3,662</td>
<td>3,853</td>
<td>-5%</td>
</tr>
<tr>
<td>- Local service revenue</td>
<td>2,980</td>
<td>3,176</td>
<td>-6%</td>
</tr>
<tr>
<td>- Roaming service revenue</td>
<td>682</td>
<td>677</td>
<td>+1%</td>
</tr>
<tr>
<td>- Hardware revenue</td>
<td>4,250</td>
<td>2,899</td>
<td>+47%</td>
</tr>
<tr>
<td>Net customer service margin</td>
<td>3,318</td>
<td>3,573</td>
<td>-7%</td>
</tr>
<tr>
<td>Net customer service margin %</td>
<td>91%</td>
<td>93%</td>
<td>-2% points</td>
</tr>
<tr>
<td>Standalone handset sales margin</td>
<td>49</td>
<td>58</td>
<td>-16%</td>
</tr>
<tr>
<td>CACs (net of handset revenue)</td>
<td>(160)</td>
<td>(277)</td>
<td>+42%</td>
</tr>
<tr>
<td>Operating expenses and staff costs</td>
<td>(2,123)</td>
<td>(2,153)</td>
<td>+1%</td>
</tr>
<tr>
<td>Opex and staff costs as a % of net customer service margin</td>
<td>64%</td>
<td>60%</td>
<td>-4% points</td>
</tr>
<tr>
<td>EBITDA (with JV)</td>
<td>1,157</td>
<td>1,267</td>
<td>-9%</td>
</tr>
<tr>
<td>Service EBITDA (with JV)</td>
<td>1,108</td>
<td>1,209</td>
<td>-8%</td>
</tr>
<tr>
<td>Service EBITDA margin %</td>
<td>30%</td>
<td>31%</td>
<td>-1% point</td>
</tr>
<tr>
<td>Depreciation and amortisation</td>
<td>(768)</td>
<td>(822) *</td>
<td>+7%</td>
</tr>
<tr>
<td>EBIT (with JV)</td>
<td>339</td>
<td>398</td>
<td>-15%</td>
</tr>
</tbody>
</table>

* Excluding one-off after tax and non-controlling interests accelerated depreciation charges
Thank you