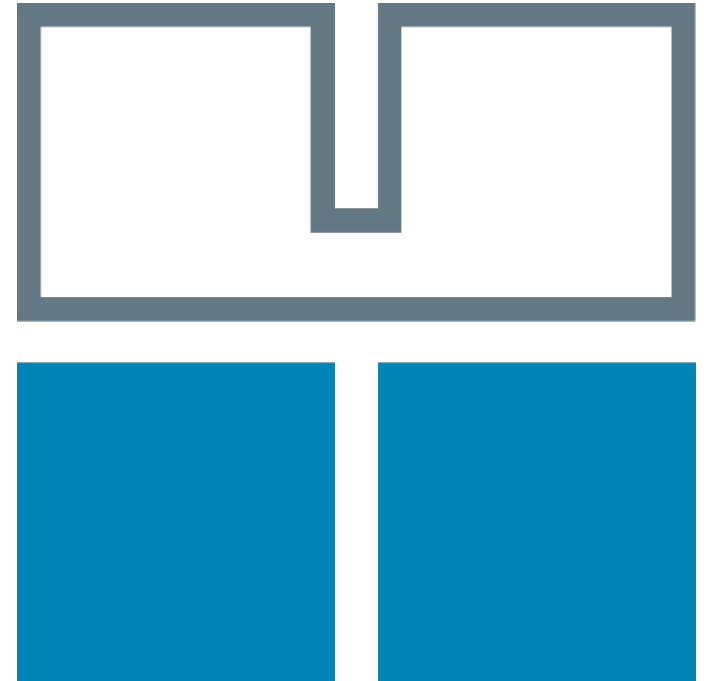




Hutchison Telecom Hong Kong Holdings
和記電訊香港控股

2026 Interim Results Presentation



A member of CK Hutchison Holdings

Disclaimer

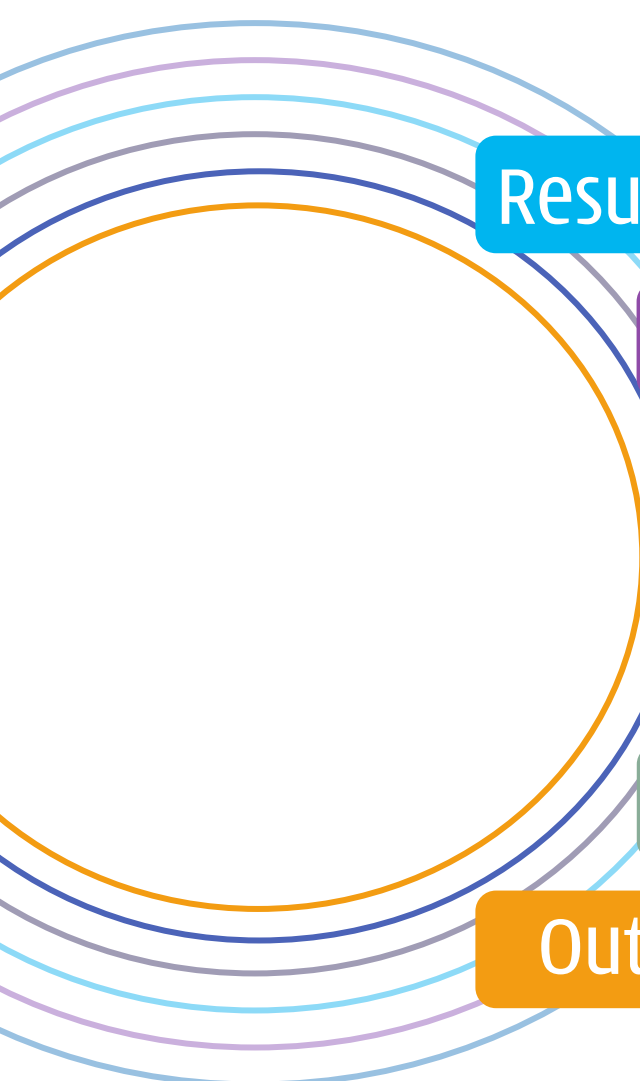
The information, statements and opinions contained in this Presentation and subsequent discussion do not constitute an offer to sell or solicitation of any offer to subscribe for or purchase any securities or other financial instruments or any advice or recommendation in respect of such securities or other financial instruments.

Potential investors and shareholders of the Hutchison Telecommunications Hong Kong Holdings Limited ("the Company") (the "Potential Investors and Shareholders") are reminded that information contained in this Presentation and any subsequent discussion comprises extracts of operational data and financial information of the Company and its subsidiaries ("the Group") for the six months period ended 30 June 2026. The information included in this Presentation and subsequent discussion, which does not purport to be comprehensive nor render any form of financial or other advice, has been provided by the Group for general information purposes only and certain information has not been independently verified. No representations or warranties, expressed or implied, are made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, statements or opinions presented or contained in this Presentation and any subsequent discussions or any data which such information generates. Potential Investors and Shareholders should refer to the 2026 Interim Report for the unaudited results of the Group which are published in accordance with the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

The performance data and the results of operations of the Group contained in this Presentation and any subsequent discussion are historical in nature, and past performance is no guarantee of the future results of the Group. Any forward-looking statements and opinions contained in this Presentation and subsequent discussion are based on current plans, beliefs, expectations, estimates and projections at the date the statements and opinions are made, and therefore involve risks and uncertainties. There can be no assurance that any of the matters set out in such forward-looking statements are attainable, will actually occur or will be realised or are complete or accurate. Actual results may differ materially from those stated, implied and/or reflected in such forward-looking statements and opinions. The Group, the Directors, officers, employees and agents of the Group assume (a) no obligation to correct, update or supplement the forward-looking statements or opinions contained in this Presentation and any subsequent discussion; and (b) no liability in the event that any of the forward-looking statements or opinions do not materialise or turn out to be incorrect.

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

Agenda



Results Highlights for Hong Kong Operations

Business Review & Development

Network & AI Development

Financial Review

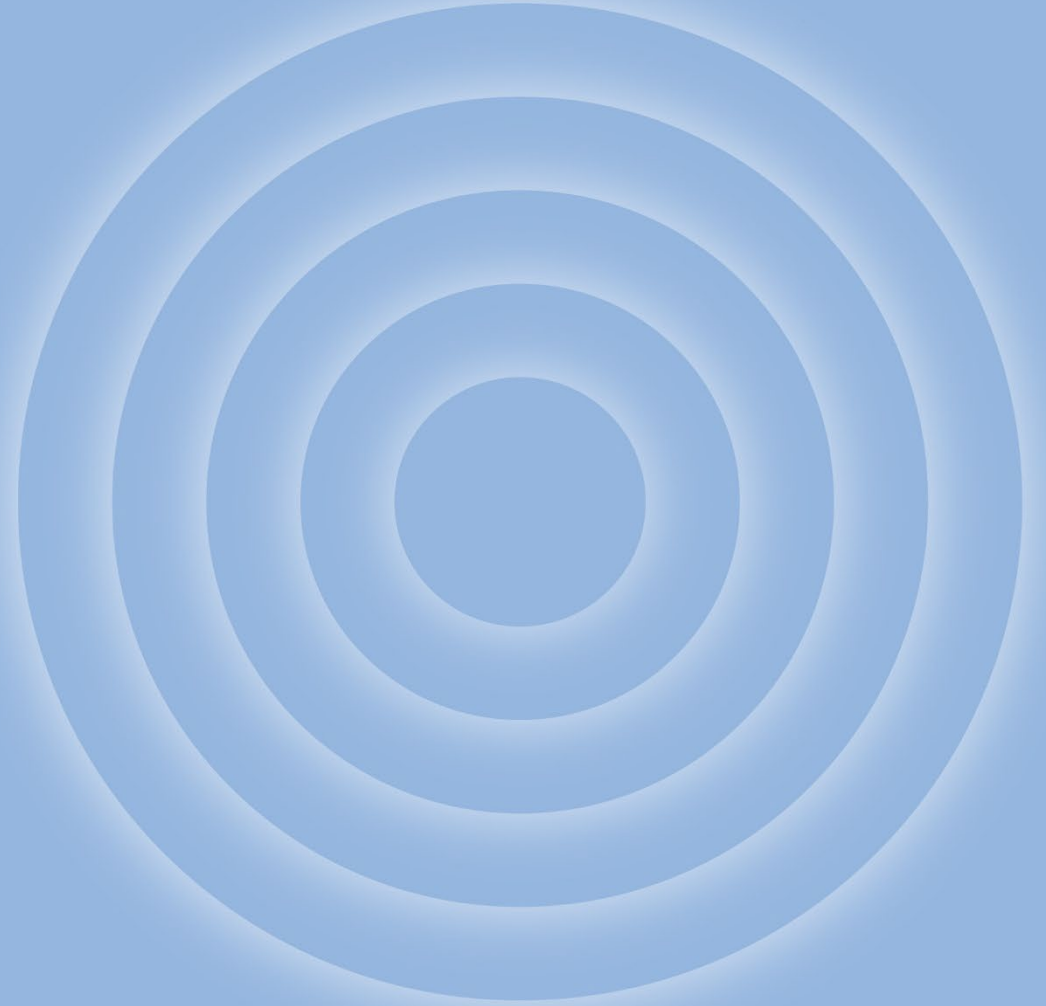
Sustainability

Outlook

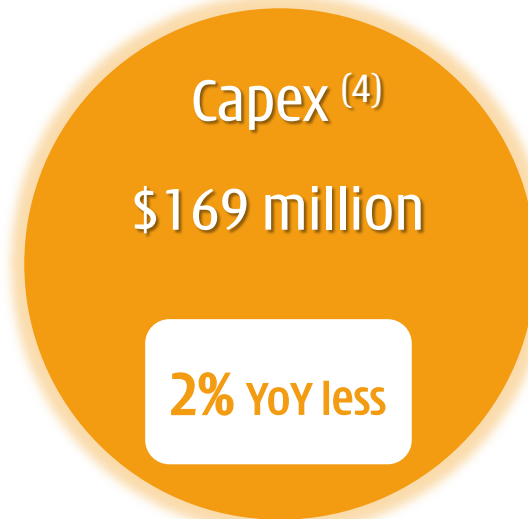
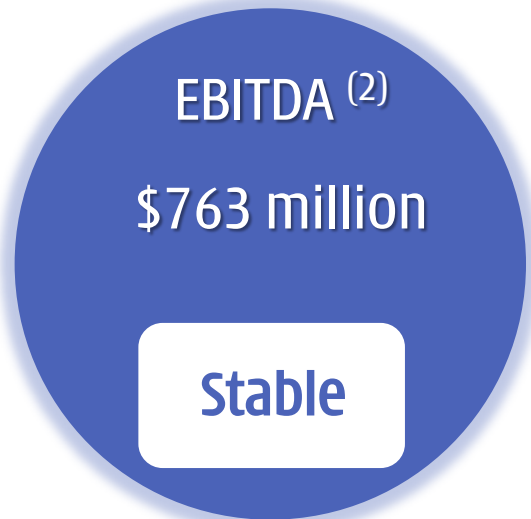


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Results Highlights for Hong Kong Operations



Results Highlights for Hong Kong Operations ⁽¹⁾



Notes:

(1) Results for the period ended 30 June 2025 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engaged in the mobile telecommunications business in Macau on 12 January 2026.

Together with the profit from Macau operations of \$2m, the Group's profit attributable to shareholders for the period ended 30 June 2026 was \$11m.

(2) EBITDA represents the EBITDA of the Company and subsidiary companies as well as the Group's share of the EBITDA of a joint venture.

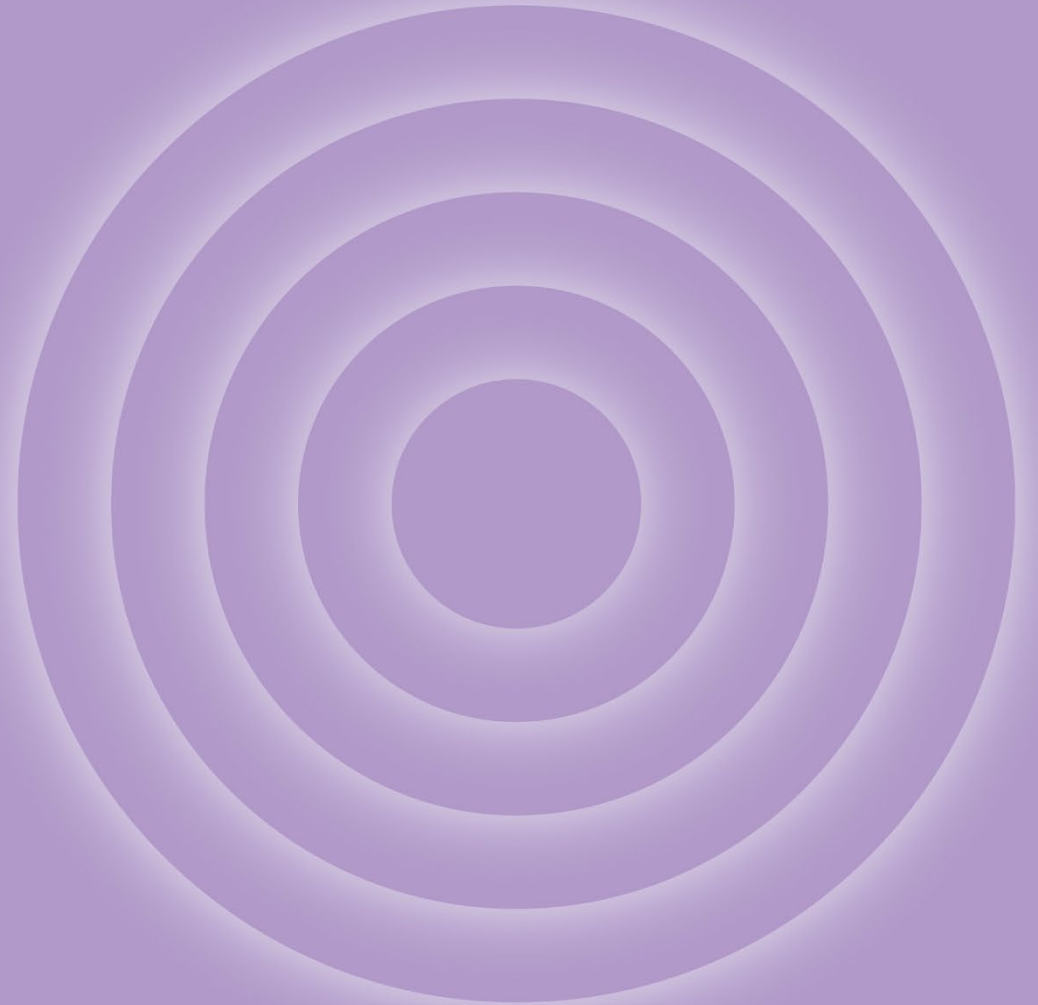
(3) EBIT represents the EBIT of the Company and subsidiary companies as well as the Group's share of the EBIT of a joint venture.

(4) Excluding telecommunications licences.



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Business Review & Development



Multi-brand Strategy

Maximising Market Coverage through Differentiated Brands and Offers



- Deliver premium connectivity, exclusive privileges and curated lifestyle experiences



- Drive growth through integrated connectivity, digital lifestyle, roaming and value-added services



- Engage young customers through affordable digital experiences, entertainment and lifestyle offerings



- Capture flexible and price-conscious users with contract-free, high-value connectivity solutions



Target  : Premium and high-spending customers

Deliver premium connectivity, exclusive privileges and curated lifestyle experiences

- Capture premium and high-value customers, providing seamless cross-regional mobile services worldwide
- Opportunities to attend exclusive workshops and premium events
- Thoughtful complimentary services delivered by award-winning retail team



Winning 2026 Outstanding QTS Merchant Service Staff Awards from Hong Kong Tourism Board

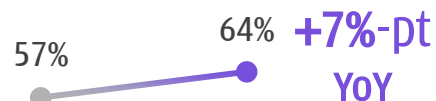


Exclusive workshops and events for 3SUPREME customers

3 Hong Kong

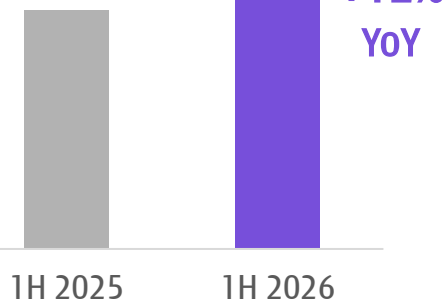
Target  : Mainstream and family customers

5G Penetration



1H 2025 1H 2026

5G Base



Drive growth through integrated connectivity,
digital lifestyle, roaming and value-added services



5G Broadband PRO Plan :

- Hong Kong's first all-in-one solution combining 5G connectivity, cybersecurity and complimentary home insurance ⁽¹⁾

Health Fit 5G Plan :

- Combines 5G connectivity with cross-border travel and health management services

VIPet 5G Plan :

- Integrates 5G services with pet healthcare, grooming and 24x7 veterinary support



AI Token



Free gadgets with 5G Broadband Plan

Note:

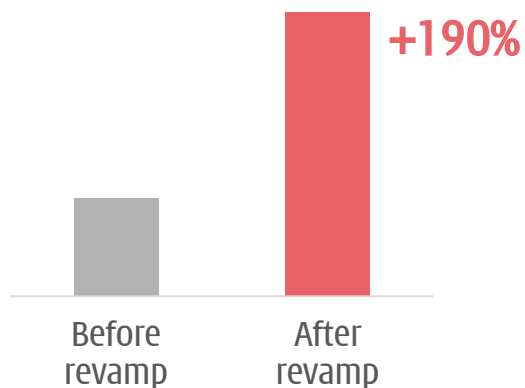
(1) The above information constitutes a statement made by our company after, in the exercise of all reasonable endeavours, reviewing and analysing information published on the official websites of the five network operators in Hong Kong as of 00:00 on 7 May 2026.

Engage young customers through affordable digital experiences, entertainment and lifestyle offerings

- Launched new 5G plans with affordable pricing tailored for young customers
- Bundled hottest games like gacha vouchers
- Sponsored youth-focused events such as Hong Kong Comic Con 2026 and a school music tour to enhance brand awareness and engagement



Subscriptions



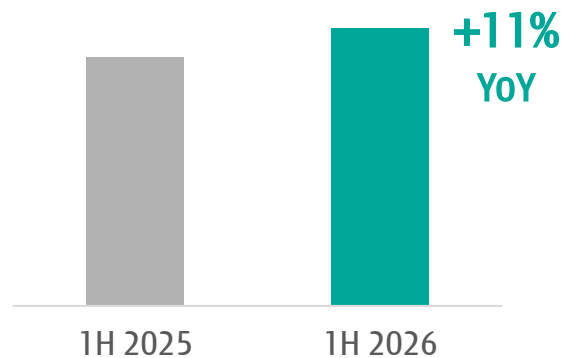
「人人和音 School Tour」2026



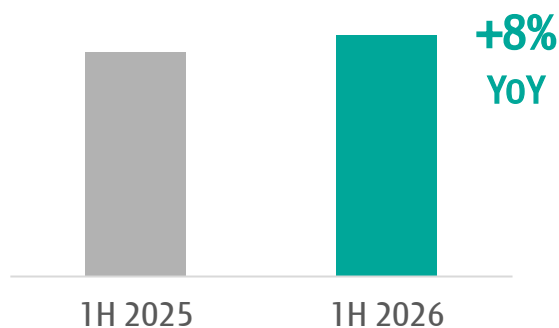
Hong Kong Comic Con 2026

Target  : Value seekers, flexible users and secondary SIM users

Revenue



ARPU ⁽¹⁾



Capture flexible and price-conscious users
with contract-free, high-value mobile service plans

- **Local** : Launched new plans with high data entitlement, 5G booster service and annual plans of supplementary SIM to cater to diverse customer needs
- **Roaming** : Enhanced roaming proposition through inflight and cruise passes, overseas eShop expansion, and Ai Travel SIM cross-selling initiatives
- **Customer Experience** : Deployed AI Sales Assistant to enhance customer engagement and sales conversion efficiency

Multi-segment Multi-service Strategy

Introduced new core lifestyle services, creating additional cross-sell and upsell opportunities to improve ARPU and stickiness

Complimentary Insurance

Travel Insurance
Home Insurance

Protection

Cyber Security "AI Net Protect"
Content Management / Parental Control

e-Locator

ZoneAlarm

Anti-scam

Surveillance Cam

Handset Protection

Health

Medical Packages

Pet Health

Lifestyle

Cross-border Bus Passes

Travel Vouchers



Bringing AI to consumers and enterprises through devices, platforms and business solutions

3獨家 INMO GO3

即時雙向語音翻譯
支援廣東話

有AI人語人聲
實時導航

AI智能提醒時間

全新升級 INMO Speaker
30%音量大增
\$30起

世界PLAN x AI眼鏡

生活AI助你

\$0 AI眼鏡價 兼送近視鏡片

數據世界應用 222個地區

送

即時雙向語音翻譯
支援廣東話

2年數據服務

24小時熱線支援服務

立即訂購

好景常在
好景常在

- First in Hong Kong to collaborate with leading AI and AR eyewear brand **INMO** to launch the **INMO GO3 AI Glasses**

Business Empower AI

Still Relying on Manual Document Management in the AI Era?

- Intelligent and automated classification
- Multilingual recognition
- Fast and accurate advanced search

AI Suite

Business Empower AI

One-stop AI Solution Proven by Customers

- 40%** Lower operating costs
- 50%** Higher work efficiency
- 70%** Faster enquiry handling

- **One-stop AI solution** for SMEs covering AI transformation consulting, AI-ready hardware, AI tools and 24/7 technical support

上台/續約 \$5 Plan

送 1,000萬 AI Token*

一站式 AI 工具隨你用#
聊天、寫作、影像視頻秒速生成

BasicRouter

* 開通後每日可獲 1 萬 Token，# 服務包括 BasicPlan、AI Token 為服務客戶三方協議提供，© 版權所有，非商用提供，請參閱條款及隱私政策。

BasicRouter 全球領先 AI 服務平台

- The first operator to collaborate with **Basicware AI**, offering 80 billion AI tokens to customers for free trials

- **All-round school-based AI education solutions**
- Gemini Enterprise
- AI Aerospace Technology Course

- Providing **cutting-edge AI smartphones** backed by superior 5G performance and comprehensive plan choices

Centralized IoT Platform

One Platform, Multiple Industries, Unlimited Impact

CENTRALIZED IoT PLATFORM

IoT Device Access

1. Device Registration
2. Device Authentication
3. Device Data Collection
4. Device Data Processing
5. Device Data Storage

IoT Device Application

1. Device Data Collection
2. Device Data Processing
3. Device Data Storage
4. Device Data Analysis
5. Device Data Visualization

ONE PLATFORM, MULTIPLE POSSIBILITIES

IoT Device Management

IoT Device Authentication

IoT Device Data Collection

IoT Device Data Processing

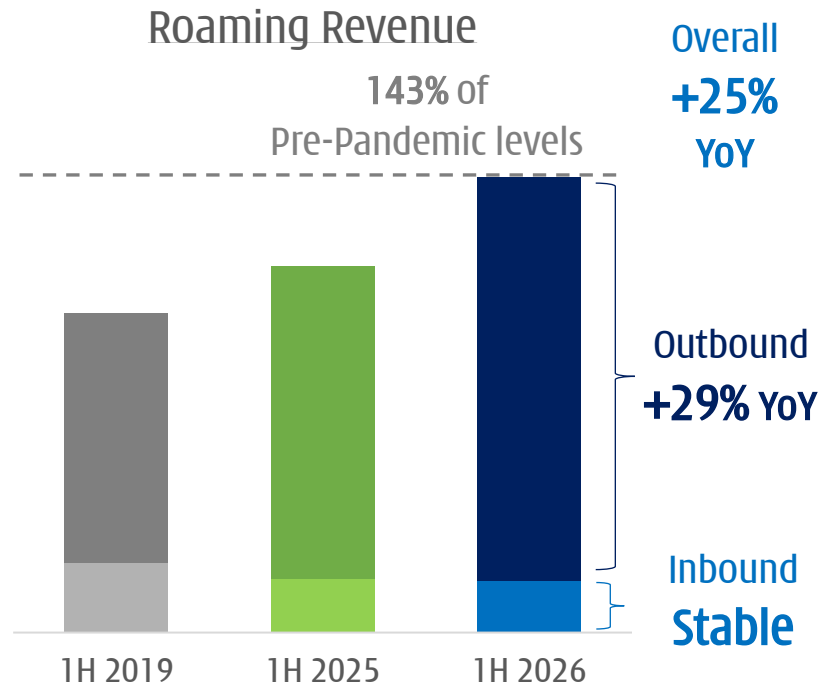
IoT Device Data Storage

IoT Device Data Analysis

IoT Device Data Visualization

- **Unified IoT devices on a single digital platform** to enable real-time monitoring and predictive maintenance

Roaming



Leveraged 3 Group's extensive international footprints and supported by our "Cross-network Roaming" service

Global Market

- Extended eSIM footprints across both B2C and B2B business
- Captured travel demand from global events to differentiate and strengthen our proposition

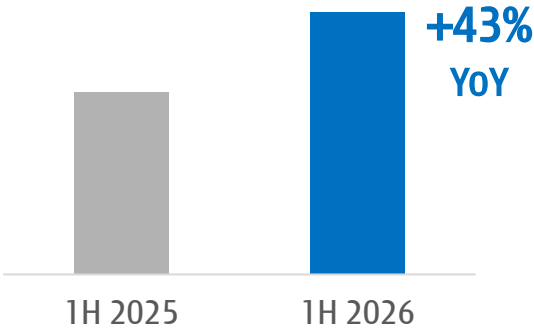
Local Market

- Expanded World Plan benefits
- Differentiated our roaming with embedded travel insurance
- Enabled MoneyBack redemption to drive roaming adoption



3Business Corporate Solutions

Revenue ⁽¹⁾



Enterprise-grade Managed Security Operations Centre and Cyber Defence Solution

Enabled enterprises to strengthen resilience, maintain compliance and support business continuity without adding operational burden



Pioneering Autonomous Technology through 5G Innovation

A significant milestone in our 5G journey, showcasing the transformative power of 5G in industrial automation



Empowering SMEs with CMO & CTO Services

Provided flexible, cost effective and one-stop solutions to SMEs



Precise Digital Marketing Solutions

Enhanced mobile advertising capabilities by introducing real time event-triggered use cases



Wins "Best SME's Partner Award" for 2nd Year



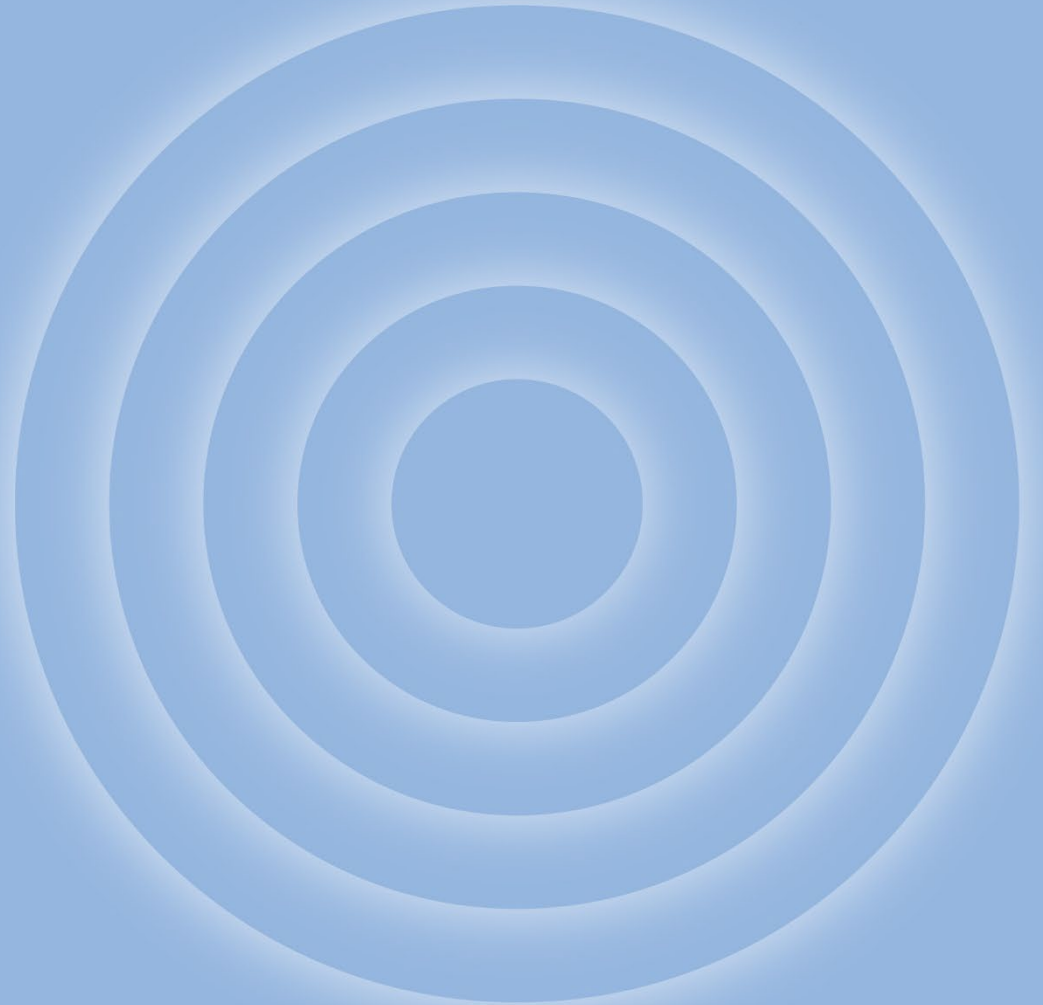
Organised by the Hong Kong General Chamber of Small and Medium Business

Note:
(1) Exclude Application-to-Person SMS.



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Network & AI Development



Strengthening Hong Kong and Cross-border Connectivity



Innovation Corridor Hong Kong-Shenzhen I&T Park HSITP

Connectivity readiness for cross-boundary innovation, innovation and technology collaboration and enterprise digital use cases.

Innovation-led Growth



Transport Gateway Hong Kong International Airport Passenger Terminal 2

High-capacity coverage foundation for aviation gateway, passenger flows and connected travel experience.

Mobility and Tourism Growth



Healthcare Infrastructure The Chinese Medicine Hospital

Reliable indoor and campus-capable connectivity supporting modern public service infrastructure.

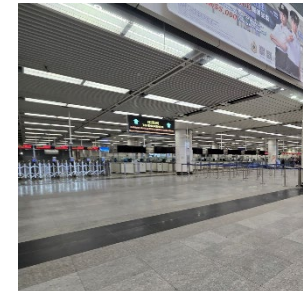
Public Service Enablement

From border coverage to integration capacity



Lo Wu Cross-border capacity enhancement

Enhanced n78 capacity to support peak passenger traffic and cross-border service demand.



Shenzhen Bay Cross-border capacity enhancement

Network upgrade supporting higher data usage and more resilient border connectivity.



Growing mobility

Supporting travellers, commuters and businesses relying on dependable cross-border connectivity.



Expanded capacity

Deployed additional radio resources and advanced technologies in high-traffic border areas.



Customer experience

Improved network resilience, bandwidth resources and service reliability for cross-border journeys.

Driving Enterprise Collaboration through Scalable 5.5G Connectivity

Business-to-enterprise Collaboration

- Convert 5.5G capabilities into enterprise value
- Monetise premium connectivity in high-density venues
- Scale smart-industry use cases across operations



- Create repeatable B2B collaboration models

Commercialisation Logic



Enterprise Collaboration Platform

A simplified B2B model that packages connectivity, services and industrial use cases into scalable enterprise solutions

Monetisation

Collaboration

Scalability

Scaling AI across Network and IT Operations

AI as the Operating Layer

Embedding **intelligence** across daily network and IT structures to enhance **service assurance**, operational efficiency, and overall **customer consistency**.

Portfolio scale

100+ AI use cases

1

SENSE Detect service signals earlier

Continuous system data monitoring across multi-layer infrastructure enables immediate network anomaly detection.

2

DECIDE Support faster diagnostics and insights

Predictive intelligence translates diagnostic system data into operational priorities and actionable workflows.

3

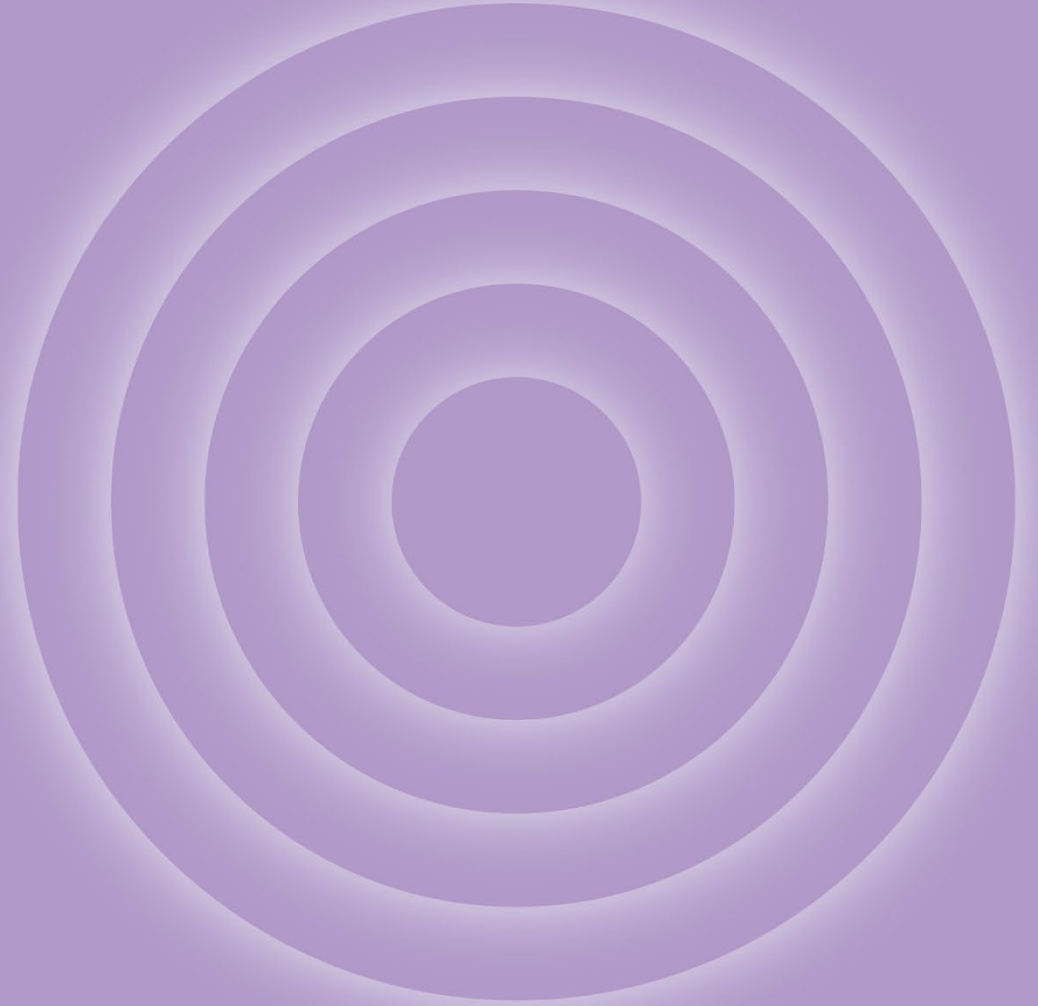
ACT Automate workflows seamlessly

An automated system resolves standard system anomalies and stabilises critical network delivery.



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Financial Review

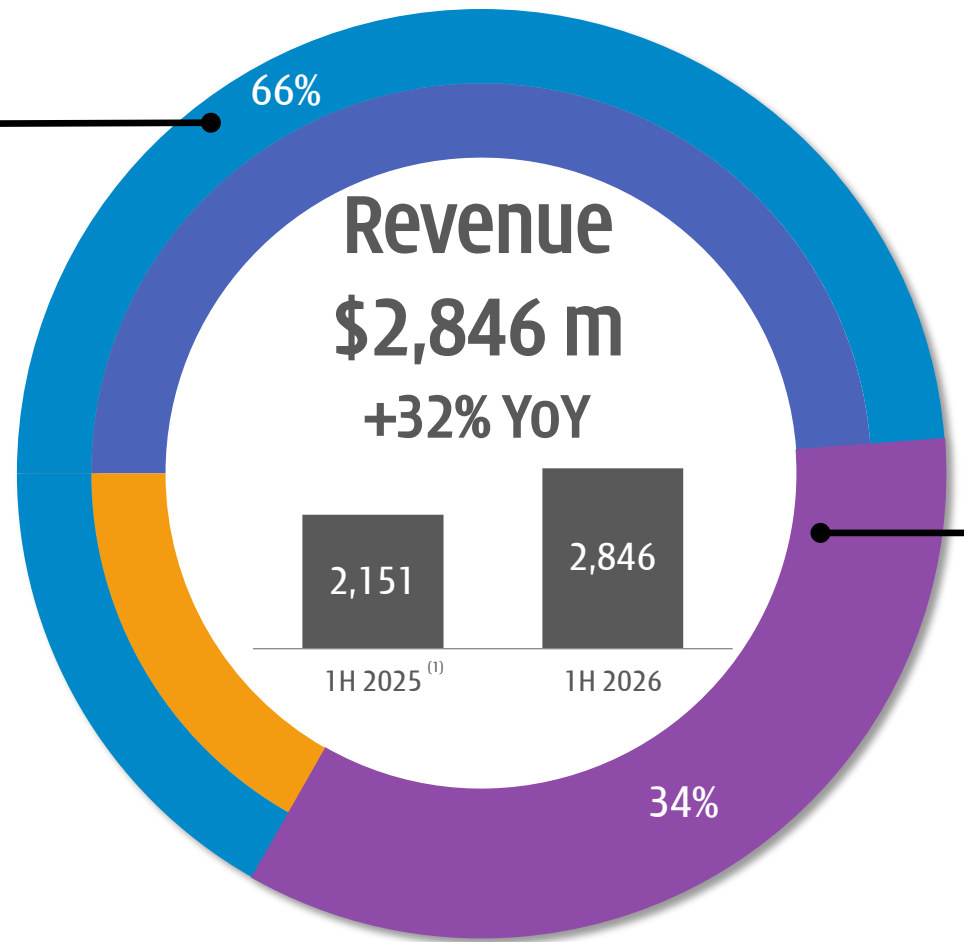
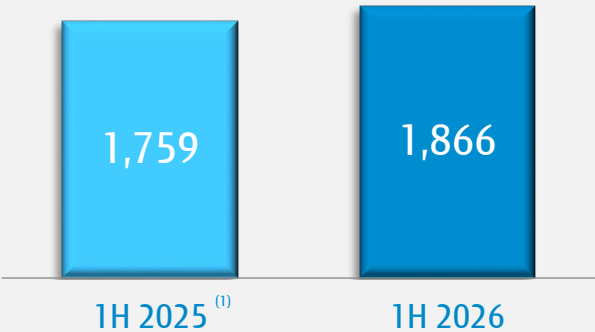


Multiple Growth Drivers Fuel Revenue Expansion

Total Service Revenue (\$m)

+6% YoY

- Stable growth in local service revenue
- Continued growth in roaming service revenue (+25% YoY), benefiting from tourism growth and strong adoption of the Group's enhanced roaming solutions

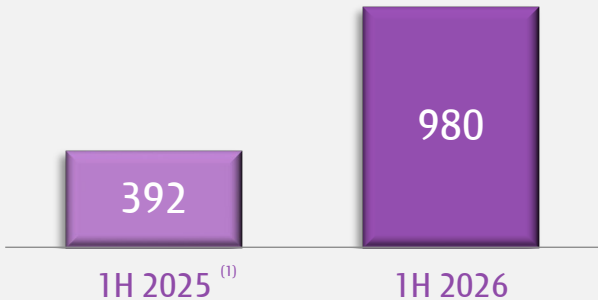


■ Total Service Revenue
■ Roaming Service Revenue
■ Hardware and Other Product Revenue
■ Local Service Revenue

Hardware and Other Product Revenue (\$m)

+150% YoY

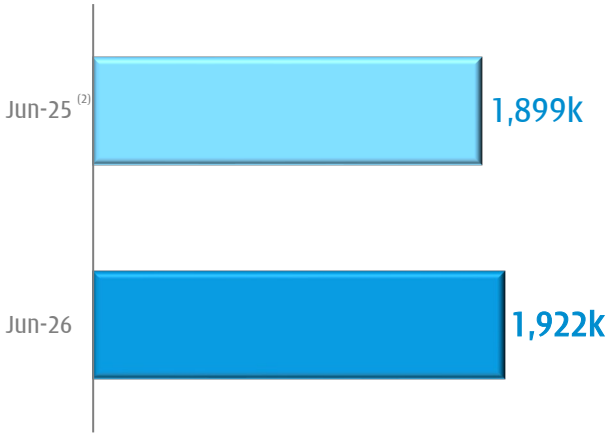
- Continued demand for flagship mobile devices



Balanced Subscriber Growth across Prepaid and Postpaid Segments

Prepaid ⁽¹⁾
60%

of total customer base (1H 2025 : 59%)

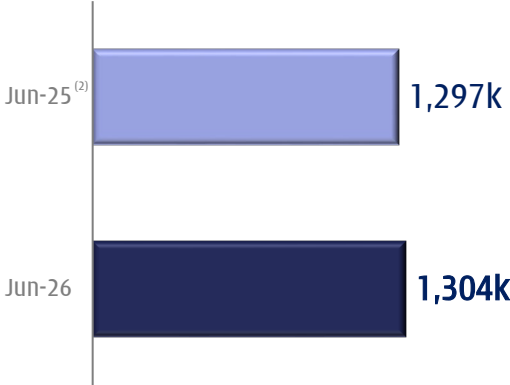


+1% YoY

Broader market penetration in local markets

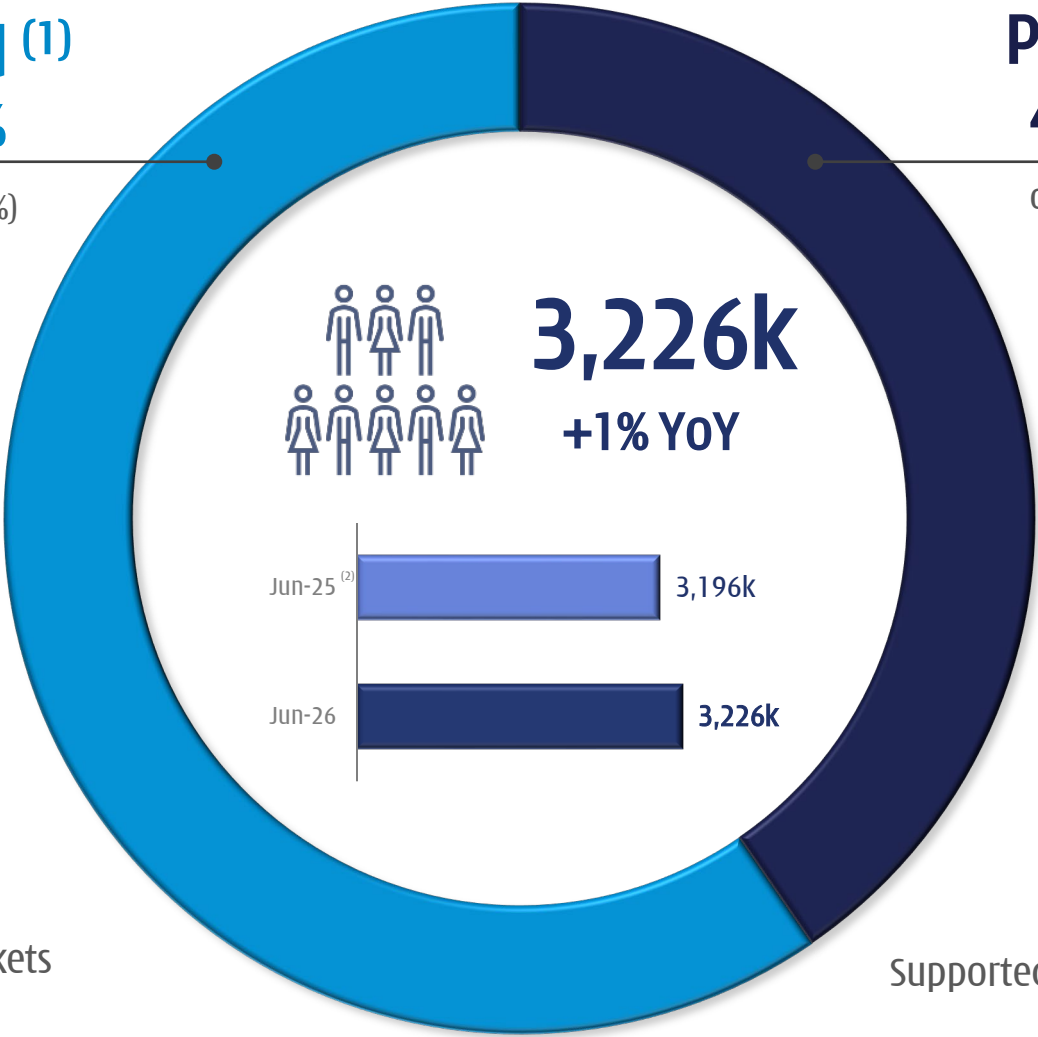
Postpaid
40%

of total customer base (1H 2025 : 41%)



+ 1% YoY

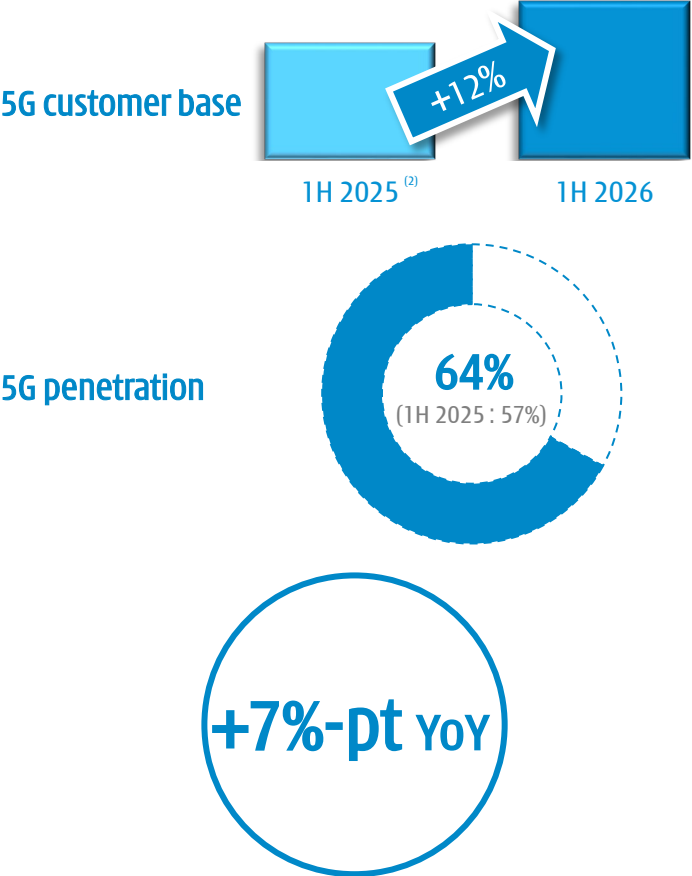
Supported by a broader range of postpaid plan offerings



Increased 5G Adoption and Customer Growth

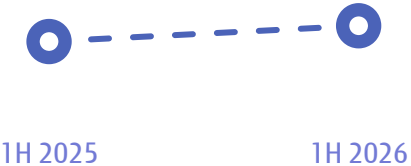
5G penetration rate⁽¹⁾

- Encouraging 5G customer uptake



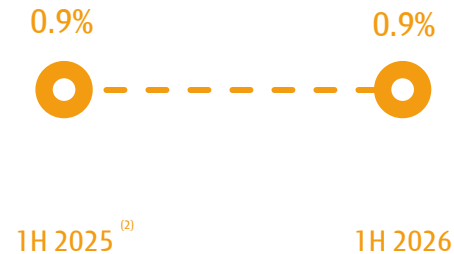
5G Home Broadband Base

- Maintained momentum



Postpaid Churn

- Effective customer engagement and retention



Notes:

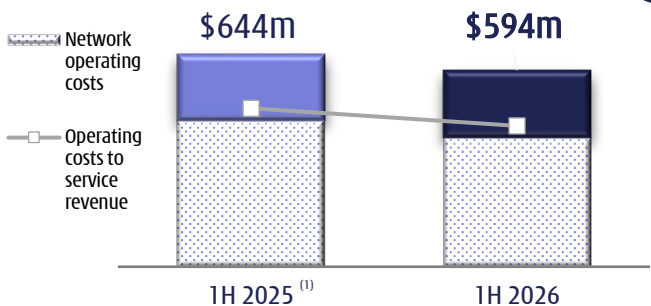
(1) 5G penetration = number of 5G customers to postpaid customer base in Hong Kong.

(2) Results for the period ended 30 June 2025 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engaged in the mobile telecommunications business in Macau on 12 January 2026.

Effective Cost-saving Efforts and Financial Discipline

Operating Expenses

- Drive higher cost efficiency and financial discipline

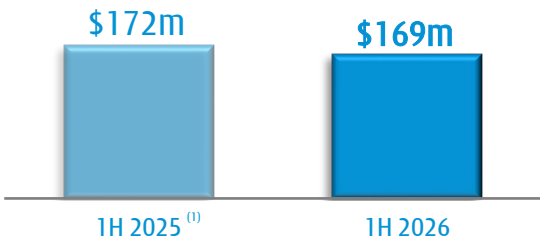


8% YoY less

Capital Expenditure

(exclude telecommunications licences)

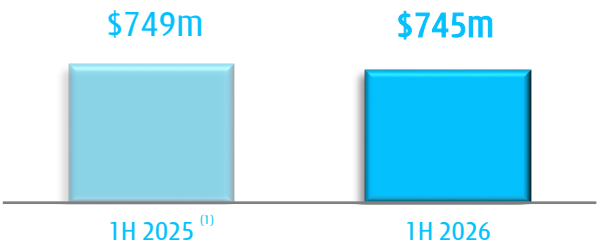
- Strategic investments for network optimisation



2% YoY less

Depreciation and Amortisation

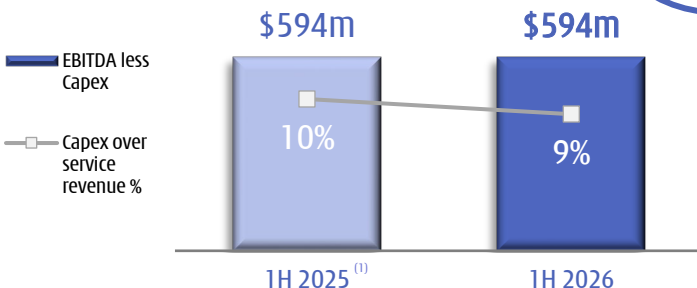
- Lower renewal cost of the 900 MHz spectrum during the period



1% YoY less

EBITDA less Capex

Capex over Service Revenue

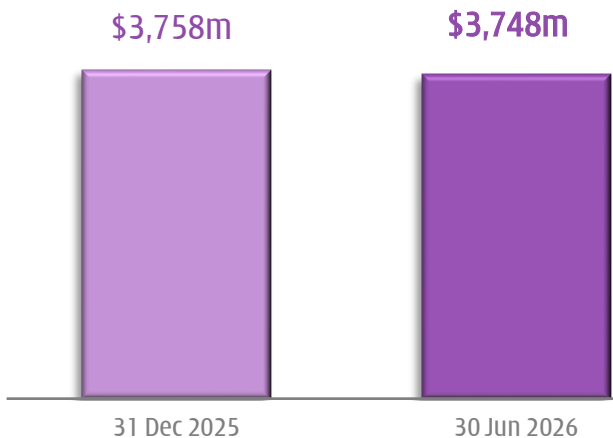


Stable

+1%-pt YoY

Net Cash ⁽²⁾

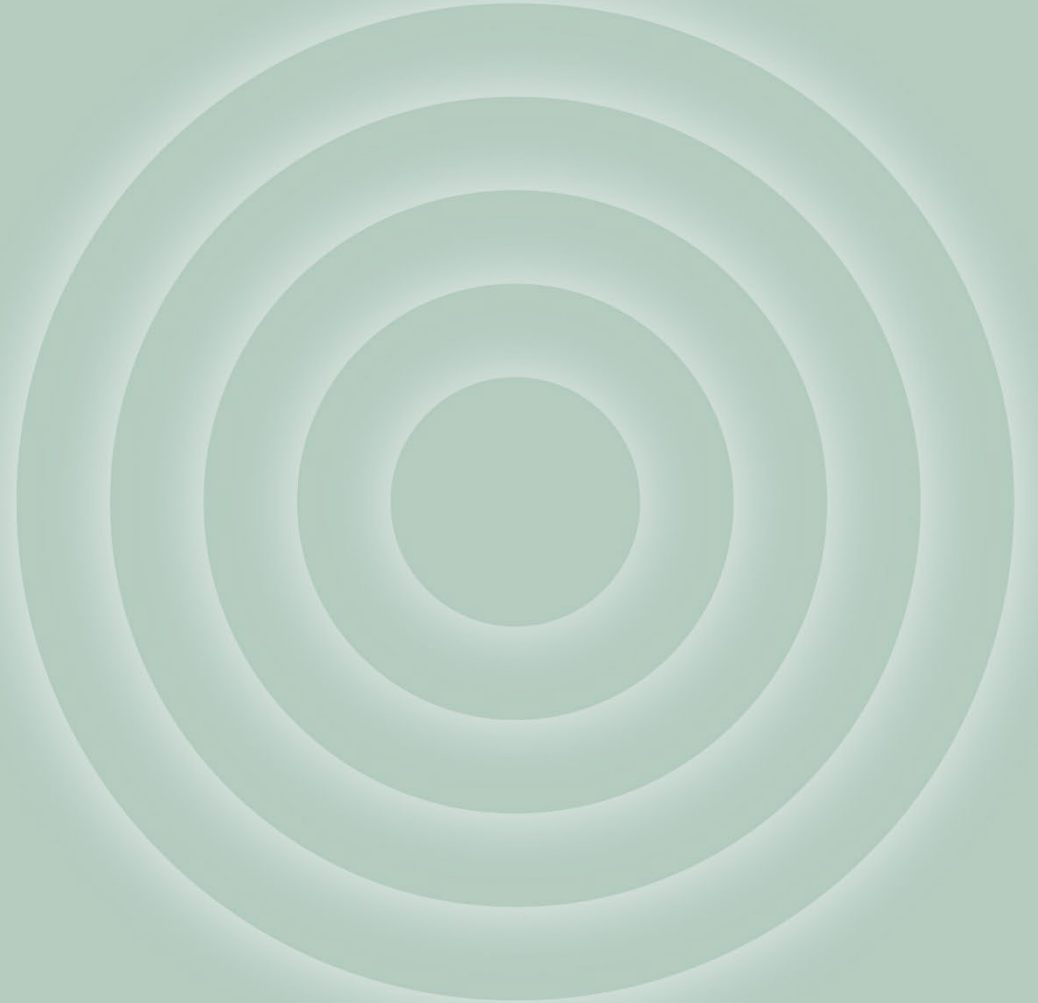
- Healthy cash position
- Debt-free balance sheet and prudent financial management





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Sustainability



Sustainability

Governance



- ✓ Strengthened AI Governance through establishment of AI Committee
- ✓ Continued to deploy cyber security trainings and company-wide phishing exercises for employees



Sustainable Business Model & Innovation



- ✓ Provided 5G support for Hongkong International Terminals to launch the first fleet of autonomous trucks in Hong Kong
- ✓ Launched AI Net Protect, a security service that blocks malicious websites and harmful content in real time without app installation



Environment



- ✓ Received the Carbon Award 2026 from Greater Bay Area Carbon Neutrality Association
- ✓ Collaborated with Ocean Park to launch the "Green Tech Journey: AI Conservation and Renewable Energy Programme"
- ✓ Circular Economy Practices
 - Handsets and accessories recycling programme
 - Handsets trade-in programme



Social



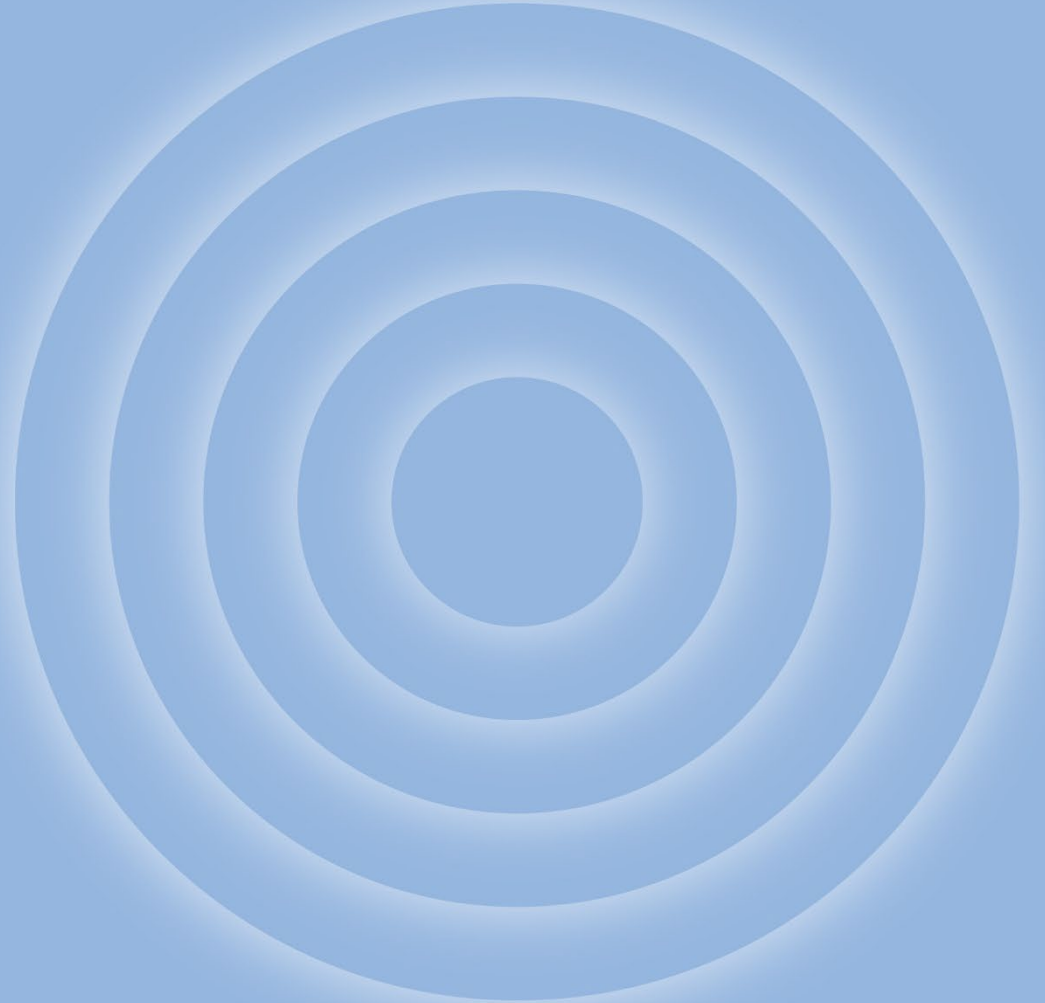
- ✓ HTHKH Employee Wellness Day
- ✓ Ongoing employee AI and automation training
- ✓ Served as official partner of Art Basel Hong Kong for 5th consecutive year





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Outlook





Strengthening 5G Leadership through Ecosystem Expansion

- Drive sustainable 5G growth through differentiated lifestyle-centric service offerings



Winning the Next Generation of Customers

- Strengthen youth market penetration through targeted propositions and digital engagement



Unlocking Growth from Global Connectivity Demand

- Capitalise on growing travel demand through innovative roaming and international connectivity offerings



Accelerating Enterprise Digital Transformation and AI Adoption

- Drive enterprise growth through AI and digital transformation while unlock new business opportunities through technology solutions



Building Future Growth Engines

- Scale AI, IoT, cybersecurity and digital services to diversify revenue streams and drive long-term growth



Hutchison Telecom Hong Kong Holdings
和記電訊香港控股

Thank You



A member of CK Hutchison Holdings

HK\$ million	1H 2026	1H 2025 ⁽¹⁾
Revenue	2,846	2,151
Net customer service revenue	1,866	1,759
Hardware and other product revenue	980	392
Net customer service margin	1,390	1,462
<i>Net customer service margin %</i>	<i>74%</i>	<i>83%</i>
Standalone hardware and other product sales margin	32	3
Total margin	1,422	1,465
CACs	(190)	(175)
Less: Bundled sales revenue	99	95
CACs (net of hardware and other product revenue)	(91)	(80)
Operating expenses	(594)	(644)
<i>Opex as a % of net customer service margin</i>	<i>43%</i>	<i>44%</i>
Share of EBITDA of a joint venture	26	25

HK\$ million	1H 2026	1H 2025 ⁽¹⁾
EBITDA	763	766
Service EBITDA	731	763
<i>Service EBITDA margin %</i>	<i>39%</i>	<i>43%</i>
CAPEX (exclude telecommunications licences)	(169)	(172)
EBITDA less CAPEX	594	594
Depreciation and amortisation ⁽²⁾	(745)	(749)
EBIT	18	17
Net interest and other finance income ⁽²⁾	34	42
Profit before taxation	52	59
Taxation ⁽²⁾	(43)	(42)
Profit from Hong Kong operations	9	17
Profit/(loss) from Macau operations	2	(11)
Profit attributable to shareholders	11	6

Notes:

(1) Results for the period ended 30 June 2025 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engaged in the mobile telecommunications business in Macau on 12 January 2026.

(2) Depreciation and amortisation, net interest and other finance income and taxation include the Group's share of joint venture's respective items.

