

2022 Interim Results

2022.8.11



Connectivity
+
Computing Force
+
Ability

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Certain statements contained in this document may be viewed as "forward-looking statements" within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual performance, financial condition or results of operations of China Mobile Limited (the "Company") to be materially different from those implied by such forward-looking statements. In addition, the Company does not intend to update these forward-looking statements. Further information regarding the above risks, uncertainties and other factors is included in the Company's most recent Annual Report on Form 20-F filed and other filings with the U.S. Securities and Exchange Commission.

Agenda

01

**Overall
Results**

02

**Operating
Performance**

03

**Financial
Performance**

01

Overall Results

Mr. YANG Jie

Executive Director & Chairman

Performance Highlights

- 1** Maintained a favourable trend in operating performance; marked new milestones on the journey to achieve high-quality development
- 2** Further promoted value-oriented operations with significant results; transformation business gained strong growth momentum
- 3** Accelerated the development of digital-intelligent new infrastructure; continued to enhance sci-tech and innovation capabilities
- 4** Extended enterprise reforms in greater breadth and depth; strengthened open cooperation to achieve mutual benefits
- 5** Attach utmost importance to shareholder returns; share the fruits of digital-intelligent transformation
- 6** Strive to tap into enormous opportunities in the blue-ocean digital economy; aspire to become a world-class enterprise

Key Performance Indicators

(RMB Mil)	1H2021	1H2022	Change YoY
Operating revenue	443,647	496,934	12.0%
of which: telecommunications service revenue	393,215	426,417	8.4%
EBITDA	161,988	173,912	7.4%
EBITDA margin	36.5%	35.0%	-1.5pp
Net profit	59,118	70,275	18.9%
Net profit margin	13.3%	14.1%	0.8pp
Basic earnings per share (RMB)	2.89	3.29	14.1%

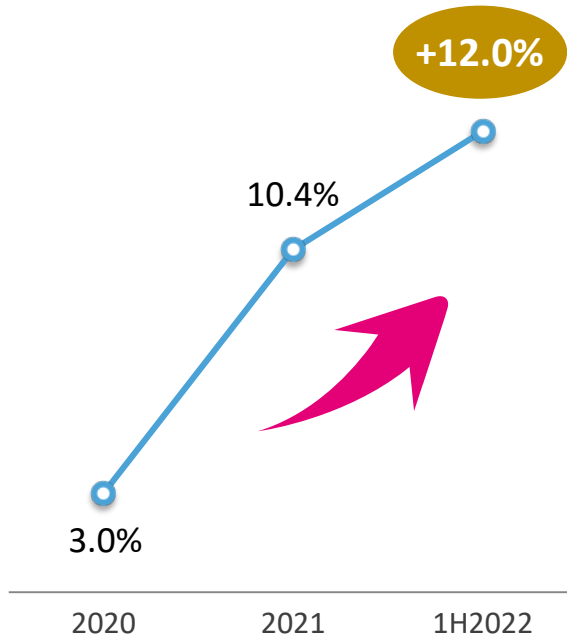
Note: Unless otherwise specified,

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

Maintained a Favourable Trend in Operating Performance; Marked New Milestones on the Journey to Achieve High-quality Development

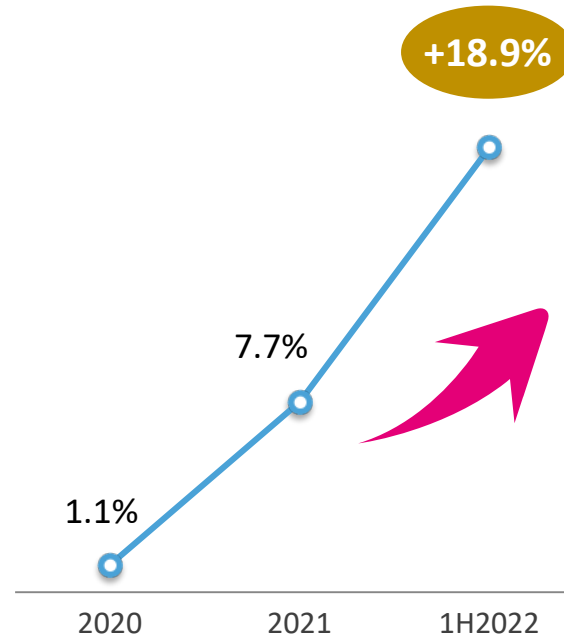
Revenue maintained
double-digit growth

Growth in operating revenue



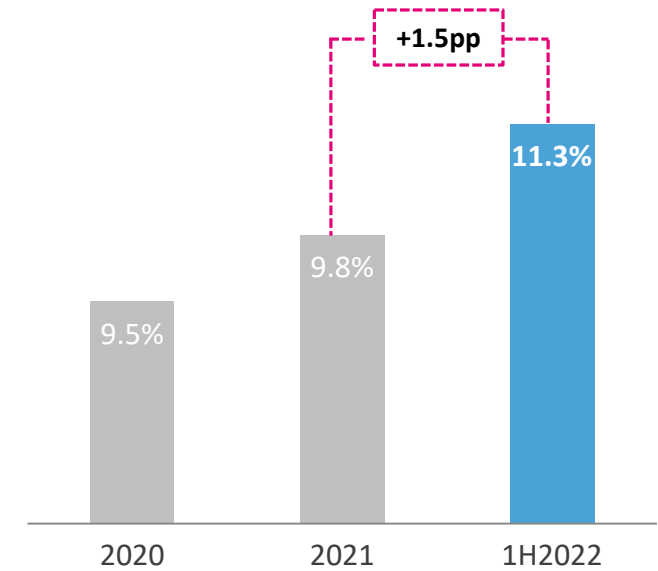
Net profit achieved
rapid growth

Growth in net profit



Return on equity showed
continuous improvement

Return on equity (ROE)



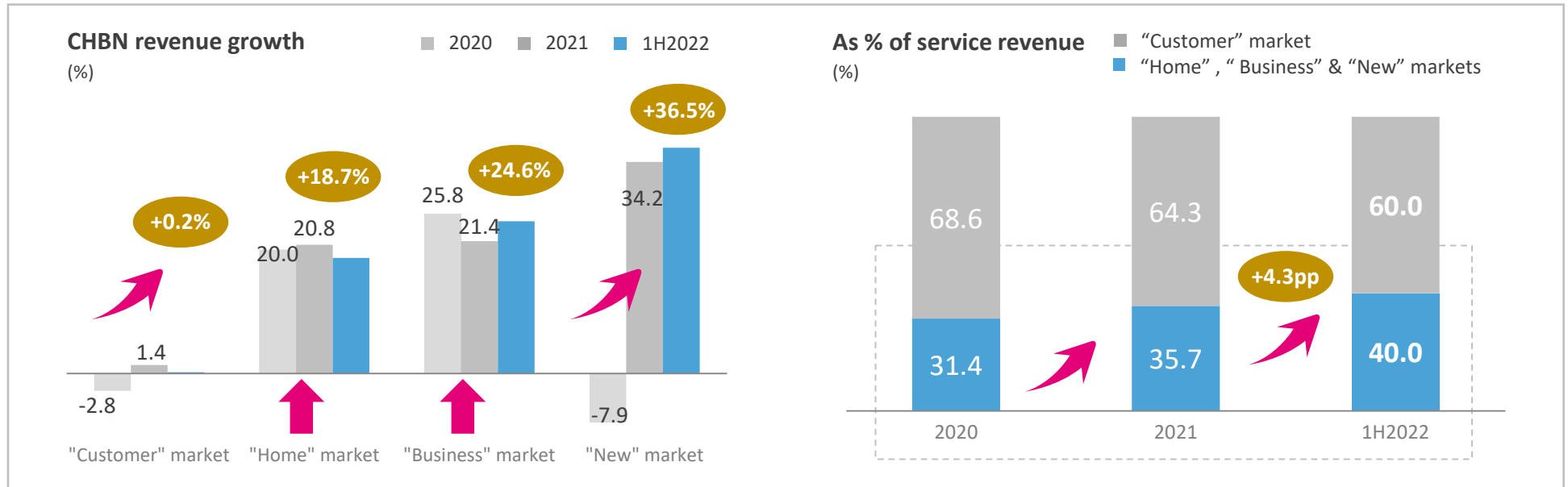
Note: Net profit in 1H2022 increased by 7.3% YoY after excluding the impact of the adjustment to the residual value rate in the same period last year

Note: ROE of 1H2022 is annualised

Further Promoted Value-oriented Operations with Significant Results; Transformation Business Gained Strong Growth Momentum

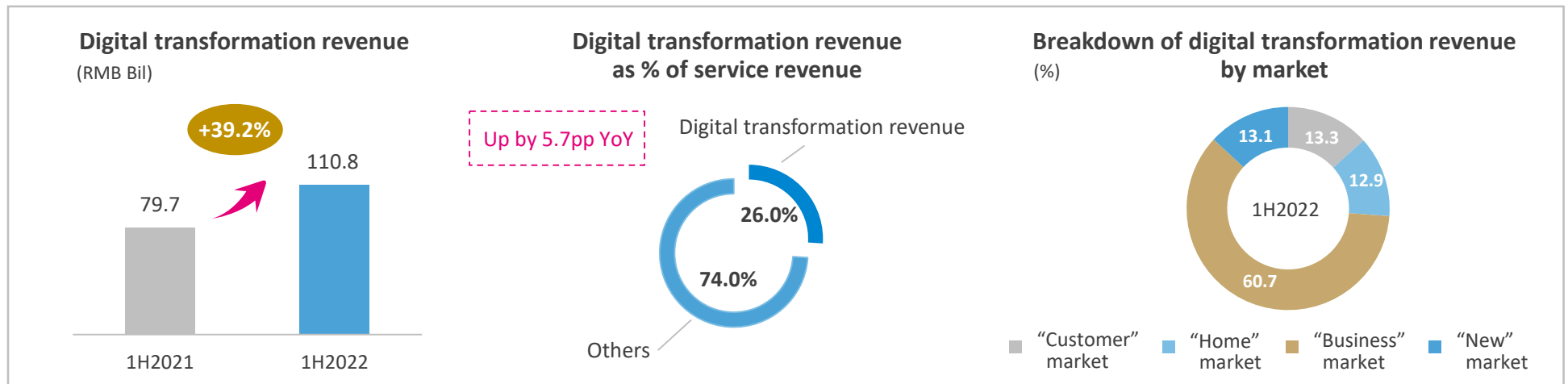
CHBN revenue grew across-the-board

Proportion of HBN revenue continued to increase



Broke new ground in the information services market

Key revenue growth driver



Note: Digital transformation revenue includes the revenues from new businesses from the "Customer" market (such as Mobile Cloud Drive), 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

Mobile Cloud Fast Becoming a Top-Tier Player



Very rapid growth in revenue

RMB **23.4** Bil

▲ **103.6%**

Increasing industry influence

to C&H

Mobile Cloud Drive Industry **N0.2**

Monthly active customers > **140Mil**

Revenue RMB **2.9** Bil ▲ **131%**

to B

Public cloud Top 7

▲ **15 places** vs 2019

Dedicated cloud Top 4

Public admin cloud (operations) Top 3

China's **First** OpenStack SuperUser, contribution of Ceph ranked **N0.3**

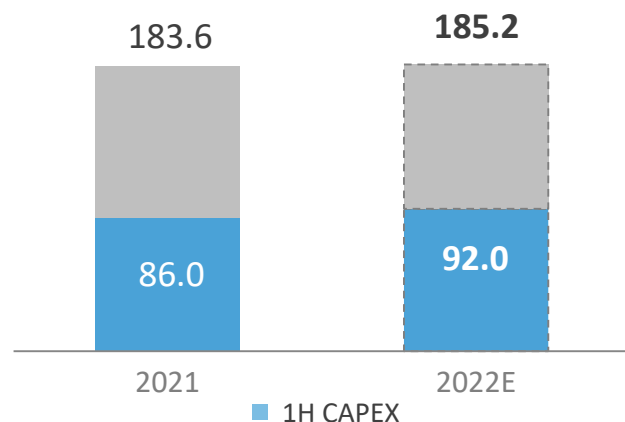
Proprietary product development capability supported market expansion

<p>Resource iteration and upgrade</p> <p>Server resources doubled</p> <p>5 3AZ high-quality resource pools</p> <p>Over 600 edge nodes</p>	<p>Proprietary products with high security and controllability</p> <p>Fourth-generation mobile cloud main server</p> <p>Million IOPS cloud drive</p> <p>EB-level storage with high reliability</p>	<p>Integrated cloud-network-edge computing capabilities</p> <p>Proprietary "Tianchi" network</p> <p>Computing network brain system, computing force trading</p> <p>Edge cloud products</p>	<p>Signed >3,500 cloud services major contracts, generating revenue of >RMB 13 Bil</p> <p>Delivered >1,100 cloud migration projects for state-owned enterprises, generating revenue of >RMB 3 Bil</p> <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="border: 1px solid gray; padding: 5px; margin: 5px;">Public admin cloud</div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;">Healthcare cloud</div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;">Education cloud</div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;">Video cloud</div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;">Park cloud</div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;">Desktop cloud</div> </div>
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Accelerated the Development of Digital-intelligent New Infrastructure



CAPEX (RMB Bil)



Major CAPEX

(RMB Bil)	1H22 (Actual)	FY22 (Planned)
Connectivity	66.2	123.1
Of which: 5G-related	58.7	110.0
Computing force	20.0	48.0
Abilities	5.0	12.3

5G

Commissioned a cumulative of **1Mil** 5G base stations with an addition of **more than 250k**

Of which: 300k are 700MHz base stations

First operator to commercialise VoNR with a full-fledged upgrade to 5GtoB core network capabilities

Co-construction and sharing Multi-band coordination Centralised and efficient operations Omnipresent intelligence

Plan to put in use a cumulative of **>1.2 Mil** 5G base stations by year-end

Computing force network

A cumulative of **593k** cloud servers commissioned ▲ **112k**

A cumulative of **429k** IDC cabinets available for external use ▲ **22k**

Plan to deploy a cumulative of **>660k** cloud servers
~450k IDC cabinets available for external use by year-end

Backbone nodes of the eastern and western computing hubs realised full interconnection, SD-WAN network achieved full coverage

Intelligent interconnection Seamless cloud-network connection Diversified computing forces Green and low carbon

Smart mid-end platform

Built a smart mid-end platform as industry benchmark, accelerated the “cloud migration and digital-intelligent transformation” of the whole society

Mid-end platform capabilities pooled **476 items** Average number of deployments per month **>11 Bil times** ▲ **61.5%**

Continued to Enhance Sci-tech and Innovation Capabilities

Improved top-level design of technological innovation



Policy Support

Overall planning Action guidelines Sufficient motivation

"T-H-T" expert system



Innovative management system

Jiutian Scientific Research "Special Zone" Model enterprise for technology reform

New R&D institutions with diversified investment entities

Continuously increased R&D investment



R&D Investment

RMB 8.2 Bil ▲ 20.3%

Address company strategy
Address new market driving forces

Focused on key areas and allocated resources using a scientific approach

Development of CHBN products Critical technological breakthroughs Fundamental research on applications

Assumed a principle role in driving innovation

- Successfully concluded the first-stage development of critical and core technologies
- 5G innovation consortia continued to expand, forming a cross-disciplinary alliance consisting of a number of leading enterprises to achieve breakthroughs
- Established an expert committee with fellows of academies as its core members to advance leadership in the industrial chain, and launched our "10¹-10²-10³-10⁴" industry partnership
- Strove to develop advanced and original technologies centring around two key areas

5G and next-generation mobile communications next-generation AI

An industry leader in patents and standard-setting

- Owned more than 11k authorised invention patents, sitting comfortably in the group of top-tier global operators
- Led a cumulative of 177 5G international standard-setting projects
- Number of 5G R18 projects ranked the first among global operators
- Accelerated the setting of CFN standards and established the first CFN open-source community in the world

Rapid enhancements to critical digital-intelligent capabilities

- Launched a range of products on AI platform; more than 100 capabilities were converted into applications to empower network, customer services, public administration and other areas
- Proprietary IoT operating system and enhanced fourth-generation mobile cloud main server boasted industry-leading performance in China
- Launched the "CMBaaS" integrated brand, empowering supply chain financing, carbon accounting and other key areas

Extended Enterprise Reforms in Greater Breadth and Depth; Strengthened Open Cooperation to Achieve Mutual Benefits

Advanced system reforms and organisational evolution



- Continuously drove the “Double Hundred Action” and further implemented “National Technology Enterprise Reform Program”, and added three subsidiaries to the program
- Launched two key pilot reform programs to support technological research and develop specialised, premium, unique and new products and capabilities. The reforms at the policy level helped stimulate creativity and entrepreneurship
- Further optimised incentive mechanisms, tailor made incentive policies taking into consideration the unique characteristics of each business to orderly promote medium to long-term incentives
- Established a pan-terminal and omni-channel direct sales system, deepened grid-based reforms and refined the system supporting the go-to-market initiatives in “Business” market

Fostered open cooperation and ecosystem construction



- Proactively formed and deepened strategic partnerships with local governments, enterprises and public institutions, creating cross-disciplinary synergy in information services

Strove for favourable policy support

Pooled competitive advantages of the industry

Continued to strengthen collaborative ecosystem

Achieved significant results in coordinated development

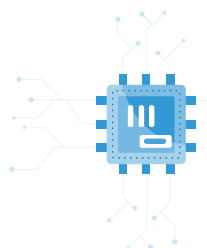
- Promoted the “Joint Innovation Plus” R&D cooperation system, expanded cooperation channels between national platforms and tertiary organisations, explored new models of joint R&D initiatives with enterprises
- Optimised investment strategy to create more synergy within the industry and expanded the digital ecosystem by drawing on the new information service system which features connectivity, computing force and abilities

Partners for joint-Innovation

Partners for joint-DICT ecosystem development

>1,400 partners

>10k partners

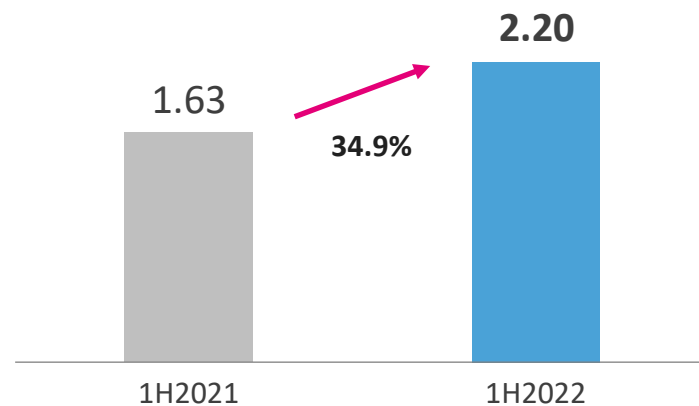


XinSheng Tech completed its mixed-ownership reforms successfully and achieved breakthroughs

Introduction of strategic investors + Employee share ownership scheme

Attach Utmost Importance to Shareholder Returns; Share the Fruits of Digital-Intelligent Transformation

Dividend per share (HKD)



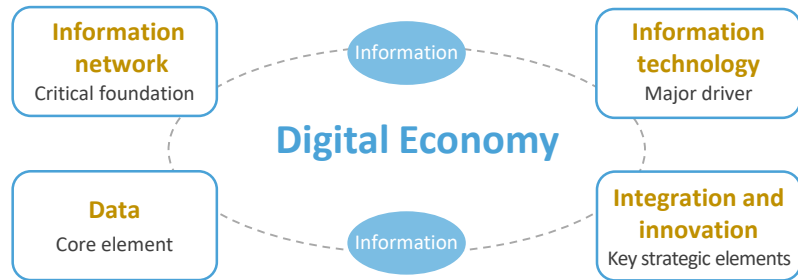
2022 Dividend Policy

To create higher returns for our shareholders and share the results of our operating gains, after giving full consideration to the Company's profitability, cash flow condition and future development needs, the Company has decided to pay HK\$2.20¹ per share for the 2022 interim dividend, representing an increase of 34.9% year-on-year. 2022 full-year dividend payout ratio will further increase from that of the previous year. The profit to be distributed in cash for 2023 will gradually increase to 70% or above of the profit attributable to equity shareholders of the Company² for that year.

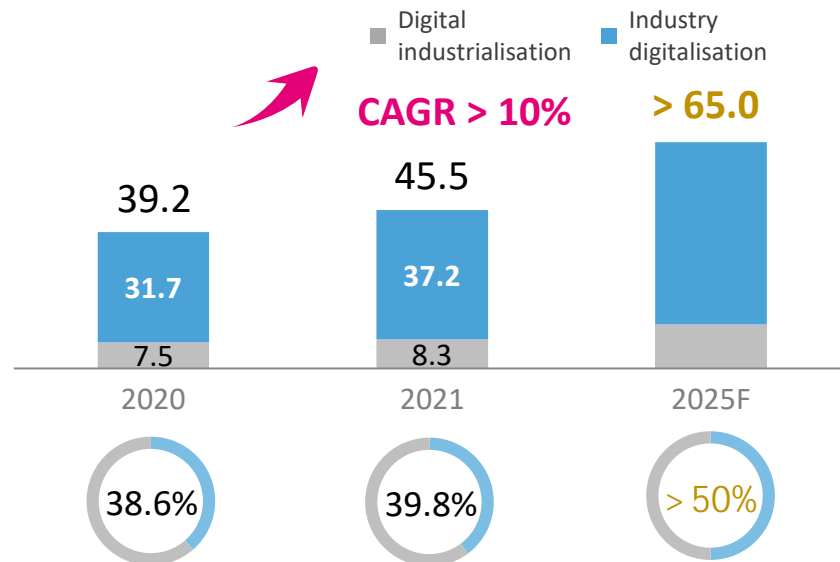
Note:

1. Dividends for A-shares will be paid in Renminbi in the amount of RMB1.8942 per share, applying an exchange rate of HK\$1 to RMB0.861004, which is equal to the average central parity rate between Hong Kong dollars and Renminbi announced by the People's Bank of China in the week before the Board declared the interim dividend
2. The base of the Company's profit distribution is the profit attributable to equity shareholders under International Financial Reporting Standards

Strive to Tap into Enormous Opportunities in the Blue-ocean Digital Economy; Aspire to Become a World-class Enterprise



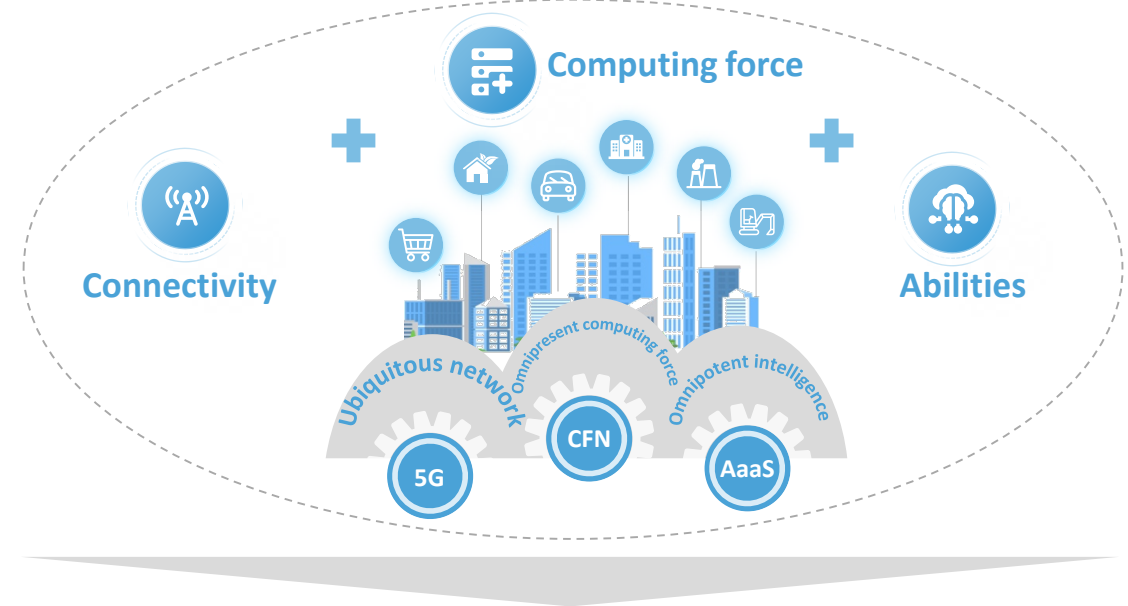
Market size and GDP proportion of China's digital economy (RMB in trillion)



Note: The data above is sourced from the MIIT and the CAICT

Accelerate the crafting of "Two New Elements"

- Systematically create a new information infrastructure centring around 5G, computing force network and smart mid-end platform
- Innovatively build a new information service system of "connectivity + computing force + abilities"



"Two advancements"

- Advance the construction of information infrastructure
- Advance the digital-intelligent transformation of the whole society

"Two integrations"

- Accelerate the integration and innovation of information technology
- Accelerate the in-depth integration of information technology into the economy, society and people's livelihoods

02

Operating Performance

Mr. DONG Xin

Executive Director & CEO

Composition of CHBN Revenues

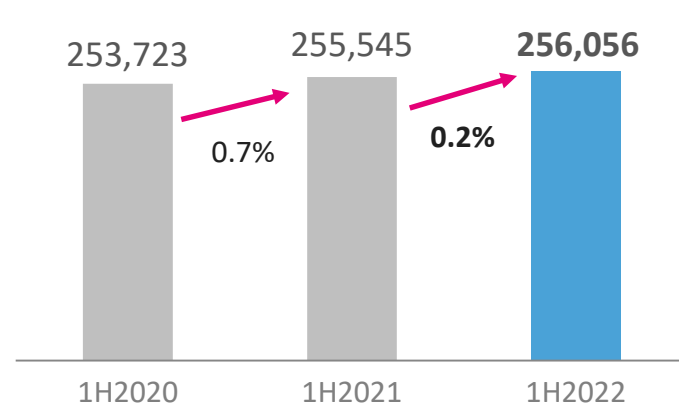
(RMB Mil)	1H2022	Change YoY	As % of service revenue
Service revenue	426,417	8.4%	100.0%
C: “Customer” market revenue	256,056	0.2%	60.0%
of which: wireless data traffic	203,064	-0.2%	47.6%
H: “Home” market revenue	59,434	18.7%	13.9%
of which: smart home value-added business revenue	14,238	41.1%	3.3%
B: “Business” market revenue	91,070	24.6%	21.4%
of which: DICT	48,174	44.2%	11.3%
of which: Industry cloud	18,853	93.9%	4.4%
N: “New” market revenue	19,857	36.5%	4.7%
of which: international business	8,057	19.3%	1.9%
digital content	11,591	50.6%	2.7%

“Customer” Market

Integrated operation engendered stable-to-rising growth

“Customer” market revenue

(RMB Mil)



Focus on both scale and quality of 5G development

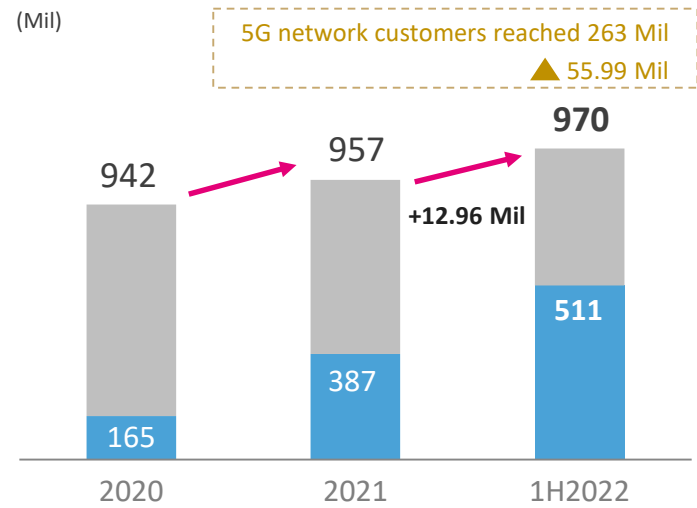
5G package customers penetration rate **52.7%**
▲12.3pp

5G ARPU **RMB 85.0**

5G DOU **21.5 GB**

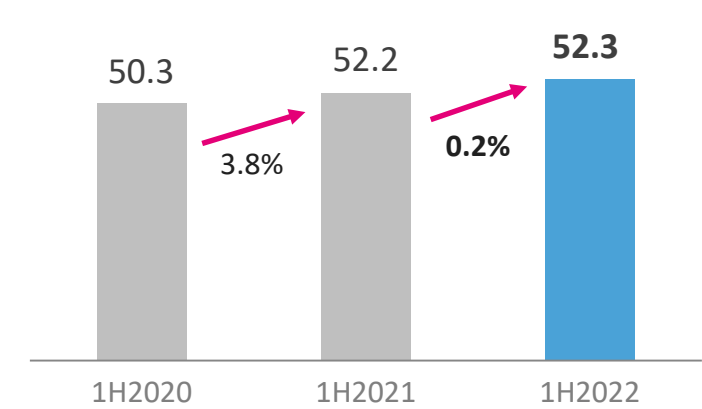
Mobile customers

(Mil)



Mobile ARPU

(RMB/user/month)



Integrated operation of customer benefits and products yielded notable results

Dual uplift in customer scale and income related to benefits

Customers with benefits **241 Mil**
▲50.7 Mil

Income generated from benefits **RMB 8.33 Bil**
▲119.6%

Key products with industry-leading customer scale

- Video Connecting Tones
- Cloud XR
- Cloud Games
- MIGU Reading
- Mobile Authentication

No.1

Products with over 100Mil customers

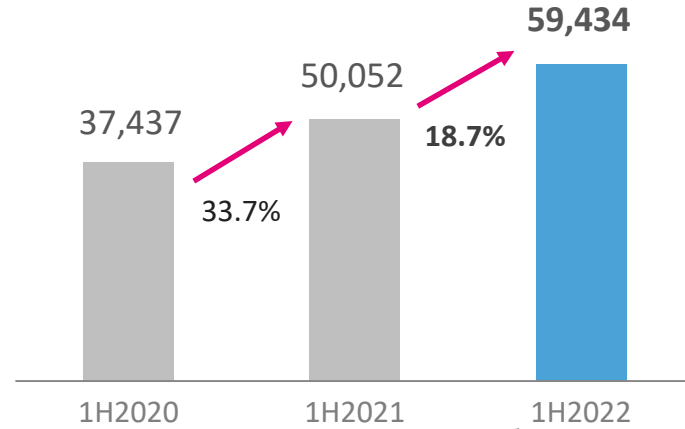
10 items

“Home” Market

Value orientation drove rapid business expansion

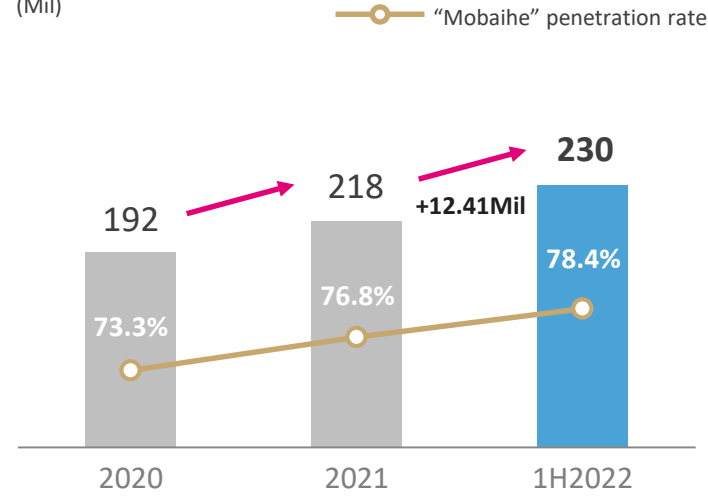
“Home” market revenue

(RMB Mil)



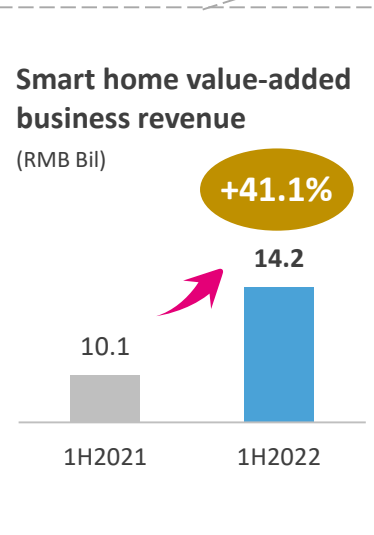
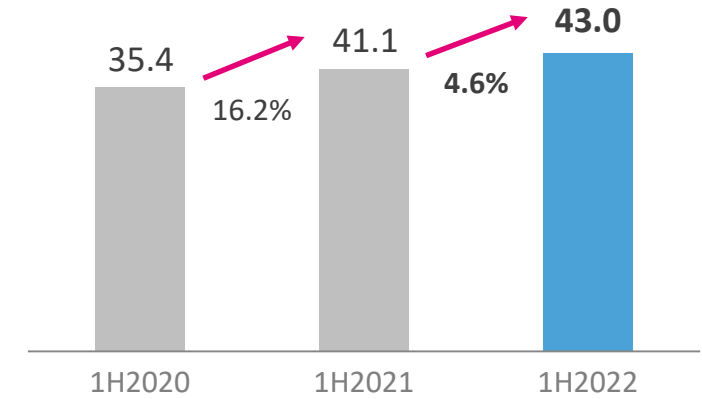
Household broadband customers

(Mil)



Household customer blended ARPU

(RMB/user/month)



Leadership in broadband services, driven by gigabit broadband

Gigabit broadband customer penetration rate
11.5% ▲ **4.4 pp**

Gigabit broadband net-add as % of overall household broadband customer net-add
>88%

Leadership in TV services, driven by content

“Mobaihe” Customers **181 Mil**
 ▲ **13.26 Mil**

“Mobaihe” Revenue **RMB 12.1 Bil**
 ▲ **27.7%**

Leadership in smart home services, driven by innovation

Customers deploying smart home network ▲ **86.6%**

Customers using home security services ▲ **136.2%**

Customers using “big-screen” VoD services ▲ **139.3%**

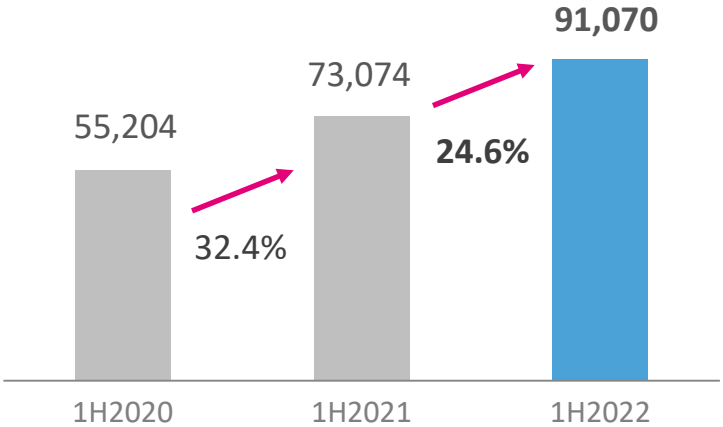
HDICT (home data, information and communications technology solutions) leading showcases **1,667 items**

“Business” Market

Bolstered capabilities fueled strong momentum

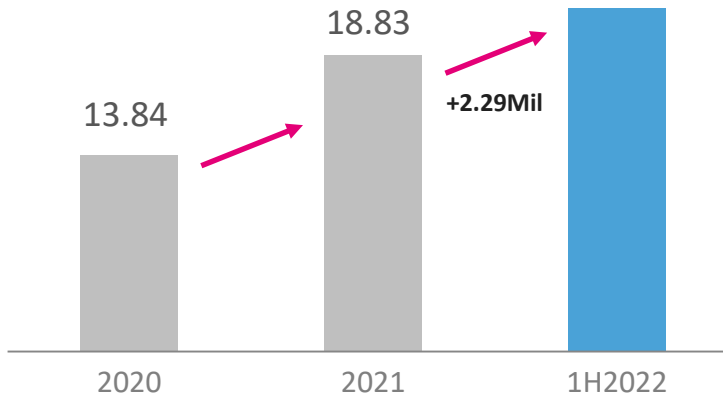
“Business” market revenue

(RMB Mil)



Corporate customers

(Mil)



Scale development of 5G vertical industry applications

300 Leading 5G showcases

Cumulated number of agreements signed related to 5G industry commercial projects **>11,000**

Smart factories >1,200	Smart mines >260	Smart grid >230
Smart ports Covering top10 container ports	Smart hospitals Partnered medical institutions >1,300	Smart parks >1,100

1H2022
5G DICT Contract Value
>RMB 16 Bil

1H2022
5G Dedicated network revenue
▲ 223%

Comprehensive plan for Internet of Vehicles market (to V)

IoV connections >195 Mil
Of which: IoV factory-installed connections >25Mil

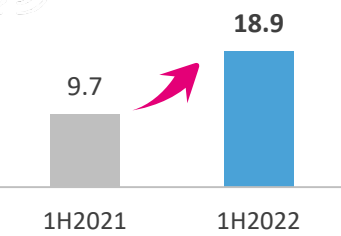
Constructed the world's largest high-precision positioning system

Number of cooperative vehicle infrastructure showcase projects implemented >150

Very rapid growth in industry cloud revenue

Industry cloud
(RMB Bil)

+93.9%



Private cloud Industry-leading product richness

- Self-developed IaaS, PaaS, SaaS products **>210 types**
- Joint SaaS products **>2,300 types**

Public cloud

40% Private cloud, 60% Public cloud

Expansion of digital government market (to G)

Public administration informatisation solutions
Serving nearly 200 cities across 27 provinces in China

Crafted an image of “digital government solutions expert”
Notable results in landmark digital government solutions projects

Revenue **RMB 14.7 Bil**
▲ 24.5%

Revenue **RMB 10.9 Bil**
▲ 35.5%

Key products Accelerated development

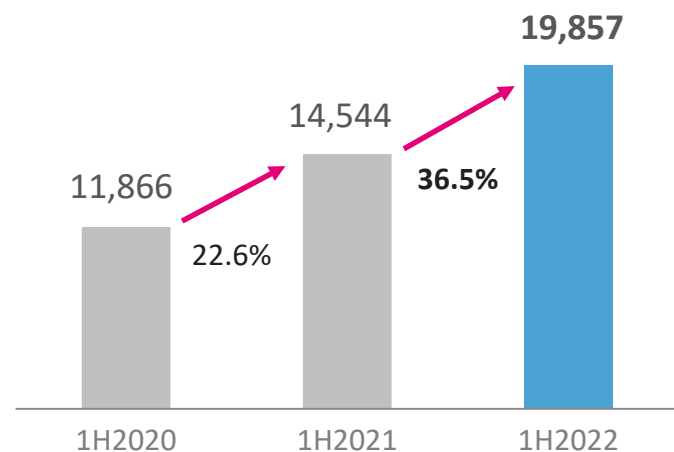
- Cloud Video
- “and-Intercom”
- “and-Surveillance”
- High-precision positioning
- 5G smart cloud exam halls

“New” Market

Innovative strategy supported very rapid growth

“New” market revenue

(RMB Mil)



(RMB Mil)	1H2022	Change YoY
International business	8,057	19.3%
Digital content	11,591	50.6%
Internet finance	209	124.7%

International business

International / Hong Kong, Macau and Taiwan roaming services covered **264** locations and 5G covered **58** locations, leading the world

Upgraded global network deployment on “Information Highway, Information Station and Information Island”

Total international transmission bandwidth **116** Tbps

Overseas **227** POP points

Non-domestic **9,600** self-owned IDC cabinets

Internet finance

Scale of the financial service platform along the industrial chain

~RMB 30 Bil ▲ 157%



“and-Wallet”

Monthly active customers

▲ 197.9%

Digital content



Migu Video

Monthly active customers across all platforms ▲ 72.5%
Continued to build a leading content ecosystem centring around sports



Video Connecting Tones

Customers > 290Mil



Cloud Games

Monthly active customers across all platforms ▲ 149.4%

Equity investment

Value contribution Ecosystem formation Industry-investment synergy

Nurtured a digital-intelligent industry ecosystem via the dual connection of “industry + capital”

CFN

Industrial Internet

AI

.....

IoT

Network security

Financial technology

Placed Emphasis on Customers and Achieved Comprehensive Enhancement to Operational Quality

Achieved a breakthrough in channel transformations

 **All-round improvement in operational efficiency of sales alliance**

Worked together with up-and-downstream partners along the industry chain
5G terminal manufacturers + distributors
1H22 Pan-terminal sales volume of sales alliance **>48Mil**

Effectively promoted the popularity of 5G terminals
Further increase in industrial influence

 **Expansion of new channels yielded remarkable results**

Steadily promoted the construction of an Internet-oriented marketing system
Actively developed cross-industry and pan-channel cooperation

 **Optimisation and upgrade of grid-based operations**

Articulated standard operating procedures for key business scenarios
Enhanced efficiency and satisfaction of front-line operations

Innovation and upgrade of brand operation

Accelerated brand promotion with 5G as the key leverage

GoTone's customers **nearly 170Mil**
M-zone customers **nearly 67Mil**

Precise operation to enrich brand connotation and image

Forged brand differentiation advantages centring around products, scenarios and activities



Exclusivity:

Exclusive privileges, health, culture, charity activities



Trendiness:

Trendy gadgets and feature events for specific groups



Popularity:

Convenient services, warm-hearted community activities

Continuous improvement of service quality

High quality network perception 

High performance product experience 

High efficiency touchpoint service 

Intelligent upgrade of 10086 integrated portal



Integrated service of "see, hear, speak and touch"

Monthly service volume of video customer services in June 2022 **> 130Mil times**

Company-level, digital-intelligent platform to enhance and manage customer perception, the first of its kind in the industry



In-depth insight

Forward-looking alert

Perception restoration

Extensive promotion of the "Heartwarming Service" brand



Enhanced efficiency of technological empowerment

 **Improved efficiency of network operations**

Energy conservation by energy-saving technology utilised at base stations **>180Mil kWh**
Intelligent management of dumb resources saved an estimate of **760k man-days** per annum
Improved online customer satisfaction driven by Internet complaint self-service robot

 **Improved efficiency of products and services**

Average monthly service volume of intelligent interaction technology **exceeded 100Mil times**, service efficiency significantly improved
Intelligent recommendation empowered digital-intelligent operation of big screen VoD, subscription conversion **by more than 70%**

 **Improved efficiency of management support**

By launching intelligent card activation verification service, manpower was reduced by **1,929 man-years**

By empowering contract management and examination, efficiency was **enhanced by 54%**

Note: 1. Sales alliance refers to China Mobile pan-terminal and omni-channel sales alliance

2. Dumb resources refer to equipment resources that are not powered on and cannot automatically report relevant information to the network management system, such as optical delivery boxes, optical splitters, optical fibre pipelines, poles, etc.

Strive to Achieve 2022 Full-year Targets

Major plans for 2H2022

- Focus on quality improvements and strive to achieve full-year targets

5G quality Operating quality Product quality
Service quality Management quality

- Accelerate the capacity forging and solidify the foundation for future development

Technology innovation Computing force & network operation & maintenance
Product integration Business delivery
Data application Talent team Operating quality

- Optimise the collaboration between headquarters, regional companies and specialised teams to generate greater synergy for the Company
- Reinforce risk prevention and control to ensure compliance and healthy operation

Achieve favourable growth in telecommunications service revenue and net profit		
C	5G network customers	Net addition of 130Mil
	Mobile ARPU	Stable and healthy growth
H	Household broadband customers	Net addition of 20Mil
	Household customer blended ARPU	Favourable growth
B	Corporate customers	Net addition of 3Mil
	Mobile cloud	Become a top-tier player in the industry
N	“New” market revenue	Significant growth

03

Financial Performance

Mr. LI Ronghua

Executive Director & CFO

Financial Highlights

(RMB Mil)	1H2021	1H2022	Change YoY
Operating revenue	443,647	496,934	12.0%
Telecommunications service revenue	393,215	426,417	8.4%
Sales of products and other revenue	50,432	70,517	39.8%
Operating expenses	381,131	422,486	10.9%
Profit from operations	62,516	74,448	19.1%
Interest and other income	7,367	8,859	20.3%
Income from investments accounted for using the equity method	6,527	6,195	-5.1%
EBITDA	161,988	173,912	7.4%
Net profit	59,118	70,275	18.9%

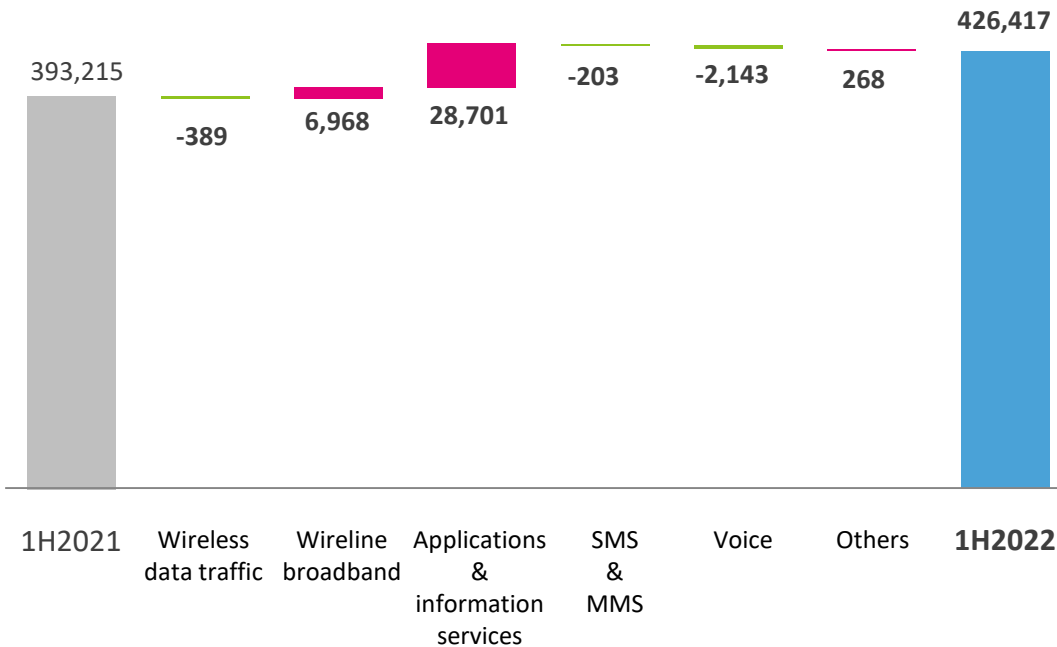
Revenue Growth Overview: Revenue Related to Business Transformation Continued to Increase



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

-0.1pp +1.8pp +7.3pp - -0.6pp - +8.4%

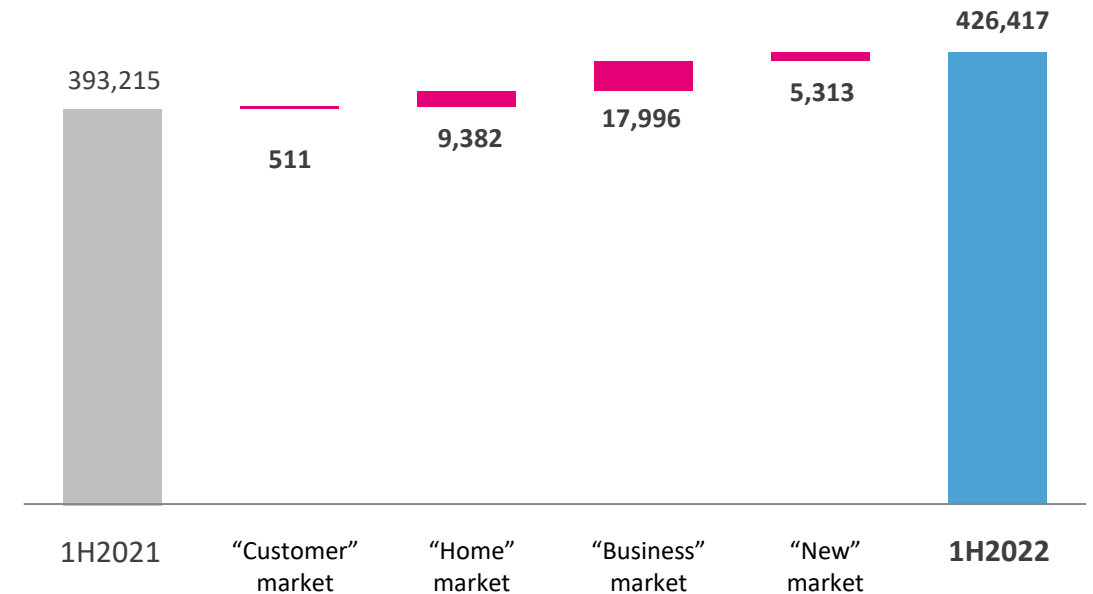
(RMB Mil)



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

+0.1pp +2.4pp +4.6pp +1.3pp +8.4%

(RMB Mil)



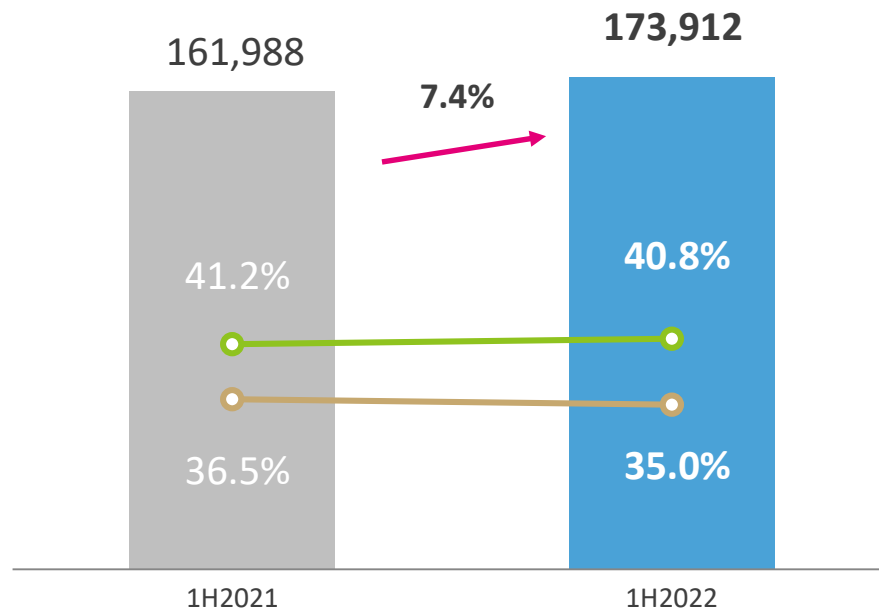
Cost Control Overview: Maintaining Good Cost Control

(RMB Mil)	1H2021	1H2022	Change YoY	Major reasons / remarks
Operating expenses	381,131	422,486	10.9%	
Network operation and support expenses	121,146	138,194	14.1%	<ul style="list-style-type: none"> Accelerated construction and commissioning of new information infrastructure, and increased investments to support business transformation Among which, maintenance and supporting expenses amounted to RMB87.1bil, up by 22.6%; energy consumption expenses amounted to RMB25.2bil, up by 3.5%
Depreciation and Amortisation	99,472	99,464	0.0%	<ul style="list-style-type: none"> The scale of assets increased due to accelerated network upgrades and business transformation Adjustments were made to the residual value of certain assets in the same period last year
Employee benefit and related expenses	55,910	63,934	14.4%	<ul style="list-style-type: none"> More resources were spent on R&D talents in the fields of 5G and AICDE, and management talents for the “business” and “new” markets
Selling expenses	30,389	26,182	-13.8%	<ul style="list-style-type: none"> Enhanced online sales and service capabilities resulting from accelerated transformation of sales channels
Cost of products sold	50,042	68,900	37.7%	<ul style="list-style-type: none"> Handset sales grew significantly as 5G handsets were available with more varieties and at more affordable prices
Other operating expenses	24,172	25,812	6.8%	<ul style="list-style-type: none"> Increased investments in R&D and innovation but strictly controlled administrative and business entertainment expenses
of which: Interconnection	9,796	10,676	9.0%	

Profit Overview: Profit Continued to Increase

EBITDA

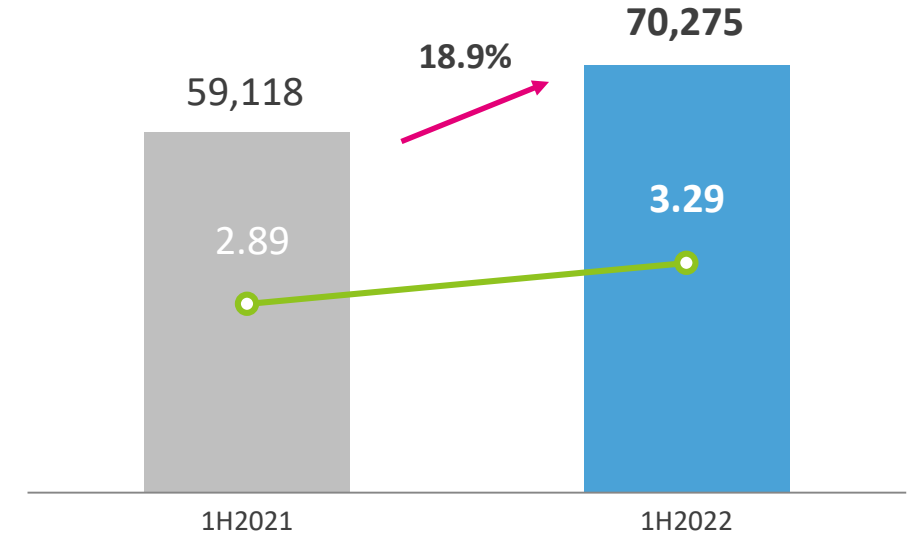
(RMB Mil)



- EBITDA margin
- EBITDA / telecommunications service revenue

Net profit

(RMB Mil)



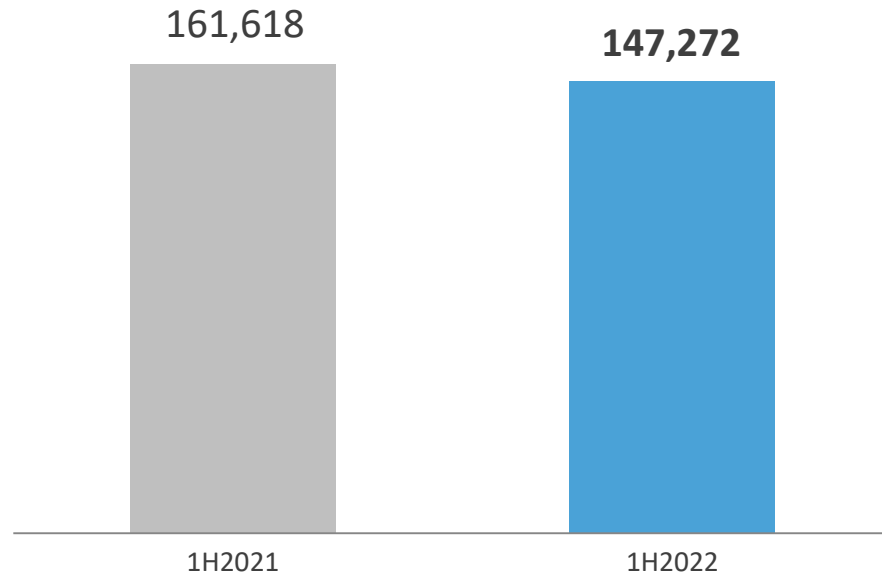
- Basic earnings per share (RMB)

Net profit increased by 7.3% YoY after excluding the impact of the adjustment to the residual value of certain assets in the same period last year

Cash Flow Overview: Favourable Cash Flow

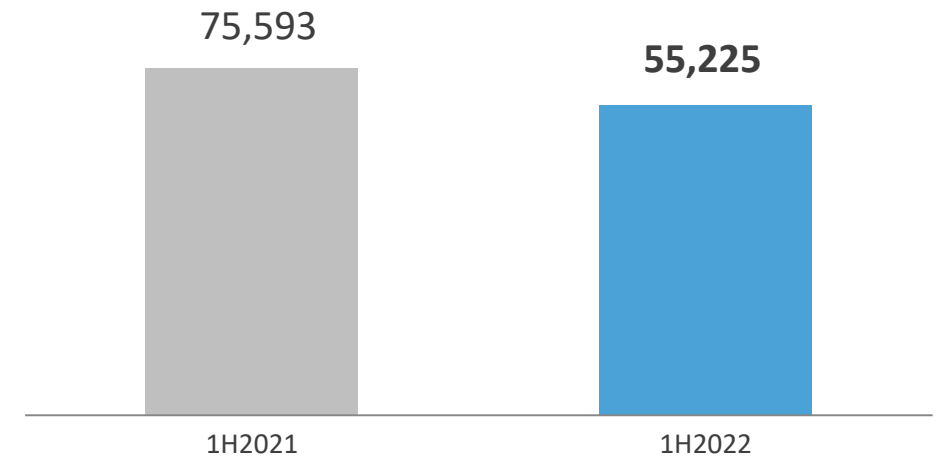
Net cash generated from operating activities

(RMB Mil)



Free cash flow

(RMB Mil)



Note: Free cash flow = net cash generated from operating activities – capital expenditure incurred

Capital Structure Overview: Maintaining Stable and Healthy Capital Structure

(RMB Mil)	2021.12.31	2022.06.30
Shareholder's equity	1,206,350	1,283,466
Interest-bearing debt	—	—
Total book capitalisation	1,206,350	1,283,466
Liabilities-to-assets ratio	34.3%	32.6%
Cash & bank deposits	342,201	369,498

S&P, Moody's: Corporate credit ratings are equivalent to China sovereign ratings

Continue to Create Greater Value

- ✓ Double-digit growth in revenue and profit
- ✓ Effective cost control
- ✓ Abundant cash flow
- ✓ Stable and healthy capital structure

▲
1H2022

▼
2H2022



Further deepen value-oriented operating practices and strengthen centralised management, ensuring the attainment of full-year performance targets

Continue to further improve management of funds, assets and capital efficiency, stimulating the Company's vitality in value creation

Further strengthen risk management and control, ensuring sustainable and healthy development

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 2022 – Appendix I

(RMB Mil)	1H2021	1H2022	(RMB Mil)	1H2021	1H2022
Operating revenue	443,647	496,934	Selling expenses	30,389	26,182
Revenue from telecommunications services	393,215	426,417	Cost of products sold	50,042	68,900
of which: Voice services	40,849	38,706	Other operating expenses	24,172	25,812
SMS & MMS	16,481	16,278			
Wireless data traffic	208,581	208,192	Profit from operations	62,516	74,448
Wireline broadband	47,200	54,168	Other gains	2,707	3,076
Applications and information services	69,287	97,988	Interest and other income	7,367	8,859
Others	10,817	11,085	Finance costs	(1,421)	(1,229)
Revenue from sales of products and others	50,432	70,517	Income from investments accounted for using the equity method	6,527	6,195
			Taxation	(18,510)	(21,012)
Operating expenses	381,131	422,486			
Network operation and support expenses	121,146	138,194	Profit for the period	59,186	70,337
Depreciation and amortisation	99,472	99,464	Equity shareholders of the Company	59,118	70,275
Employee benefit and related expenses	55,910	63,934	Non-controlling interests	68	62

Extracts from Unaudited Consolidated Balance Sheet as at 30 June 2022

– Appendix II

(RMB Mil)	2021.12.31	2022.06.30
Current assets	595,371	627,561
Non-current assets	1,245,956	1,282,820
Total assets	1,841,327	1,910,381
Current liabilities	582,148	568,573
Non-current liabilities	48,887	54,360
Total liabilities	631,035	622,933
Total equity	1,210,292	1,287,448

Operating Data

– Appendix III

		Unit	1H2021	1H2022
Mobile service	Customers	Mil	945.51	969.85
	Mobile service revenue	RMB Mil	292,459	300,322
	ARPU	RMB	52.2	52.3
	Handset data traffic	GB Bil	58.19	68.28
	Handset data traffic DOU	GB	11.9	13.5
	MOU	Minutes	264	254
Of which: 5G	Network customers	Mil	127.06	262.64
	ARPU	RMB	88.9	85.0
	Handset data traffic DOU	GB	20.7	21.5
Wireline broadband service	Customers	Mil	225.60	256.06
	Wireline broadband service revenue	RMB Mil	47,200	54,168
	ARPU	RMB	36.1	36.3
Of which: Household broadband	Customers	Mil	205.44	230.34
	Household customer blended ARPU	RMB	41.1	43.0