

Press Release

Hutchison Telecommunications Hong Kong Holdings Limited Reports 2012 Annual Results

Delivers solid growth with stable shareholders return and maintains prominent market position as integrated telecommunications operator

Highlights	2012	2011	
	HK\$ millions	HK \$ millions	Change
Consolidated turnover	15,536	13,407	+16%
Consolidated EBITDA (1)	3,020	2,611	+16%
Consolidated EBIT (2)	1,738	1,432	+21%
Profit attributable to shareholders of the Company	1,227	1,020	+20%
Earnings per share (in HK cents)	25.46	21.17	+20%
Final dividend per share (in HK cents)	13.03	10.70	+22%
Full year dividend per share (in HK cents)	19.08	15.86	+20%

^{(1):} EBITDA is defined as earnings before interest income, interest and other finance costs, taxation, depreciation and amortisation, and share of results of jointly controlled entities.

Hong Kong, 19 March 2013 - Hutchison Telecommunications Hong Kong Holdings Limited (the "Company" or the "Group"; Stock Code: 215) today announced its annual results for the year ended 31 December 2012.

Consolidated turnover rose 16% from HK\$13,407 million in 2011 to HK\$15,536 million in 2012. Consolidated EBITDA increased 16% from HK\$2,611 million in 2011 to HK\$3,020 million in 2012. Consolidated EBIT increased 21% from HK\$1,432 million in 2011 to HK\$1,738 million in 2012. Profit attributable to shareholders of the Company rose 20% from HK\$1,020 million in 2011 to HK\$1,227 million in 2012. Basic earnings per share in 2012 were 25.46 HK cents, a 20% increase compared to 21.17 HK cents in 2011.

The Board of Directors recommends payment of a final dividend of 13.03 HK cents (2011: 10.70 HK cents) per share. Including the interim dividend of 6.05 HK cents per share, full-year dividend will amount to 19.08 HK cents per share, representing a 20% increase compared to that of 2011. The payout is equivalent to 75% of profit attributable to shareholders for the year, in line with the dividend policy of the Company.

^{(2):} EBIT is defined as earnings before interest income, interest and other finance costs, taxation and share of results of jointly controlled entities.

Mr Peter Wong, Chief Executive Officer & Group Managing Director of the Company, said: "Both mobile and fixed-line operations continued to deliver solid business growth and maintain prominent market positions in 2012. Our mobile operation rolled out 4G LTE service to cater for the growing momentum of smart devices and escalating bandwidth demand. Our fixed-line operation saw sustained growth in various segments. The international business segment continuously explored new markets and extended network reach. The corporate and business segment introduced yet more Information and Communications Technology, cloud computing and data centre services while the residential segment took home entertainment to a new level with innovative applications. Looking forward, we are committed to providing a truly excellent and reliable fixed-mobile integrated experience for customers while creating value for our shareholders."

Operations Review

Mobile Business - Hong Kong and Macau

- Turnover increased 19% to HK\$12,383 million, largely driven by overwhelming demand for smart devices and data services.
- EBITDA and EBIT increased to HK\$2,100 million and HK\$1,485 million, reflecting a growth of 23% and 25% respectively.
- Hong Kong and Macau customer base amounted to over 3.7 million. Postpaid 3G and 4G customers accounted for 94% of postpaid customer base.
- Blended postpaid ARPU rose 7% to HK\$261. Hong Kong blended postpaid ARPU increased to HK\$264, showing a rise of 8%.

The Group's mobile business continued to grow in 2012. Mainly driven by overwhelming demand for smart devices and data services, turnover of mobile operation increased 19% from HK\$10,406 million in 2011 to HK\$12,383 million in 2012. Data services growth momentum continued and accounted for 59% of total service revenue. Roaming data revenue recorded a strong growth of 32%.

Robust demand for smart devices and data services, coupled with effective cost control, translated into a rise in profit. In 2012, EBITDA increased 23% to HK\$2,100 million from HK\$1,712 million in 2011 while EBIT increased 25% from HK\$1,184 million in 2011 to HK\$1,485 million in 2012.

The Hong Kong and Macau customer base amounted to over 3.7 million. Postpaid 3G and 4G customers accounted for 94% of postpaid customer base. The number of Hong Kong and Macau postpaid customers totalled two million. As increasingly more customers adopted smartphones and tablets, smart device penetration of the 3G and 4G postpaid customer base in Hong Kong and Macau reached 58%.

Blended postpaid ARPU in 2012 was HK\$261, representing an increase of 7% from HK\$244 in 2011. Driven by greater demand for data usage and tailored value-added services, Hong Kong blended postpaid ARPU rose from HK\$244 in 2011 to HK\$264 in 2012, showing a rise of 8%.

Capital expenditure on property, plant and equipment amounted to HK\$879 million in 2012, accounting for 16% of mobile service revenue. The increase was mainly due to the rollout of 4G network.

Fixed-line Business

- Turnover increased 7% to HK\$3,640 million.
- Carrier market contributed over 50% of total revenue, with revenue growing 10% to HK\$1,958 million.
- Revenue from corporate and business market rose 6% to HK\$891 million.
- EBITDA and EBIT rose 3% and 5% respectively.

Turnover of the Group's fixed-line operation showed a 7% increase from HK\$3,403 million in 2011 to HK\$3,640 million in 2012. The carrier market contributed more than half of the total revenue, representing a growth of 10% from HK\$1,781 million in 2011 to HK\$1,958 million in 2012. Revenue from the corporate and business market increased 6% to HK\$891 million in 2012 from HK\$840 million in 2011. Revenue from the residential market in 2012 was HK\$584 million, compared to HK\$583 million in 2011.

EBITDA grew 3% from HK\$1,016 million in 2011 to HK\$1,050 million in 2012. EBIT amounted to HK\$383 million in 2012, an increase of 5% compared to HK\$364 million in 2011.

Capital expenditure on property, plant and equipment was HK\$725 million in 2012, accounting for 20% of fixed-line service revenue. The increase was mainly a result of more fibre penetration and revenue-driven projects.

Outlook

Evolving technology has driven advancement in networks and devices to facilitate the exchange of information with improved speed, ease and convenience. The Group, as a leading integrated telecommunications operator, is in an advantageous position to benefit from the trend and embrace future opportunities.

The Group has demonstrated a track record of growth and delivering sustainable returns, having laid a solid foundation for its operations with advanced network infrastructure supplemented by strong financial fundamentals. The Group is committed to seeking out opportunities to enhance service offerings for customers and continue to invest in network projects in a disciplined manner to increase return to shareholders.

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About Hutchison Telecommunications Hong Kong Holdings Limited

Hutchison Telecommunications Hong Kong Holdings Limited (HTHKH, Stock Code: 215) is a leading integrated telecommunications service operator in Hong Kong. HTHKH provides advanced mobile services in Hong Kong and Macau under the "3" brand, and residential fixed-line broadband service, residential telephone and IDD services in Hong Kong under "3 Home Broaband". HTHKH also provides sophisticated fixed-line services and corporate solutions to Hong Kong and international



customers under the "HGC" brand. A group member of Hutchison Whampoa Limited (Stock Code: 13), HTHKH deploys the latest telecommunications technology to offer world-class telecommunications services and innovations, setting market trend and steering industry development.

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