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CHINA MOBILE LIMITED

中國移動有限公司

(Incorporated in Hong Kong with limited liability under the Companies Ordinance)

(Stock Code: 941)

**UNAUDITED KEY PERFORMANCE INDICATORS
FOR THE FIRST THREE QUARTERS OF 2020**

The unaudited financial data of the Group for the first three quarters of 2020:

- Operating revenue was RMB574.4 billion, up by 1.4% over the same period last year; of which, revenue from telecommunications services was RMB525.7 billion, up by 2.5% over the same period last year
- EBITDA was RMB216.9 billion, down by 3.8% over the same period last year
- Profit attributable to equity shareholders was RMB81.6 billion, down by 0.3% over the same period last year

In accordance with the Company's disclosure policy and in order to further enhance the transparency of the Group and provide additional information with which shareholders, investors and the general public may better appraise the business and financial position of the Group in a timely manner, the board of directors (the "**Board**") of China Mobile Limited (the "**Company**", together with its subsidiaries, the "**Group**") announces certain selected unaudited key performance indicators of the Group for the first three quarters of 2020.

SELECTED UNAUDITED KEY PERFORMANCE INDICATORS

Financial Data

	For the period from 1 January 2020 to 30 September 2020	For the period from 1 January 2019 to 30 September 2019	Change
Operating Revenue (RMB)	574.4 billion	566.7 billion	1.4%
Of which, Revenue from			
Telecommunications Services (RMB)	525.7 billion	513.0 billion	2.5%
Sales of Products and Others (RMB)	48.7 billion	53.7 billion	-9.2%
EBITDA (RMB)	216.9 billion	225.5 billion	-3.8%
EBITDA Margin	37.8%	39.8%	
Profit before Taxation (RMB)	107.8 billion	108.2 billion	-0.4%
Profit Attributable to			
Equity Shareholders (RMB)	81.6 billion	81.8 billion	-0.3%
Margin of Profit Attributable to			
Equity Shareholders	14.2%	14.4%	

Operating Data

	As at 30 September 2020/ For the period from 1 January 2020 to 30 September 2020	As at 30 June 2020/ For the period from 1 January 2020 to 30 June 2020
Mobile Business		
Total Customers	946 million	947 million
Net Additional Customers *	-4.10 million	-3.54 million
4G Customers	770 million	760 million
5G Package Customers	114 million	70 million
Average Revenue per User per Month (ARPU) (RMB/user/month) *	48.9	50.3
Total Voice Usage (minutes) *	2,258.0 billion	1,455.7 billion
Average Minutes of Usage per User per Month (MOU) (minutes/user/month) *	265	258
Handset Data Traffic (GB) *	65.3 billion	41.1 billion
Average Handset Data Traffic per User per Month (DOU) (GB/user/month) *	9.1	8.6
SMS Usage (messages) *	713.0 billion	476.3 billion
Wireline Broadband Business		
Total Customers	204 million	197 million
Net Additional Customers *	17.17 million	10.08 million
Average Revenue per User per Month (ARPU) (RMB/user/month) *	32.4	31.7

* for the relevant reporting period

In response to industry competition and operating pressure, the Group continued to advance its overarching strategy of becoming a world-class enterprise by building a dynamic “Powerhouse” and grasped the opportunities arising from the digitalization of economy and society. As the Group pursues stable growth and achieves high-quality development, its overall operating performance has maintained stable for the first three quarters of 2020.

The Group’s total number of mobile customers was around 946 million as at 30 September 2020. Among them, the total numbers of 4G customers and 5G package customers were 770 million and 114 million respectively. During the first three quarters of the year, handset data traffic increased by 35.0% year-on-year to 65.3 billion GB with handset data DOU reaching 9.1GB. Total voice usage dropped by 7.1% year-on-year to 2,258.0 billion minutes, showing a further reduced rate of decline. Total SMS usage rose by 15.5% year-on-year to 713.0 billion messages and maintained favourable growth. Mobile ARPU continued to demonstrate a flattened rate of decline, dropping by 2.6% year-on-year to RMB48.9 for the first three quarters of the year.

As at 30 September 2020, the Group’s total number of wireline broadband customers was 204 million, with a net increase of 17.17 million for the first three quarters of the year. Wireline broadband ARPU amounted to RMB32.4.

The Group’s operating revenue increased by 1.4% year-on-year to RMB574.4 billion for the first three quarters of 2020. Of which, revenue from telecommunications services grew by 2.5% year-on-year to RMB525.7 billion whereas that from the sales of products and others declined by 9.2% year-on-year to RMB48.7 billion. The Group will continue to put in an all-out effort to implement the “5G+” plan, further promote scale-based and value-oriented operations and foster the all-round development of CHBN markets, thereby maintaining growth in telecommunications services revenue for the full-year of 2020.

The Group’s profit attributable to equity shareholders fell slightly by 0.3% year-on-year to RMB81.6 billion for the first three quarters of 2020. Margin of profit attributable to equity shareholders was 14.2% with ongoing industry-leading profitability. EBITDA reduced by 3.8% year-on-year to RMB216.9 billion. Buoyed by recovery growth in revenue and good cost control, profit attributable to equity shareholders for the single third quarter achieved positive growth year-on-year. Facing the challenges resulting from increasing costs incurred by 5G operations and maintenance and business transformation, the Group will allocate resources by adhering to the principle of ensuring a sufficient budget for areas essential to promote growth, while reducing and controlling expenses on certain selected areas. In addition, it will take further measures to reduce costs and enhance efficiency, alongside efforts to maintain good profitability. The Group will maintain stable profit attributable to equity shareholders for the full-year of 2020, continuously creating value for investors.

The Board wishes to remind investors that the above performance indicators are based on the Group’s unaudited management accounts. Investors are cautioned not to unduly rely on such data.

In the meantime, investors are advised to exercise caution in dealing in the securities of the Company.

By Order of the Board
China Mobile Limited
Yang Jie
Chairman

Hong Kong, 20 October 2020

FORWARD-LOOKING STATEMENTS

Certain statements contained in this announcement 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 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 these risks, uncertainties and other factors is included in the Company’s most recent Annual Report on Form 20-F and other filings with the U.S. Securities and Exchange Commission.

As at the date of this announcement, the Board of Directors of the Company comprises Mr. Yang Jie, Mr. Dong Xin, Mr. Wang Yuhang and Mr. Li Ronghua as executive directors and Dr. Moses Cheng Mo Chi, Mr. Paul Chow Man Yiu, Mr. Stephen Yiu Kin Wah and Dr. Yang Qiang as independent non-executive directors.