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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 2021

**The unaudited financial data of the Group for the first three quarters of 2021:**

- Operating revenue was RMB648.6 billion, up by 12.9% over the same period last year; of which, revenue from telecommunications services was RMB572.9 billion, up by 9.0% over the same period last year
- EBITDA was RMB237.5 billion, up by 9.5% over the same period last year
- Profit attributable to equity shareholders was RMB87.2 billion, up by 6.9% 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 2021.

## SELECTED UNAUDITED KEY PERFORMANCE INDICATORS

### Financial Data

	For the period from 1 January 2021 to 30 September 2021	For the period from 1 January 2020 to 30 September 2020	Change
Operating Revenue (RMB)	<b>648.6 billion</b>	574.4 billion	12.9%
Of which, Revenue from			
Telecommunications Services (RMB)	<b>572.9 billion</b>	525.7 billion	9.0%
Sales of Products and Others (RMB)	<b>75.8 billion</b>	48.7 billion	55.4%
EBITDA (RMB)	<b>237.5 billion</b>	216.9 billion	9.5%
EBITDA Margin	<b>36.6%</b>	37.8%	
Profit before Taxation (RMB)	<b>115.0 billion</b>	107.8 billion	6.7%
Profit Attributable to			
Equity Shareholders (RMB)	<b>87.2 billion</b>	81.6 billion	6.9%
Margin of Profit Attributable to			
Equity Shareholders	<b>13.4%</b>	14.2%	

### Operating Data

	As at 30 September 2021/ For the period from 1 January 2021 to 30 September 2021	As at 30 June 2021/ For the period from 1 January 2021 to 30 June 2021
<b>Mobile Business</b>		
Total Customers	<b>956 million</b>	946 million
Net Additional Customers*	<b>13.79 million</b>	3.59 million
4G Customers	<b>816 million</b>	799 million
5G Package Customers	<b>331 million</b>	251 million
5G Network Customers**	<b>160 million</b>	127 million
Average Revenue per User per Month (ARPU) (RMB/user/month)*	<b>50.1</b>	52.2
Total Voice Usage (minutes)*	<b>2,246.8 billion</b>	1,479.9 billion
Average Minutes of Usage per User per Month (MOU) (minutes/user/month)*	<b>265</b>	264
Handset Data Traffic (GB)*	<b>90.8 billion</b>	58.2 billion
Average Handset Data Traffic per User per Month (DOU) (GB/user/month)*	<b>12.3</b>	11.9
SMS Usage (messages)*	<b>673.9 billion</b>	441.1 billion
<b>Wireline Broadband Business</b>		
Total Customers	<b>235 million</b>	226 million
Net Additional Customers*	<b>25.03 million</b>	15.28 million
Average Revenue per User per Month (ARPU) (RMB/user/month)*	<b>34.8</b>	36.1

\* for the relevant reporting period

\*\* 5G network customers are mobile customers who have used the 5G network in the current month and stayed on the network at the end of the month

In the face of a complex and volatile internal and external business environment, the Group firmly seized the development opportunities engendered by accelerated digital transformation of the economy and society and upheld its overarching strategy of becoming a world-class enterprise by building a dynamic “Powerhouse”. It maintained a solid industry-leading position and achieved high-quality development, with business performance demonstrating favourable trends across-the-board for the first three quarters of 2021.

The Group took various measures to precisely manage its customer base and put equal emphasis on enhancing both the scale and quality of its 5G business, continuously leading the upgrade of personal information and communication consumption. The number of mobile customers continued to trend up positively with a net addition of 10.20 million for the third quarter of 2021, bringing the total number of mobile customers to around 956 million as at 30 September 2021. The total numbers of 5G package customers and 5G network customers reached 331 million and 160 million respectively, and this set of numbers has demonstrated the continuous optimization of the Group’s customer structure. During the first three quarters of the year, handset data traffic increased by 39.1% year-on-year to 90.8 billion GB with handset data DOU exceeding 12GB. Mobile ARPU increased by 2.6% year-on-year to RMB50.1 for the first three quarters of the year. The Group will continue to pursue its business development strategy that integrates data access, applications and customer benefits and place a focus on scale-based and value-oriented operating practices, achieving stable and healthy growth in mobile ARPU for the full-year of 2021.

The Group continued to foster its leading position in broadband services, TV services and smart home services by placing a steadfast focus on quality, content and applications correspondingly. It continued to grow its “Home” market in terms of both business scale and revenue. As at 30 September 2021, the Group’s total number of wireline broadband customers was 235 million, with a net increase of 25.03 million for the first three quarters of the year. Among them, household broadband customers recorded a net increase of 21.64 million. For the first three quarters of the year, wireline broadband ARPU increased by 7.3% year-on-year to RMB34.8 and household broadband blended ARPU increased by 10.7% year-on-year to RMB39.8.

The “Business” market demonstrated strong growth momentum following the Group’s ongoing efforts to drive the integrated development of “Cloud + Network + DICT”. For the first three quarters of the year, the Group’s DICT revenue reached RMB48.9 billion, maintaining very rapid growth.

The Group’s operating revenue increased by 12.9% year-on-year to RMB648.6 billion for the first three quarters of 2021. Of which, revenue from telecommunications services grew by 9.0% year-on-year to RMB572.9 billion and that from the sales of products and others grew by 55.4% year-on-year to RMB75.8 billion. The Group will continue to pursue the strategy of becoming a world-class enterprise by building a dynamic “Powerhouse”, following the path of digital-intelligent transformation to strive for high-quality growth, thereby achieving favourable growth in telecommunications services revenue for the full-year of 2021.

The Group's profit attributable to equity shareholders increased by 6.9% year-on-year to RMB87.2 billion for the first three quarters of 2021. Margin of profit attributable to equity shareholders was 13.4% with ongoing leading profitability. EBITDA increased by 9.5% year-on-year to RMB237.5 billion with EBITDA as a percentage of telecommunications service revenue standing at 41.5%.

The Group will take measures to further increase revenue, control costs, exploit and tap into potential and raise efficiency, achieving favourable growth in profit attributable to equity shareholders for the full-year of 2021. The Group will also continue to strengthen the management of funds, assets and capital, continuously enhancing company value. In the meantime, it will further strengthen risk management and control, building a solid foundation for its sustainable and healthy development.

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 2021

## **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.*