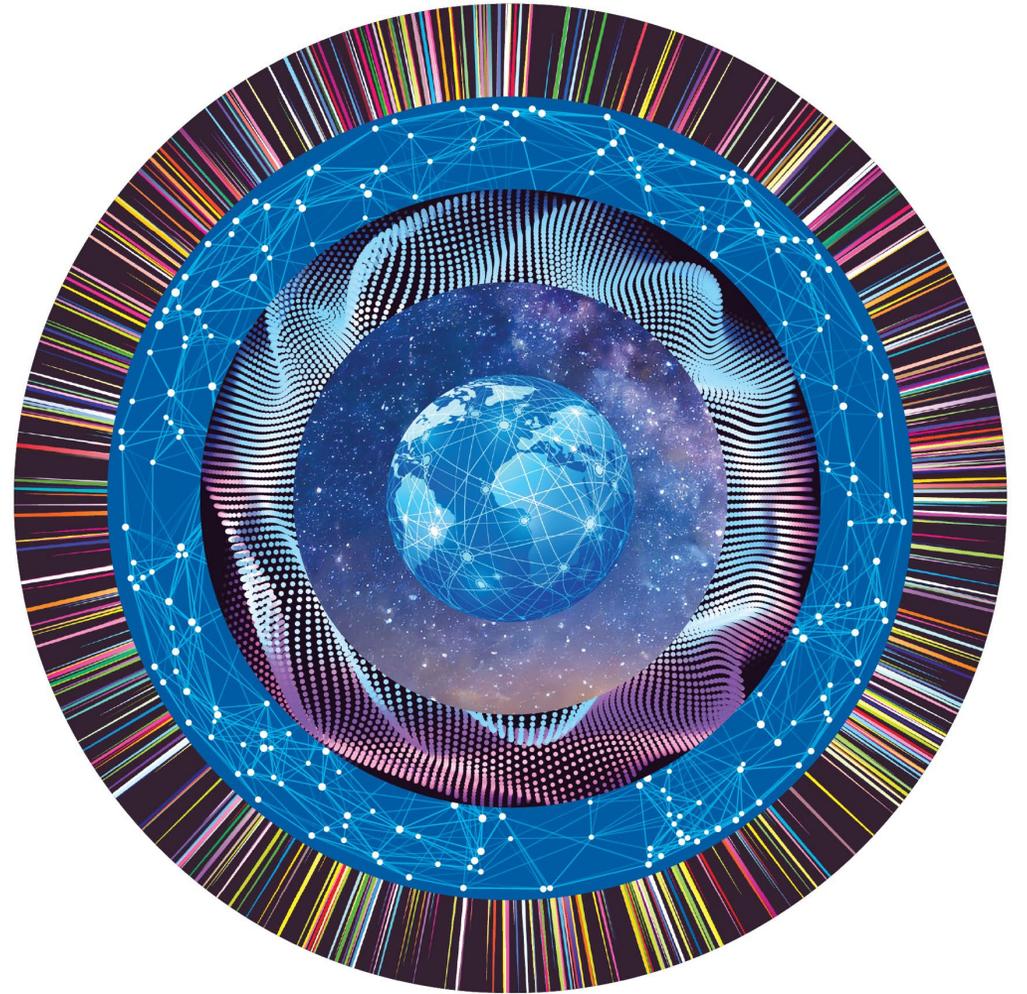




Hutchison Telecom
Hong Kong Holdings

2025 Annual Results Presentation



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 year ended 31 December 2025. 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 2025 Annual Report for the audited 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.

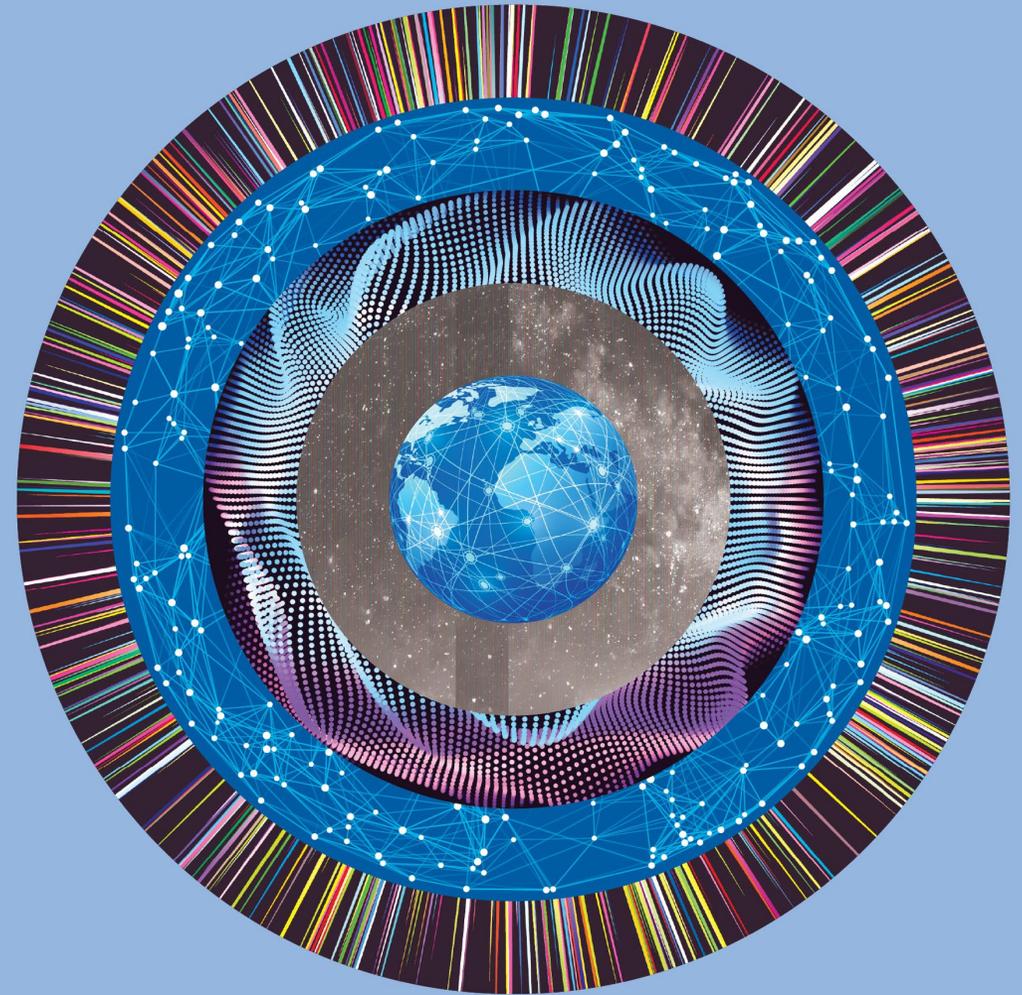
The performance data and the results of operations of the Group contained in this Presentation and any subsequent discussion are historical in nature, and past performance is no guarantee of the future results of the Group. Any forward-looking statements and opinions contained in this Presentation and 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

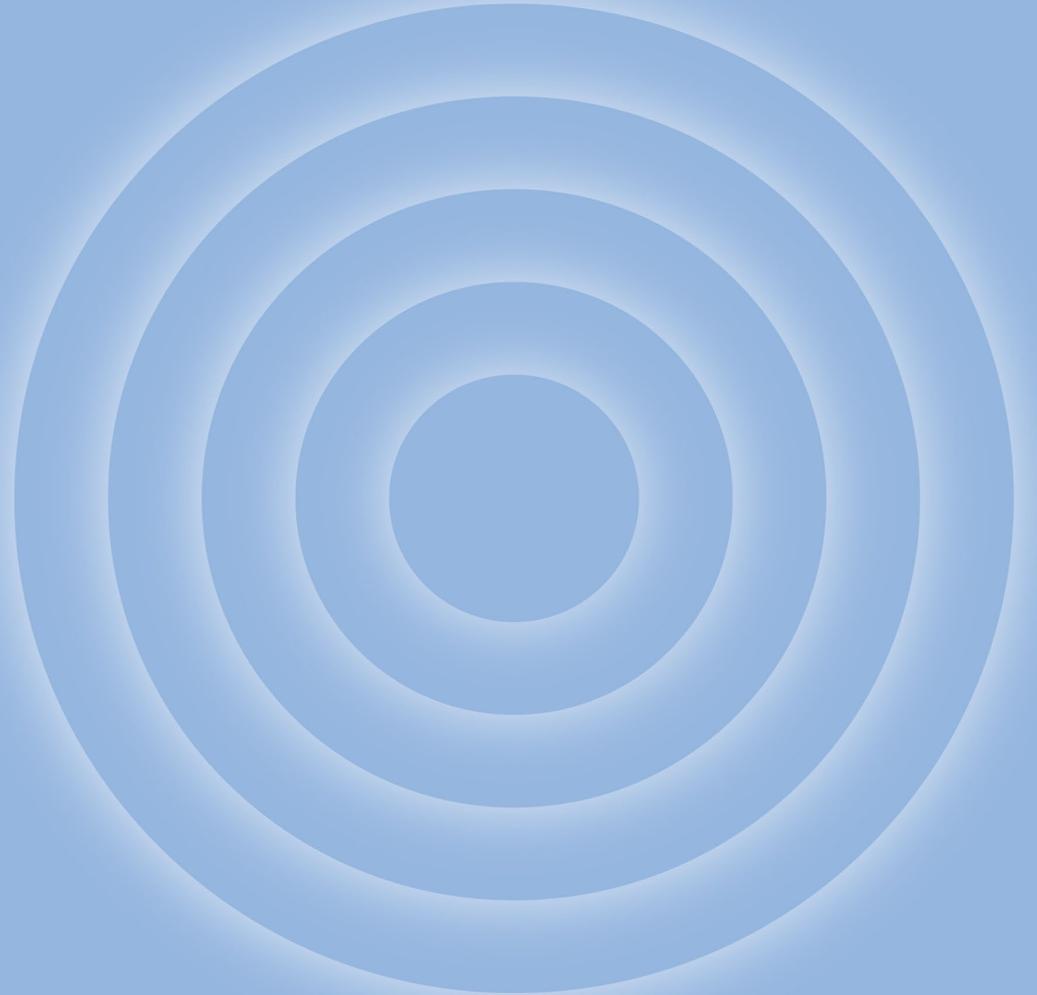
- Executive Summary
- Results Highlights
- Business Review and Development
- Network and AI Development
- Financial Review
- Sustainability
- Outlook





Hutchison Telecom
Hong Kong Holdings

Executive Summary



Executive Summary

The Group is accelerating momentum across 5G, roaming and corporate solutions to drive core growth

Revenue ⁽¹⁾

Roaming ⁽²⁾

+31%

YoY

5G Home Broadband

+22%

YoY

Corporate Solutions ⁽⁴⁾

+33%

YoY

Prepaid ⁽⁵⁾

+9%

YoY

Base ⁽¹⁾

Mobile Customer Number

8.13m

+82% YoY

5G Penetration ⁽³⁾

62%

+8%-pt YoY

Postpaid Churn

0.9%

Improved by 0.1%-pt YoY

SoSIM ARPU ⁽⁶⁾

+\$7

YoY

Following completion of the Group's sale of its entire interests in 3 Macau in January 2026, sustained profitability improvements are expected in the years ahead.

Notes:

(1) Annual results for the year ended 31 December 2024 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engages in the mobile telecommunications business in Macau on 12 January 2026.

(2) Including inbound & outbound

(3) 5G penetration = number of 5G customers to postpaid customer base in Hong Kong

(4) Excluding Application-to-Person SMS

(5) Prepaid local, excluding wholesales

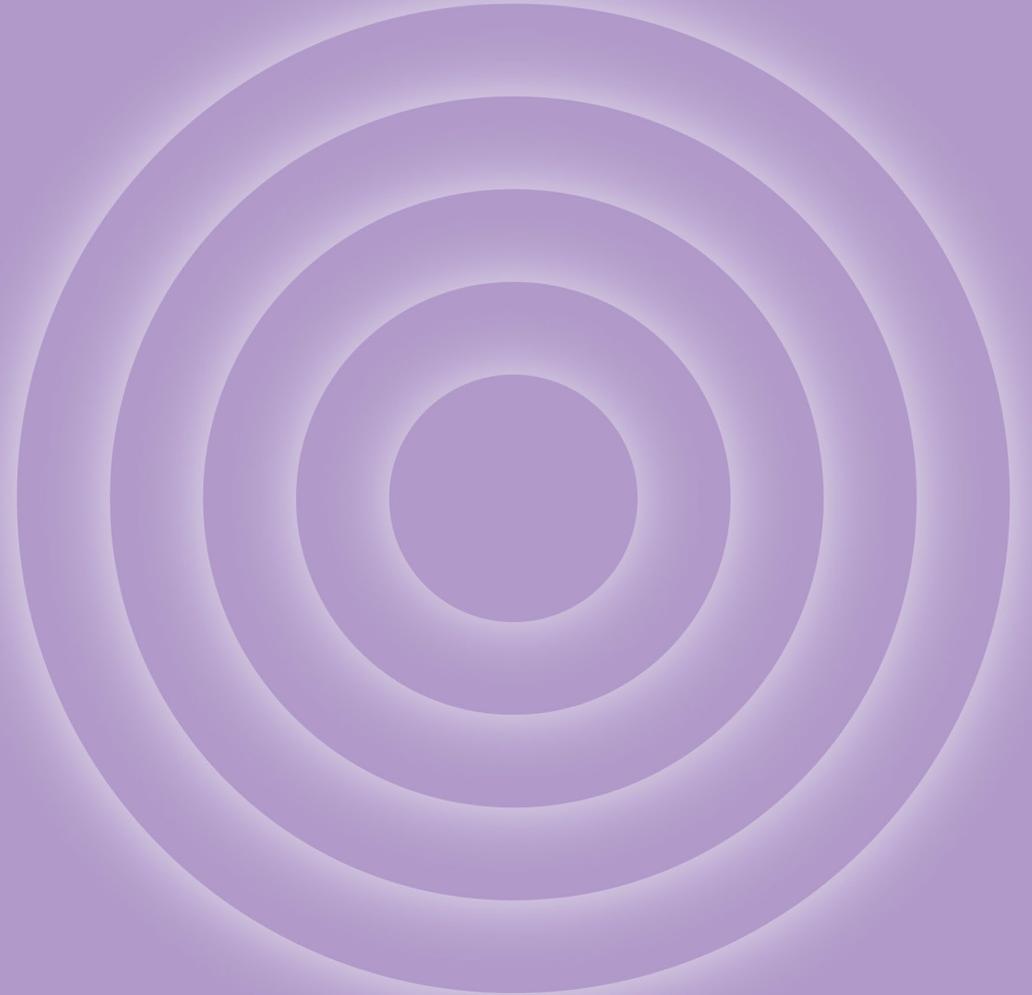
(6) Revenue generating base





Hutchison Telecom
Hong Kong Holdings

Results Highlights



Results Highlights for Hong Kong Operations ⁽¹⁾

Positive momentum in roaming service revenue and stabilised local service revenue

Service Revenue

\$3,619m
+6% YoY

Roaming Service Revenue

\$855m
+31% YoY

Local Service Revenue

\$2,764m
Stable

Breakeven result supported by effective and disciplined cost management

Operating Expenses

\$1,291m
Reduced by 2% YoY

EBITDA ⁽²⁾
EBIT ⁽³⁾

\$1,508m Stable
\$18m +6% YoY

Dividend per share

Final Dividend 5.21 HK cents

Full Year Dividend 7.49 HK cents

Dividend Yield 6.4%
(according to 9 March 2026 closing share price)

Increasing 5G uptake

5G Penetration

62%
+8%-pt YoY

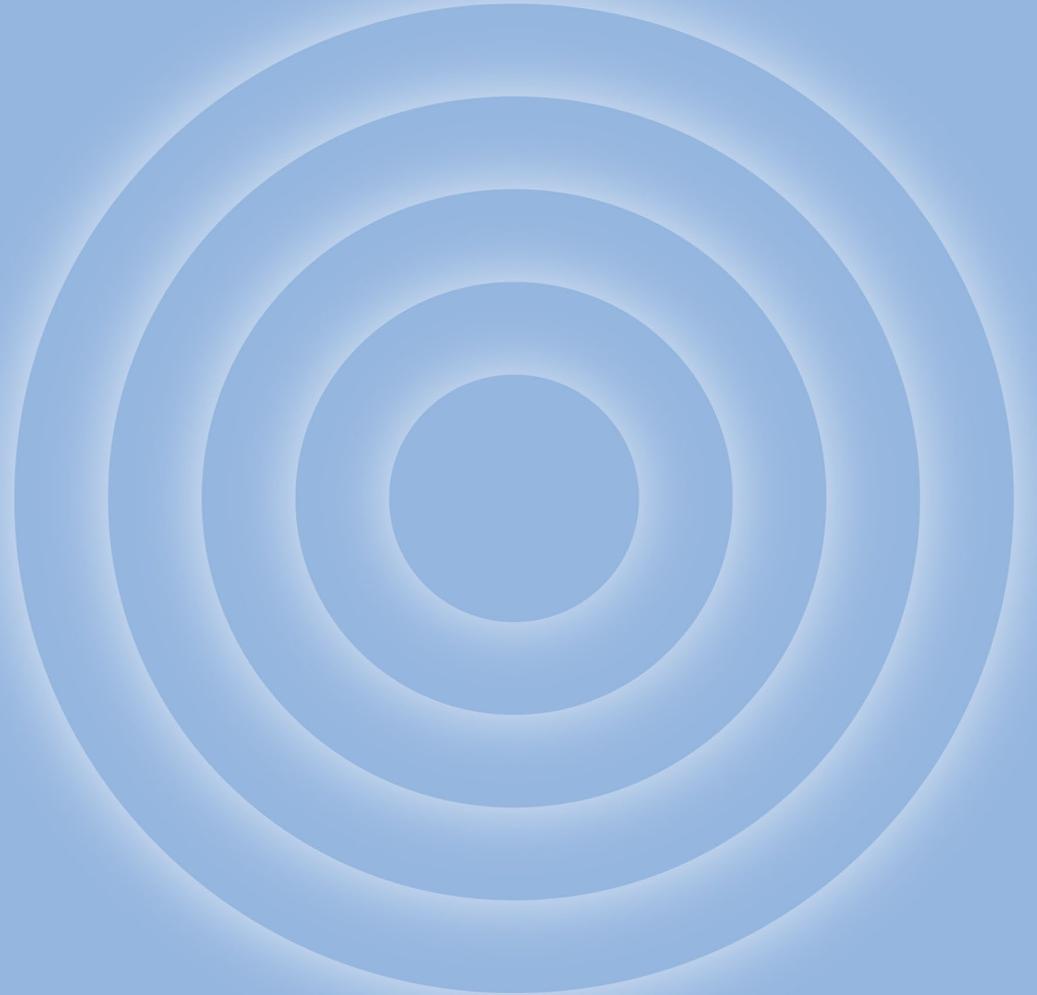
Disciplined financial approach to capital expenditure

Capital Expenditure

\$433m
Stable
(excl. telecommunications licences)



Business Review and Development



5G Growth Momentum

All-round improvement in customer growth driven by outstanding network performance and successful initiatives

- Enrich 5G offerings through zonal / segment packages to capture the explosive growth in global travel
- Maximise conversion from annual flagship device upgrades into mobile service subscriptions
- Maintain a strong focus on 5G broadband as a key growth driver, supported by the latest Wi-Fi 7 CPE bundles



5G Penetration

54% 62% **+8%-pt YoY**

2024 2025

5G Base

+12% YoY

2024 2025

World Plan

Lead the market with launch of the World Plan, a mobile service plan that delivers hassle-free data across Hong Kong and 222 destinations at competitive prices



One Plan One World

- Cover 222 destinations globally
- In-flight roaming ⁽¹⁾

Network

- Available for "Cross-network Roaming" ⁽²⁾

Caring

- Free travel insurance for 2 years
- Free roaming voice minutes ⁽²⁾

Online

All-round communications

Offline



Accolades for One Plan One World. 3 For You! Campaign

- Marketing Excellence Awards - Excellence in branded Content Category - Silver Award organised by the Marketing-Interactive Magazine
- Best New Launch Campaign Category of the Experiential Marketing Brilliance Awards organised by Metro Finance

3SUPREME Customer Experience

3SUPREME offers superior mobile services with priority network access for high-end customers

3SUPREME features personal executive services, exclusive lifestyle events, global brand privileges and unwavering commitment to enhancing customer experience. 3SUPREME enriches digital lifestyles and empowers a premium, all-round experience in today's dynamic and ever-evolving new digital era.

The 3SUPREME customer base grew 6% YoY, showing good traction of high-value base expansion for the year.

One-stop superior service at 3SUPREME shops :



Winners of 2025 HK Tourism Board QTS Merchant & Service Staff Awards :

- Winner of Grand Award;
- Outstanding QTS Merchant & Service Staff (Telecommunications & Electronics)
 - Supervisor : Gold
 - Frontline staff : Gold & Silver



Experience with 3SUPREME :



Vintage Tram Night Tour



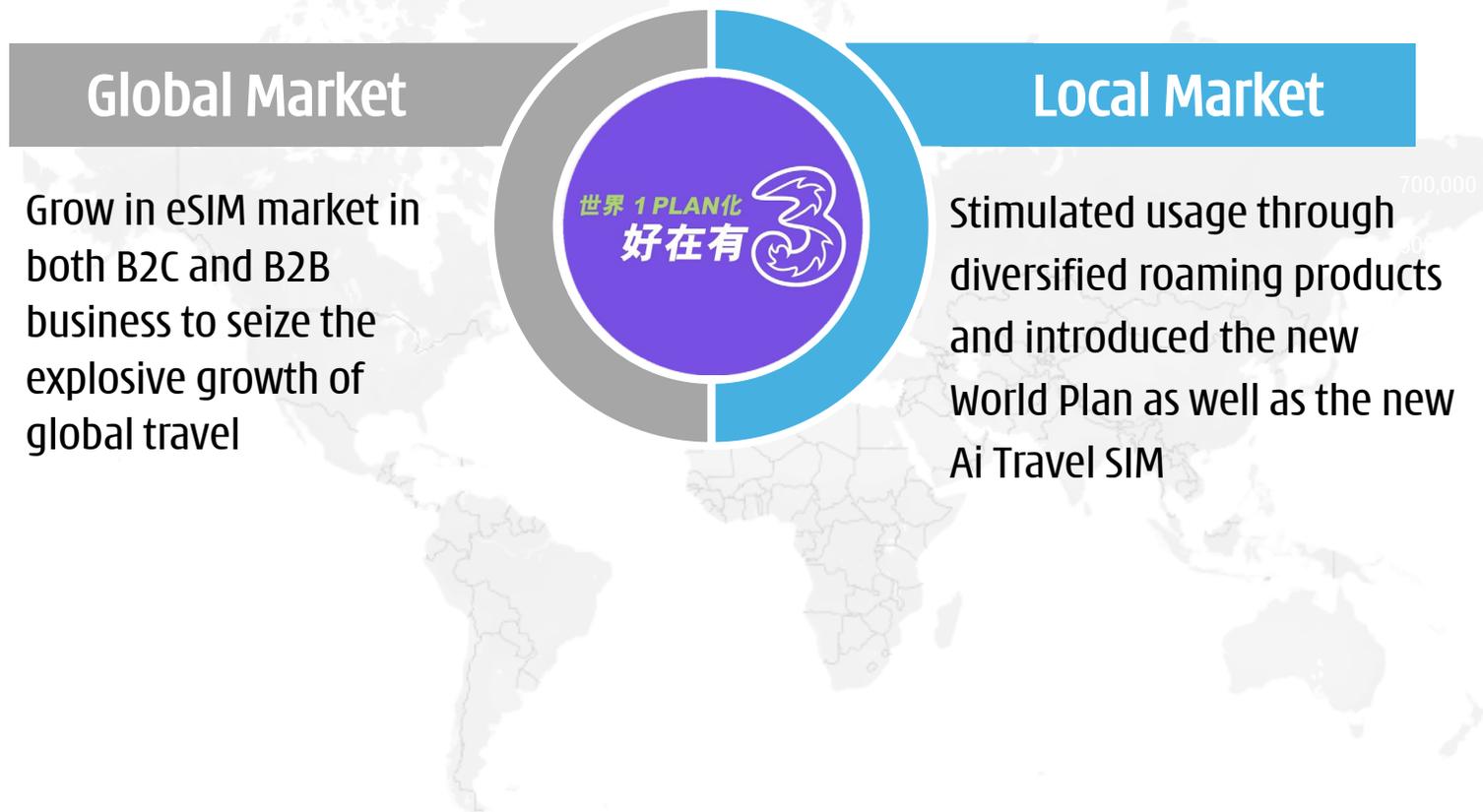
Pony riding camp experience



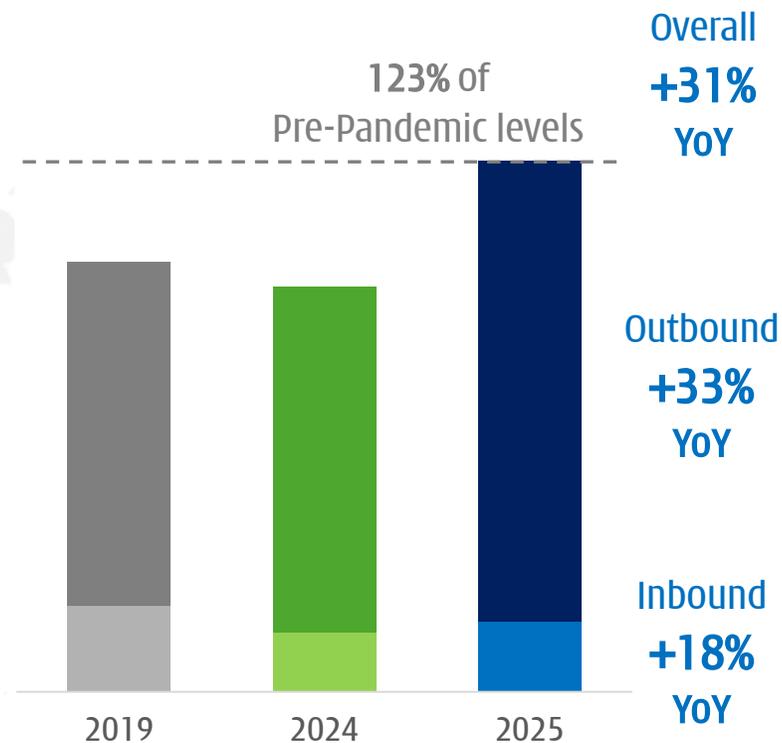
Exclusive "Classic Spanish Culinary Experience"

Roaming

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



Roaming Revenue

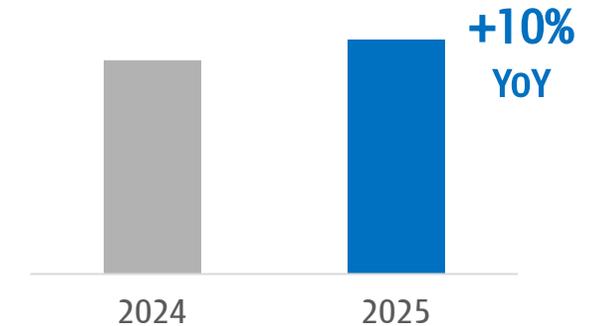


Continuing to strengthen SoSIM with sustained strong growth

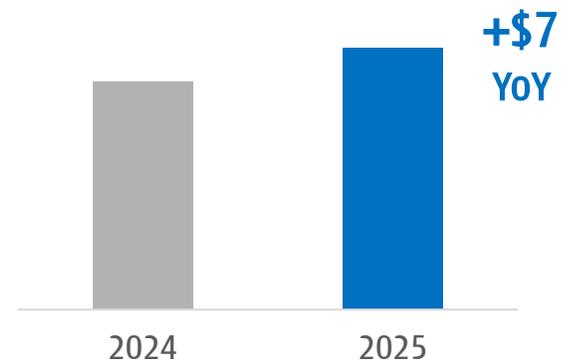
- **Ai Travel SIM** : With simple choices, customers can effortlessly select the ideal Ai Travel SIM package based on their destination, usage and duration by just “Plug and Play”
- **GBA Travel Pro Pass: First in market** ⁽²⁾ to launch 24-hour travel packages combining Greater Bay Area (“GBA”) travel insurance with mobile data plans, and further launched a Global Pass version providing 2-year bundled services
- **Smart Watch eSIM service: First in prepaid market** ⁽²⁾ to enjoy various smart watch applications in Hong Kong while the phone is not in proximity



Revenue



ARPU ⁽¹⁾



Corporate Solutions

3 Education Empowers School's Digital Transformation

Offering a range of AI EdTech solutions to schools and institutions, collaborating with the sector to drive the transformation of smart education and enhance teaching effectiveness



Empowers SMEs with Managed IT Services

Enabling SMEs to access comprehensive and professional support without the need for heavy IT investment



Empowers MTR with Exclusive 5G Interactive Live Streaming Solution for the Summer Campaign

Delivering exclusive 5G interactive live streaming technology support to the MTR across big screens in Central, Tsim Sha Tsui and Hong Kong Stations

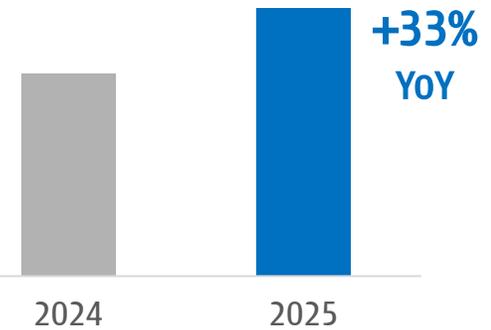


Precise Digital Marketing Solutions

Analysing market data to design tailored solutions targeting specific customer segments at the right time and in the right place



Revenue ⁽¹⁾



Corporate Solutions

Over 1,500 people joined the 3Business EMPOWER Partnership Summit 2025 to discover how 5G and AI are reshaping industries and accelerating intelligent transformation

Leadership Forums

Renowned speakers from diverse sectors shared insights on AI+5G trends, PropTech and digital transformation strategies.



Immersive Innovation Showcases

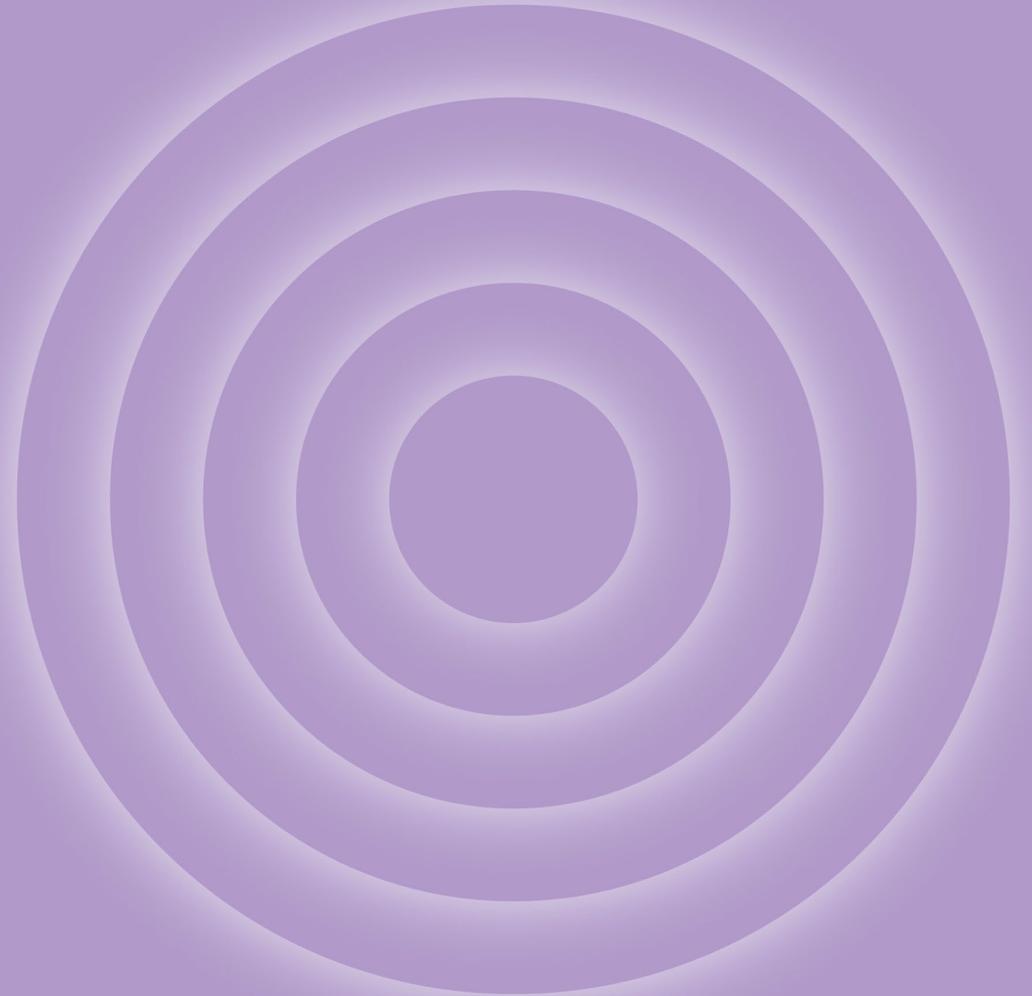
The interactive zones featured AI robots, drones, immersive Artech experience and real-world 5G applications across various business scenarios.





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Network and AI Development



Powering Tourism & Mega-event Growth with Enhanced Network Infrastructure

A Premier Mobile Network Platform for Mega Events and Transport Corridors



Gateway and event hotspots continue to see strong usage, with our network upgrades keeping experiences seamless

Infrastructure

Network Enhancements

Powering Mega-Events, Capturing Surging Demand



Kai Tak Stadium Park
High-density capacity for mega-events and concerts
Full coverage at stadiums, thoroughfare and transportation hub

Seamless Connectivity for Global Visitors



Airport & border points
Enhanced HKIA three-runway system & Terminal 2
Optimisation for cross-border control points

User Experience Elevated Across Every Journey



Transport Corridors
West Rail & tunnels optimisation
3.5 GHz Golden Spectrum for superior MTR indoor coverage

Our 2025 infrastructure upgrades strengthened readiness for surging visitor flows and mega-event opportunities

Smart Automation for a Predictive and Agile Enterprise

Customer and Service Enhancements

Faster Support and Better Experience

Improved customer experience

through faster support, quicker complaint handling and fewer service errors

Higher operational productivity

by automating engineering, reporting and network planning work

Automation and Cost Efficiency

Boosting Productivity Across Operations

Better network reliability

with faster issue detection and investigation

Strong cost savings

by reusing assets and reducing capital expenditure

AI Deployment across HTHKH

Driving innovation and efficiency through strategic artificial intelligence integration



AI Literacy and Tools Training

Structured enablement on GenAI, LLM tools and AI-assisted workflows, building a company-wide AI-ready culture across IT and business teams.



AI Software Engineering

AI-assisted software development accelerating development cycles and improving code understanding, achieving 15% development time savings.



HR Bot

AI chatbot trial for HR enquiries and self-service support, enhancing employee experience while reducing manual HR workload.



Intelligent Customer Technical Helpdesk

AI-powered support for incident triage, knowledge retrieval and Q&A, improving response speed, consistency and engineer productivity.



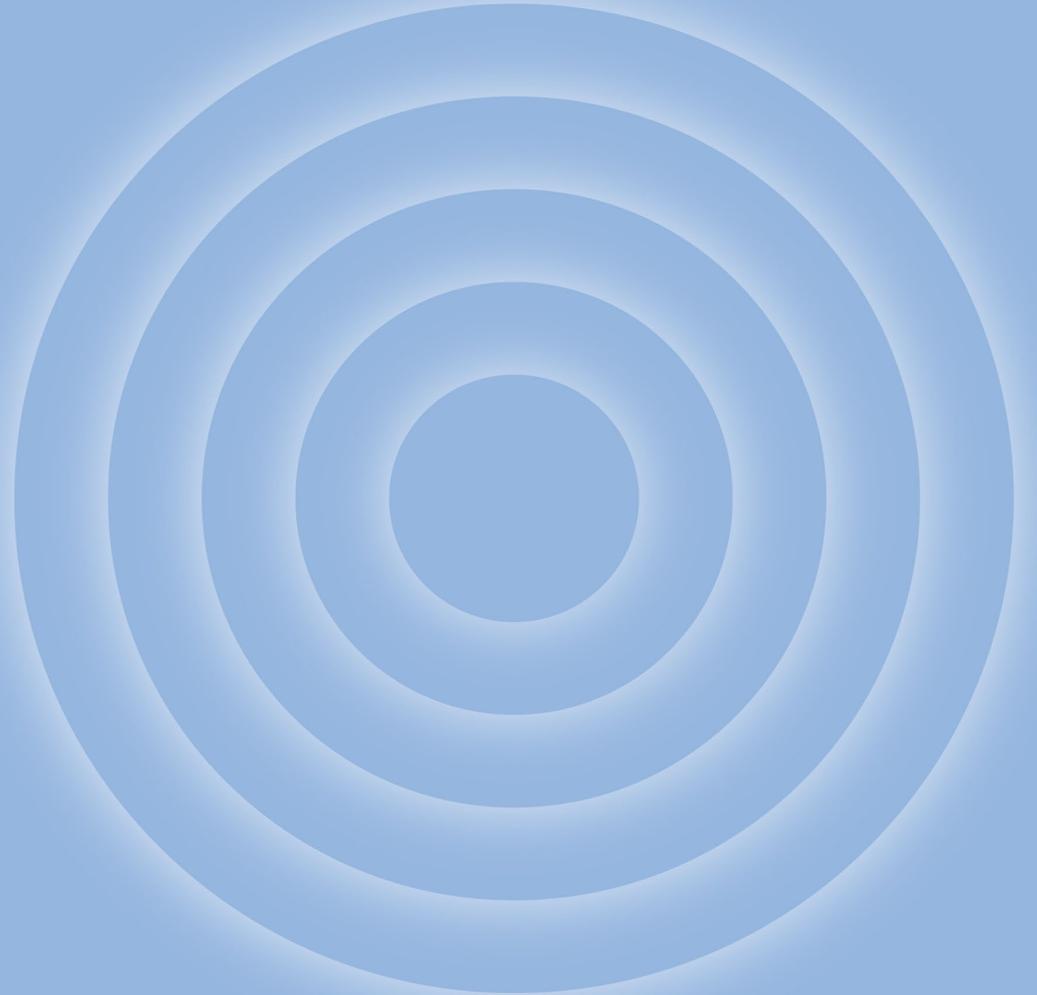
GPU Farm Setup

On-premise GPU infrastructure supporting model training, experimentation and AI R&D, enabling data-sovereign AI innovation

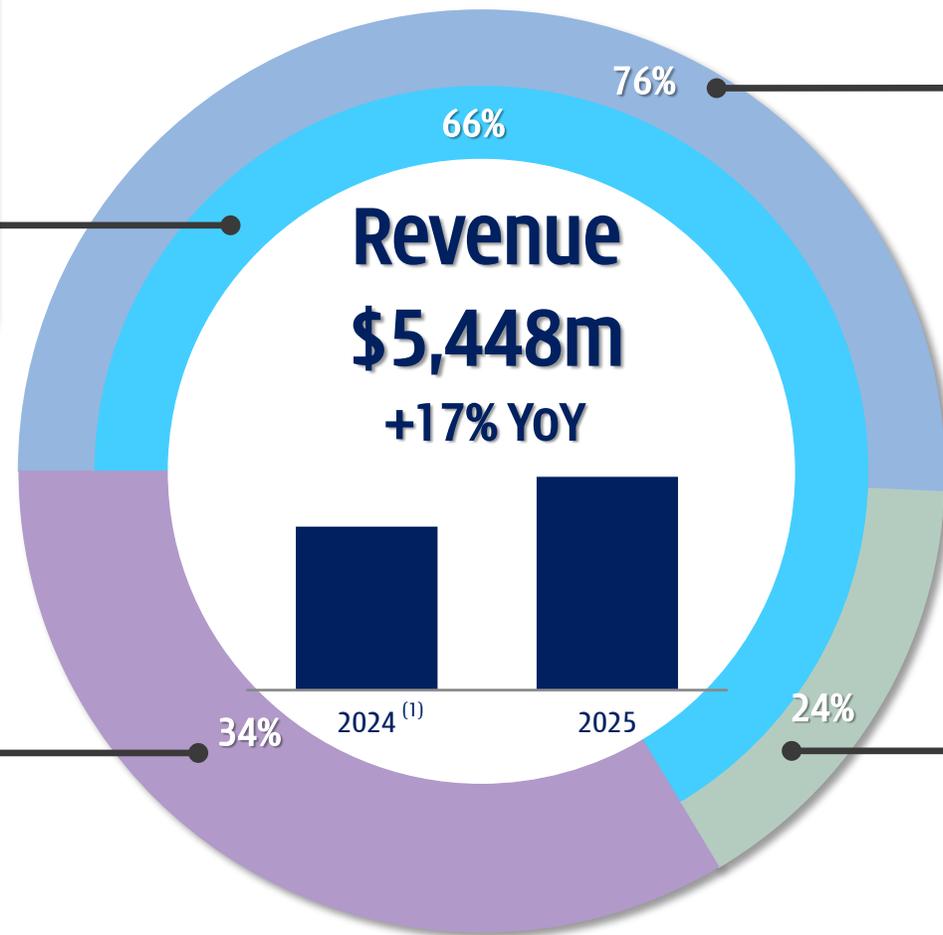
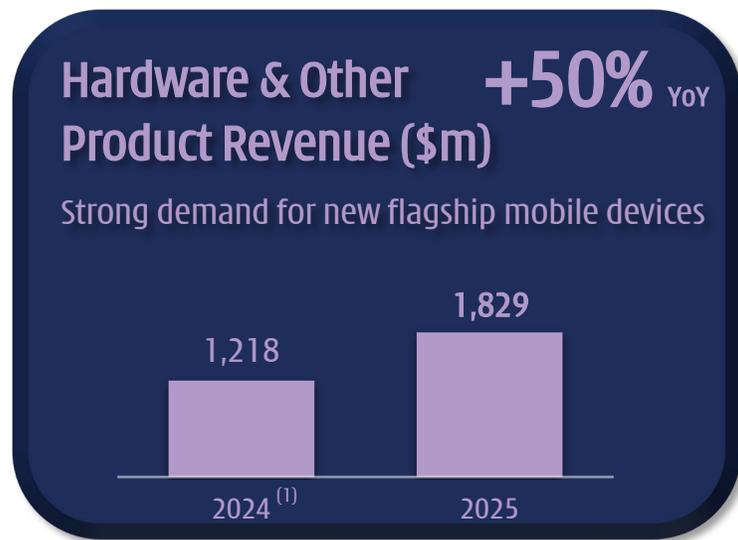
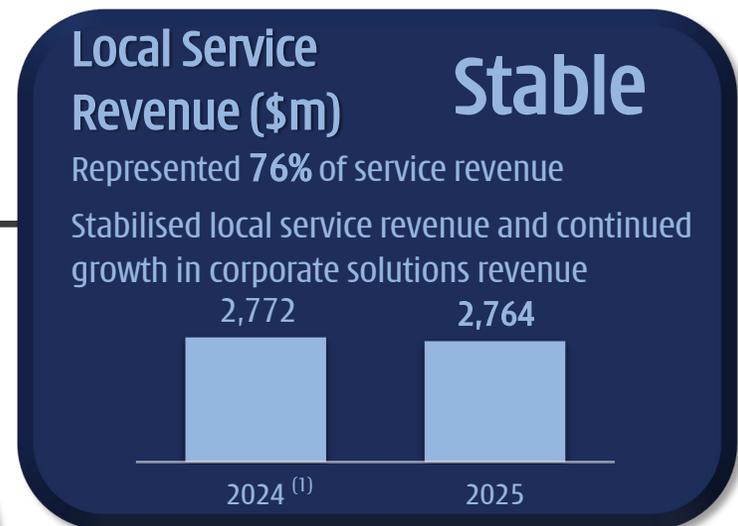




Financial Review



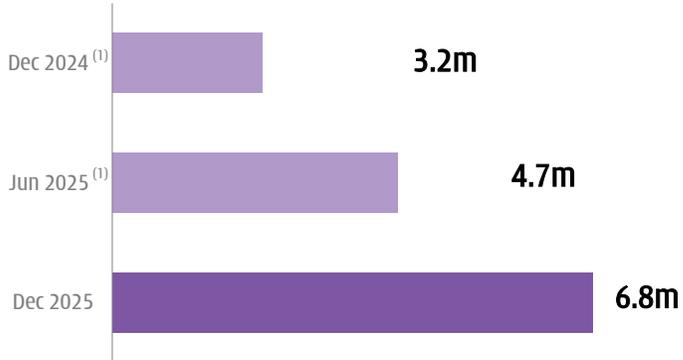
Revenue: Stabilised Local Service Revenue and Strong Hardware Revenue



Note:
(1) Annual results for the year ended 31 December 2024 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engages in the mobile telecommunications business in Macau on 12 January 2026.

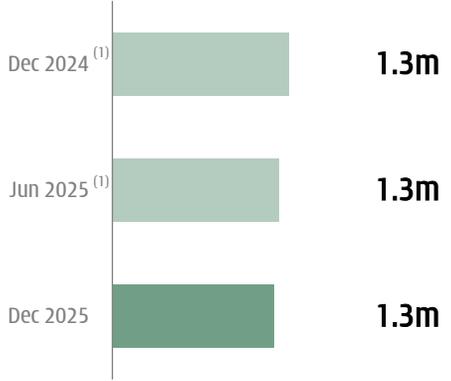
Customers: Robust Growth in Prepaid Base

Prepaid

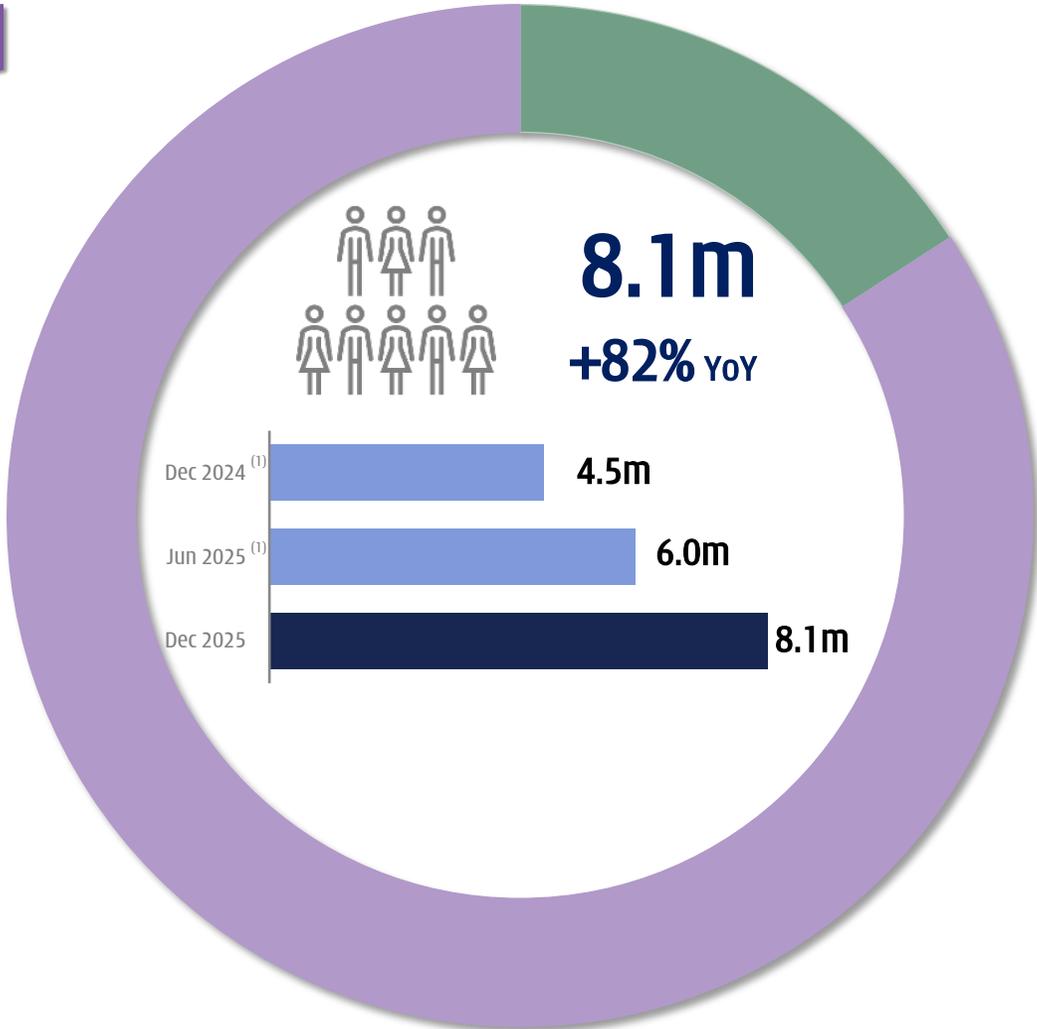


Expansion into overseas markets and growth in local market

Postpaid



Stabilising postpaid base under severely competitive landscape

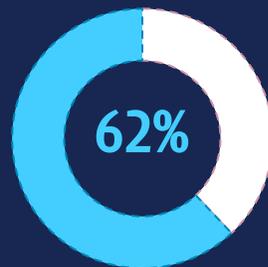
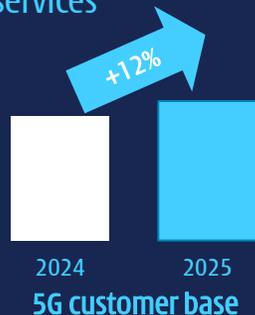


Note:
(1) Results as at 31 December 2024 and as at 30 June 2025 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engages in the mobile telecommunications business in Macau on 12 January 2026.

Customers: Encouraging Trend in 5G Penetration

5G Customer Base

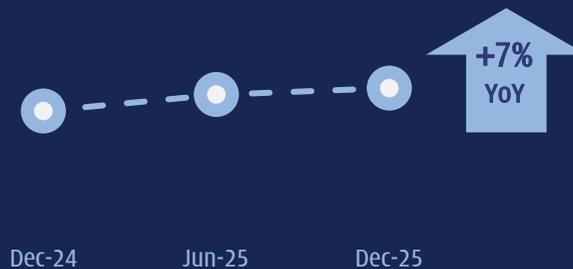
- Continued customer upgrades to 5G mobile services



5G penetration = number of 5G customers to postpaid customer base in Hong Kong

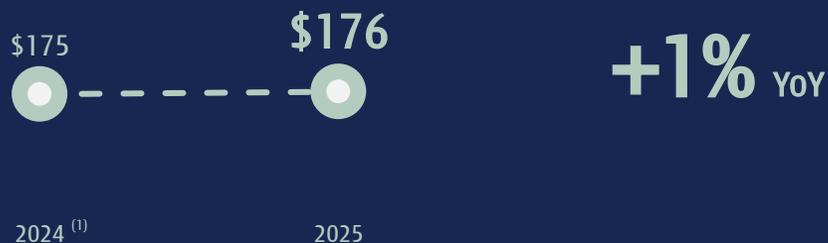
5G Home Broadband Base

- A key growth driver supported by new 5G home broadband plans with Wi-Fi 7 routers



Net ARPU

- Stable service revenue amid competitive landscape



Net ARPU = monthly average spending per postpaid user excluding handset contribution for bundled sales

Postpaid Churn

- Effective customer engagement initiatives and targeted retention strategies



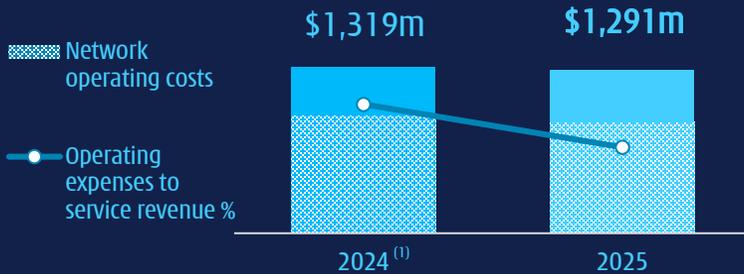
Note:

(1) Annual results for the year ended 31 December 2024 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engages in the mobile telecommunications business in Macau on 12 January 2026.

Stable Profitability through Cost and Capital Management Discipline

Operating Expenses **Reduced by 2% YoY**

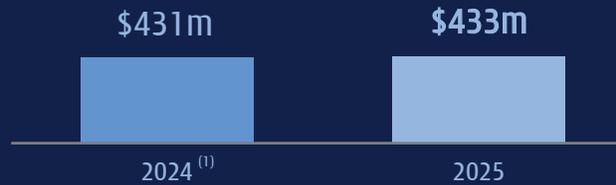
- Cost-saving initiatives and AI-enabled efficiency enhancements



Capital Expenditure **Stable**

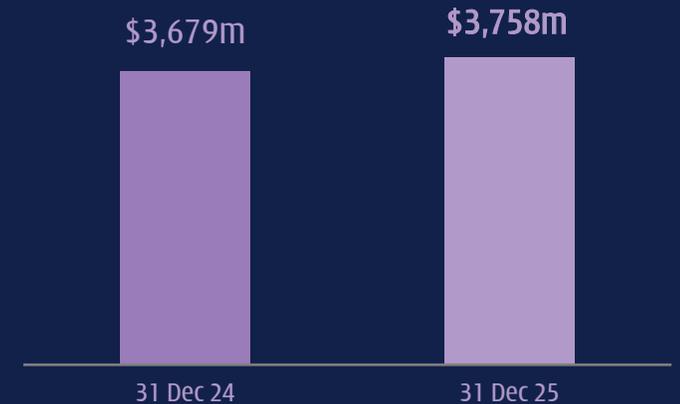
(excl. telecommunications licences)

- Continued strategic emphasis on efficiency and disciplined investment



Net Cash ⁽²⁾

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



Depreciation & Amortisation **Stable**

- Stabilised due to lower amortisation from capitalised CACs



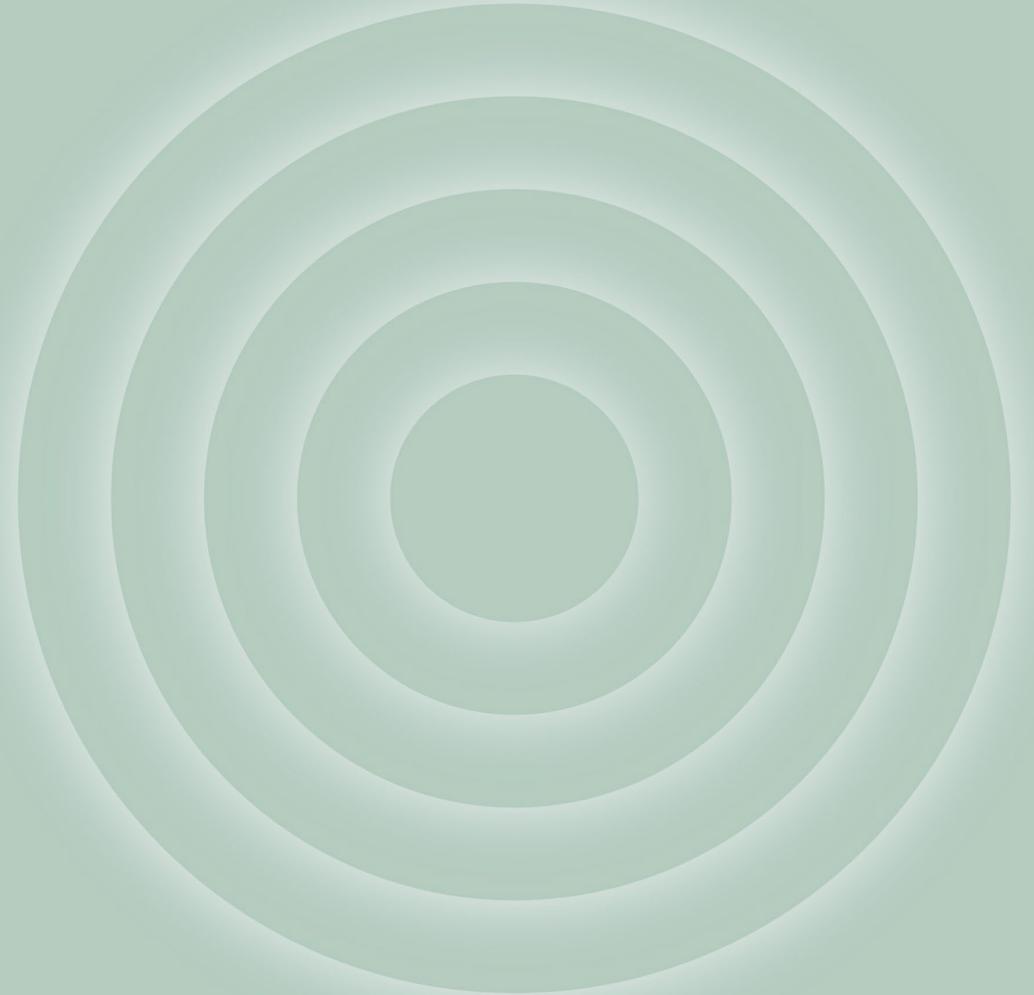
EBITDA less Capex **\$1,075m** **Stable**
(2024⁽¹⁾: \$1,080m)

CAPEX over Service Revenue **12%** **Reduced by 1% YoY**
(2024⁽¹⁾: 13%)



Hutchison Telecom
Hong Kong Holdings

Sustainability



Upholding Sustainability as One of Our Core Values

Governance



✓ Established workforce diversity policy



✓ 90% employees completed annual policy training

Social



✓ Continuous employee engagement initiatives

- Town halls, sustainability newsletter, employees' surveys

✓ Promote health, safety and wellbeing

- First-aiders training
- Health and safety seminars
- Employee Wellness Experience Day



Environment



✓ Energy saving

- Reconfigure selected base stations from indoor to outdoor for natural cooling

✓ Circular Economy Practices

- 100% lead-acid batteries recycling
- Handsets and accessories recycling programme
- Handsets trade-in programme



Sustainable Business Model & Innovation



✓ Smart City Solutions

- IoT solution for waste recycling
- Solar-powered cloud surveillance solution

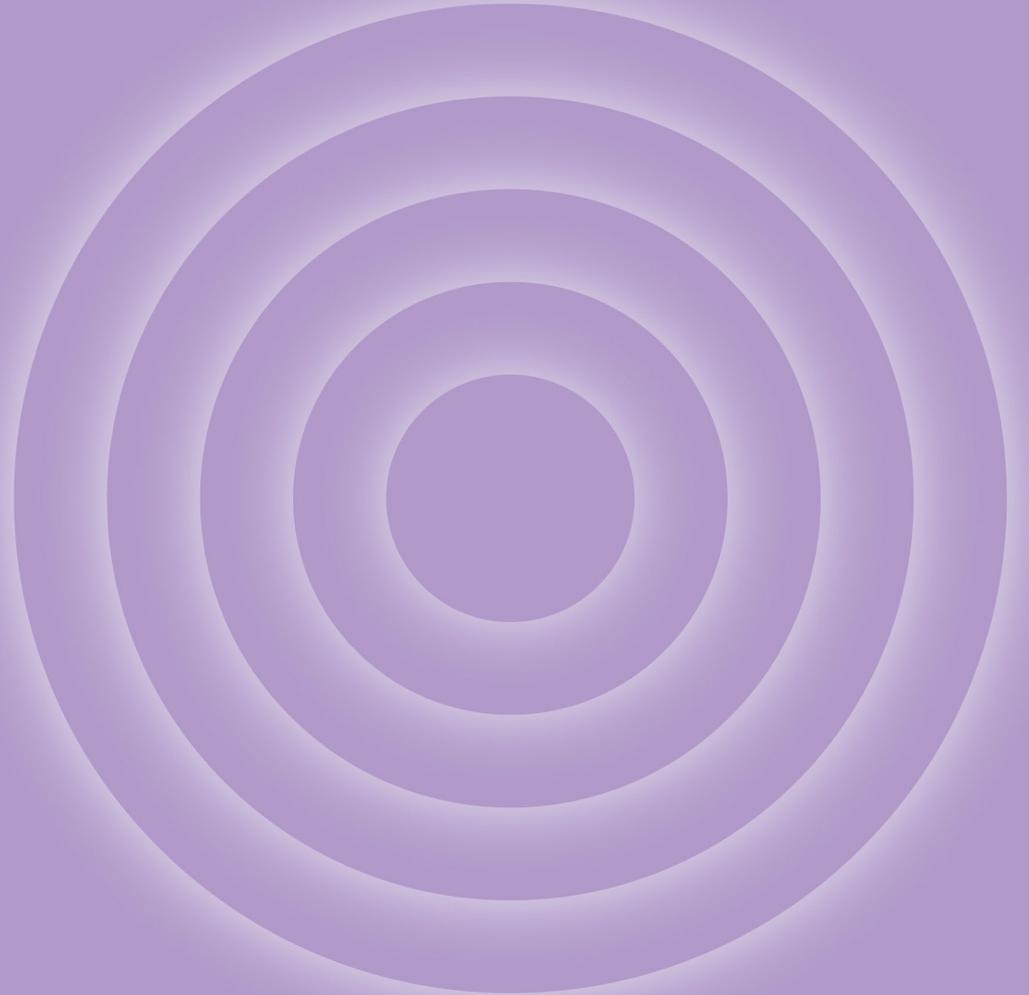
✓ 3Business EMPOWER Partnership Summit 2025

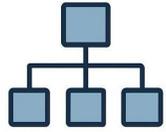




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Outlook





Organisational Structure and Focus

- Enhance agility, sharpen strategic focus and strengthen resource allocation for Hong Kong operations



Market Environment and Execution Discipline

- Drive disciplined planning, reinforce operational resilience and improve long-term profitability



Customer Satisfaction and Multi-segment Growth

- Wholesome Growth across Prepaid & Postpaid, Retail, Corporate & Digital sectors via enhancing customer satisfaction in each of these segments



Growth and Investment Priorities

- Invest in technology embracing AI, elevate customer experience and accelerate strategic growth



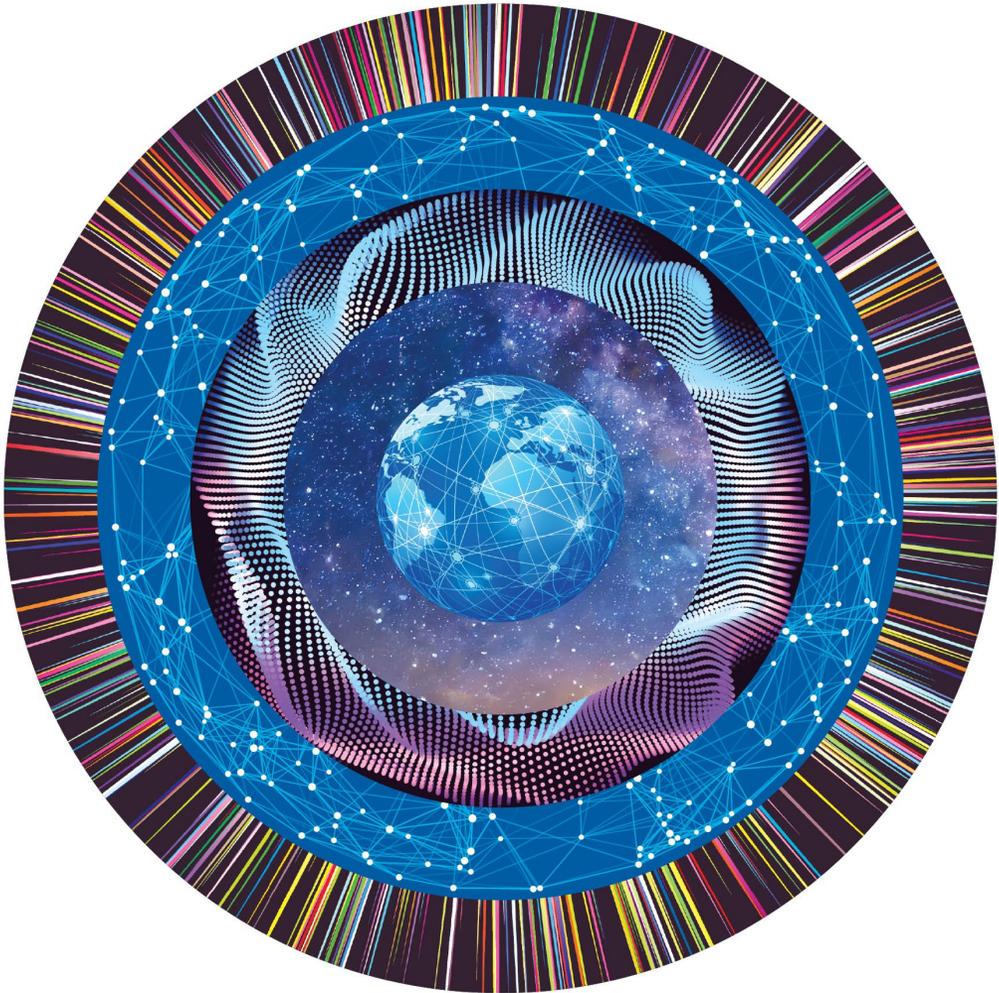
Sustainability and People Development

- Drive efficiency, optimise resources and foster an inclusive, resilient workforce



Hutchison Telecom
Hong Kong Holdings

Thank you



Financial Information

Appendix

HK\$ million	2025	2024 ⁽¹⁾	Change	HK\$ million	2025	2024 ⁽¹⁾	Change
Hong Kong operations				EBITDA	1,508	1,511	-
Revenue	5,448	4,643	+17%	Service EBITDA	1,457	1,490	-2%
Net customer service revenue	3,619	3,425	+6%	<i>Service EBITDA margin %</i>	40%	44%	-4% pts
Hardware and other product revenue	1,829	1,218	+50%	CAPEX (excl. telecommunications licences)	(433)	(431)	-
Net customer service margin	2,863	2,919	-2%	EBITDA less CAPEX	1,075	1,080	-
<i>Net customer service margin %</i>	79%	85%	-6% pts	Depreciation and amortisation ⁽²⁾	(1,490)	(1,494)	-
Standalone hardware and other product sales margin	51	21	+143%	EBIT	18	17	+6%
Total margin	2,914	2,940	-1%	Service LBIT	(33)	(4)	-725%
CACs	(414)	(401)	-3%	Net interest and other finance income ⁽²⁾	79	98	-19%
Less: Bundled sales revenue	248	238	+4%	Profit before taxation	97	115	-16%
CACs (net of hardware and other product revenue)	(166)	(163)	-2%	Taxation ⁽²⁾	(79)	(84)	+6%
Operating expenses	(1,291)	(1,319)	+2%	Profit from Hong Kong operations	18	31	-42%
<i>Operating expenses as a % of net customer service margin</i>	45%	45%	-	Loss from Macau operations	(43)	(25)	-72%
Share of EBITDA of a joint venture	51	53	-4%	(Loss)/profit attributable to shareholders	(25)	6	-517%

Notes:

(1) Annual results for the year ended 31 December 2024 have been restated to conform with current year presentation to reflect the sale of the entire interests of the Group in a subsidiary which engages 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.



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