

Jul., 2016



*A World-Class Communication Network Builder
And Information Service Provider*

***China International Telecommunication
Construction Corporation***

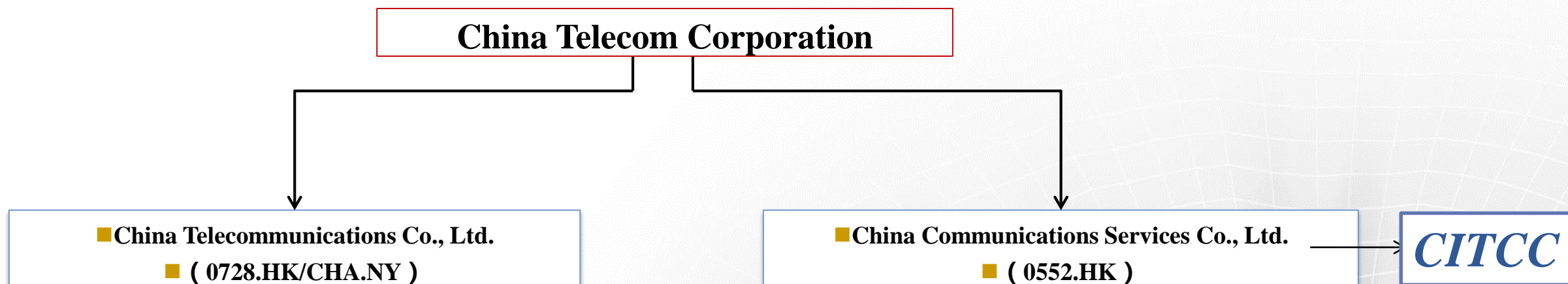


1. Company Profile

2. Business Scope

3. Strengths

4. Cases



- ❑ **China Telecommunications Co., Ltd** is a world famous integrated information service provider with huge customer resources. By the end of 2014, China Telecom possesses 100 million broadband subscribers, 186 million mobile subscribers and 144 million fixed-line subscribers. The revenue of 2014 was \$ 53.1 billion.
- ❑ **China Communications Services Co., Ltd (CCS)** is the largest telecommunication infrastructure service provider, leading operation outsourcing service provider, fast-growing application content provider in China. The revenue of 2014 was \$ 12 billion.
- ❑ **China International Telecommunication Construction Corporation(CITCC)** is a state-owned information integrator; is a subsidiary of China Telecom, is also the main force for China Telecom in developing international market.

2. Business Scope-Networks Series

Infrastructures

- Transmission Networks(NBN)
- Mobile Networks
- Private Networks
- Metropolitan Area Networks
- 4G

Operations

- Service Outsourcing
- Maintenance
- Optimization
- Facility Management
- Marketing

Applications

- Value-added services
- Software
- Internet Service
- Call Center
- System Integration
- IDC Center

2. Business Scope-Industry Application Series

Gov-Info App



- CITY Management Apps
- Global Eye
- Industry and Commerce Apps
- Taxation Apps
- Smart Environment Protection
- Smart Tourism
- Micro Applications

Enterprise Info App



- Smart Finance (Banks, Enterprises)
- Smart Mining
- Smart IT Cabinet
- Cloud IT Background
- Senior Manager's Cockpit(plants ,outlets, customer big data ,daily office)
- Smart Logistics
- Smart Fishing

Life-Info App

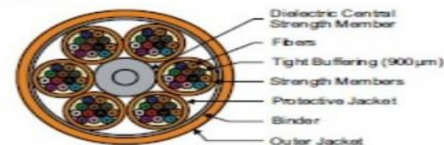
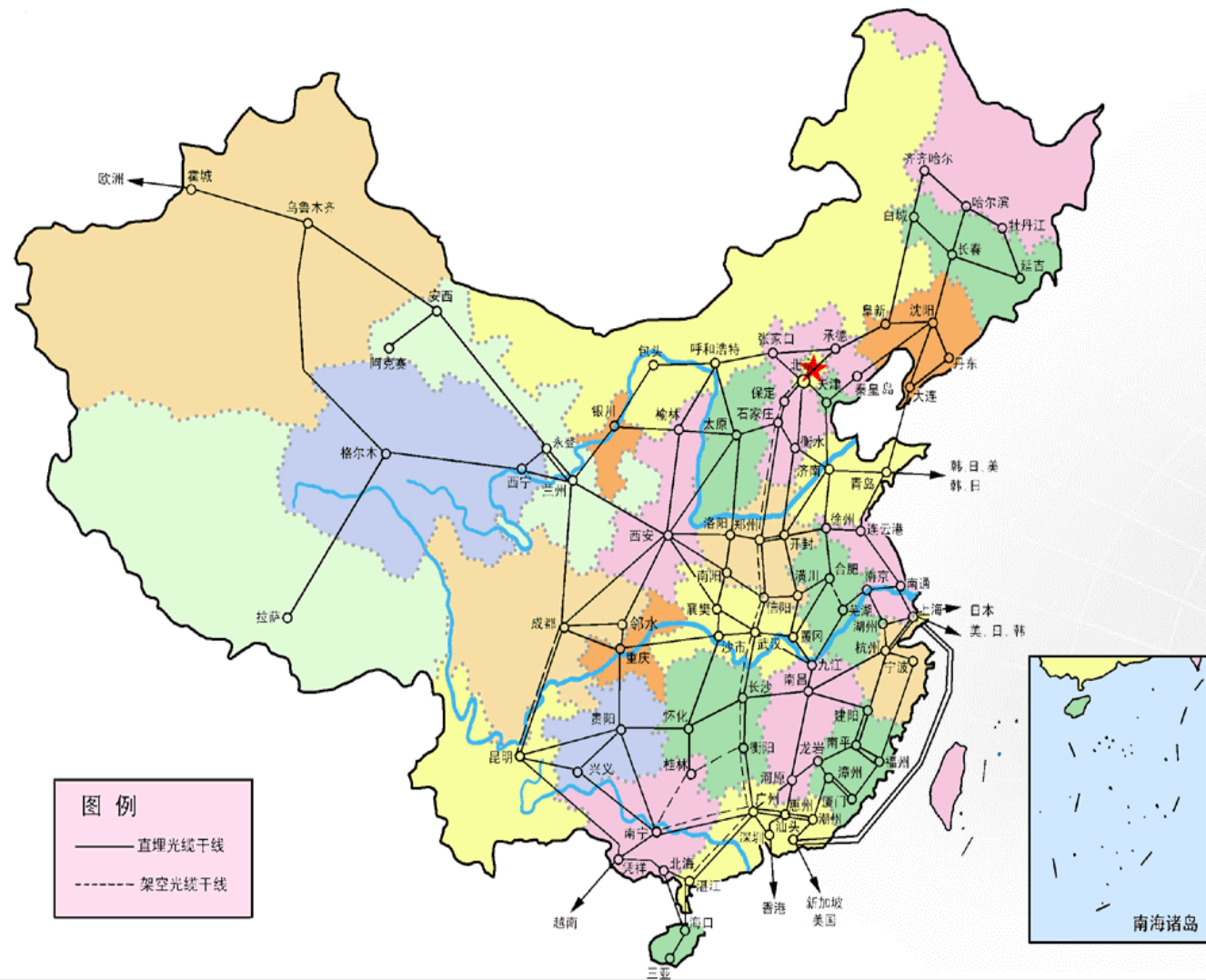


- E-hospital
- E-education
- E-home (smart mirror , smart refrigerator , smart home control)

- ① One-stop Service Capability
- ② World record projects
- ③ Global Service Capability
- ④ Global Procurement Capability
- ⑤ High-Level Training Capability
- ⑥ Financing Support Capability



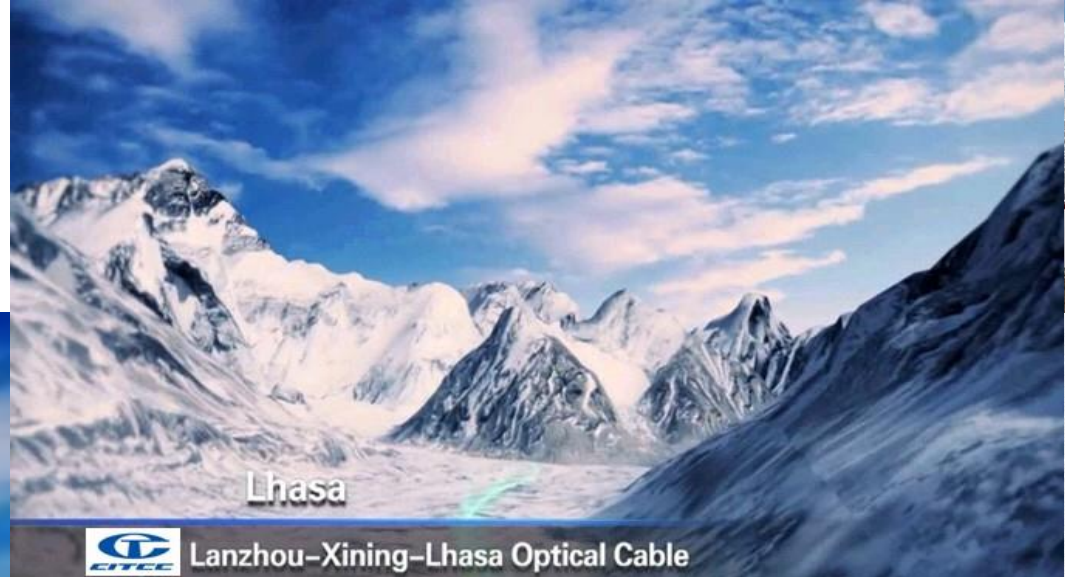
①- One stop Service Provider





②-World Record Projects

- Lanzhou-Xining-Lhasa OFC Backbone Network (altitude: 5230m)
- 3G Site on Mount Everest (altitude: 6700m)
- Antarctic Satellite Station
- 2008 Beijing Olympic Games
- 2010 Shanghai Expo



③-Global Service Capability (1/2)



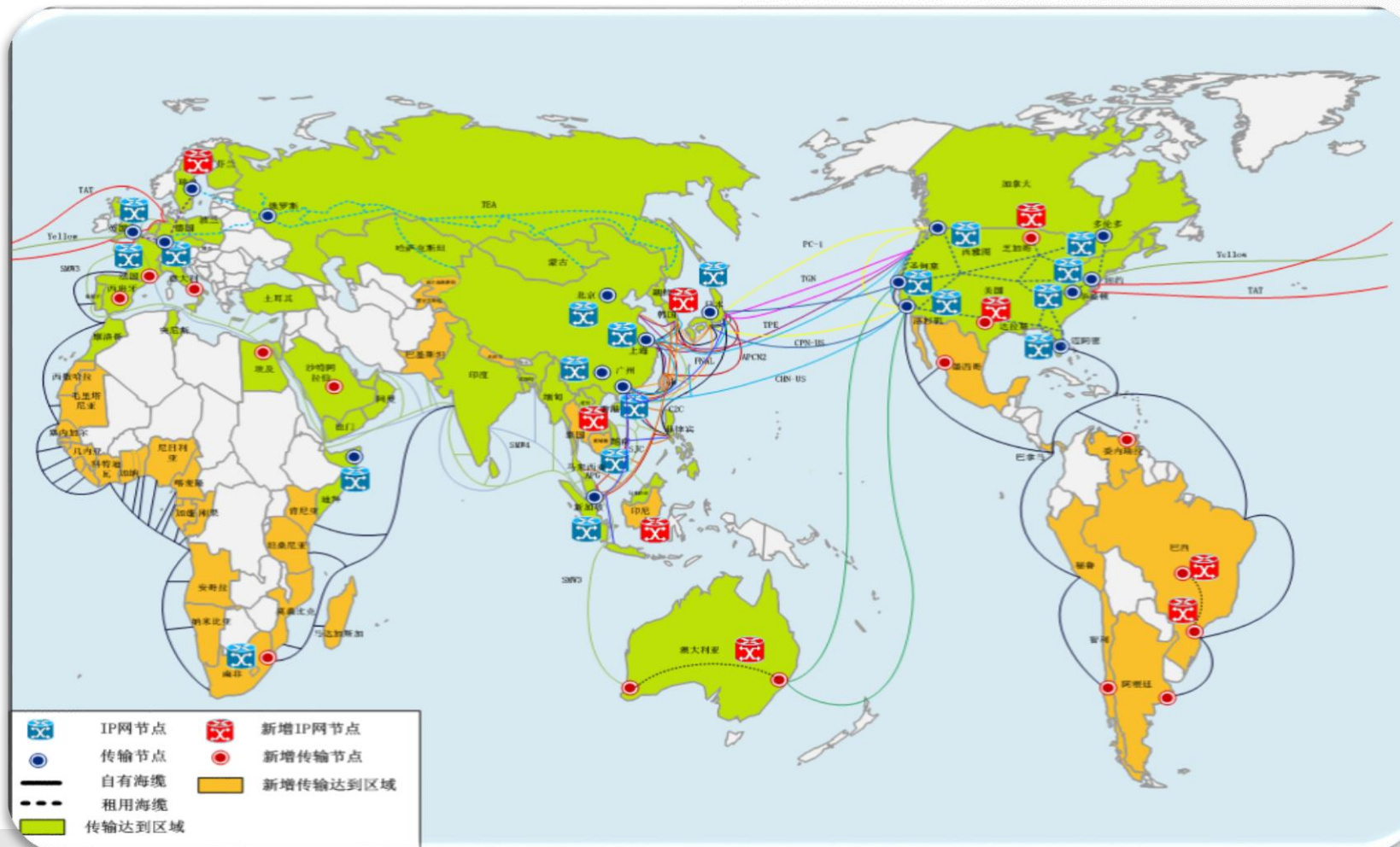
Customer Orientation



■ It establishes branches in over 50 countries and regions, and the service covers over 60 countries and regions in Africa, Asia, Latin America and Middle East

③-Global Service Capability (2/2)

- More than 40 international cables (land + submarine cables)
- Reach 72 countries and regions



④-Global Procurement Capability



Customer Orientation



■ It has strong purchase bargain ability by its global purchase platform

⑤ -High-Level Training Capability



- Possess China Telecom Institute, 6 vocational education institutes and China Telecom Information Park
- The construction area of China Telecom Information Park is about 1700 acres, provides training program in telecommunication field.
- The Information Park provides the advanced operation and management training for about 100 persons in Democratic Republic of Congo and Tanzania at two stages.
- We possess the University of Science and Technology of China - state level engineering practice center and the mobile Internet technology institute

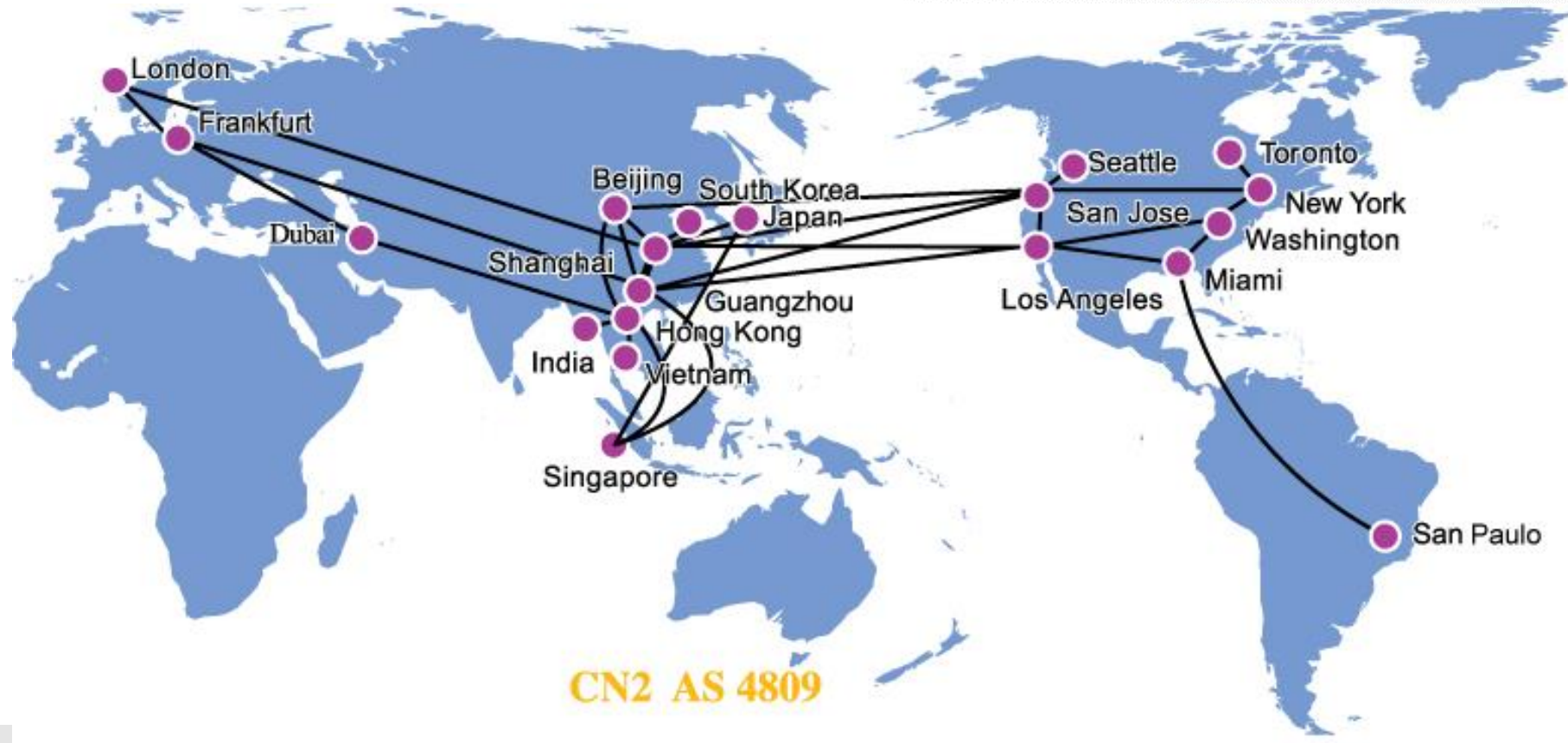
⑥-Financing Support Capability

- CCS has good relationship with numerous financial institutions:
 - **Export Import Bank of China:** CCS could assist you to get concessional loan and preferential buyer credit loan with lower interest rate and longer grace period from EXIM bank.
 - **China Development Bank:** It provides the financing service for the oversea projects of CCS, and signs the export buyer's credit agreement with China Telecom with the capital 3 billion US dollars.
 - **Commercial banks:** CCS maintains close corporation with commercial banks. E.g. : CCB, BC, ICBC...
 - **Investment:** As one of our major company strategy, we could invest in IT or ICT fields by our own money.



4. Domestic Cases-China Telecom's CN2

- China Telecom's CN2** (China Telecom Next generation of Convergent Network) MPLS international network covers three regions: Asia-Pacific, America and EMEA. It has 15 overseas POP nodes. After the projects completed in 2014, it has 26 POP nodes, and the backbone bandwidth of overseas relay network reaches 78G.



The world's largest MPLS-VPN network
 (multi-protocol label switching virtual private network)

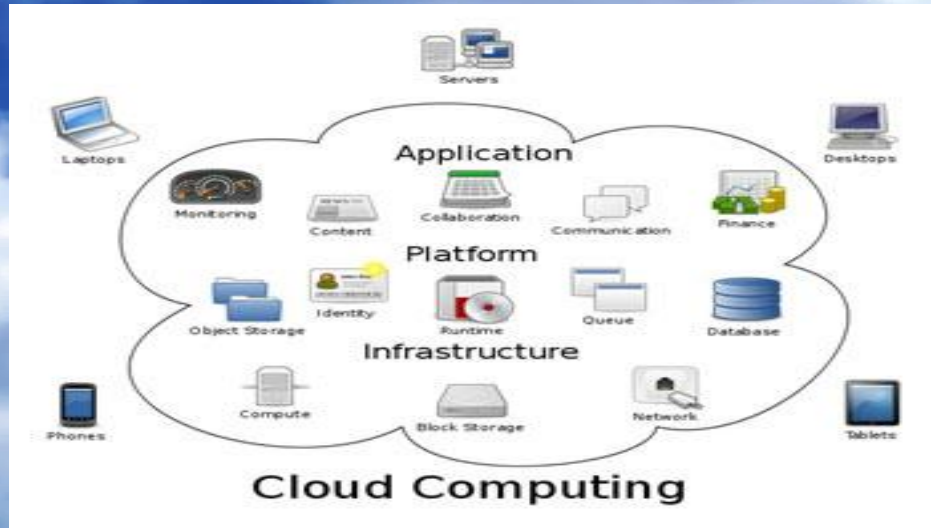
4. Domestic Cases-Smart Cities



- Smart Nanjing
- Smart Guangzhou
- Peace Urumqi
- Smart Ningxia
- Smart Airport (Shanghai Hongqiao Airport).....



4. Domestic Cases-Inner Mongolian IDC Centers



- The total investment of Inner Mongolia Cloud Computing Center of China Telecom is about 800 million US dollars, its coverage area is 1,500 acres, and the gross floor area is up to 1,006,000 m². The design capacity is 42 buildings, and it can provide the cloud hosting capacity of **100,000 racks and 2,000,000 servers**. At present, it is the **largest cloud computing center** in Asia
- It will provide the cloud call center, conference cloud, cloud office, gotomeeting and mobile phone shop service, and provide the cloud computing service for over **10,000,000 customers**
- CCS provides the package service, including the planning, design, equipment bidding and procurement, logistics, system integration, operation and maintenance



4. Overseas Cases

Ranks **29/150** on the China WTO Africa Affairs Committee's recommended list

- March 2008 Sudan
Sudatel . BS station 130.

- Ghana
- GLO OFC network
- 1300km OFC

- D.R.Congo
- National ICT Broadband Infrastructure Backbone Network, OFC 650kms (phase 1), OFC 3275kms(phase II)

- Nigeria
- Nigeria National backbone network 3500km, MTN
- Nigeria : NITEL GSM BS station project – 210 stations .
- GSM V Mobile – 296 stations.

- Angola
- Telephone system expansion project

- Zambia
- Consult in Microwave Telecom Project

- Uganda
- Warid GSM 41 stations
- 58 BS station

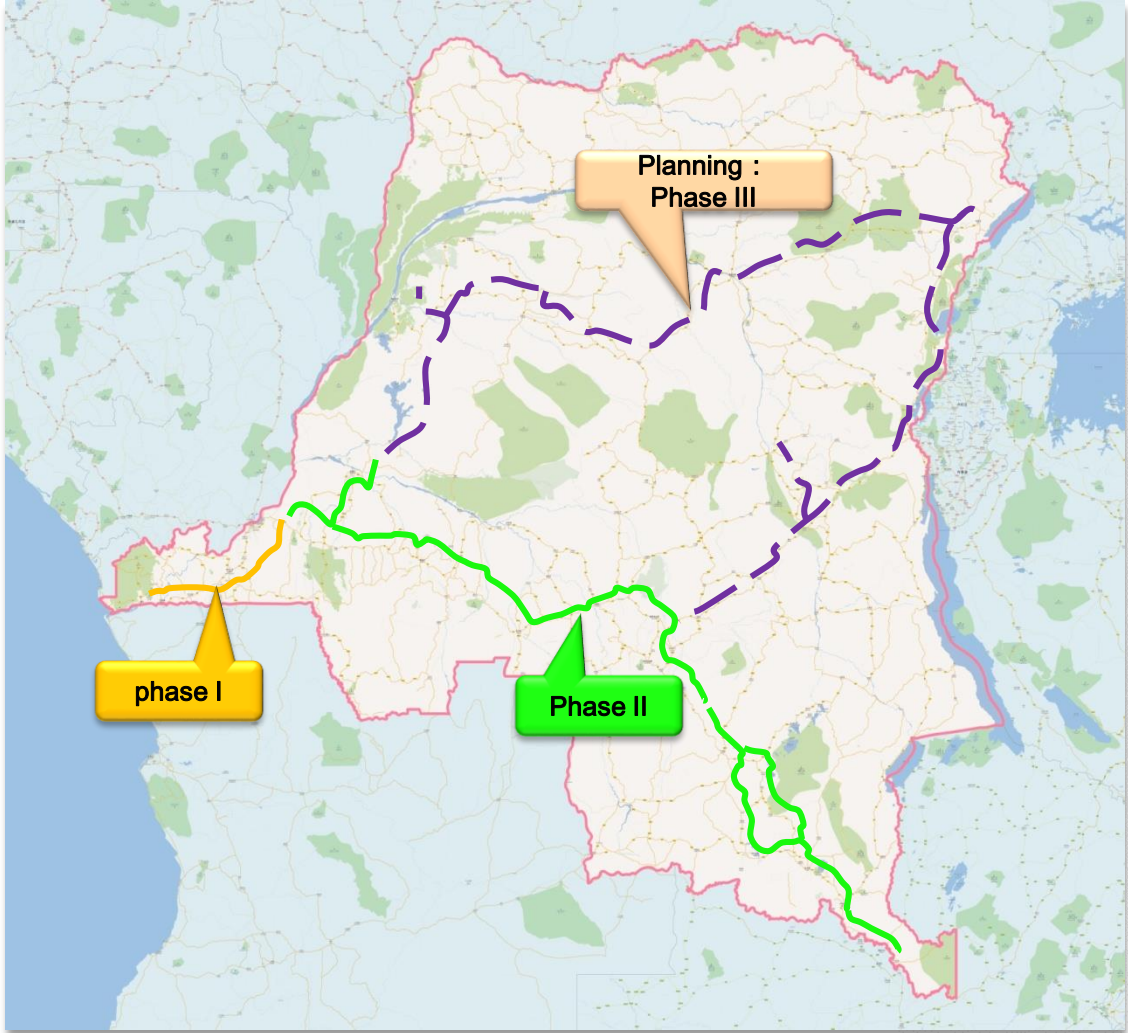
- Ethiopia
- Optical Fiber Cable Backbone Transmission System Network – OFC 1000km.

- Mauritius
- 150 BS stations.

- Tanzania, The National ICT Broadband Infrastructure Backbone Network in Tanzania
- OFC 7486km, 109 stations



4. Overseas Cases — D.R. Congo National Backbones



■ **Project content :**

- ✓ Owner: National Post Office of SCPT
- ✓ Capital Source: Concessional loan from China
- ✓ phase I: 700km optical cable , has been finished on March , 2010
- ✓ Phase II: 3250km optical cable , To be finished
- ✓ Phase III: plan to build 5000km optical cable , IP backbone network and IDC

■ **Contributions :**

- ✓ Created more than 3000 job opportunities
- ✓ More than 90% of personnel are the employees locally.
- ✓ provide professional technical and management training
- ✓ other: Provide funding for D. R. Congo Disabled Day and participate in the local government organization of public welfare activities



National Quality Engineering Award of China—Silver

4. Overseas Cases——Summary

- In recent years, we have successfully developed and implemented a number of projects in Africa, the Middle East, Southeast Asia and other countries and regions

The Introduction of Main Projects Overseas

No	projects	phase
1	Ethiopia national fiber optic cable backbone transmission network project	Finished
2	Nigeria MTN optical fiber cable backbone transmission network project	
3	D. R. Congo national fiber optic cable backbone network project(I)	
4	Tanzania ICT national fiber optic cable backbone network project (I&II)	
5	D. R. Congo national fiber optic cable backbone network project(II)	Execute
6	Tanzania ICT national fiber optic cable backbone network project (III)	come into force
7	Cote d'Ivoire National high speed optical fiber cable network project(I)	Execute
8	Algeria 321 project	Execute
9	Laos National transmission network project (II)	Execute
10	Burma north cable backbone network project	sign the contract
11	National fiber optic cable backbone network project of Niger Republic	sign the contract
12	Sultan national fiber optic cable backbone network project	sign the contract

Link: Leadership meeting



Let us **embrace** the Future !



Thank You

China communications Services Corporation