

Shareholders Communication Policy of

China Telecom Corporation Limited

(As approved by the Board of Directors on 9 December 2011)

1. Purpose

This Policy aims to set out the provisions to ensure that the shareholders of China Telecom Corporation Limited, both individual and institutional (collectively, “Shareholders”), and in appropriate circumstances, the general investors at large, are provided with comprehensive, equal and understandable information about the Company on a timely basis (including its financial performance, strategic goals and plans, material developments, governance and risk position), in order to enable Shareholders to exercise their rights in an informed manner, and also to allow Shareholders and the investors to strengthen the communication with the Company.

The investors are intended to include the Company’s potential investors as well as the analysts who report and analyze the Company’s performance.

2. General Policy

The Board persists to maintain an ongoing dialogue with Shareholders and the investors, and will regularly review this Policy to ensure its effectiveness.

The Company has set up an Investor Relations Department whose main duties are to provide the necessary information, data and service to Shareholders and investors, maintain proactive communication with Shareholders, investors and the participants in other capital markets, ensure the Shareholders and investors understand the Company’s operations and development on a timely and comprehensive basis.

Major channels to communicate information to Shareholders and the investors include: the Company’s financial reports (interim and annual reports), annual general meetings and other general meetings that may be convened, publication of all disclosed information submitted to The Stock Exchange of Hong Kong Limited (“HKEx”) on the websites of the Company and HKEx.

The Company will continuously ensure the effectiveness and timeliness of information disclosure to Shareholders and the investors. Any enquiries to this Policy shall be addressed to the Company Secretary and the Investor Relations Department.

3. Communication Strategies -Shareholders' enquiries

Shareholders should direct their questions about their shareholdings to the Registrar of Company.

Shareholders and the investors may make a request for the Company's public information at any time when necessary.

Shareholders and the investors shall be provided with designated contacts, email addresses and enquiry lines of the Company so as to enable them to raise any enquiry on the Company.

4. Communication Strategies - Corporate Communication

Corporate communication provided to Shareholders is written in plain language, bilingual English and Chinese versions to facilitate Shareholders to understand the content therewith.

Shareholders are entitled to choose the language (either English or Chinese) or the means of receipt of the corporate communications (in hard copy or through electronic means).

Corporate Communication refers to any documents being sent or will be sent to any holders of the securities for their references or for their actions to be taken. It includes, but not limited to, the directors' report, an annual accounts together with a copy of the auditors' report, the interim report, a notice of meeting, a circular; and a proxy form.

Shareholders are advised to provide, in particular their email addresses to the Company to facilitate timely and effective communication.

5. Communication Strategies - Corporate Website

A dedicated “Investor” section is available on the Company’s website www.chinatelecom-h.com. Information on the Company’s website is updated on a timely basis. There is a FAQ function in the “Investor” section designated to enable the Company, Shareholders and investors to have timely, effective and interactive communication.

Information released by the Company to HKEx is also posted on the websites of the Company and HKEx. Such information includes financial statements, results announcements, circulars and notices of general meetings and relevant explanatory documents etc.

Each year all relevant information for the Company’s annual general meeting and results announcement will be uploaded on the Company’s website as soon as practicable after their publication.

All press releases issued by the Company are available on the Company’s website.

6. Communication Strategies - Webcasts

Video webcast and audio webcast are available in the Company’s interim and annual results presentation meeting.

7. Communication Strategies – Shareholders’ Meetings

Shareholders are encouraged to participate in the general meetings or to appoint proxies to attend and vote at meetings on their behalf if they are unable to attend the meetings.

Appropriate arrangements for the annual general meetings shall be in place so as to encourage Shareholders to participate in the general meetings.

The Company will regularly monitor and review the process of the general meetings, and will amend the process when necessary in order to ensure the needs of Shareholders are being catered for.

Board Committee members, in particular, either the chairmen or deputy chairmen of Board committees or their delegates, appropriate management executives and external independent auditors will attend the annual general meetings to answer the questions raised by the Shareholders.

Shareholders are encouraged to attend shareholders' activities organized by the Company, where information about the Company, including its latest strategic plan, products and services etc will be introduced.

8. Communication Strategies – Communications with investment community

The Company will regularly host various activities, including investor/analysts presentation and briefings, one-on-one meetings, roadshows (both domestic and international), media interviews, marketing activities for investors, establishing or participation in industry forums etc in order to facilitate communication between the Company, Shareholders and the investors.

The Directors and employees who have contacts or dialogues with investors, analysts, media or other outside parties are required to comply with the disclosure obligations and requirements under the disclosure policy as set out in the Code of Conduct and Ethics for Employees of the Company.

9. Communication Strategies – Shareholders' Privacy

The Company highly recognizes the importance of protecting privacy of Shareholders and will not disclose any Shareholders' information without their consent, unless required by law to do so.

This policy is written in Chinese. If there is any discrepancy between the Chinese version and any other translated versions, the Chinese version shall prevail.