

China Telecom Corporation Limited is a large-scale and leading integrated intelligent information services operator in the world, providing wireline & mobile telecommunications services, Internet access services, information services and other value-added telecommunications services primarily in the PRC. The Company's H shares and American Depositary Shares ("ADSs") are listed on The Stock Exchange of Hong Kong Limited and the New York Stock Exchange respectively.

Solid & Stable 1H2020 Results

- 1 Proactively tackled challenges and seized new opportunities to **maintain solid results**
- 2 5G promising start **enhanced both subs scale and value**
- 3 Smart Family bore fruits with **broadband value restored**
- 4 Industrial Digitalization unleashes new potential **fueling future development**
- 5 Consolidate **cloud-network integration edge** and develop **digitalized platform capabilities**
- 6 Promote **Cloudification and digital transformation** for high-quality development

Service revenue	EBITDA	Net profit
187.1Bil	63.2Bil	13.9Bil
↑2.5%	↓0.2%	↑0.3%

 Overall user satisfaction
Industry-leading


Note: 1. Net Profit represents profit attributable to equity holders of the Company
2. All revenues, EBITDA, net profit & ARPUs are denominated in RMB
3. Source of user satisfaction ranking: Ministry of Industry and Information Technology (MIIT)


Robust Business Development

 Mobile subs **343Mil – market share industry No. 2**


  The only operator in industry to achieve mobile subs growth in 1H2020

Mobile  Mobile service revenue **↑2.5% - Industry-leading**

 Handset Internet access revenue **↑6.4% - Industry-leading**

 Smart Family

Wireline broadband subs	Robust revenue growth
154Mil	Family Cloud ↑147%
↑2.6%	e-Surfing HD ↑16.9%
Broadband ARPU rebound	e-Surfing Webcam ↑652%
Access Blended	Whole-home WiFi ↑87.4%
↑4.6% HoH	
↑8.1% HoH	

 Revenue size **Industry No. 1**

Revenue **42.9Bil**
↑5.1%

Industrial Digitalization	IDC	Industry Cloud	Network Dedicated Line	IoT	Internet Finance	...
	14.5Bil	4.66Bil	10.2Bil	1.26Bil	675Mil	...
	↑11.9%	↑30.4%	↑4.6%	↑15.5%	↑7.5%	

Robust 5G Momentum & Enhanced Capabilities

5G package subs penetration

 **11.0%**
Industry-leading

5G package subs
37.84Mil

5G ARPU
80.6

4G upgrade ARPU uplift
≈10%

5G DOU
14.1GB

Innovative product and business models fostering scale development

- 2C
 - ✓ **Service model:** "5G + Privileges + Applications"
 - ✓ **Unique products:** AR/VR, cloud games, ultra HD, personal cloud storage
 - ✓ **5G handset operation**
- 2B
 - ✓ **Integration and innovation:** 5G, cloud, Big Data, IoT, AI, etc.
 - ✓ **Vertical applications of industrial Internet:** Based on 5G "Super Uplink", edge cloud, AI, etc.
 - ✓ **Multi-dimensional billing models**

Co-build and co-share premium network enhancing user experience

5G BTS in use **≈210k**
Contiguous coverage in **>50 key cities**
↑150k vs 2019.12

Continue to commence **co-build and co-share of 4G network and other network resources and infrastructure** in specific scenarios

User experience **↑** Network CAPEX and OPEX **↓**

Strengthened ecosystems enriching 5G applications and content

- **5G Industry Innovation Alliance:** >100 members
- **5G Joint Innovation Centres:** >50 established, >60 under discussion and preparation
- **Application ecosystem:** Co-develop 5G new media and new application ecosystem

Industry-leading technological achievement

- **Leading user experience in 5G speed:** 5G commercial network with 2.7Gbps peak speed
- **Standalone (SA) as target network architecture** and 5G SA as the **best practice of cloud-network integration**; accelerated the construction of a nationwide SA network for commercial use
- Led the development and release of "**5G SA Implementation Guidelines**" globally
- **Pioneered 5G "Super Uplink"** core standard: a key feature of 5G R16

Industry-leading IDC Integrated Strengths

Largest in number and most widely deployed IDC resources in the PRC

No. of IDC sites
>600

No. of cabinets
380k

% of cabinets in 4 major economically developed regions
80%

% of cabinets in mega-/large-scale datacentres
60%

Cabinets utilization rate (national average)

70%

Above industry average



IDC business overall ranking in the PRC
No.1

Outstanding Capabilities of e-Surfing Cloud

Forged digitalized platform for e-Surfing Cloud along with full product series and premium service

Overall Cloud revenue
6.68Bil

Large and medium-sized enterprise customers

500k

Personal and family customers

50Mil

Covering healthcare, education, industrial, finance, gov't administration, smart cities and other sectors



e-Surfing Cloud attained in "Trusted Cloud Summit 2020"
3 Best Practice Awards
5 Outstanding Cases Awards



Hybrid cloud enterprise ranking in the PRC
No.1

Note: 1. According to MIT, "mega-scale datacentres" are datacentres housing $\geq 10,000$ standard cabinets; "large-scale" datacentres are datacentres housing $\geq 3,000$ standard cabinets but $< 10,000$ standard cabinets
2. 4 major economically developed regions refer to Beijing-Tianjin-Hebei, Yangtze River Delta, Guangdong-Hong Kong-Macau, and Sichuan-Chongqing-Shaanxi regions
3. Source of IDC business overall ranking and hybrid cloud enterprise ranking in the PRC: *China Internet Weekly*
4. Overall Cloud includes Industry Cloud, Family Cloud and access service directly related to cloud, etc.

2H2020 Key Targets

Service revenue

Maintain healthy growth

Net profit

Strive to maintain profitability

Dividend

Stable

5G/Mobile

To maintain mobile momentum with dual emphasis on quantity and quality for value and quality enhancement

2020 target

- Mobile subs net add **15Mil**, in which 5G package subs net add **80Mil**

Broadband/Smart Family

To focus on family informatization development with stepped up effort on broadband and Smart Family service upgrade

2020 target

- Broadband subs net add **5Mil**

Industrial Digitalization

To expedite transformation into cloud-centric Industrial Digitalization development model

2020 target

- Industrial Digitalization revenue to achieve **double-digit growth**

Recognition & Awards



Share Information

As at 30 Jun 2020

Closing Prices

H Share HK\$2.17

ADS US\$28.07

ADS to ODS Ratio 1:100

No. of Issued Shares 80,932,368,321

Board Lot 2,000

Chairman & CEO Mr. Ke Ruiwen

International Auditor Deloitte Touche Tohmatsu

Place of Incorporation The PRC

Financial Year End 31 December

Market Capitalization

HK\$175.6 billion/

US\$22.7 billion

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