



Connecting the World

CHINA TELECOM GLOBAL

CONNECTING THE WORLD



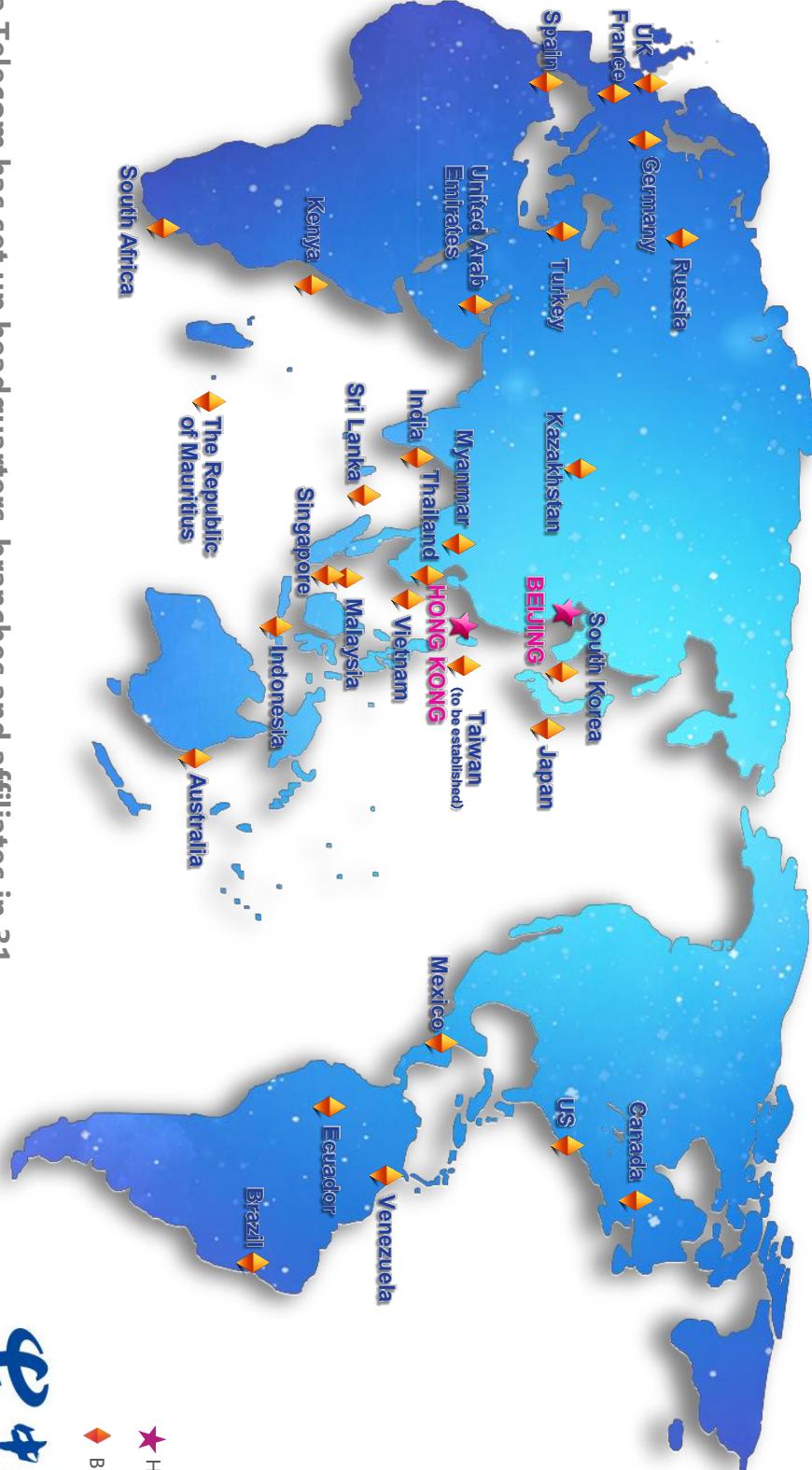


About China Telecom

- ◆ World's largest fixed line operator with about **144 million** fixed access lines in service ;
- ◆ World's largest broadband operator with **107 million** subscribers;
- ◆ World's largest CDMA mobile operator, about **186 million** subscribers, including **118 million** 3G/4G subscribers;
- ◆ China's largest optical fiber network with **83,000 km** long covering 70% of China's territory and connecting all the Chinese cities;
- ◆ China's largest MPLS VPN network;
- ◆ Operating revenues reached USD **\$53 Billion** in 2014;

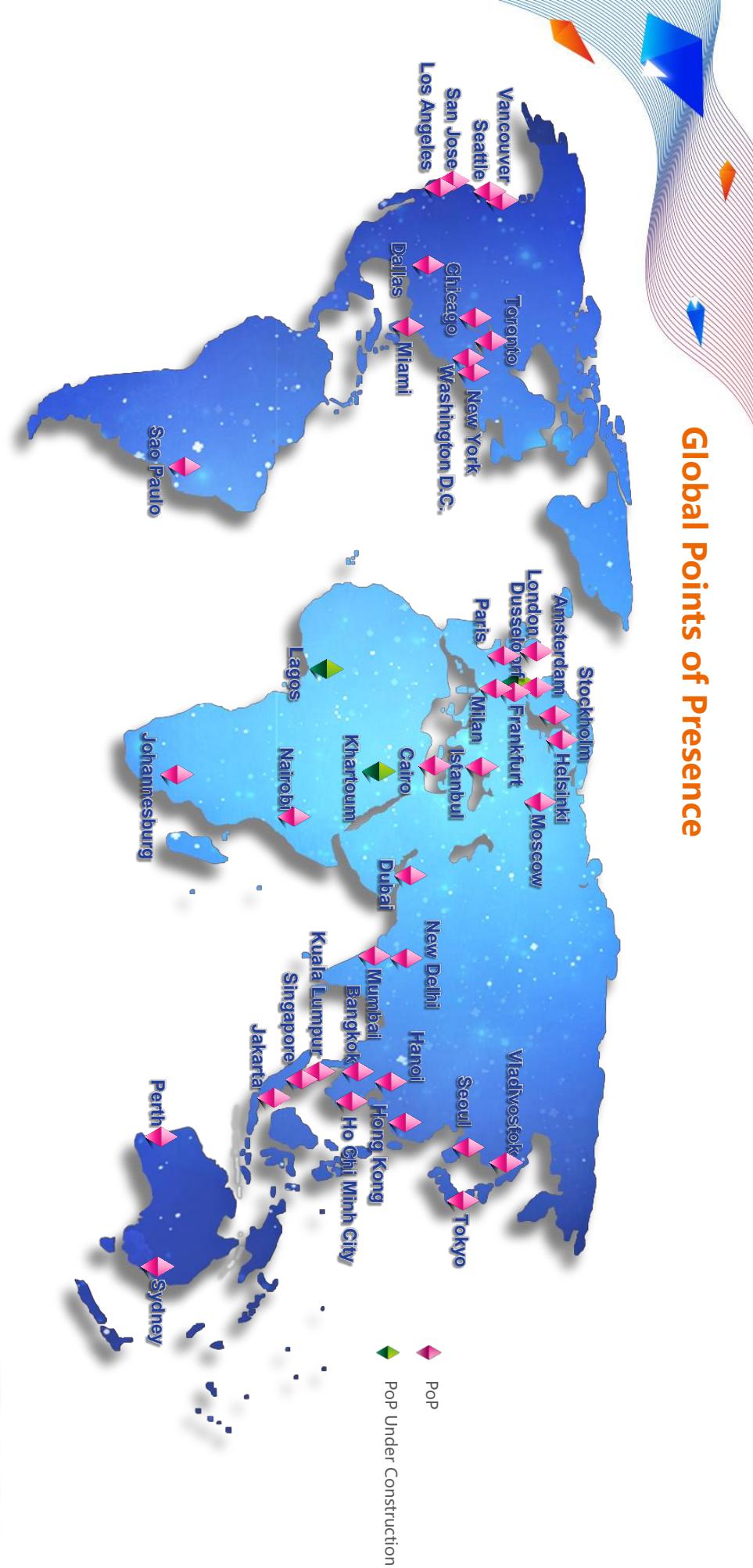
(Source: 2014 Annual Report of China Telecom Corporation Limited)

Headquarters, Branches and Affiliates



China Telecom has set up headquarters, branches and affiliates in 31 countries and regions

Global Points of Presence



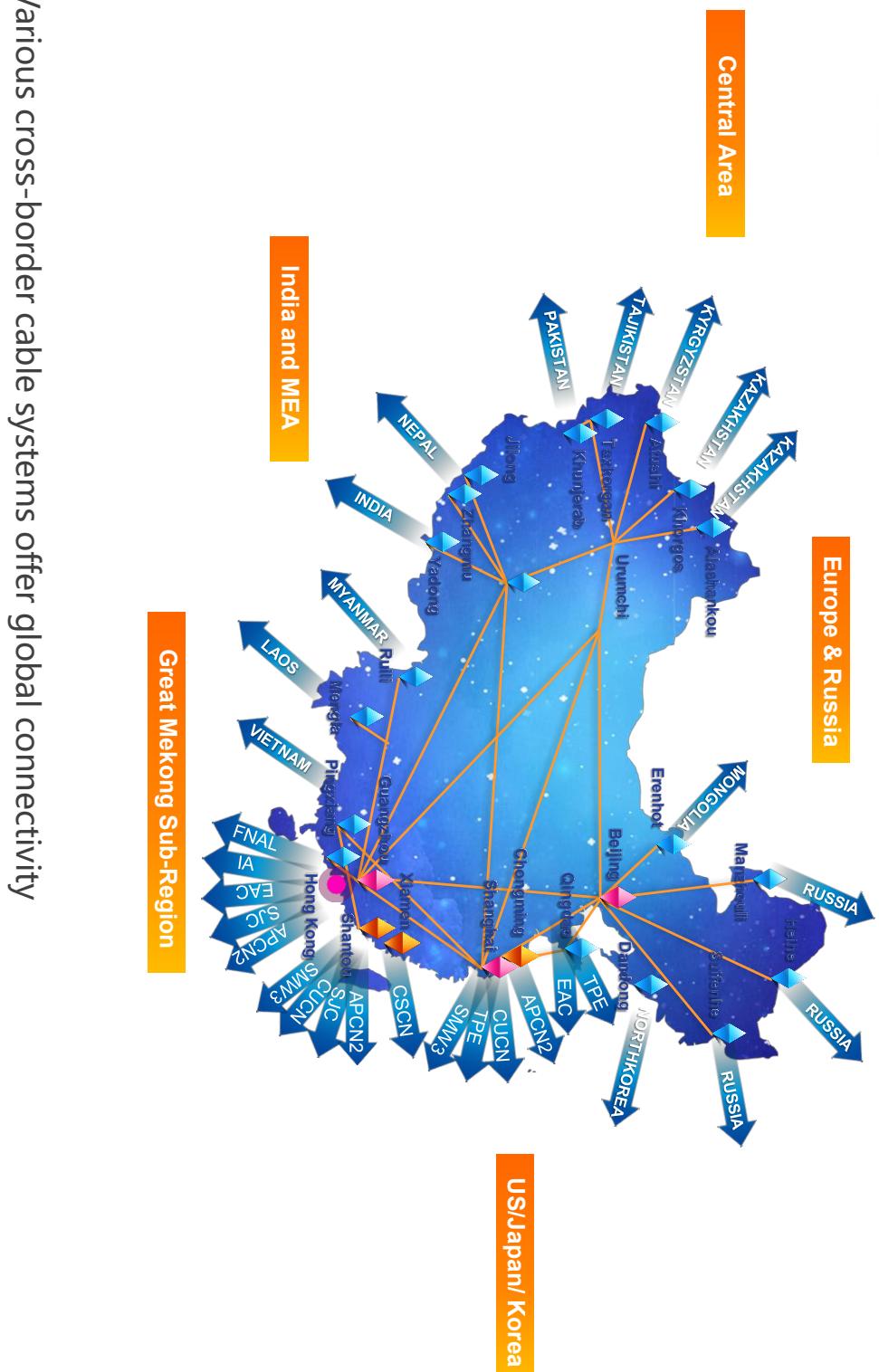
- Over 63 PoPs around the world
- Over 300 backbone nodes in China with an operating capacity of 4000G

Global Network



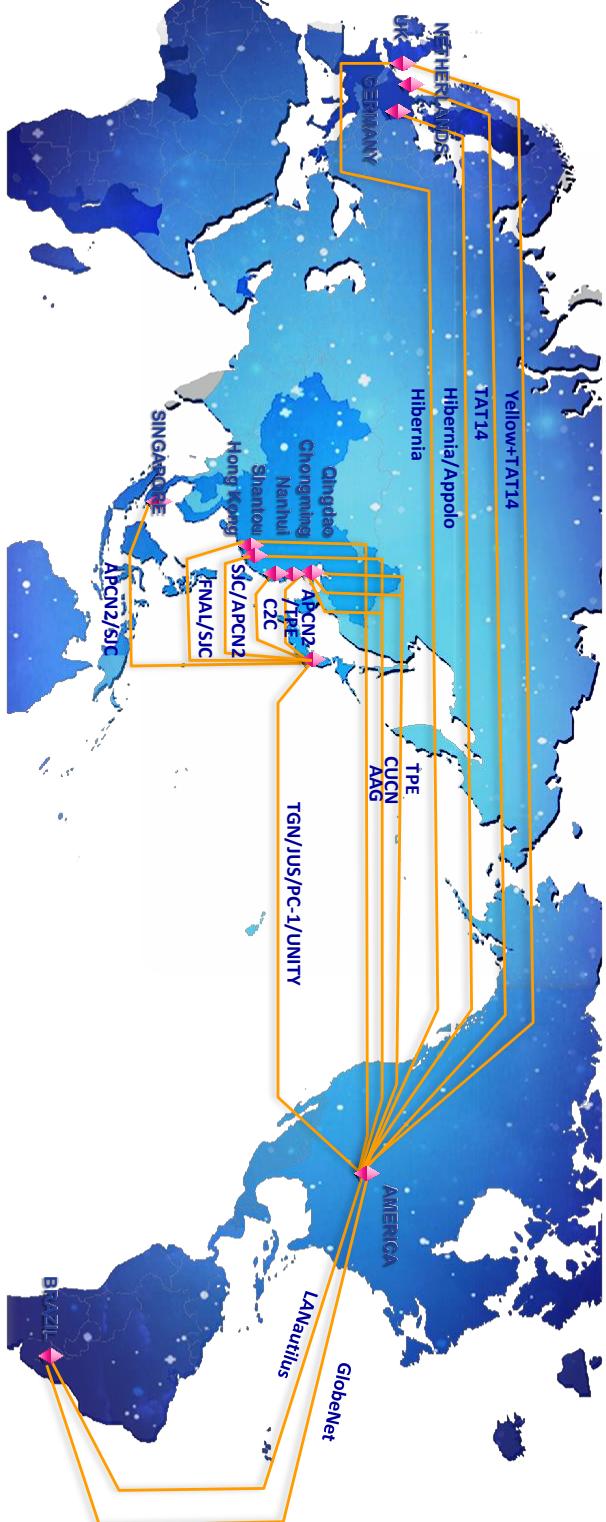
- ◆ **63** overseas PoP nodes in **29** countries under China Telecom
- ◆ Our global network consists of **33** submarine cables, over **10** of which with our involvement in the construction work, delivering a total international capacity of more than **9T**

Cross-border cable systems



- ◆ Various cross-border cable systems offer global connectivity

Abundant Submarine Cable Resources



Latency figures via TPE

Shanghai - Chicago

158ms

Hong Kong - New York

200ms

SJC Submarine Cable

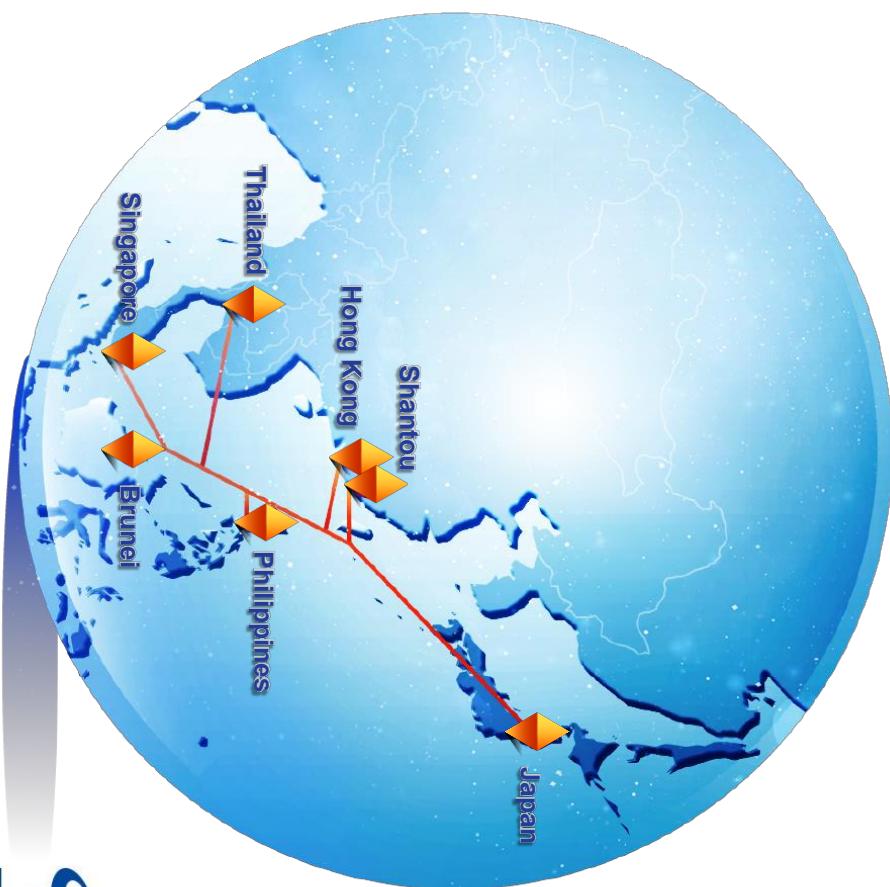
Southeast Asia Japan Cable(SJC)

Landing Points
Shantou, China
Chung Hom Kok, Hong Kong
Chikura, Japan
Nasugbu, Philippines
Songkhla, Thailand
Telisai, Brunei
Tuas, Singapore

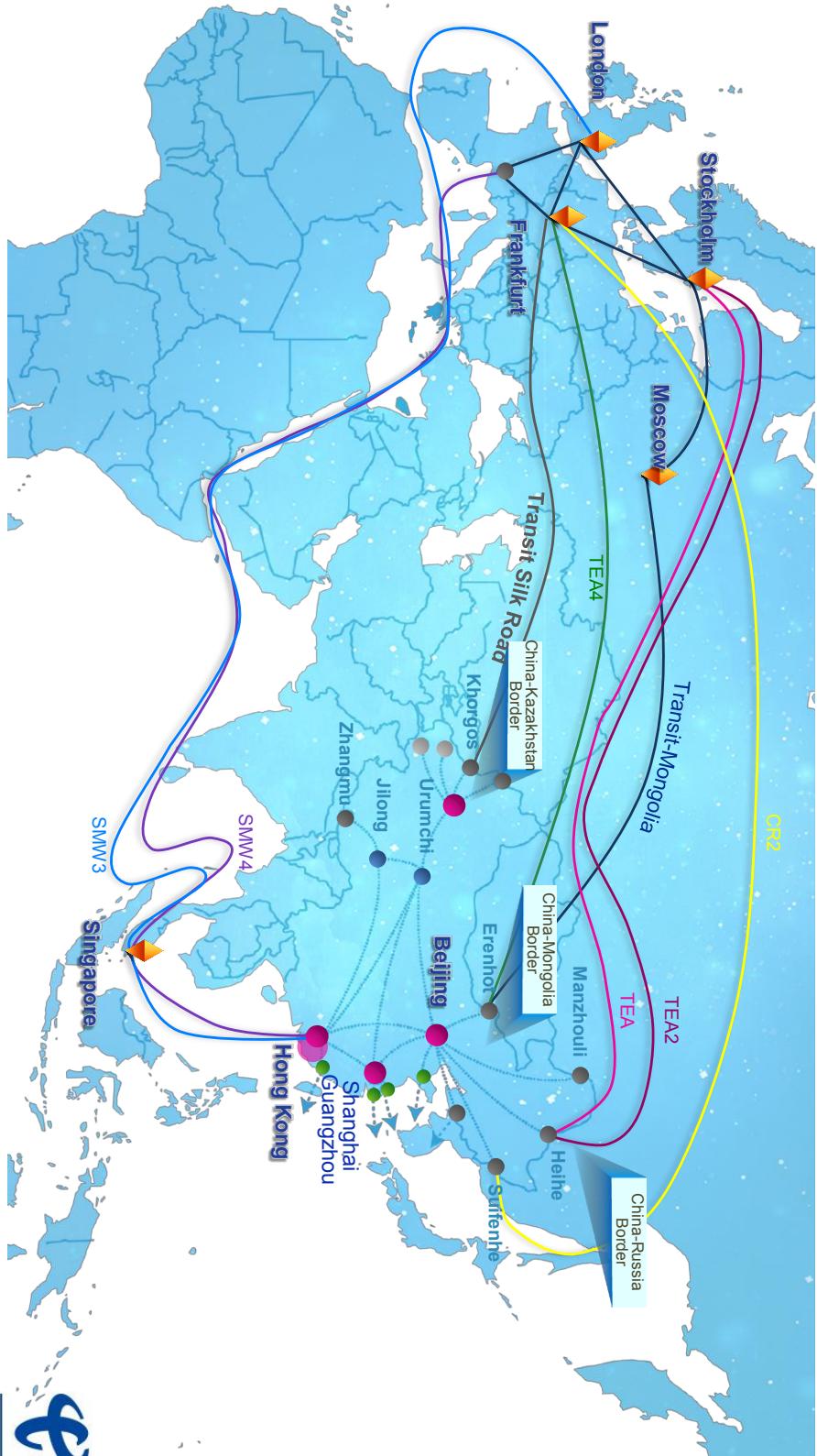
Path

RTD

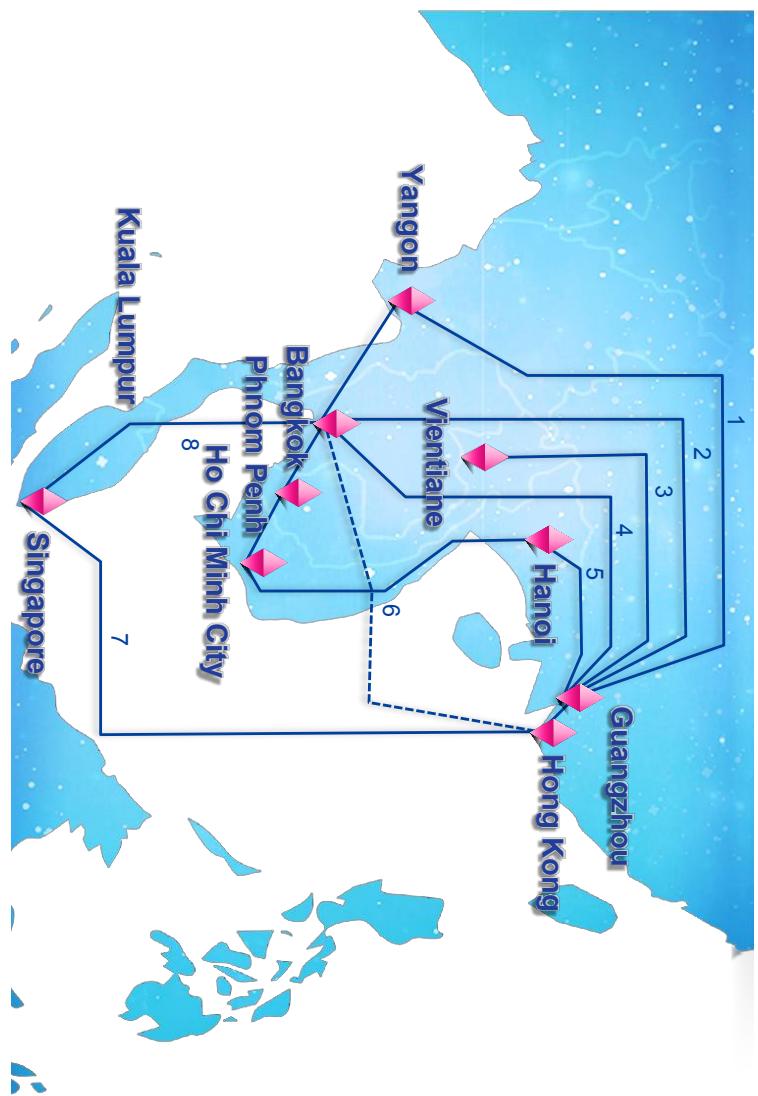
Singapore-Hong Kong	31ms
Singapore-Shantou	38ms
Singapore-Japan	67ms
Shantou-Japan	42ms
Japan-Hong Kong	46ms



Europe-Asia Network Solution



Great Mekong Region



Our Products & Services



ICT Solutions

	Public Consumer	Best Tone	Global Roaming Data Service
	Carrier/SP Market	EMBOSS	VAS Platform
	Enterprise Market	Managed Service	O&M Outsourcing Consulting

Managed CPE

Equipment Integration

Branch Office IT Package

Retail Chain

IP Sec/SSL VPN

Communication Engineering

VC

Banking

Mobile VPN

Data Center Engineering

DR/BCP

Hospitality Industry

IT Service outsourcing

IBS Engineering

Call Center

Logistics Industry

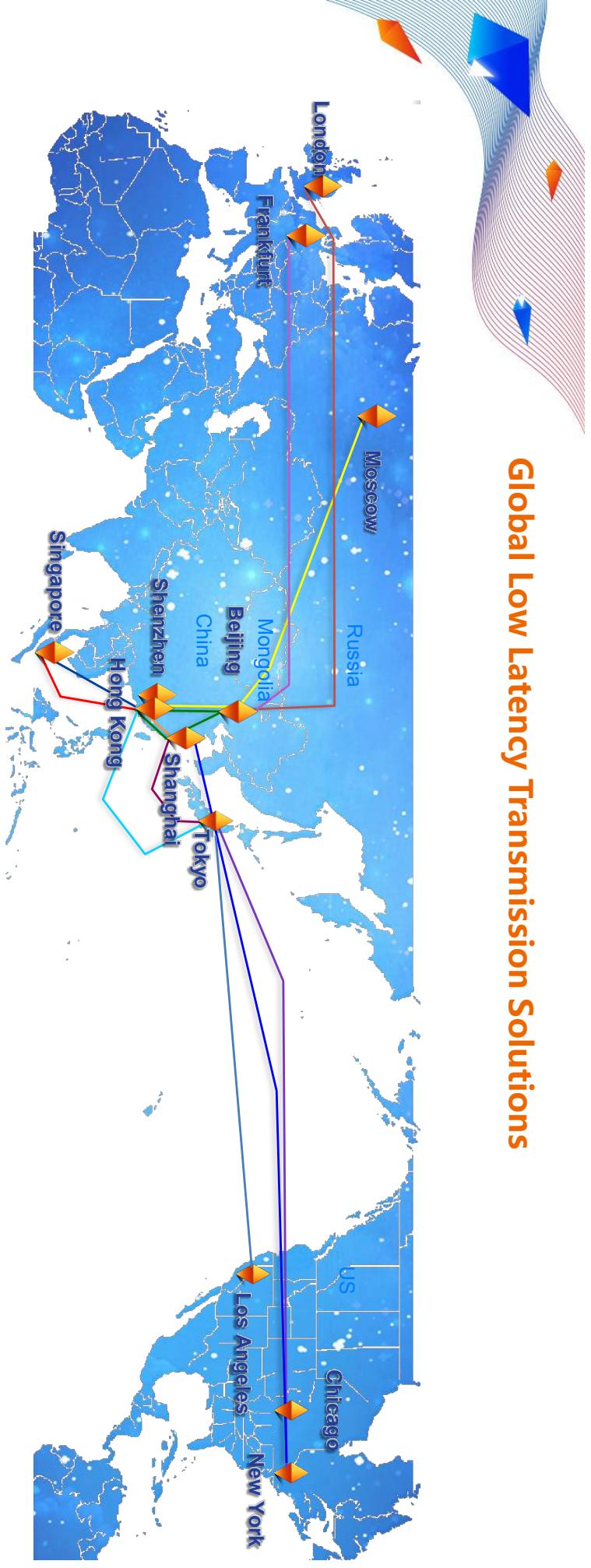
WAN Optimization

Smart Community

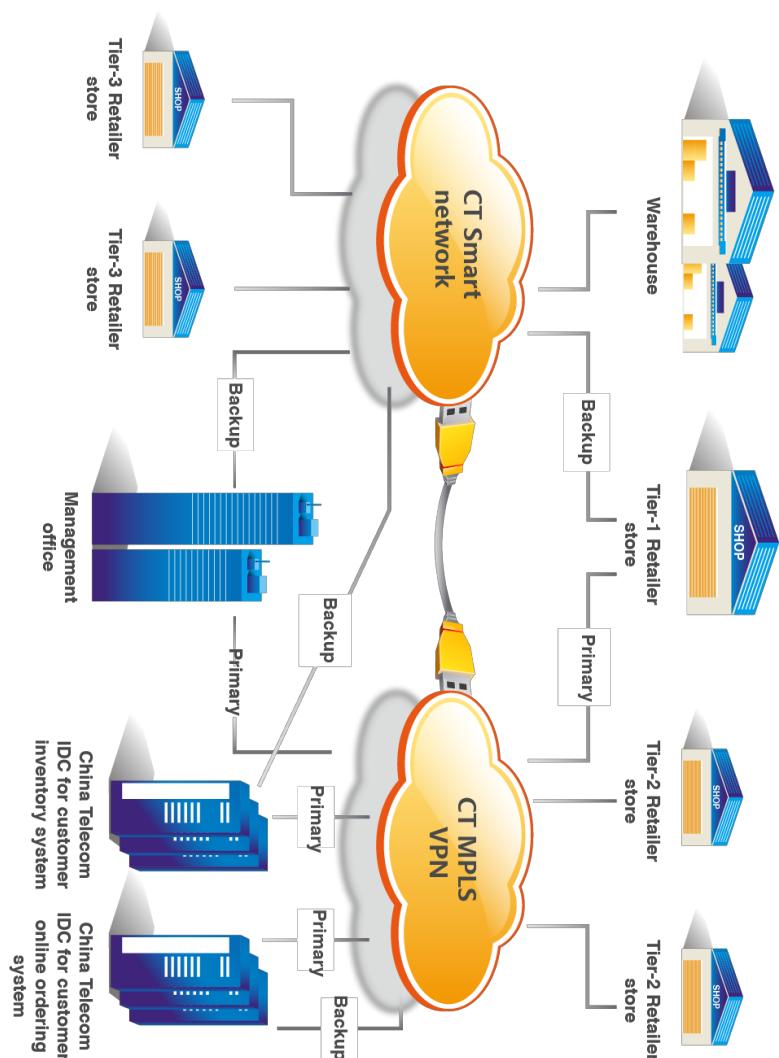
Smart Home

Smart City

Global Low Latency Transmission Solutions



VPN Solutions



China Telecom Next Convergent Network (CN2) provides business benefits to you :

- A cost effective scalable global VPN solution
 - Hassel free one-stop-shop support and customer service
 - Full range of QoS, Routing and Interface offerings and value-added services
 - Unique Mobile VPN Solution in China
 - Excellent performance backed up by SLA
 - Customized Logistics and Retail VPN solutions

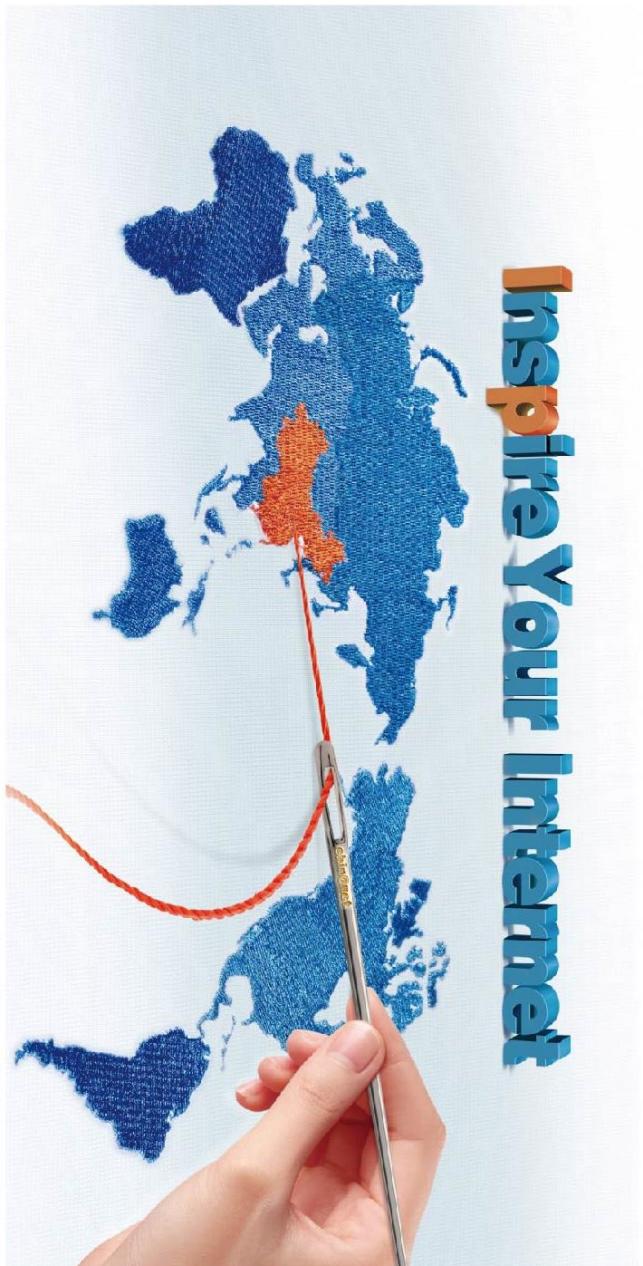


Global Internet Services

Inspire Your Internet

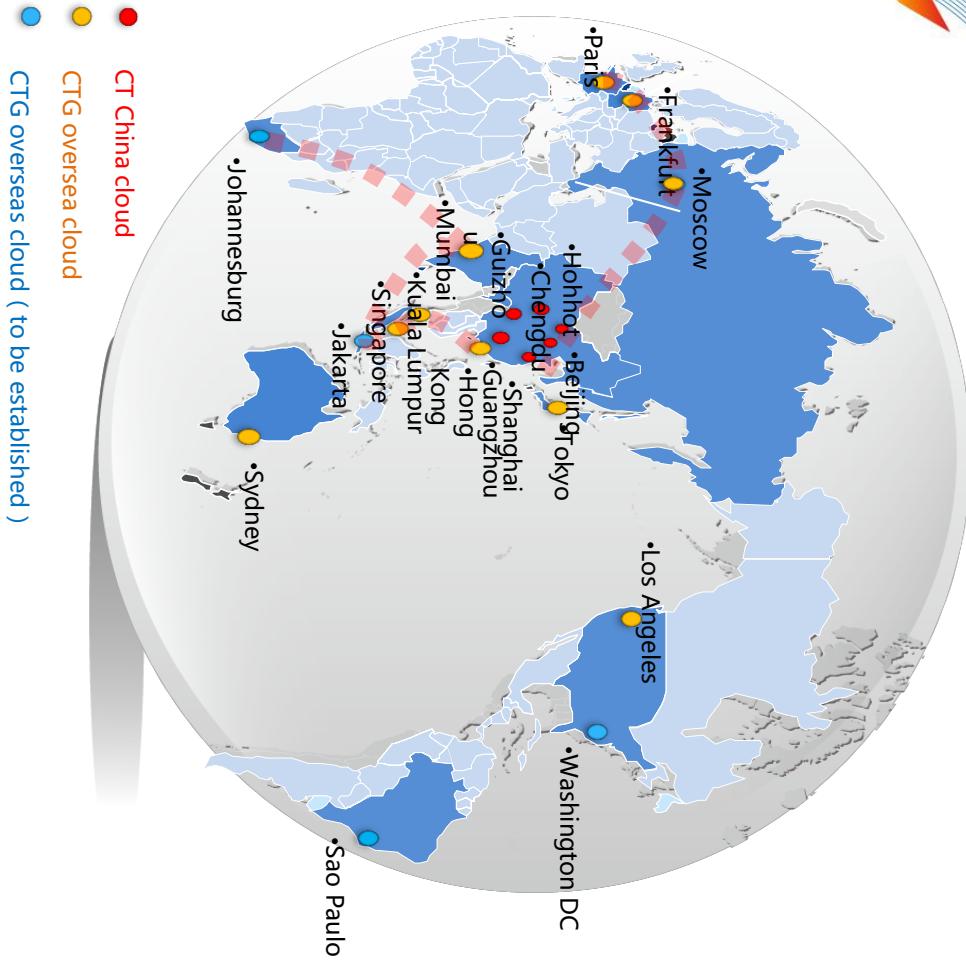
The world's largest network with the most Internet users, 107 million broadband subscribers, and 118 million 3G/4G mobile Internet subscribers

The world's most extensive network of Chinese Internet information, with more than 2.3 million Chinese websites and over 300 IDCs in Mainland China



Cloud Solutions

Global Coverage of Cloud Nodes



Cloud Service Portfolio

Application

vFirewall	Anti-virus	Data Backup	Load Balancing	Data Encryption
Migration	System Configuration	System Monitoring	Hardware Leasing	System Maintenance
App Configuration	Service Report			

Infrastructure

VIP Room	Tailor-made Cage	Rack Leasing	Private Cloud	Public Cloud	Hybrid Cloud
Move-in	BCP Room	Smart Rack			

Network

Network Acceleration	OD-VLL	Anti-DDoS
Cloud Bridge (Cloud Exchange)	VPN	IPS/IDS



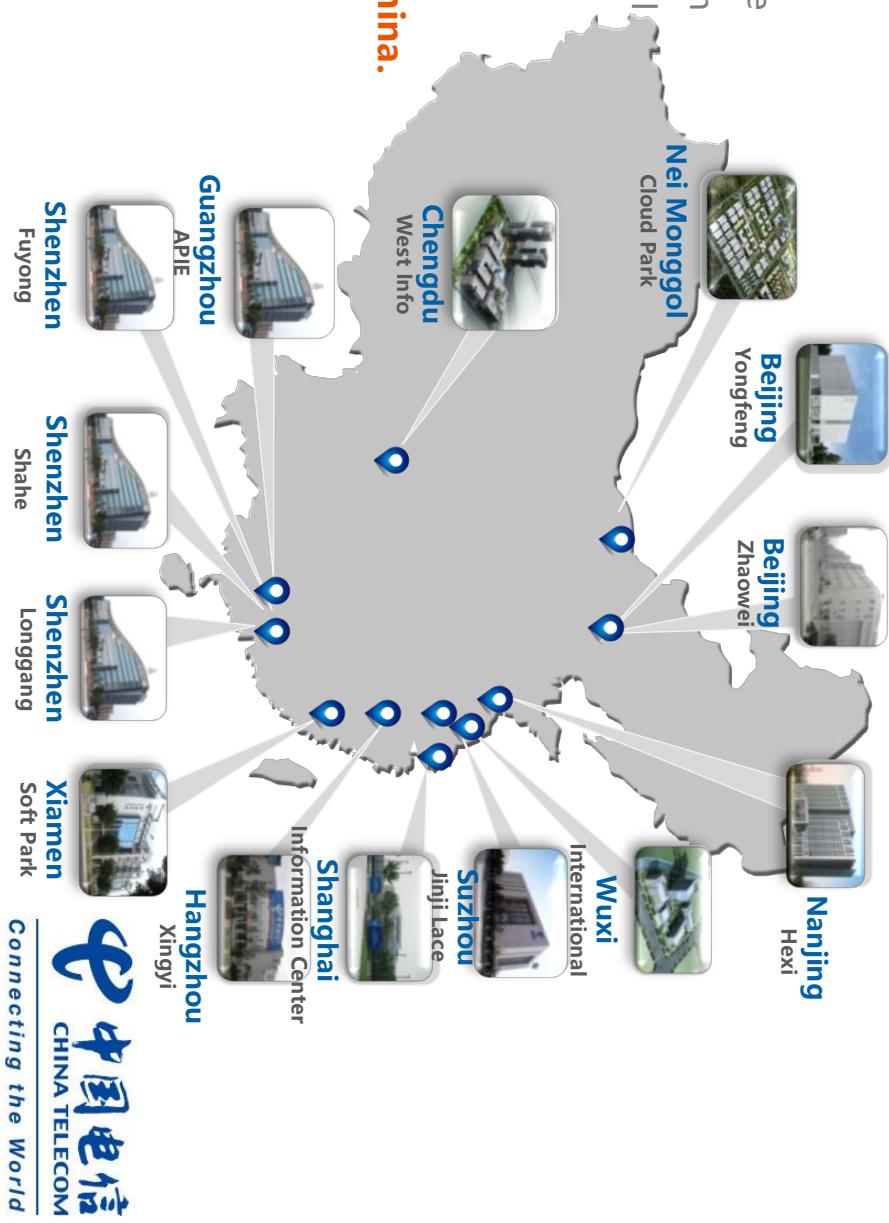
- CT China cloud
- CTG oversea cloud
- CTG overseas cloud (to be established)

World Class Internet Data Centers

Our global network consists of **33** submarine cables, over **10** of which with our involvement in the construction work, delivering a total international capacity of more than **9T**

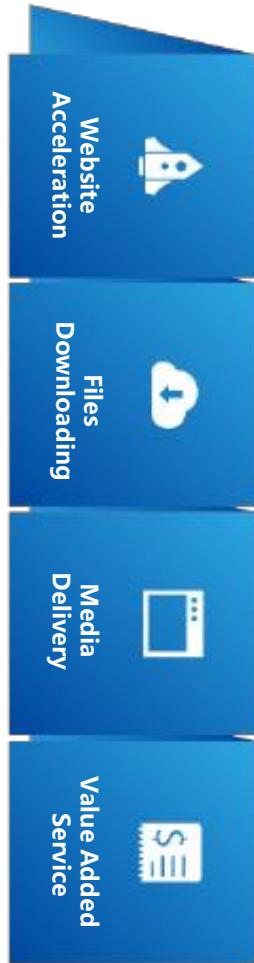
CT has 80% of market share in mainland China.

- ◆ 5 stars standard
- ◆ Experienced staff with BCI Certification
- ◆ ISO27001 and ITIL



Content Delivery Network

CDN Product



Customer Values



Enhanced Experience

- Improve the speed
- Increase satisfaction of end-users
- Increase revenue



Cost Reduction

- Reduce CAPEX
- Reduce bandwidth cost
- Reduce maintenance cost



Capacity On Demand

- Purchase CDN on demand
- Meet temporary demand
- Access to CDN easily



Security

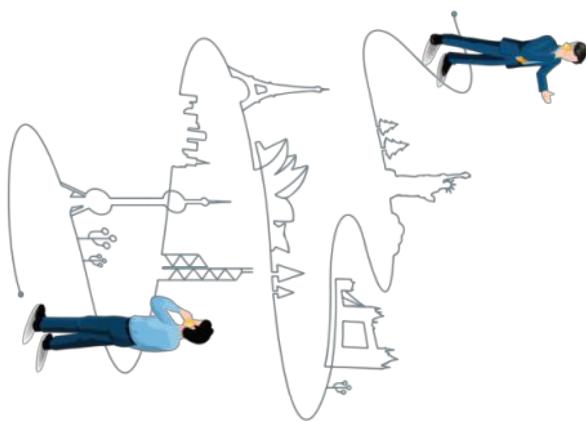
- Improve Security
- Reduce business risk
- Increase revenue from online business

Unified Communication Service



Key Benefits

- ◆ **Cost saving**
 - Competitive international call rate
 - Save international communication cost
- ◆ **High Quality**
 - Utilize CTG global premium voice network for enterprises
- ◆ **Flexible package**
 - Offer tailor-made package based on the requirements of enterprise customers
- ◆ **Global Coverage**
 - Over 70 countries

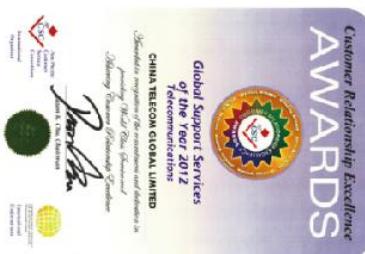


Customer First, Service Foremost

China Telecom Global is dedicated to providing quality service to customers

- ◆ Professional customer service team can provide 7 X 24 support to handle customers' enquiries and report faults
- ◆ Global customer service hotline: (852) 3100 0000
- ◆ Our service hotline supports 4 languages: Cantonese, English, Mandarin and Japanese
- ◆ 7 X 24 real time monitoring with fault alert and follow-up action procedures
- ◆ Provide multiple channels for feedback and data analysis regularly to keep enhancing service quality

For the 4th consecutive year, CTG has won the Customer Relationship Excellence (CRE) Award by the Asia Pacific Customer Service Consortium (APCSC) (2012-2015)



Global Partnership With More Than 110 Carriers



**中国
电信**
CHINA TELECOM
Connecting the World

Global Partnership With More Than 1000 Enterprises

INTL FCStone[®]

lenovo 联想

HITACHI
Inspire the Next[®]

MetLife
中美大都会人寿

BOSCH

SOCIETE
GENERALE

HSBC

中国建设银行
China Construction Bank

招商银行
CHINA MERCHANTS BANK

中国农业银行
AGRICULTURAL BANK OF CHINA

交通銀行
BANK OF COMMUNICATIONS

国家电网公司
STATE GRID CORPORATION OF CHINA

CNOOC

PRUDENTIAL

CHINA LIFE
中國人壽

GTE

PEUGEOT

METRO
麦德龙

CATHAY PACIFIC
國泰航空公司
MARCOPOLIO
瑪可樂富

THOMSON REUTERS



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THANK YOU !

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