



## China Telecom Portfolio

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- Corporation Overview

- Service & Product Introduction

# About China Telecom



- China Telecommunications Corporation (the “Group”) is one of the largest telecom operator in the world.
- Registered capital: \$19 billion, Total assets: over \$50 billion
- One of “Fortune 500” enterprises
- As a subsidiary of the Group, CHINA TELECOM CORPORATION LIMITED was co-listed at New York and Hong Kong stock exchanges in November 2002.

# Revenue and Subscribers



For Year 2006

Operating Revenue (in Million RMB)	170,122	Grew 4.7%
Net Profit (in Million RMB)	22,171	Grew 4.9%
Telephone Subscribers (in Million)	223.045	Grew 6.2%
Broadband Subscribers (in Million)	28.324	Grew 34.7%

# Overseas Subsidiary Companies



By now, CT has 3 overseas subsidiary companies :

- China Telecom America (Nov, 2000 )
- China Telecom HK (Jan, 2004)
- China Telecom Europe (Sep, 2006)

# Oversea PoPs Address



CITY	ADDRESS
San Jose	Cage 1945, 11 Great Oaks Blvd., San Jose, CA 95119
Palo Alto	C99 D1,D2 andD3, 529 Bryant St., Palo Alto CA 94301
Los Angeles	Suite 1825, 624 S Grand Ave., Los Angeles, CA 90017
New York	Cage 5 FiberNet MMR, 60 Hudson St., New York, NY 10011
Washington DC	Cage 2320, 21715 Filigree Ct., Ashburn, VA 20147
Hong Kong	31st Floor, 399 Chai Wan Road, Chai Wan, Hong Kong
London	2nd Floor Telecity, 8-9 Harbour Exchange, Isle of Dogs London E14 9GE, U.K.
Frankfurt	FRA03 in D-60314 Frankfurt/M, Weismullerstrasse 21-23, Cage 2.5C
Singapore	Equinix Singapore, #05-05/08, 20 Ayer Rajah Crescent

**Stockholm/Sweden, Tokyo/Japan, Miami/US PoPs are in Construction Process, estimated RFS date will be in 2008.**

## For Residential Customer

### Voice Services

- Local Telephone
- Domestic and International Long Distance
- VOIP
- Wireless Telephone
- Prepaid Calling Card
- Audio Conferencing
- Value-added Information Service

### Data Services

- ISDN
- Broadband Internet Access (DSL/LAN/WLAN)
- Dialup Internet Access
- Video Conferencing
- SMS
- VNET
- Email Box

# Services and Products



## For Enterprise Customer

Voice Services	Data Services	Customized Solution
<ul style="list-style-type: none"><li>• Local</li><li>• Long Distance</li><li>• Mobile</li><li>• ISDN</li><li>• Centrex</li><li>• Toll Free</li><li>• Business Hotline</li><li>• Audio Conferencing</li><li>• Corporate Calling Card</li><li>• Call Center</li></ul>	<ul style="list-style-type: none"><li>• Private Line</li><li>• ATM</li><li>• Frame Relay</li><li>• IP VPN</li><li>• Business DSL</li><li>• Dedicated Internet Access</li><li>• ISDN</li><li>• Broadcasting</li><li>• VSAT</li><li>• Video Conferencing</li><li>• Web Hosting</li><li>• CDN</li></ul>	<ul style="list-style-type: none"><li>• Managed CPE</li><li>• Managed Network</li><li>• Data Maintenance</li><li>• Managed Voice</li><li>• Managed Internet Security</li><li>• Storage Networking</li><li>• Mega Eyes</li><li>• System Integration</li></ul>

# Services and Products



## For Carrier Customer

Voice Services	Data Services	IP Services	Bandwidth Service
<ul style="list-style-type: none"><li>• Voice Termination</li><li>• Voice Transit</li><li>• VOIP</li><li>• Home Country Direct</li><li>• ITFS/UIFN</li><li>• Prepaid Calling Card Roaming</li></ul>	<ul style="list-style-type: none"><li>• Wholesale IPLC</li><li>• Wholesale ATM/FR/IP VPN</li><li>• WLAN Roaming</li><li>• SMS Termination</li></ul>	<ul style="list-style-type: none"><li>• ChinaNet Access</li><li>• Internet Transit</li><li>• VNET</li></ul>	<ul style="list-style-type: none"><li>• Backhaul</li><li>• Circuit Transit</li><li>• Cable Station Cross Connect</li><li>• Restoration</li><li>• Capacity Lease/IRU</li><li>• Wavelength Lease/IRU</li><li>• Co-location</li></ul>

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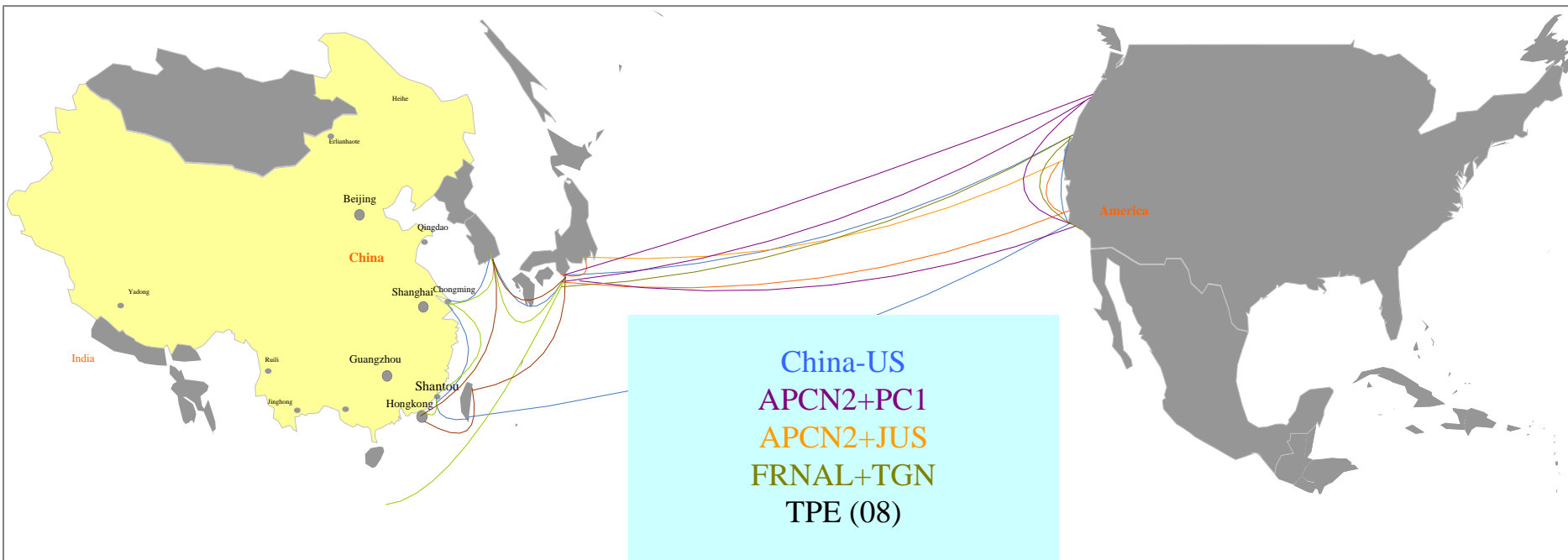


## ■ Corporation Overview

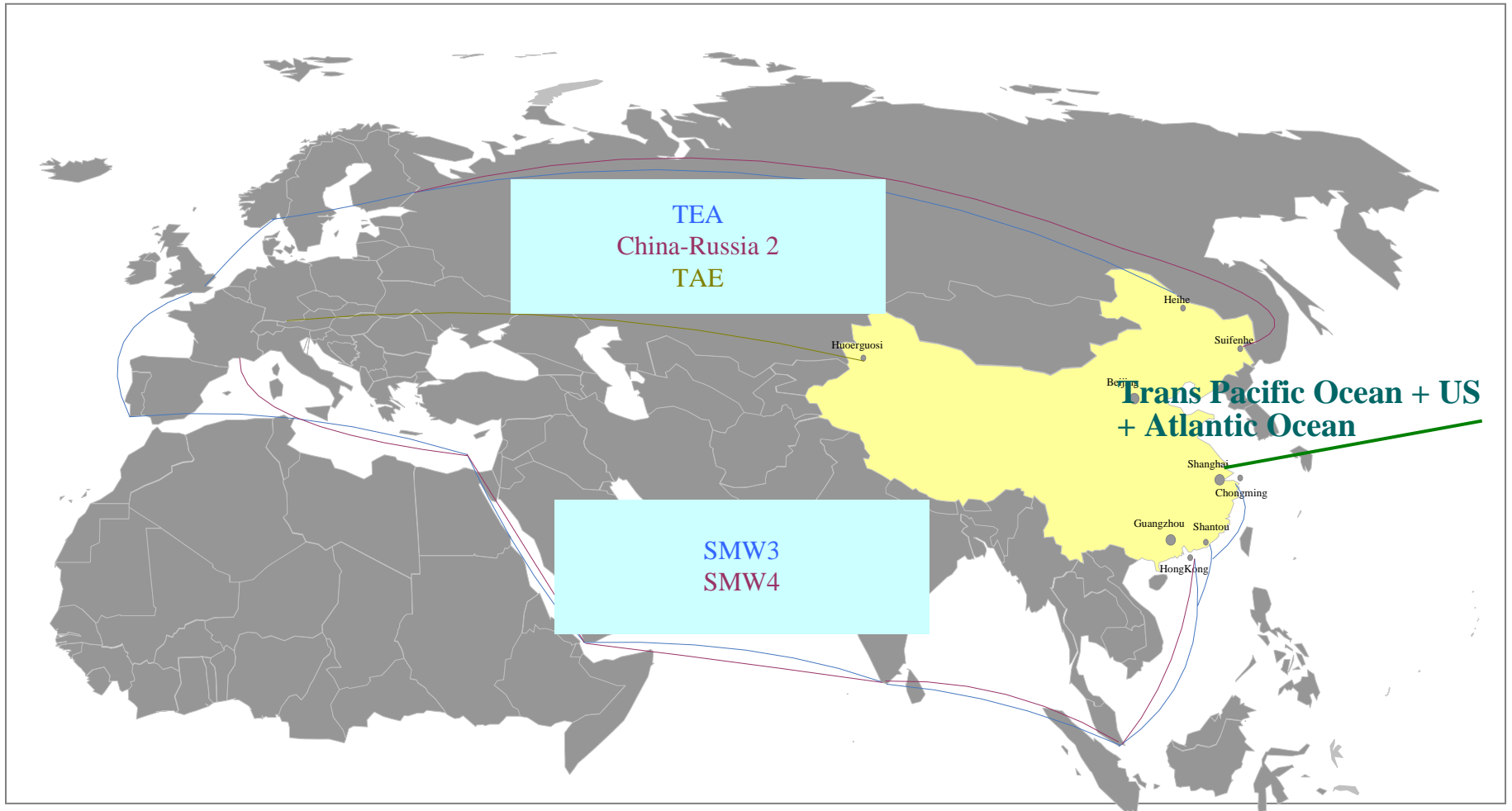
## ■ Service & Product Introduction

- ✓ Transit China
- ✓ Internet Transit

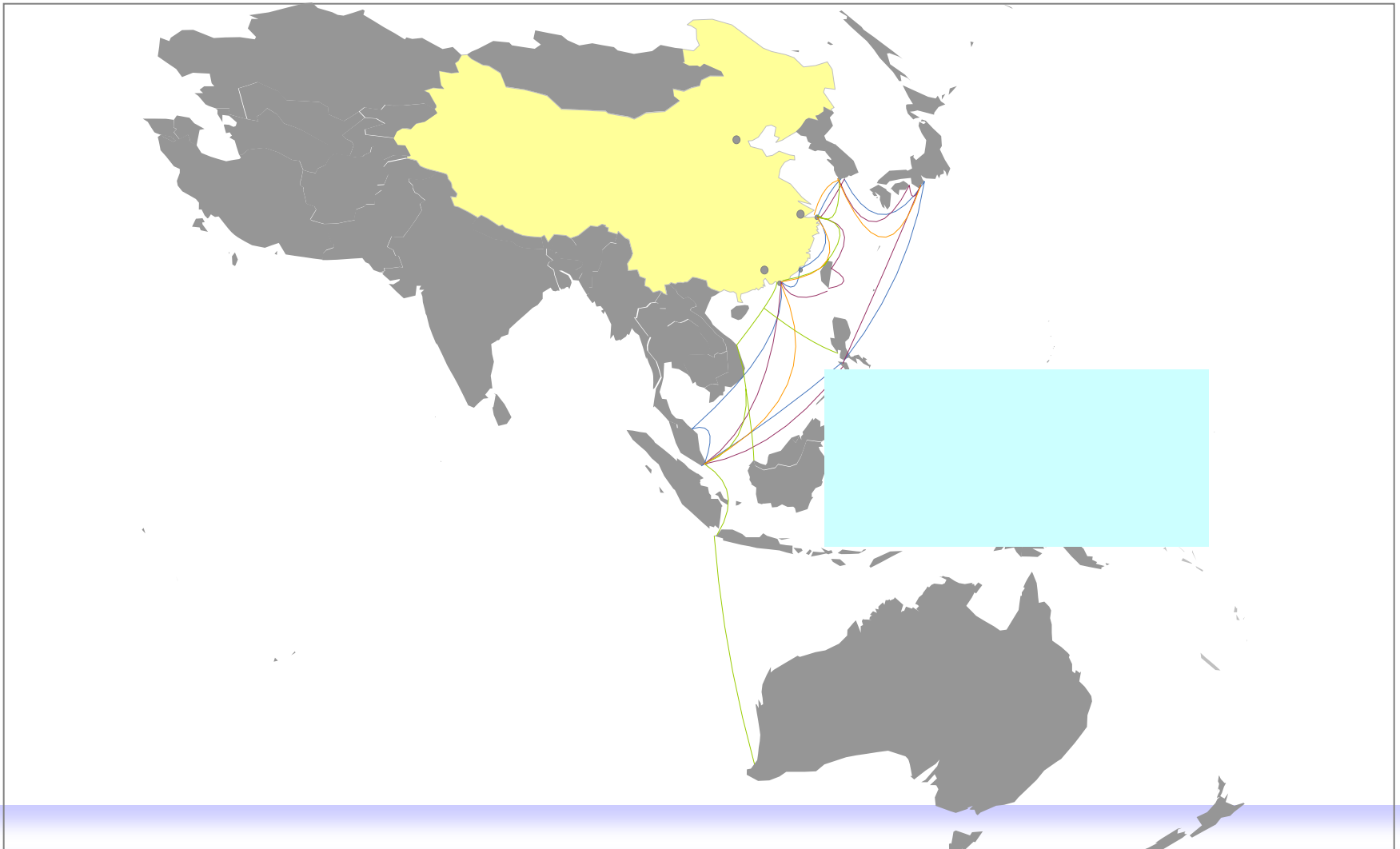
## Cross Pacific Ocean ---to America



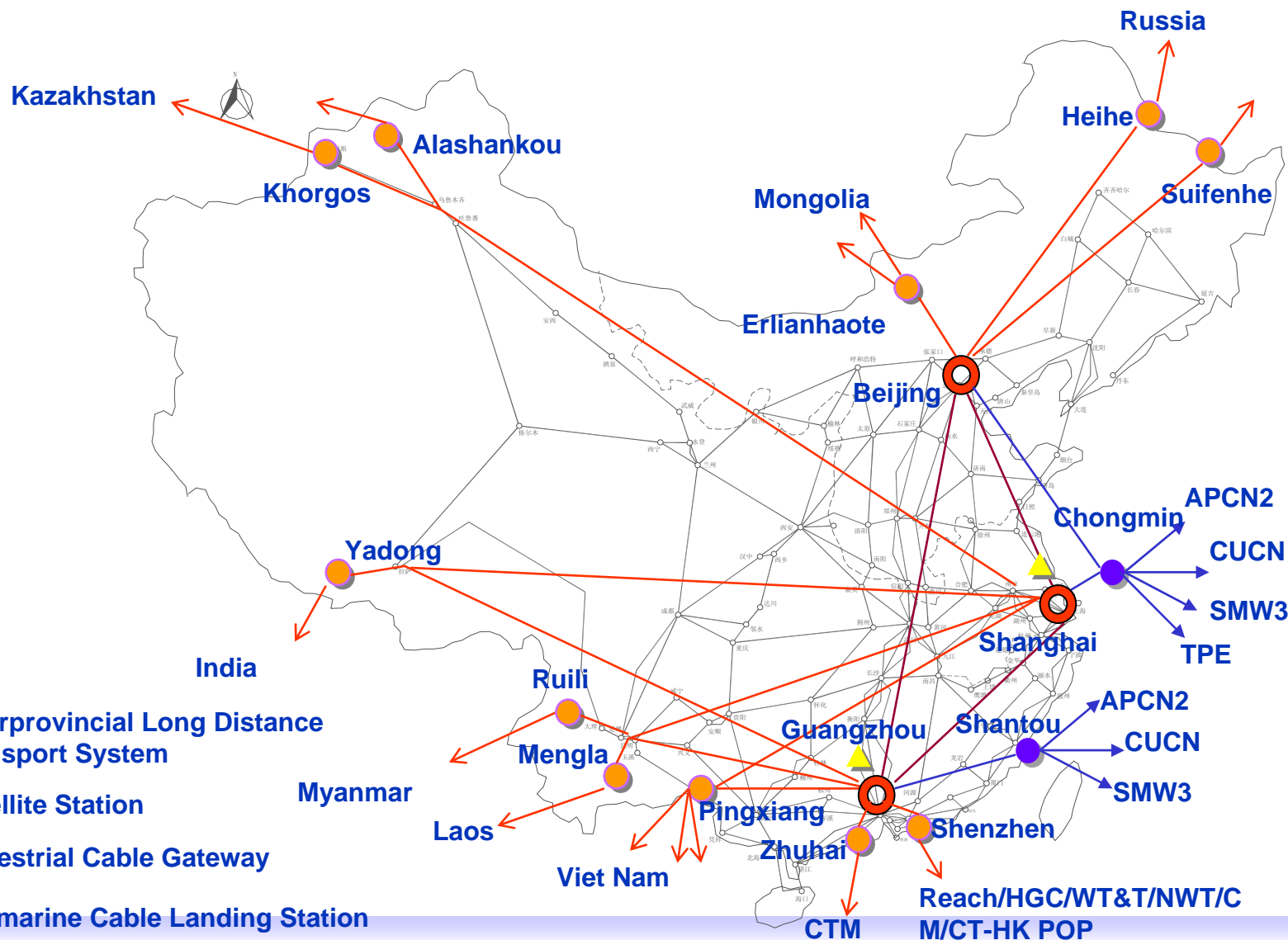
# Transit Europe-Asia



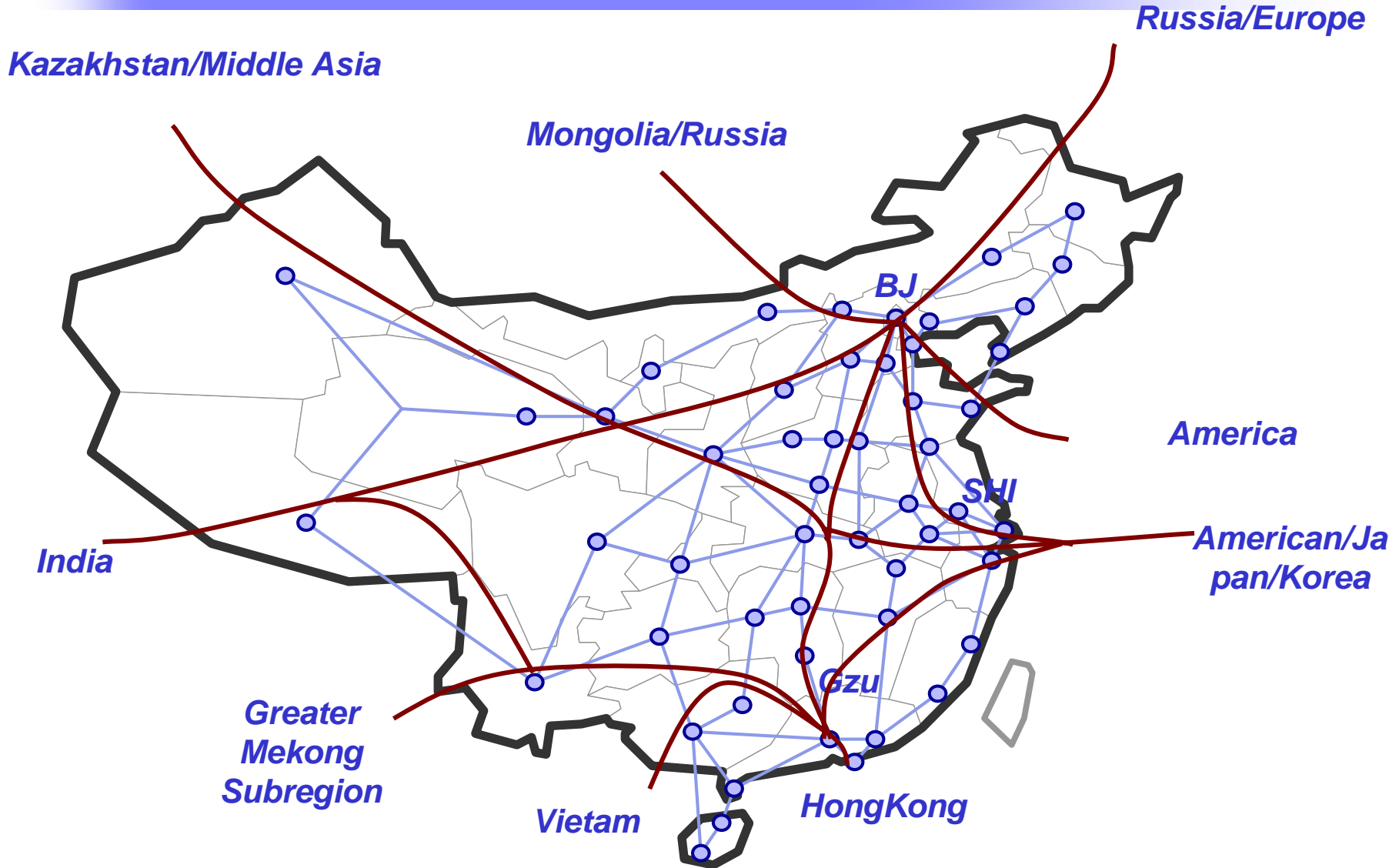
## Transit Capacity --- Intra Asia



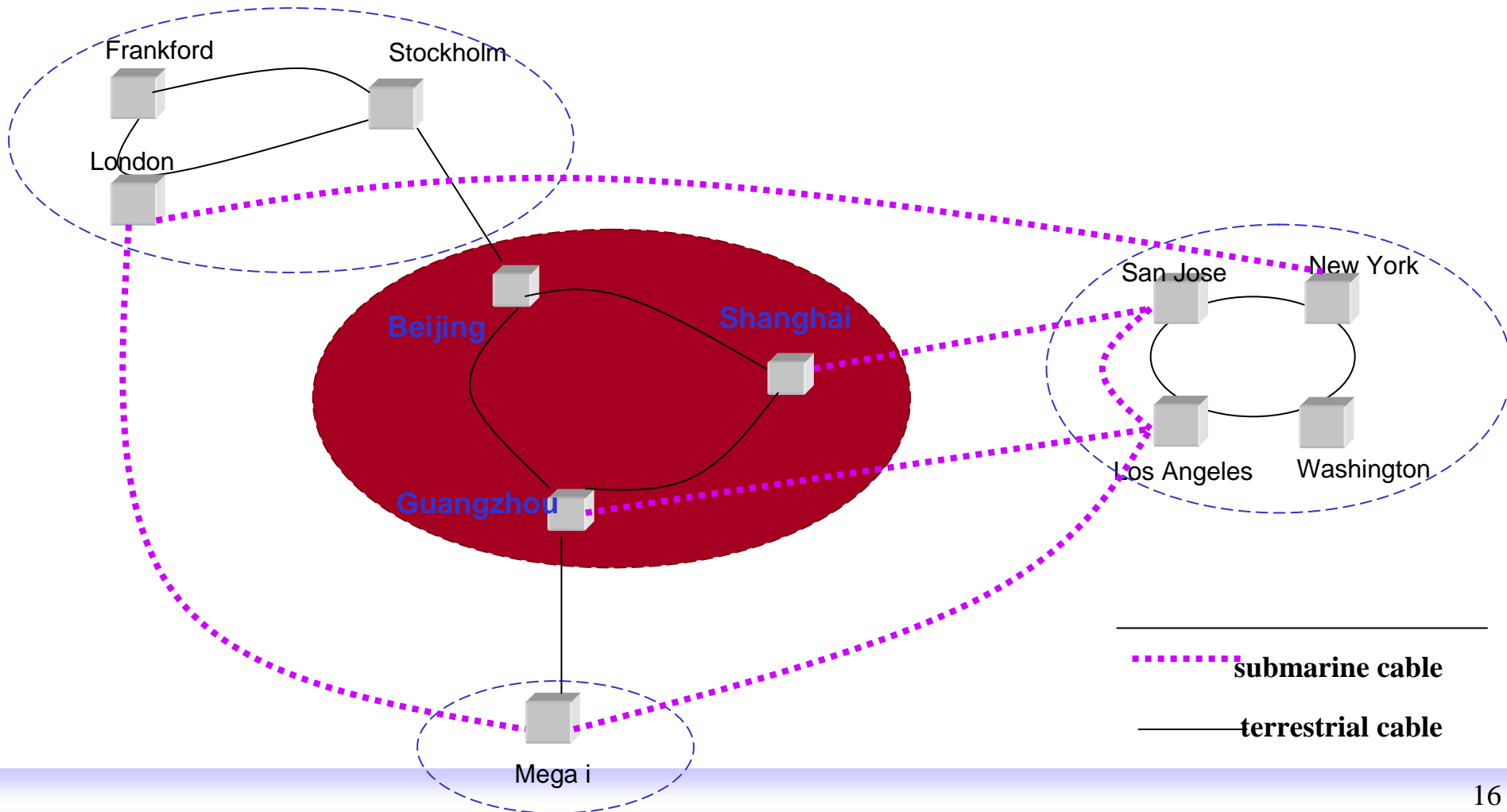
# Terrestrial Cable Network



# Direction of Transit China capacity



# Global Ring Network of CT



# Service Features

- High Reliability and Availability, not less than 99.90%
- Service Level Agreement -SLA
  - Availability
  - MTTR
  - RTD
  - Planned Maintenance
- One Stop Shopping (OSS)
- Support Services in English 24 hours \* 7days \* 365 days



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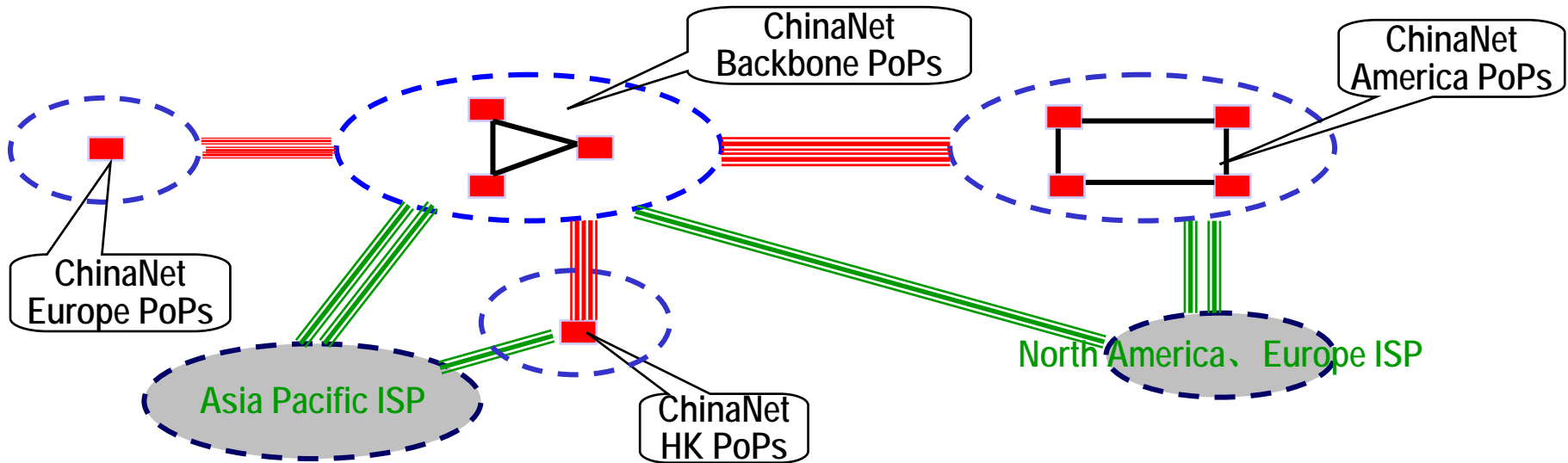


## ■ Corporation Overview

## ■ Service & Product Introduction

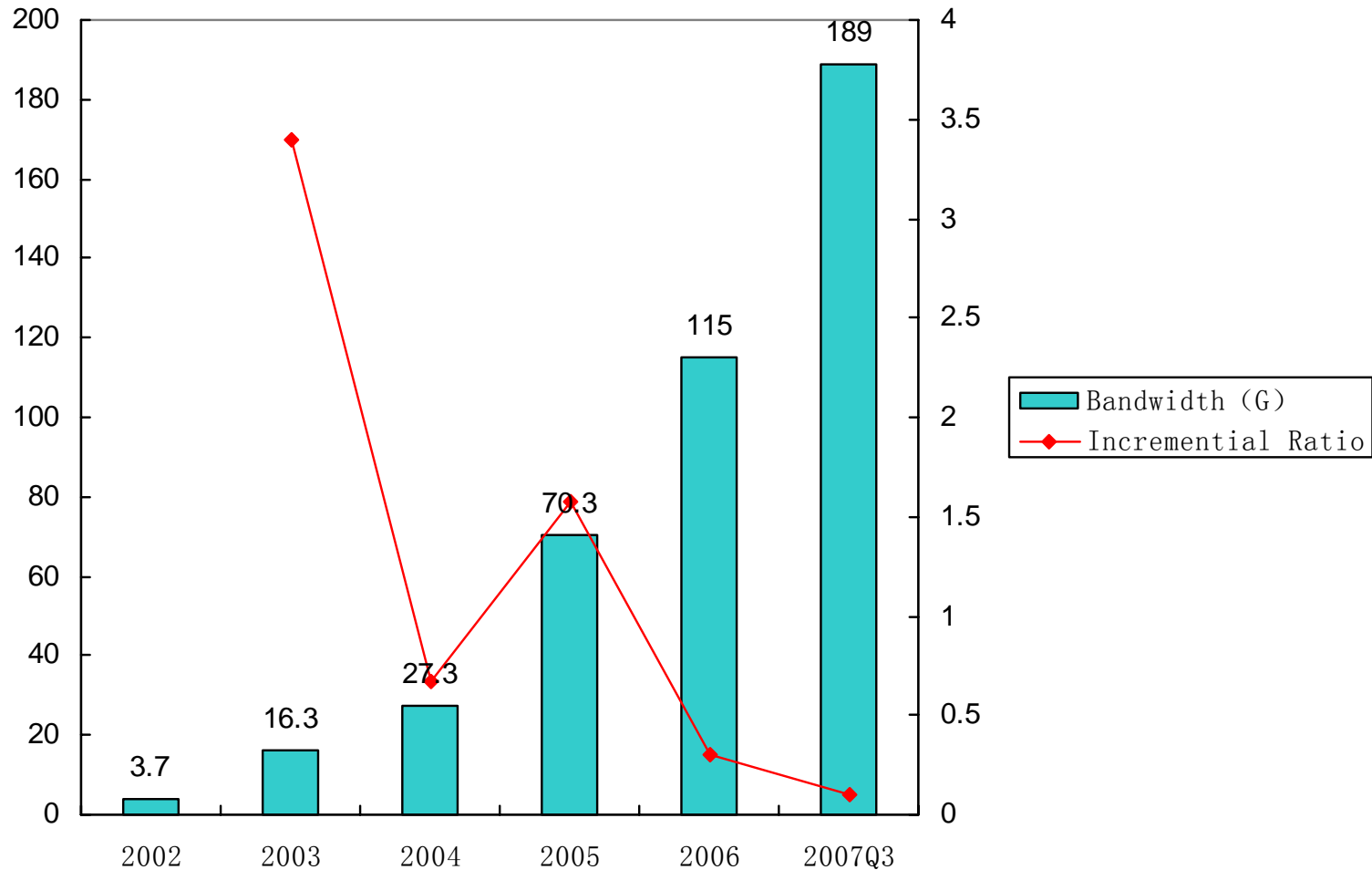
- ✓ Transit China
- ✓ **Internet Transit**

# ChinaNet Network Topology



*“Be your 1st choice of international Internet services provider connecting the World.”*

# ChinaNet Interconnection Bandwidth



# Why are We Unique ?

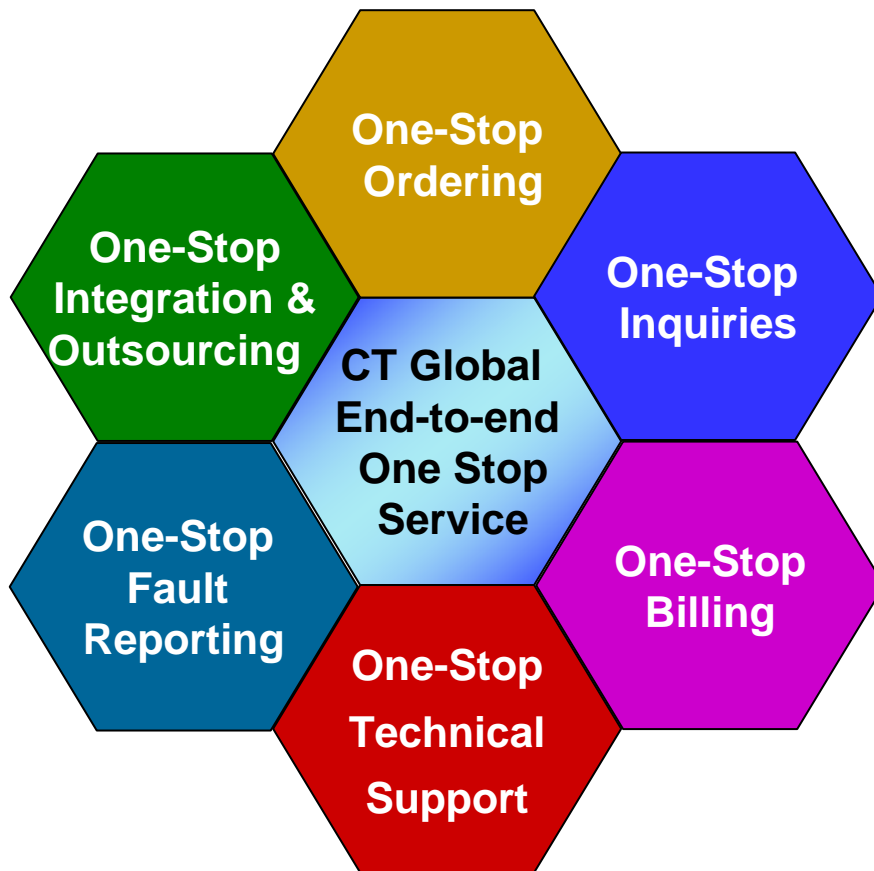


*Our Unparallel service checks with your Satisfaction*

- ❑ Resilience – Self-healing network architecture
- ❑ Availability – Fully meshed, redundant and diversified fiber optic network
- ❑ Scalability – Can be scale up to meet customer requirement as their business grows
- ❑ Flexibility – Billing option, various interfaces

# Why are We Unique ?

*Our Global One-Stop service checks with your Satisfaction*



*To be your **1st** choice of  
Asia Pacific Telecom Partners*

# Your Partner of Choice



*PERFECT* – As We Committed to Deliver

- P*** Professional & Proficient
- E*** Effective & Efficient
- R*** Reliable & Resilient
- F*** Flexible & Focus
- E*** Extensive Coverage
- C*** Caring & Customized
- T*** Total Solution

*Thanks!*

*‘ Connecting The World ’*