

# Interim Results 2021

19 August 2021

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**Mr. Wang Xiaochu**

*Chairman & CEO*

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**Mr. Chen Zhongyue**

*Executive Director & President*

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**Mr. Liang Baojun**

*Senior Vice President*

## Overall results

# Operating & Financial performance

- 1** Revenue & profit growth accelerated, backed by determined innovative transformation & in-depth mixed-ownership reform
- 2** Accelerated increase in shareholder returns & strived to unlock the potential investment value of the Company
- 3** 5G-led mobile business transformation & innovative development delivered remarkable success
- 4** Digital transformation empowered continuous robust growth in innovative businesses
- 5** Deepened network “co-build co-share” and effectively enhanced edges & returns
- 6** To seize new opportunities of the industry & endeavour to achieve high-quality development

## Focus · Innovation · Cooperation

## Comprehensive Digital Transformation

(RMB Mil)	1H2020	1H2021	Change YoY
<b>Operating Revenue</b>	150,397	<b>164,174</b>	9.2%
<b>Service Revenue<sup>1</sup></b>	138,335	<b>148,674</b>	7.5%
Industry Internet Revenue	22,673	<b>28,030</b>	23.6%
<b>EBITDA<sup>2</sup></b>	49,452	<b>49,489</b>	0.1%
<i>As % of Service Revenue</i>	35.7%	<b>33.3%</b>	-2.4pp
<b>Net Profit<sup>3</sup></b>	7,569	<b>9,167</b>	21.1%
<b>Basic EPS (RMB)</b>	0.247	<b>0.300</b>	21.1%
<b>Interim Dividend per Share (RMB)</b>	-	<b>0.120</b>	N/A

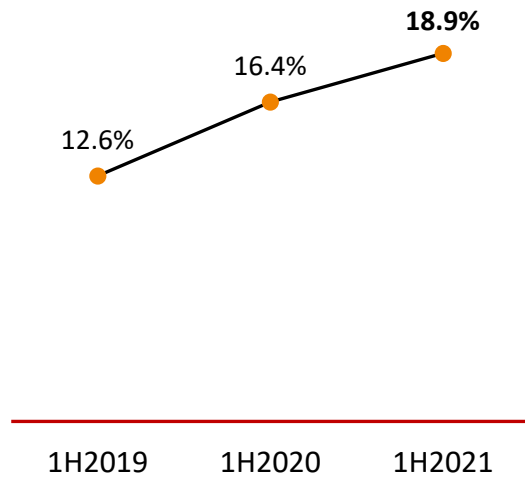
Note: Unless otherwise stated in this presentation,

1. Service revenue = operating revenue – sales of telecommunications products.
2. EBITDA = profit for the period before finance costs, interest income, share of net profit of associates, share of net profit of joint ventures, other income - net, income tax, depreciation & amortisation.
3. Net profit represented profit attributable to equity shareholders of the Company.

# Growth Quality & Return Continued to Improve

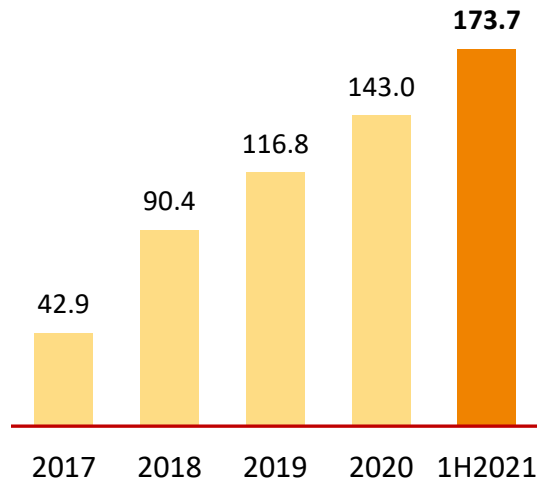
## Service revenue mix further optimised

Industry Internet Revenue  
as % of Service Revenue



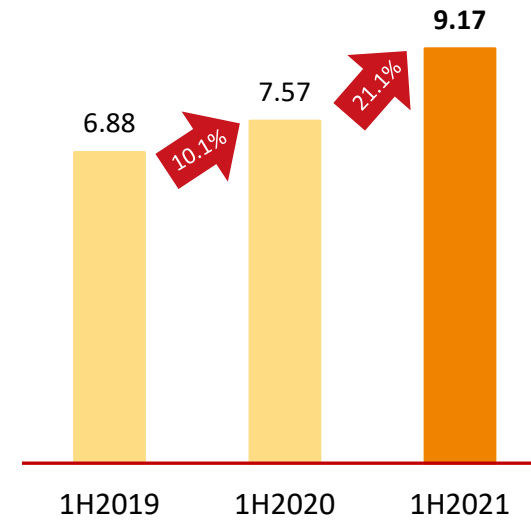
## FCF >RMB170 Bil over the past years

Cumulative Free Cash Flow<sup>1</sup>  
(RMB Bil)



## Sustained favourable profit growth

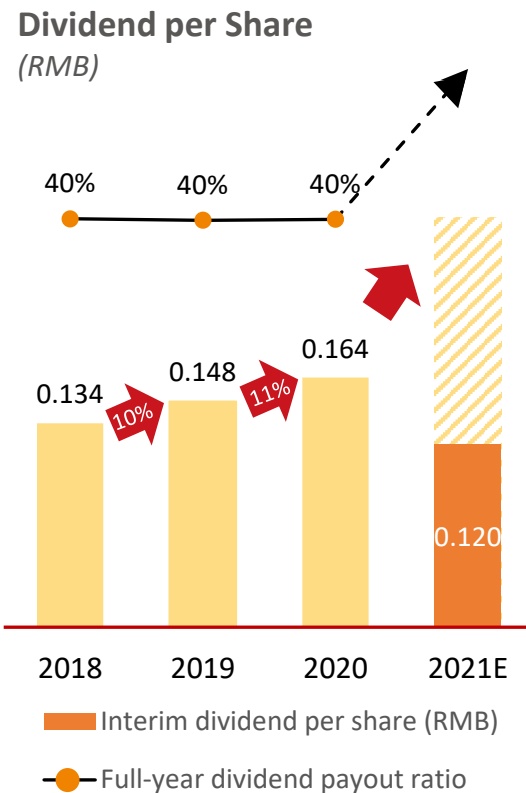
Net Profit  
(RMB Bil)



Note:

1. Calculated the cumulative free cash flow generated since 2017, and excluded the impact of the adoption of IFRS 16 on free cash flow in 2019, 2020 & 1H2021, i.e. free cash flow = operating cash flow – CAPEX – capital element of lease rentals paid

# Accelerated Increase in Shareholder Returns



- High regard for shareholder returns
- With due regard to the Company's robust business development & strong free cash flow, the Board decided to distribute an inaugural interim dividend of RMB 0.120 per share in 2021
- Will raise 2021 full-year dividend payout ratio, with the magnitude to be decided by the Board in March next year taking into account such factors as the Company's profitability, cash flow, future capital requirements & dividend payout in the industry, etc.

**2021: DPS growth > EPS growth**

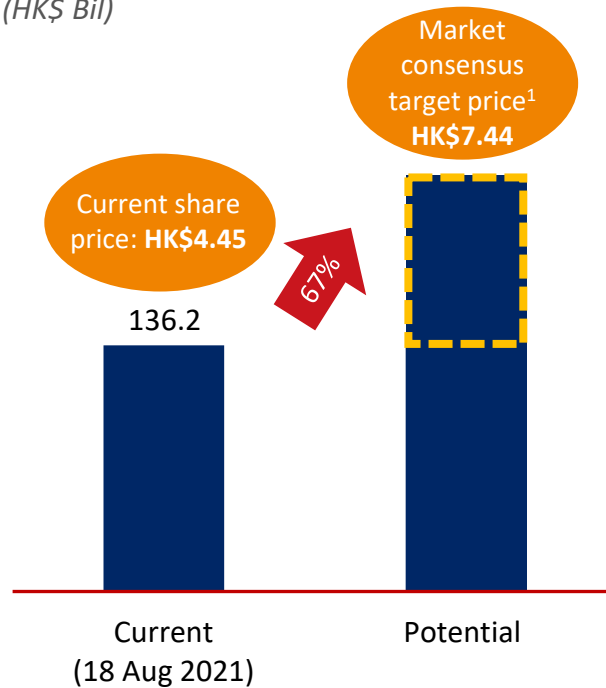


# Strived to Unlock Potential Investment Value of the Company

## Endeavor to drive favourable growth in revenue, profit & dividend

### Market capitalisation

(HK\$ Bil)



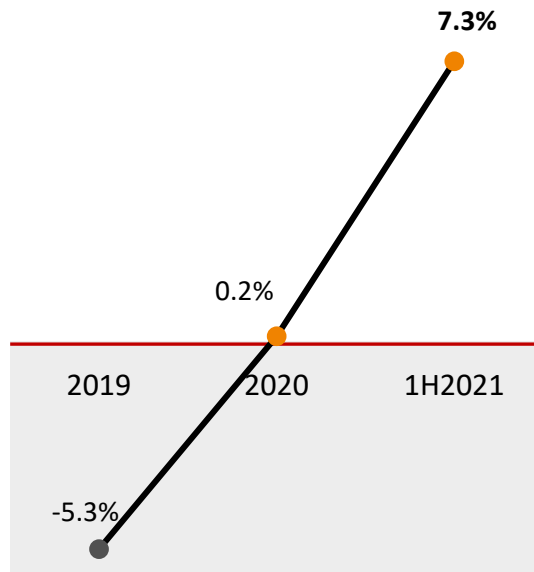
	FY2021 market consensus forecast <sup>1</sup>	1H2021 actual	
Operating revenue (yoy)	↑ 5.4%	↑ 9.2%	✓
Net profit (yoy)	↑ 13.1%	↑ 21.1%	✓
Dividend per share (RMB)	0.195	0.120	✓

Note:

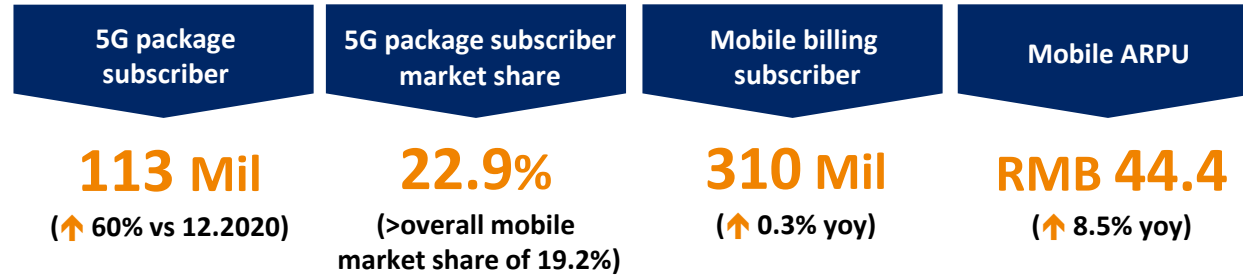
- Source: Bloomberg consensus data on 18 Aug 2021. There are more than 20 sell-side analysts in Bloomberg's coverage. The Company will not accept any responsibility for the market consensus data above. Investors are cautioned not to unduly rely on the data above.

# Delivered Remarkable Success in Transformation & Innovative Development of Mobile Business

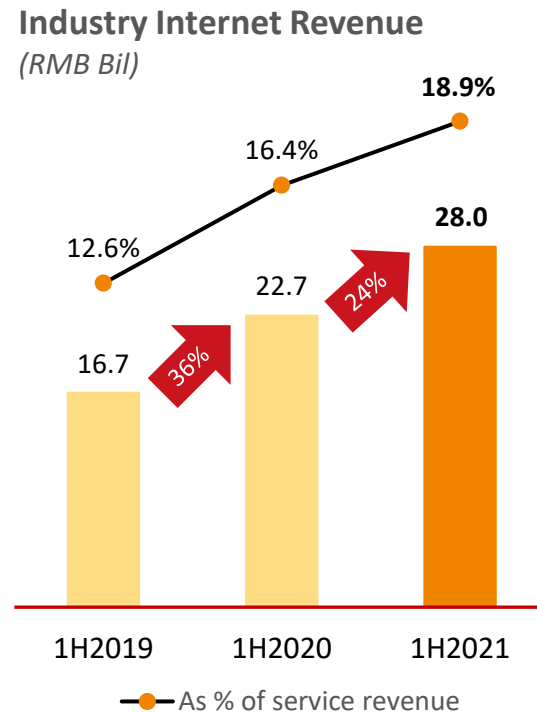
Mobile service revenue  
YoY change



## 1H 2021



- 5G led quality & profitable growth in scale
- Insisted on rational & orderly competition to deepen value-oriented operation while promoting high-quality & coordinated industry development
- Continued to strengthen digital transformation & differentiated innovative integrated operation
- Focused on enhancing subscriber quality & value



- Formed Unicom Digital Technology Co., Ltd. (Unicom Digital Technology) to create integrated & differentiated edges of 5G+ABCDE (AI, blockchain, cloud computing, Big Data, edge computing)
- Actively nurtured & promoted innovative 5G + vertical applications
- Promoted the integrated sales model (“cloud computing + smart networks + smart applications”), focusing on key industry application products
- Deepened business cooperation with strategic investors & industry leaders, with a number of JVs established, creating powerful alliance & synergising edges
- To expand margin progressively by enhancing proprietary capabilities in platform development, R&D centralisation, product standardisation, proprietary integration & delivery
- To spin off selected subordinate companies in an orderly manner



CUSC

China Unicom Smart Connection Technology Limited



A subsidiary specialised in Internet-of-Vehicles (IoV) operation (69% shareholding)



Successfully implemented mixed-ownership reform in 2019, introducing FAW, Dongfeng, GAC, etc. as strategic investors



Offers IoV total life cycle management of smart connection products & specialised smart operation services, as well as smart applications such as smart transportation with vehicle & roadside coordination, fleet management & intelligent cockpits based on next-generation technology such as 5G, MEC, C-V2X, etc.



FY2020 operating revenue: ≈RMB 420 mil<sup>1</sup>; net profit: ≈RMB 67 mil<sup>1</sup>



Accelerate to enhance & unlock value

To CUSC:

will strengthen financing capability & operation flexibility to better attract talents & strategic partners as a listed company post spin-off, enhancing competitiveness and accelerating business growth & returns to unlock value

To China Unicom:

will remain as the controlling shareholder of CUSC and benefit from its future growth and value-unlocking post spin-off

Strategic cooperation

between China Unicom & CUSC can create strong alliance with synergetic advantages to promote mutual growth

Note:

1. Data was unaudited. Discrepancies may arise with the audited financial data of CUSC upon listing and the audited financial data to be disclosed in the prospectus of CUSC shall prevail. Investors are cautioned about such investment risks.



Maintain focused deployment while saving substantial investments & costs through “co-build co-share”



Dynamic investment with due regard to technology advancement, value chain maturity, market & business demand, etc.



Achieve 5G industry-leading network speed, while network coverage comparable with the leading operator

- **2020-2022 expected to be the peak 5G investment period**
- 2021 5G CAPEX budget: ≈RMB 35.0 bil, no. of 5G BTS in use by end of 2021: ≈700k, net add of 5G BTS: ≈320k
- Net add of 5G BTS in 1H2021: ≈80k, reaching >460k

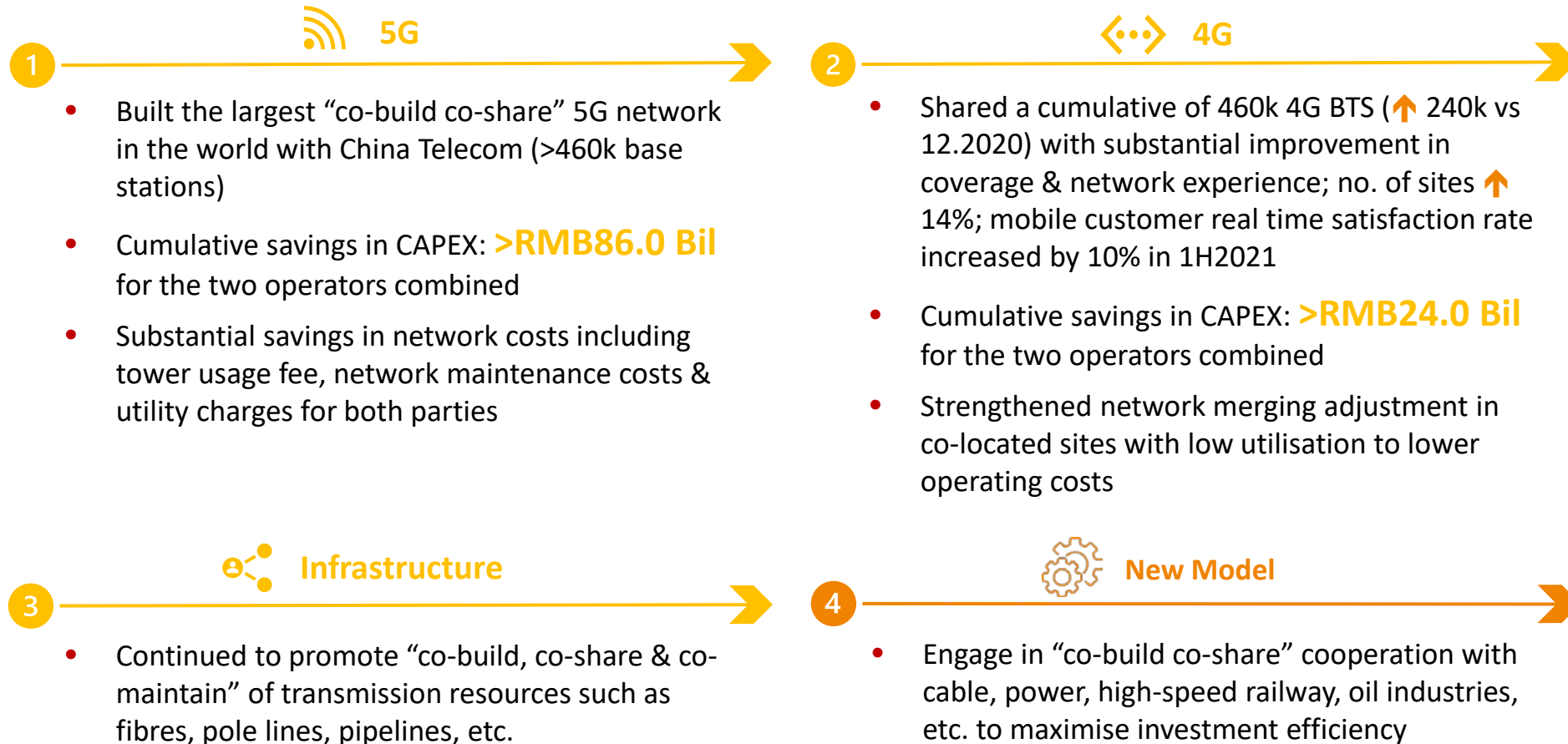
## Coverage

- Sped up in-depth & indoor coverage in city urban areas & coverage of major counties & affluent towns, fully leveraging the hybrid deployment of 2.1GHz & 3.5GHz bands
- 2.1GHz band: mainly used for wide coverage & general indoor coverage to lower TCO

## Capability

- SA network fully compatible; introduced key technology of R16 to enhanced support for 2B
- Strong push for network slicing, uRLLC, 5G private networks, MEC & VoNR commercialisation

## Effectively sharpened edges & returns with win-win



Fully expedite digital transformation to empower smart operation & forge new edges

Better satisfy the nationwide service needs of government & enterprise customers

Better satisfy the mobility needs of individual customers

Better satisfy the information consumption upgrade needs of household customers

## Centralised & Unified IT services

- Basically established core capability of 5 middle platforms (consumer, government & enterprise, network, data, management)
- Accumulated 42 centres + 6 platforms + 9 capabilities
- Implemented in 7 provinces

Jun 2021

## Efficiently-Centralised & Integrated Innovation System

- To complete establishment of full capability of 5 middle platforms (consumer, government & enterprise, network, data, management)
- To accumulate 48 centres + 6 platforms + 9 capabilities
- To complete implementation across 31 provinces

Dec 2021



An Exceptional  
China Unicom



A Smarter  
China Unicom



A Brighter  
China Unicom

- Firmly implement the strategy of focus, innovation & cooperation
- Accelerate comprehensive digital transformation
- Strengthen intelligent operation & services
- Deepen mixed-ownership reform
- Continuously expand network “co-build, co-share & co-maintain”



## Key Targets

- Continue to step up revenue & profit growth
- Achieve significant enhancement in service quality
- Forge differentiated advantages by digital transformation
- Continue to improve corporate governance efficiency

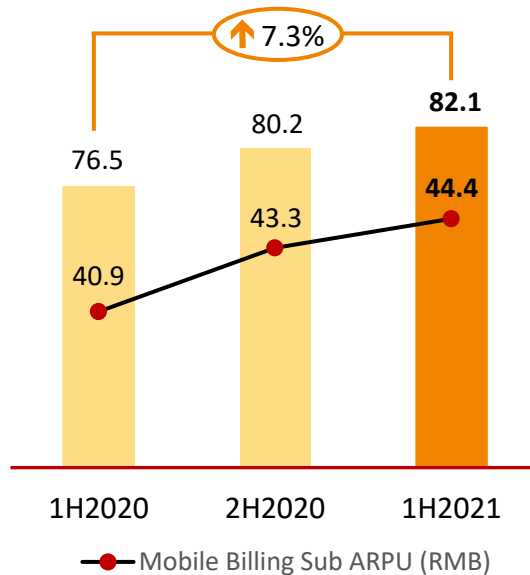


Overall results

**Operating & Financial performance**

## Sustained mobile ARPU & revenue growth

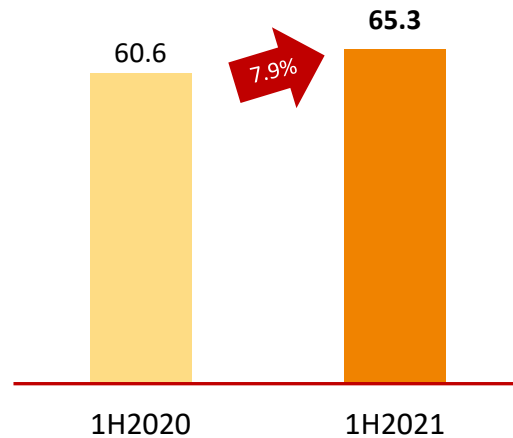
**Mobile Service Revenue**  
(RMB Bil)



- 1H2021: 42.5 mil net add of 5G package users, with an industry-leading penetration rate of 37%; mobile billing sub net add of 4.65 mil
- Launched innovative China Unicom APP, forming an ecology & drawing traffic through omni-channels & touchpoints, with monthly active users (MAU) >100 mil
- Leveraged privileges, content & financial tools to improve product value while strengthening pan-integration service
- Utilised Big Data analytics to precisely drive existing customers upgrade
- Accelerated scale development of broadband & mobile integration via the “three gigabit-network”
- Unlocking 5G customers’ value through coordinated development of terminal, network & business, while enriching 5G innovative applications

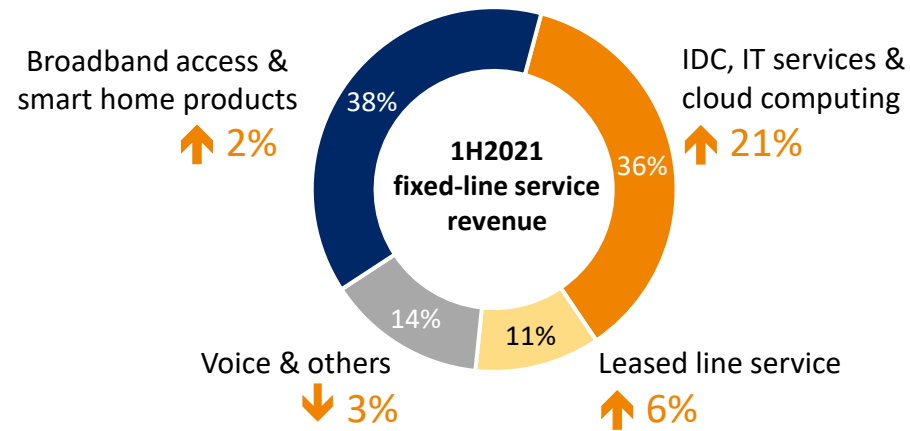
# Fixed-line Services Maintained Solid Growth Momentum

**Fixed-line Service Revenue**  
(RMB Bil)

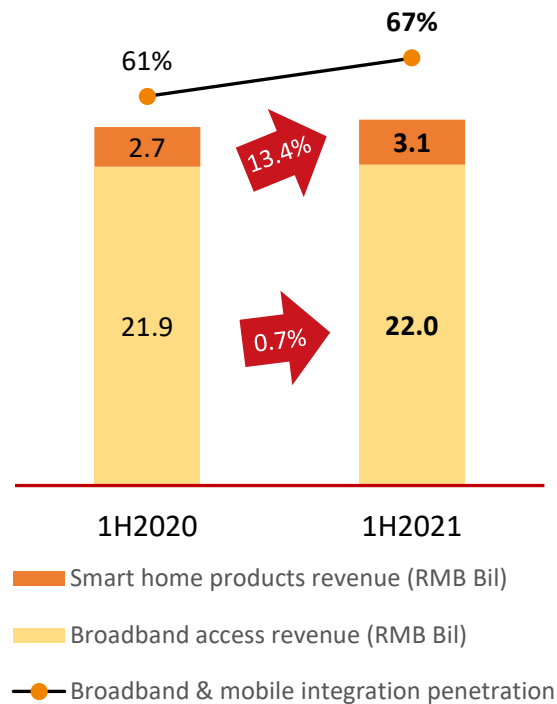


- Grasped the boosted demand for digitisation, cyberisation & intelligent transformation of the economy & society
- Pan-integrated development of innovative and fundamental businesses for mutual promotion
- Actively leveraged proprietary resources & edges to empower government & enterprise customers and enhance Smart Family customer experience & value

- “3 gigabit-network” resources (gigabit 5G, broadband, Wi-Fi 6)
- “Cloud + networks + applications” integrated servicing capability
- Differentiated service capabilities underpinned by intelligent network products (premium network, cloud networking, SD-WAN & etc.)
- Nationwide efficiently-centralised innovative product offerings & localised operation service capabilities
- Better customer insights brought by the long-term & well-established relationship with government & enterprise customers
- Mixed-ownership reform advantages & synergies



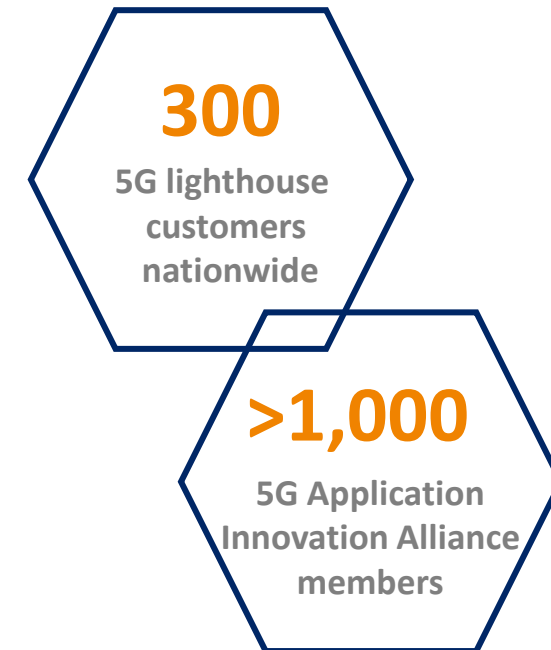
# Integrated Development of Broadband & Mobile Led by Digitalisation



- Northern China: leveraged broadband to expand mobile & promoted mutual growth dynamics; achieved ultimate integration with high-quality services; drove paradigm shift with multi-SIM & full-home smarts under one household
- Southern China: expanded broadband to boost mobile & effective integration; focused on key areas & customers, with an appropriate increase of broadband investment to achieve focused coverage & spot transcendence
- Continued to strengthen core capabilities of smart community & Smart WoHome platforms, fully pushing forward the development of broadband & mobile integration via the “three gigabit-network”
  - **Smart Community:** Provided the community with property management platform + property information management services and the users with home solutions
  - **Smart WoHome:** Offered one-stop household information consumption services integrating terminal-network-service-data-cloud to satisfy the information consumption upgrade demand of household customers, while focusing on home network deployment & integrated video services
  - **Digital Village:** Promoted digital village service cloud platform, offering rural market development solutions of “platform + network + X”, hence driving the development of mobile, broadband & innovative services

## Actively push forward the integrated & innovative development of 5G+ industry vertical applications to capture the huge revenue growth potential

- Innovated 5G application product system leveraging 5 major components, network (5G industry private network), MEC, industry platform, customised service & terminal, to support 15+ industry applications
- Successfully commercialised a number of 5G lighthouse projects in key areas e.g. industrial Internet, smart medical, smart mining, smart cities, etc.  
1H2021: Cumulative contract value of 5G industry applications **>RMB1.3 bil**
- Industry-leading 5G private network products (hybrid private network, virtual private network, etc.) with edges in product capabilities, collaborative capabilities, delivery & operating services, etc.
- Actively explored business models: charging based on different metrics, e.g. data usage, bandwidth, network slicing; private network & MEC platform charging based on resources & capabilities deployment; charging on the system integration & maintenance service for 5G network & applications
- Strengthen “China Unicom 5G Application Innovation Alliance” & power up customers by open cooperation, ecology expansion, integrated innovation



## Accelerated the building of proprietary innovation platform capabilities & key products to enhance competitiveness & business value



### IT Services

- Focusing on smart cities, digital government, industrial Internet, healthcare, etc. with proprietary research capabilities progressively improved & scale expanded rapidly
- Launched hundred-million-RMB level products like smart city foundation, government hotlines, integrated governance platforms, smart river & lake managers, and scenic integrated management platforms

**RMB10.0 Bil**

(↑ 33% yoy)

Revenue



### IoT

- Connections reached 270 mil, ↑ 29 mil; Yanfei Smart platform share reached 46% (↑ 12pp vs 12.2020)
- Equipment management platform: support 40+ products, 100+ object models & Open API
- Proprietary Yanfei 5G module priced at RMB499

**RMB3.0 Bil**

(↑ 38% yoy)

Revenue



### Big Data

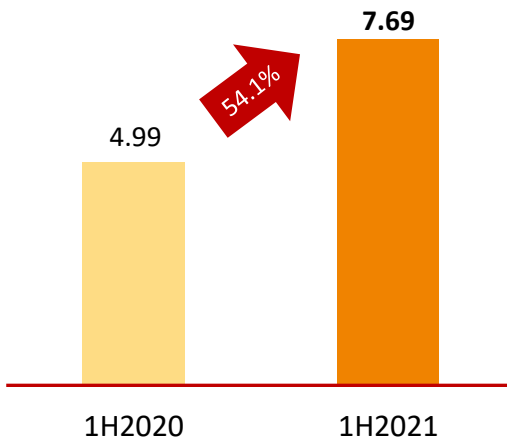
- Industry-leading market share
- Added 6 new components including R&D data quality management platform & large-scale mission scheduling platform
- Launched more than 20 proprietary products such as public affairs Big Data platform, digital intelligence industry & finance platform, and smart travel-cultural tourism Big Data platform

**RMB1.3 Bil**

(↑ 43% yoy)

Revenue

China Unicom Cloud Revenue<sup>1</sup>  
(RMB Bil)

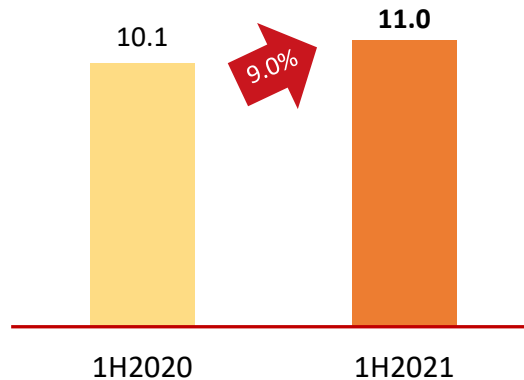


- China Unicom Cloud is the base for digital transformation & integrated innovation; focusing on security & reliability, cloud-network integration, dedicated customisation & multi-cloud collaboration; providing customers with integrated innovative solutions including cloud resources, cloud platform, cloud service, cloud integration, cloud interconnection, cloud security
- Aggregate IaaS base leveraging virtualization and cloud native dual stack
- **Public Cloud:** Facing medium-sized enterprises and small & micro enterprises with deepened cooperation with strategic investors, while excelling in the packaged marketing of "cloud + network + X" products
- **Private Cloud:** Consolidating resources to focus on building PaaS with fully integrated capability; offering secure & trusted private cloud services to government and enterprise customers leveraging information technology innovation cloud & multi-cloud management capabilities
- **Industry Cloud:** Deploying nationwide backbone cloud pools, aggregating innovation capabilities such as Big Data & AI, with the focus on the development of key industries such as government affairs, medical, education & industrial

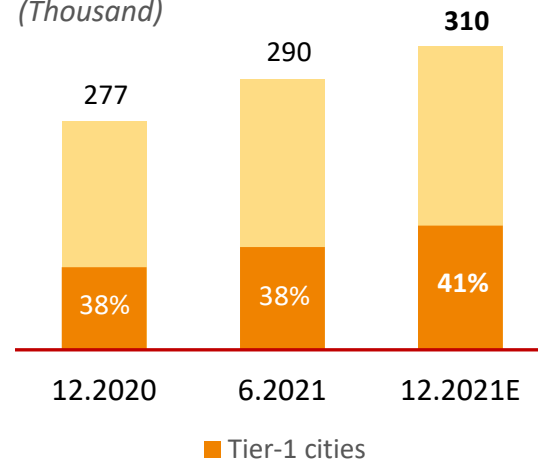
Note:

1. China Unicom Cloud revenue included revenue of cloud resources, cloud platforms, cloud services, cloud integration, cloud interconnection, cloud security, etc., generated from integrated innovative solutions.

**IDC Revenue<sup>1</sup>**  
(RMB Bil)



**No. of cabinets**  
(Thousand)



Note:

1. IDC revenue included IDC outbound bandwidth revenue.

## Competitive advantages

- Layout of “5+2+31+X” & 583 IDCs nationwide coverage; average utilisation rate >60% in 1H2021
- Focus investment on high-demand & high-value areas such as Beijing-Tianjin-Hebei region, Yangtze River Delta & Greater Bay Area, while actively engaging in private capital cooperation. 2021E CAPEX: ≈RMB2.7 bil
- Adhere to green & sustainable development, IDC & cloud resource pool are deployed in a unified fashion, building a multi-cloud intelligent network to provide customers with superior experience, high-speed interconnection & all-round integrated solutions
- Leverage efficiently-centralised operation & the Group’s extensive resources and capabilities to capture Internet sector customers, while optimising customer mix by actively expanding customers in financial & government sectors



**Strive for enhancing both return & scale**



## Raise vibrancy, promote growth & enhance efficiency

### Smart living “New Ecology”

- China Unicom APP integrated communications, lifestyle, entertainment & financial services, with MAU >100 mil, as well as 100% coverage on fundamental services
- “One Family” product enabled cross-region integrated services delivery
- Continued to strengthen Internet-oriented operations & 2I2C marketing model innovation (Tencent King card, Alibaba Xiaobo card, Mi fans King card...)

### Digital intelligence “New Operation”

- Systemically promoted reform of six professional functions (marketing, government & enterprise business, network, IT, technology innovation & capital management)
- Whole network SDN-enabled, the only operator that supported automatic activation of multi-cloud networks
- Leading in Big Data monetisation, revenue market share ranking 1<sup>st</sup> in the industry
- Cloudified IT resources with new systems 100% on cloud; 84% resource cloudified nationwide

### In-depth Reform “New Vitality”

- Continued to deepen mixed-ownership reform; formed Union Digital Technology; CUSC, China Information Technology Design & Consulting Institute Co. Ltd. and China Unicom Yunnan Branch further reformed
- Effectively stimulated the vitality of frontline staff, as they were empowered with strengthened IT tools/ data
- Special zone for innovative talents; digital talents continued to contribute increasing mix
- Aligned high growth with high incentives to unleash business vitality

# Key Financial Information

(RMB Mil)	1H2020	1H2021	Change YoY
<b>Operating Revenue</b>	150,397	<b>164,174</b>	9.2%
<b>Operating Expenses</b>	(142,257)	<b>(156,061)</b>	9.7%
<b>Operating Profit</b>	8,140	<b>8,113</b>	-0.3%
Finance Costs	(859)	<b>(645)</b>	-24.9%
Interest Income	682	<b>471</b>	-30.9%
Share of Net Profit of Associates <sup>1</sup>	732	<b>1,101</b>	50.4%
Share of Net Profit of Joint Ventures <sup>2</sup>	257	<b>720</b>	180.2%
Other Income - Net	784	<b>1,529</b>	95.0%
Income Tax	(2,138)	<b>(2,081)</b>	-2.7%
<b>Net Profit</b>	7,569	<b>9,167</b>	21.1%

Note:

1. Share of net profit of associates mainly included share of net profit of China Tower Corporation Limited.
2. Share of net profit of joint ventures mainly included share of net profit of Merchants Union Consumer Finance.

# Increased Initiative to Promote Sustainable Growth in Future

(RMB Mil)	1H2019	1H2020	Change YoY	
<b>Operating Expenses</b>	(142,257)	<b>(156,061)</b>	9.7%	<ul style="list-style-type: none"> <li>Slightly higher than the operating revenue growth, mainly due to the higher initiatives in resources &amp; talents for 5G &amp; innovative businesses, driving sustainable future growth</li> </ul>
Interconnection Charges	(5,094)	<b>(5,247)</b>	3.0%	
Depreciation & Amortisation	(41,312)	<b>(41,376)</b>	0.2%	<ul style="list-style-type: none"> <li>Mainly benefited from good control of CAPEX in recent years &amp; network “co-build co-share”</li> </ul>
Network, Operation & Support <sup>1</sup>	(22,220)	<b>(25,107)</b>	13.0%	<ul style="list-style-type: none"> <li>Mainly due to growth in charges for the use of equipment &amp; premises, and energy cost</li> </ul>
Employee Benefit	(27,503)	<b>(30,991)</b>	12.7%	<ul style="list-style-type: none"> <li>Mainly due to the ongoing effort in incentive mechanism reform to strengthen performance-based compensation &amp; drawing of innovative talents</li> </ul>
Costs of Telecommunications Products Sold	(11,603)	<b>(14,808)</b>	27.6%	<ul style="list-style-type: none"> <li>In line with 29% increase in sales of telecommunications products</li> </ul>
Selling & Marketing	(14,879)	<b>(15,565)</b>	4.6%	
G&A & Others	(19,646)	<b>(22,967)</b>	16.9%	<ul style="list-style-type: none"> <li>See next slide for details</li> </ul>

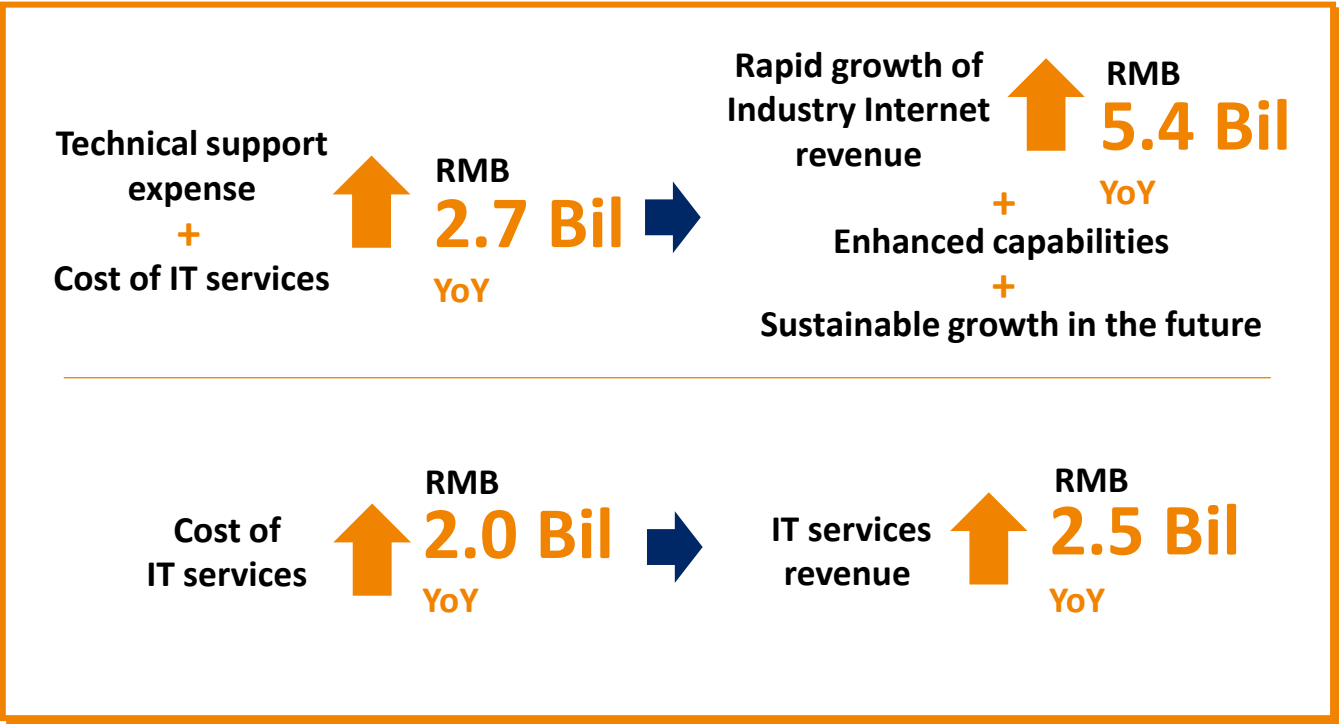
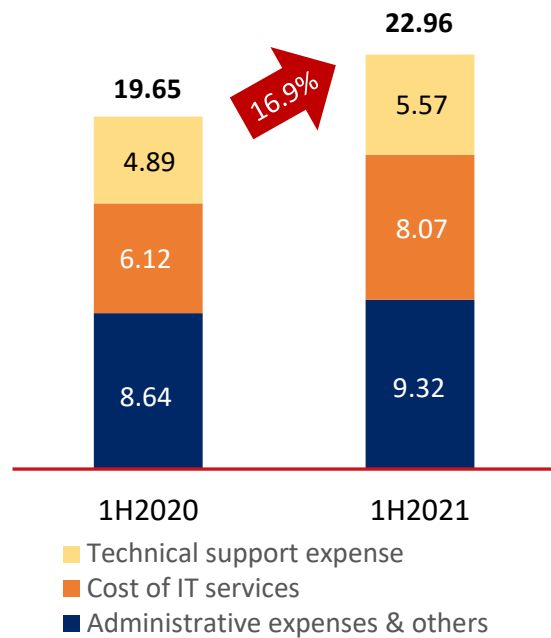
Note:

1. 1H2021 tower usage fee was RMB 5,429 mil, relatively flat yoy. Excluding the impact of the adoption of IFRS 16, 1H2021 tower usage fee was RMB 9.5 bil, up 2% yoy. The data is for illustration purpose only and investors are cautioned not to rely on the data.

# Appropriately Stepped up Initiatives to Fuel Rapid Development of Innovative Businesses

Capitalise on the opportunities of digital transformation to enhance capabilities & promote scale development

G&A & Other Operating Expenses  
(RMB Bil)





Mounting pressure on network operation & support expenses as business & network scale continue to grow



## Co-share & cooperation

- Continued to expand network “co-build, co-share & co-maintain” with China Telecom
- Further private capital cooperation in broadband deployment



## Insourcing operation

- Insourced network maintenance, optimisation & repair, saving RMB490 mil
- Improved the core competence of network personnel



## AI application

- Promoted AI to push systematic smart operation
- Intelligent operation & maintenance robots were introduced nationwide & achieved a cumulative economic benefit of RMB150 mil



## Streamlining network

- Streamlined 2G base stations
- 3G base station of single carrier frequency >99%



## Meticulous management

- A P&L for each tower & online energy consumption management for the entire network, enabling data comparison & auditing
- Better leveraged the favourable new infrastructure policies for 5G & IDC in different regions



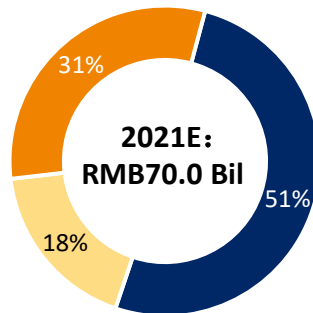
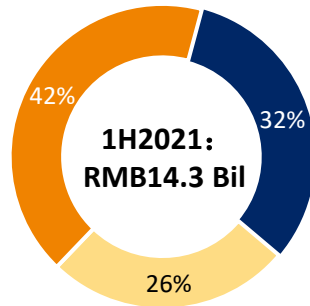
## Energy conservation & emission reduction

- Announced “China Unicom’s 14<sup>th</sup> Five-Year Plan on Peak Carbon-emission & Carbon-neutrality”
- Actively promoted 4G/5G collaborative intelligent energy-saving management with proprietary R&D



**FY2021 Target: Stable network operation & support expenses as a percentage of revenue**

## CAPEX Structure



- Mobile network
- Fixed-line broadband & data
- Infrastructure, transmission & others

## Enhancing network edges to drive profitable & fast business growth

- Focus on the deployment of premium 5G, gigabit fibre network & innovative business investments, e.g. IDC, cloud computing, Big Data & IoT, etc.
- Focus on enhancing the coverage of commercial buildings and government & enterprise premium network
- Focus on key city clusters, such as Beijing-Tianjin-Hebei, Yangtze River Delta & Greater Bay Area, key cities & major venues
- Strengthen & extend “co-build, co-share & co-maintain” as well as private capital cooperation to accelerate growth
- Overall customer satisfaction & the rate of complaints improved remarkably; scored 79.4<sup>1</sup> on 5G customer satisfaction, ranking No.1 in the industry

Note:

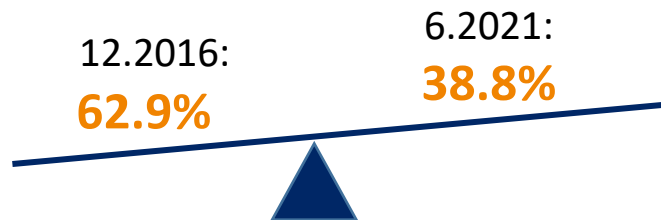
1. Source: MIIT 5G Satisfaction Analysis 2021 Q1-Q2

## Accumulated strong free cash flow<sup>1</sup>

2017-1H2021: **>RMB170 Bil**



## Liabilities-to-Assets Ratio<sup>1</sup>



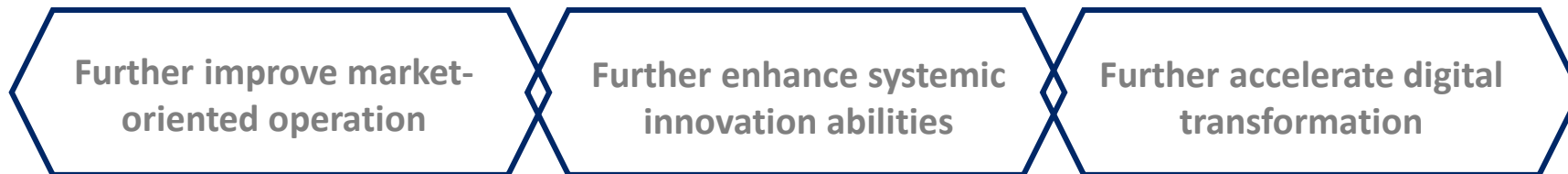
- Well positioned to support new opportunities such as 5G to create new values
- Boost long-term sustainable development
- Accelerate increase in shareholder returns
- Enhance ability to counter risks

Note

1. The data above excluded the impact of the adoption of IFRS 16

## Holistically shaping differentiated new development edges to strive for leapfrog in high-quality development

- To drive high-quality development with high goals
- To promote high-quality services through innovation capability improvement
- To boost high-efficiency collaboration by fostering integration and synergy
- To strengthen high-tech engines to empower smart operation
- To fuel high-vitality operation through persistence in deepening reform
- To create a high-quality open ecology by adhering to win-win co-operation





*Thank You !*



# Appendix I: Revenue Breakdown

(RMB Mil)	1H2020	1H2021	Change YoY
<b>Mobile Service Revenue</b>	76,516	<b>82,092</b>	7.3%
Voice	12,839	<b>12,952</b>	0.9%
Data Traffic	52,057	<b>54,654</b>	5.0%
Others	11,620	<b>14,486</b>	24.7%
<b>Fixed-line Service Revenue</b>	60,566	<b>65,330</b>	7.9%
Voice	4,410	<b>4,561</b>	3.4%
Broadband Access	21,874	<b>22,025</b>	0.7%
Others <sup>1</sup>	34,282	<b>38,744</b>	13.0%
<b>Other Service Revenue</b>	1,253	<b>1,252</b>	-0.1%
<b>Sales of Telecommunications Products</b>	12,062	<b>15,500</b>	28.5%
<b>Total</b>	150,397	<b>164,174</b>	9.2%

Note:

1. Mainly included revenue from IDC, IT services, cloud computing & leased line services & others.

# Appendix II: Extracts from Unaudited Condensed Consolidated Statement of Financial Position

(RMB Mil)	As at 2020.12.31	As at 2021.6.30
Current Assets	108,636	<b>120,861</b>
Non-current Assets	471,980	<b>450,406</b>
<b>Total Assets</b>	580,616	<b>571,267</b>
Current Liabilities	222,028	<b>214,915</b>
Non-current Liabilities	31,068	<b>24,312</b>
<b>Total Liabilities</b>	253,096	<b>239,227</b>
<b>Total Equity</b>	327,520	<b>332,040</b>

# Appendix III: Key Operating Metrics

		Unit	1H2020	1H2021
<b>Mobile Business</b>	Billing Subscribers	Mil	309.528	<b>310.456</b>
	Billing Subscriber ARPU	RMB	40.9	<b>44.4</b>
	Total Handset Data Traffic	Bil MB	18,025.6	<b>22,984.3</b>
	Handset User DOU	GB	9.4	<b>12.2</b>
	Handset User MOU	Mins	166.4	<b>180.7</b>
	5G Package Subscribers	Mil	Nil	<b>113.330</b>
<b>Fixed-line Broadband Business</b>	Subscribers	Mil	85.878	<b>90.123</b>
	Access ARPU	RMB	43.0	<b>41.8</b>
<b>Fixed-line Local Access Business</b>	Subscribers	Mil	52.119	<b>47.188</b>
	ARPU	RMB	10.9	<b>10.9</b>

# Appendix IV: Industry Internet Revenue Breakdown

(RMB Bil)	1H2020	1H2021	Change YoY
IDC	10.07	<b>10.98</b>	9.0%
IT Services	7.55	<b>10.00</b>	32.5%
Internet of Things	2.17	<b>3.00</b>	38.4%
Cloud Computing	2.00	<b>2.78</b>	38.9%
Big Data	0.89	<b>1.27</b>	43.0%
<b>Total</b>	<b>22.67</b>	<b>28.03</b>	<b>23.6%</b>

# Appendix V: Deepened Cooperation with Strategic Investors

## Synergetic & powerful alliance to strengthen innovative development capability

Tencent 腾讯

Baidu 百度

JD 京东  
.COM

Alibaba Group  
阿里巴巴集团

<b>Cloud computing</b>	Wo Cloud T			Wo Cloud A, DingTalk products, co-build co-operate cloud resource pool
<b>IoT</b>	Mobile payment, travel service, Smart wearable	IoV, travel service	Digital supply chain, mobile payment	Mobile payment, travel service, Smart wearable
<b>5G</b>	5G e-sports joint laboratory, 5G slicing	5G+AI joint laboratory, autonomous driving	5G logistics, 5G slicing	5G HD video
<b>Touchpoint cooperation</b>	2I2C, Cloud connected network	2I2C, Cloud connected network	2I2C	2I2C, Cloud connected network
<b>Payment &amp; finance</b>	Credit guarantee, mobile charge withholding		WO wallet	Credit installment, WO wallet
<b>Content aggregation</b>	IPTV, mobile video	IPTV, mobile video		IPTV, mobile video
<b>Smart home</b>	Integrated home application	Integrated home application		Integrated home application
<b>Telecom services</b>	Enhanced cooperation	Enhanced cooperation	Enhanced cooperation	Enhanced cooperation
<b>Joint Venture</b>	Yunjingwenlv (Smart culture & tourism)		Smart Steps (Big Data)	Yunlizhihui (Industry application solution)