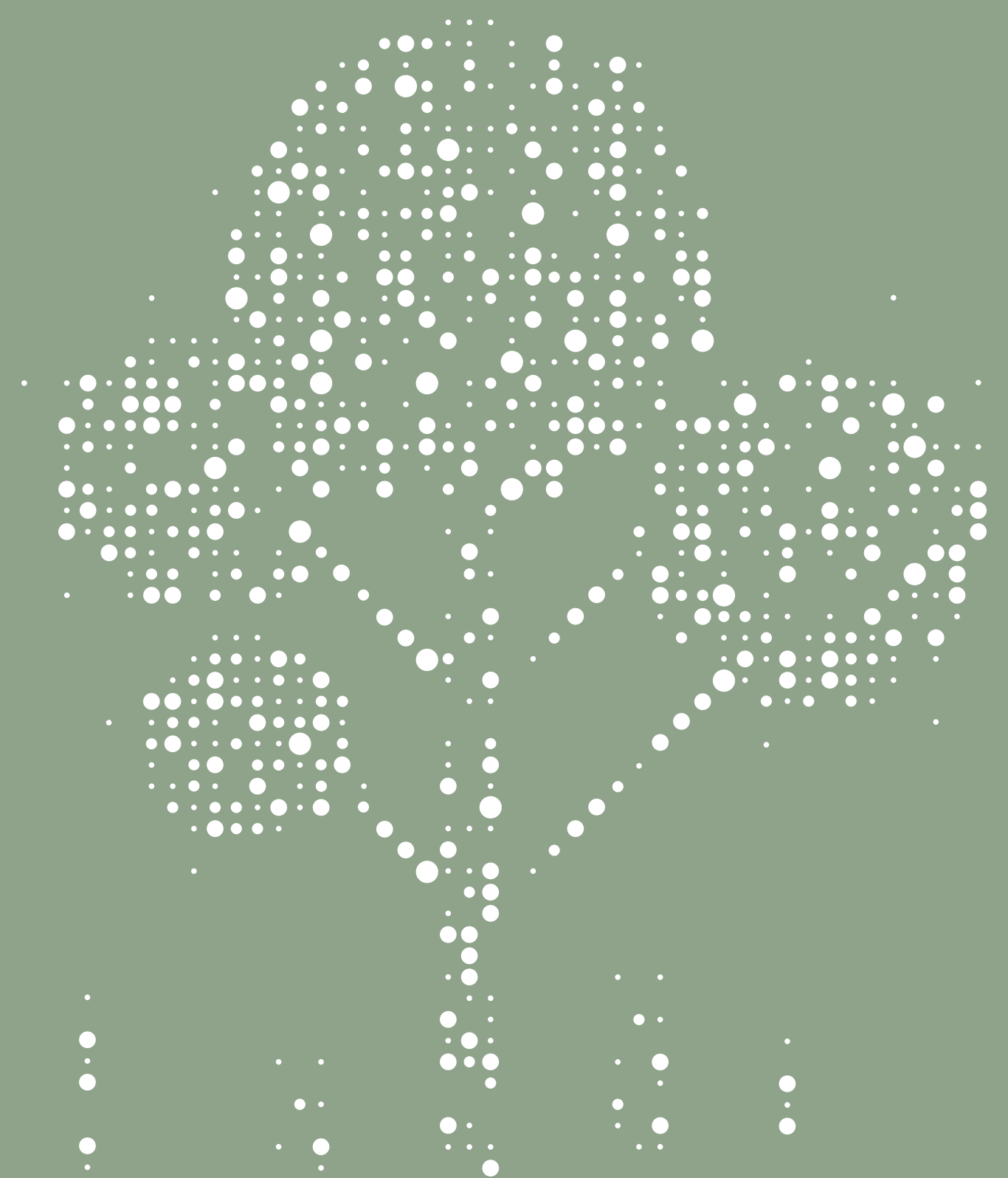




# DIGITALIZATION AND OUR EFFICIENCY





By grasping the new opportunities arising from informatization and upholding the principal philosophy of "value-driven, seeking steady yet progressive growth and efficient development", the Group has maintained steady growth in its overall performance over the past years and has gradually entered a stage of high-quality development, with an on-going optimization of its customer and business structure, a stabilizing profit margin and a significant increase in cash flows. Despite the network investment decrease of domestic telecommunications operators, the Group still realized a sustained steady growth in the domestic telecommunications operator market through transforming growth momentum and continuously increasing its market share. At the same time, through constant innovation and transformation, the core businesses from domestic non-telecom operator customers recorded a rapid growth in last three years, which become a new growth driver for the Company.

