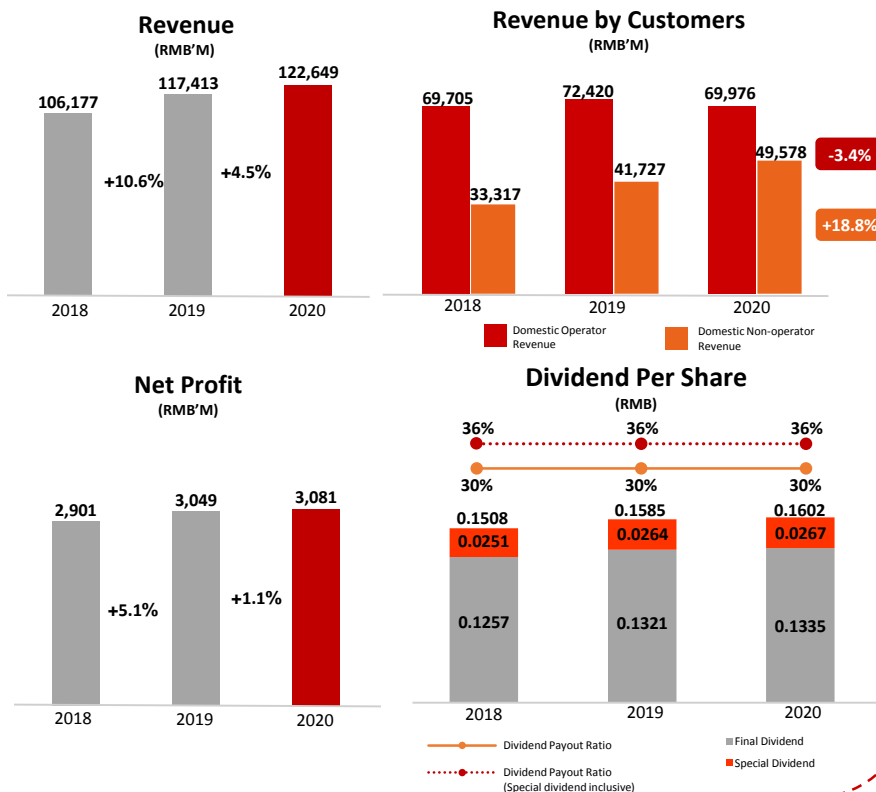


## Who We Are

China Communications Services Corporation Limited (“China Comservice”) is a leading service provider in the informatization sector in the PRC that adheres to the position as a “New Generation Integrated Smart Service Provider”, plays the part in “4 Roles”<sup>1</sup> and provides integrated comprehensive smart solutions for the informatization and digitalization sectors. The Company is also the largest telecommunications infrastructure service group in China that offers a range of unique one-stop integrated services along our customers' value chain. Our major shareholders include the three telecommunications operators in the PRC - China Telecommunications Corporation, China Mobile Communications Group Co., Ltd. and China United Network Communications Group Company Limited.

In 2020, COVID-19 pandemic brought **unprecedented pressure and challenges** to the Group’s operation. The Group captured the **accelerated demand for New Infrastructure** such as 5G and upgrade of smart city, and leveraged its capabilities and advantages to actively promote the resumption of work and production, therefore ensuring that **the operating results of the full year realized a positive growth**.

## Financial Performance at a Glance



## 3 Key Businesses

### Telecommunications Infrastructure (TIS) Services

- Design - Construction - Supervision

### Business Process Outsourcing (BPO) Services

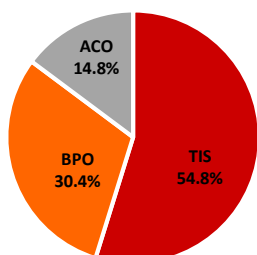
- Network Maintenance
- Property Management - Supply Chain
- Products Distribution

Core BPO

### Applications, Content and Other (ACO) Services

- System Integration - Software Development &
- Value-added Services System Support

### Revenue Mix by Businesses (2020)



## 3 Customer Groups

### Domestic Operator Customers

- China Telecom - China Mobile
- China Unicom - China Tower

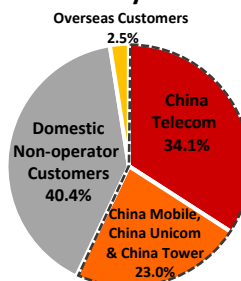
### Domestic Non-Operator Customers

- Government Agencies - Small and Medium Enterprises
- Industrial Customers (Construction, Internet & IT, Transportation, Electricity...)

### Overseas Customers

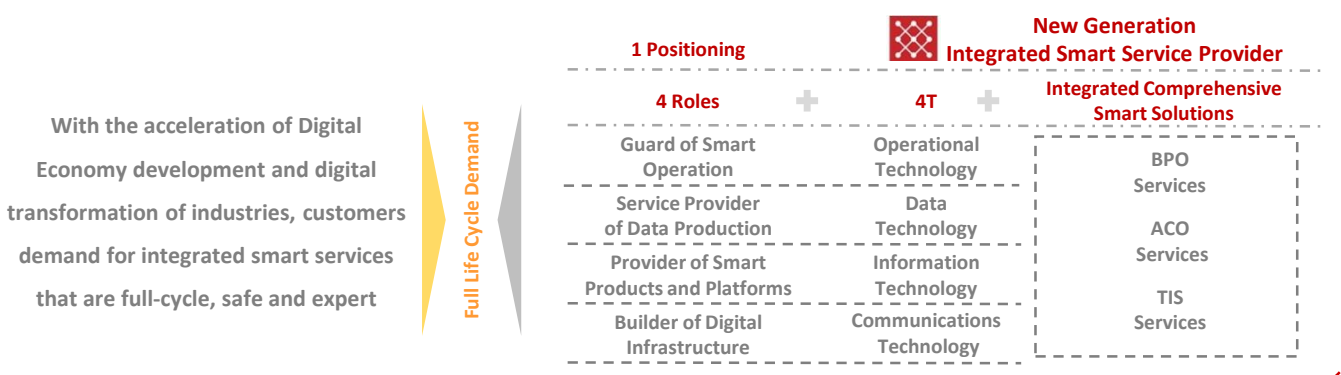
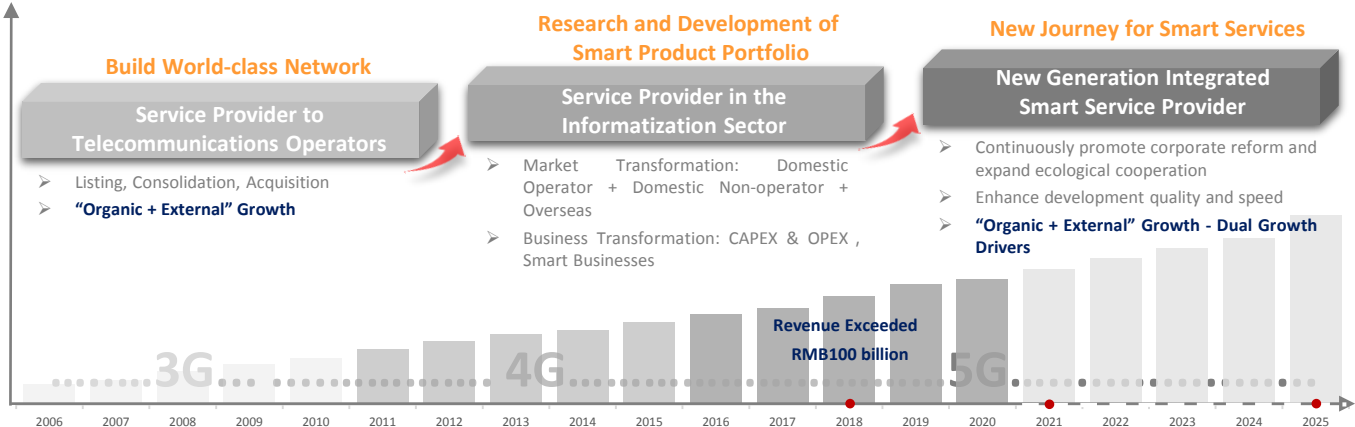
- Customers in emerging markets, including Southeast Asia, the Middle East and Africa

### Revenue Mix by Customers (2020)



<sup>1</sup> “4 Roles”: “Builder of Digital Infrastructure”, “Provider of Smart Products and Platforms”, “Service Provider of Data Production” and “Guard of Smart Operation”.

# Seize New Opportunities from Digital Transformation



## Why Invest In Us

- Being a listed state-owned enterprise with **revenue scale exceeded RMB 100bn**, we have been striving to provide competitive integrated comprehensive smart solutions in the digital era, and with **over 30 smart products** targeting various industry applications
- Being the **largest** telecommunications infrastructure service group in China, **possessing decades of experience and capabilities** in the field of communications and informatization sectors
- The three telecommunications operators in China are all shareholders and customers of the company, maintaining **close relationship** all along
- Diversified** customer and business mix. One of the companies benefiting the most from the opportunities in **telecom sector, digital transformation and New Infrastructure (including 5G) development**
- Achieved **overall stable and sustainable growth in its full year results** regardless of different industry cycles in recent years
- Maintain **robust financial position** and provide relatively stable and sustainable dividend to shareholders
- Seasoned management team** with strong execution capabilities, well recognized corporate governance and IR best practices

## Share Information

**Stock Code:** 00552 (Hong Kong Stock Exchange)

**Listing Date:** 8 December 2006

**IPO Price:** HK\$2.2 per share

**Total Issued Shares:** 6,926,018,400

- Domestic Shares: 4,534,598,160
- H Shares: 2,391,420,240

**Board Lot:** 2,000 shares

**As at 31/12/20:**

- Closing Price: HK\$3.42 per share
- Market Capitalization : ~HK\$23.7billion (~ US\$3.0billion)

**Financial Year End:** 31 December

## Awards and Recognition

- Honored Companies in Asia
- Ranked 3<sup>rd</sup> in Best CEO, Best CFO, Best IR Program, Best IR Team, Best ESG

**Institutional Investor**

- Best CEO
- Best CFO
- Best Investor Relations

**Corporate Governance Asia**

- Titanium Award
- Best Investor Relations Team

**The Asset**

Ranked 86<sup>th</sup>

**2020 FORTUNE China 500**

Ranked 5<sup>th</sup>

**100 Most Competitive Software & IT Service Enterprises 2020**

## IR Contact

Tel: (852) 3699 0000  
Fax: (852) 3699 0120

Email: [ir@chinaccs.com.hk](mailto:ir@chinaccs.com.hk)  
Website: [www.chinaccs.com.hk](http://www.chinaccs.com.hk)

Address: Room 1101-1102, 11/F, Great Eagle Centre,  
23 Harbour Road, Wanchai, Hong Kong