



China Mobile

International

China Mobile International

One Point . One Connection . One World



China Mobile

International

ABOUT US

- CMCC
- CMI
- CMI Milestone
- Core Value
- Global Presence



China Mobile Communications Corporation (CMCC)

/ China Mobile Communications Corporation was established on April 20, 2000. It has a registered capital of 300 billion Yuan and assets of more than one trillion Yuan.

/ China Mobile owns 72.72% of China Mobile Limited which is listed on The Stock of Hong Kong Limited (HKEx: 0941).

/ China Mobile boasts the world's largest network and customer base with high market and brand value.



4.72 MILLION
Base Stations



937 MILLION*
Mobile Subscribers



264 COUNTRIES*
International Roaming



781 MILLION*
4G Customers



9 YEARS



No.36



No.28

5G Development

- On 6 June 2019, China Mobile obtained the 5G licenses for commercial use and started operating 5G Digital Cellular Mobile Service in 50 cities in China.
- In April 2020, China Mobile has successfully connected 5G on Mount Everest which is the highest 5G base station in the world.
- Located in Taiyuan, Shanxi, the first of 5G coal mine launched on 18 June 2020. It built and connected 5G in deep mine with 534m.
- 5G network was available on Hong Kong-Zhuhai-Macao Bridge in July 2020 which built in 24 5G base stations. The average rate achieved 600Mbps on the bridge with a 5G network.



390 THOUSAND
5G Base Stations



173 MILLION
5G Package Customers



2000+
Industry-leading
showcases



Over 17 MILLION
Cumulative Activation
for 5G Devices





Carrier Market

iCONNECT

Enterprise Market

iSOLUTIONS

Mobile User Market

CMLink JegoTrip

China Mobile International Limited (CMI)

- China Mobile International Limited (CMI) is a wholly-owned subsidiary of China Mobile Limited, mainly responsible for the operation of China Mobile's international business.
- In order to provide better services to meet the growing demand in the international telecommunications market, China Mobile established a subsidiary, CMI, in December 2010. Leveraging the strong support by China Mobile, CMI is a trusted partner that provides comprehensive international telecom services and solutions to international enterprisers, carriers and mobile users.
- Headquartered in Hong Kong, CMI has expanded our footprint in 37 countries and regions.

Our Vision

A seamless, carefree and borderless digital life globally

Our Mission

To be a future contributor of China Mobile's global value and a trustworthy partner in the industry



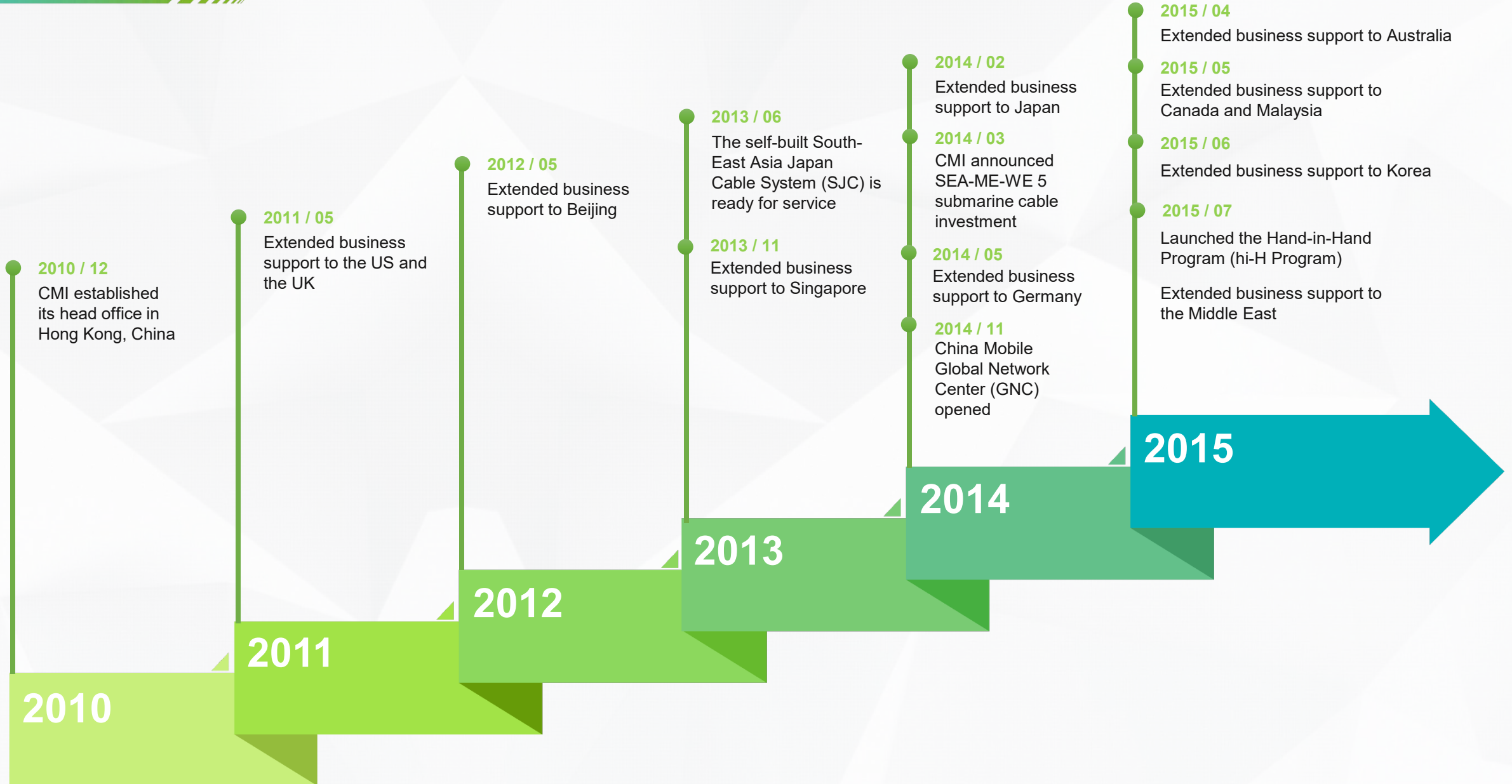
CMCC

- **WSIS Prizes 2020**
Champion
- **China Media Group's 2019 Chinese Brand Power Grand Ceremony**
Top Ten Model Brands of the Year
- **The Asset ESG Award 2019**
Gold Award
- **Corporate Governance Asia's 15th Corporate Governance Asia Recognition Awards 2019**
The Best of Asia - Asia's Icon on Corporate Governance
- **HKICPA's 20th Annual Best Corporate Governance Awards**
Sustainability and Social Responsibility Reporting Awards
- **Institutional Investor's 2019 All Asia Executive Team Poll**
Most Honored Companies in Asia
- **The International Annual Report Design Awards (IADA) 2019**
Gold Winner
- **2019 International ARC Awards**
Silver Winner
- **2018 Vision Awards Annual Report Competition**
Gold Award

CMI

- **Asia Communication Awards 2020**
Regional Operator of the Year
- **Telecom Review Excellence Awards 2020**
Best Asian Wholesale Operator
- **Global Carrier Awards 2020**
Best Asian Wholesale Carrier
- **CC Global Awards 2020**
The Best 'Cloud' Innovative Operator
- **HR Asia 2020**
Best Companies to Work for in Asia
Most Caring Companies Award
- **Telecoms World Awards 2019**
Best Enterprise Service
- **Telecom Review Excellence Awards 2019**
Best Asian Operator
- **HR Asia 2019**
Best Companies to Work for in Asia







Corporate Culture

- We are part of China Mobile – The World No.1 Telecom Operator. We have our vision as “a seamless, carefree and borderless digital life globally” and we are striving “to be a future contributor of China Mobile’s global value and a trustworthy partner in the industry”.
- Our success and rapid growth are built on the entrepreneurial and striving spirit, and enduring focus on meeting the customer needs and satisfaction. We integrate The CMI Way in everything we do to create a people focused organization and we believe a strong sense of shared values enable us to create a cultural aligned organization.

CMI Core Values



build mutual
Trust

undertake our
Responsibility

Care
for You





37

Footprints
Worldwide



APAC

China (4) | Singapore | Malaysia | Thailand | Sri Lanka | Bangladesh | Japan | Korea | Australia | Indonesia | Philippines | India | Vietnam | Cambodia | Laos | Myanmar



Europe

U.K. | Germany | France | Russia | Kazakhstan | Luxembourg | The Netherlands | Spain | Italy



Africa and the Middle East

Kenya | South Africa | U.A.E.



Americas

U.S. (3) | Canada | Brazil | Mexico





China Mobile

International

Network Resources

- Cable Systems
- Gateway
- Local Ring
- PoPs

Network Resources

Cable Systems



70+ Cable Resources Worldwide

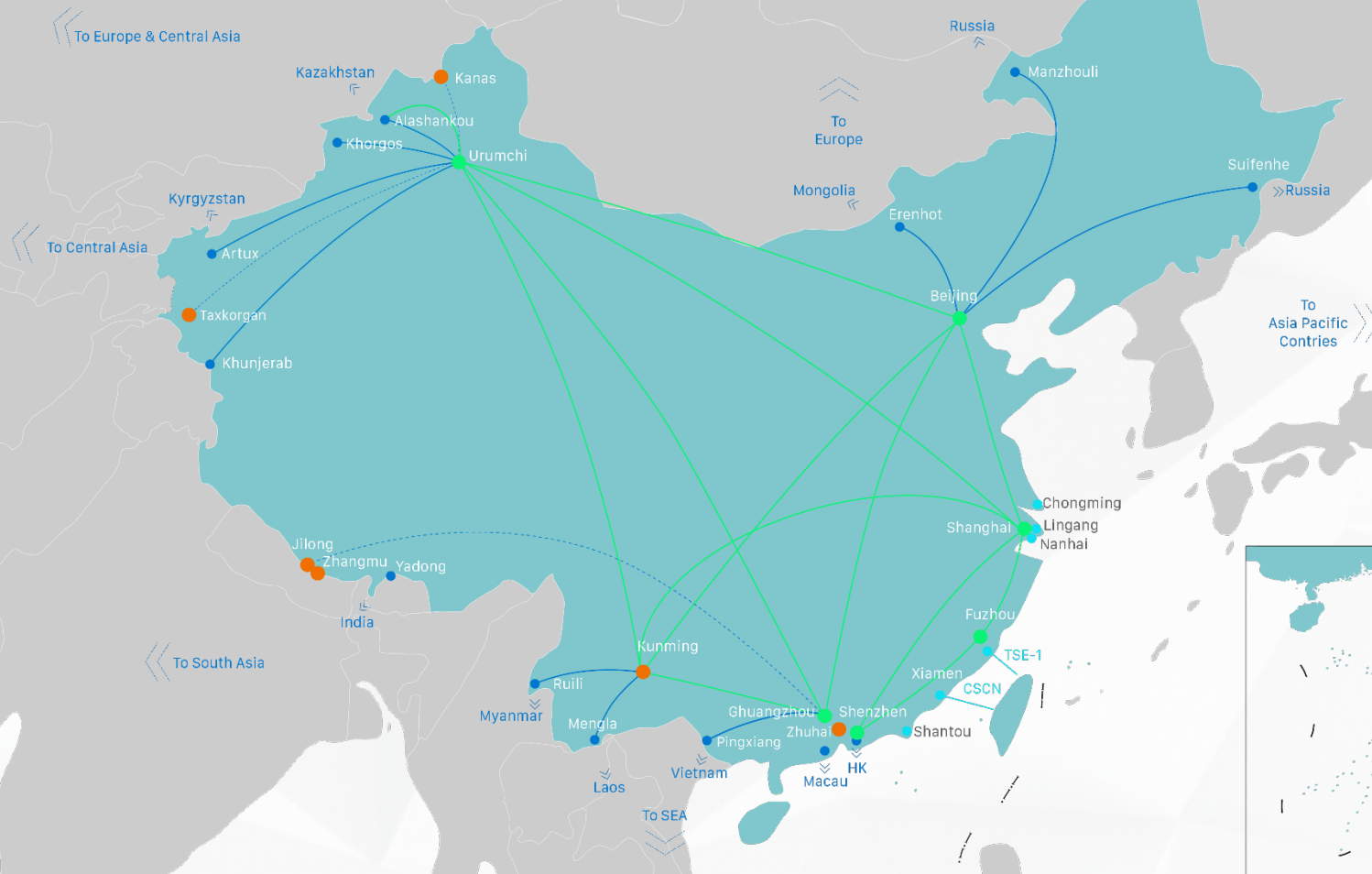
90T+ International Transmission Bandwidth

9 Self-built Submarine Cable

8 Terrestrial Cable Investment





Network Resources

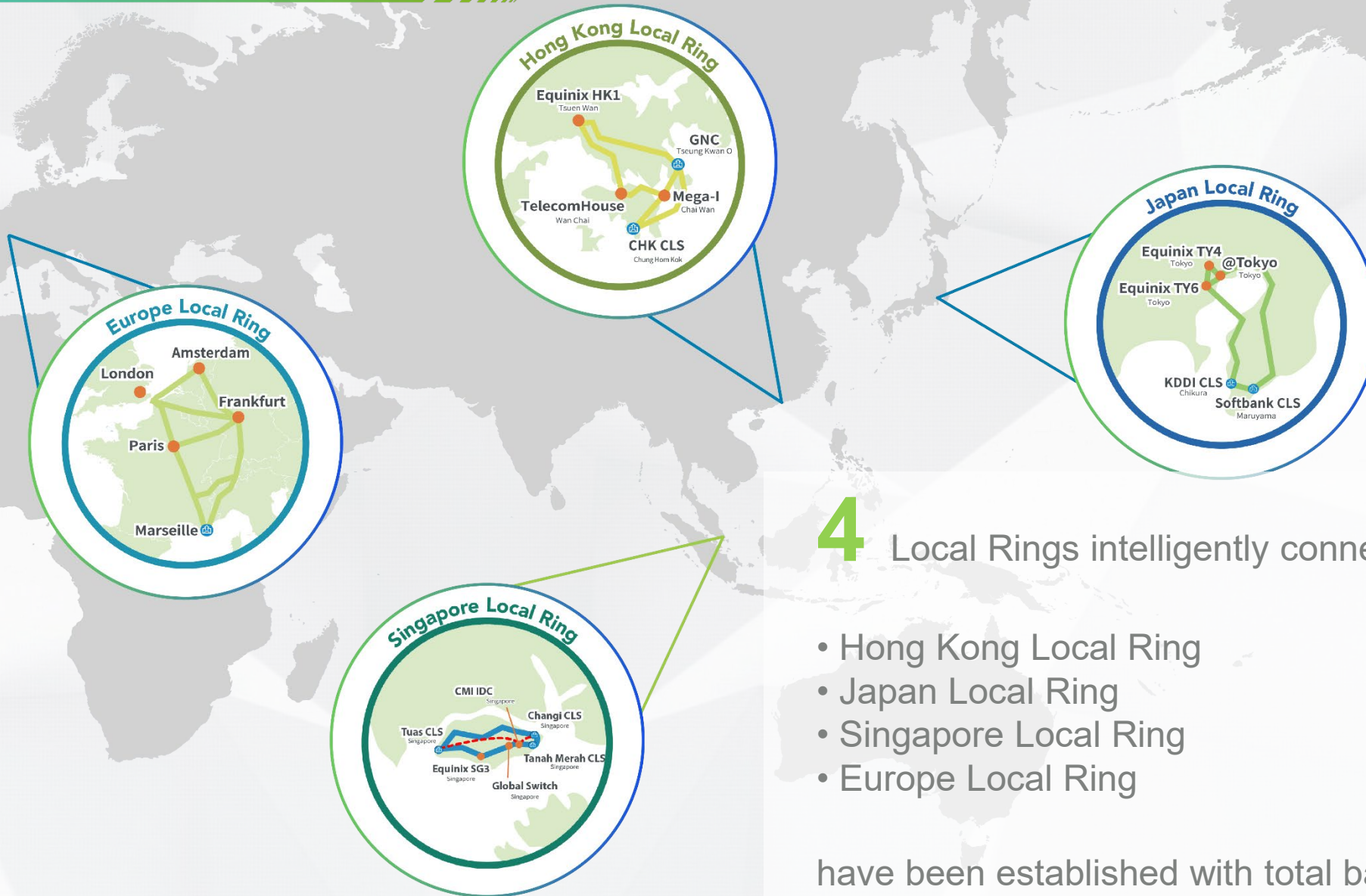
Gateway



25 Cross Border Terrestrial Cable Systems



-  ITMC
-  Cable landing station
-  Border station
-  Under development



4 Local Rings intelligently connected

- Hong Kong Local Ring
- Japan Local Ring
- Singapore Local Ring
- Europe Local Ring

have been established with total bandwidth of **30T**

Network Resources

Global PoPs Layout



180+ PoPs Worldwide

54 In APAC

62 In Europe

36 In Americas

28 In Africa and the Middle East



China Mobile

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iCONNECT

Carrier Market





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International

Evolve Together

While consolidating our global role in the roaming market, CMI continues to strengthen its suite of capabilities for all kinds of carrier solutions. Second to none, we are committed to taking our carrier service to the next level and pursuing our goal of delivering even better services, as well as convenience, to our many partners around the world.

Your Connect-All Carrier Solution



China Mobile

International

iCONNECT
VOICE



iConnect Voice[∞]
iConnect Voice+
iConnect Voice

iCONNECT
SMS



iConnect P2P
iConnect A2P

iCONNECT
MOBILE



iConnect IPX
iConnect Signaling

iCONNECT
DATA



iConnect Data Line
iConnect IP Transit
iConnect IDC
iConnect CDN
iConnect SD-WAN
China Connect

iCONNECT
PRO



VABusiness
- Content
VAEquipment
- Device
- Power Cabinet
VAService
- Clearing

iCONNECT
IOT



IoT China SIM
IoT Global SIM
IoT CMPaaS
IoT Roaming
IoT Solutions





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International



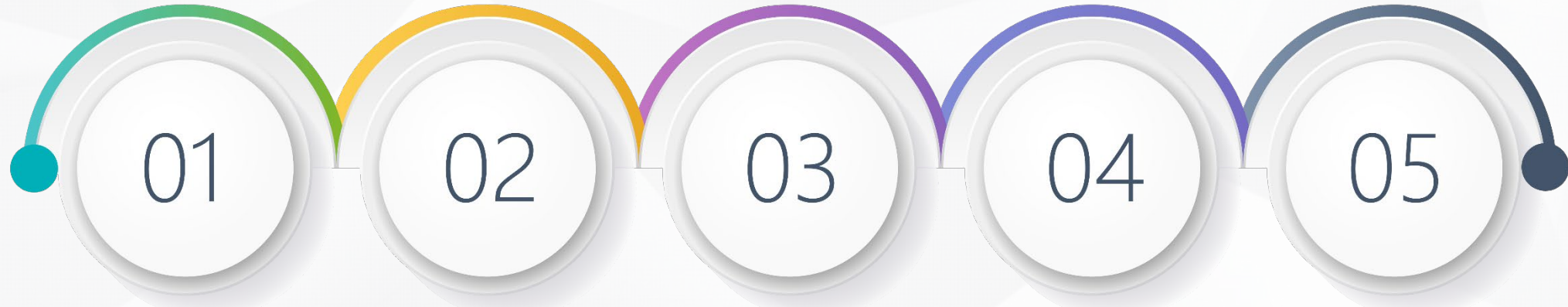
iSOLUTIONS

Enterprise Market

One-stop Infrastructure-based Solutions to Expand Your Business Globally

CMI's suite of enterprise solutions delivers both flexibility and agility in order to ensure that the needs of all company sizes, from small business to large multinational corporations, are effectively met.





iSolutions Cloud

- Cloud Connect
 - SD-WAN
 - Multi-Cloud
- SaaS Marketplace
- Application Acceleration Network
- Content Delivery Network

iSolutions Connectivity

- IPLC/IEPL
- MPLS VPN
- IP Transit
 - EVPN

iSolutions Data Center

- Hong Kong GNC
- Singapore DC
 - London DC
 - Frankfurt DC

iSolutions ICT

- Office Setup
- Equipment Purchase
- Unified Communication
- Professional Service
- Managed Service

iSolutions IoT

- IoT SIM
- Smart Hardware
- Smart Tracking
- Smart Home
- Smart Campus



China Mobile

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Mobile User Market

- JegoTrip
- CMLink



International Telecom Service

Roaming Data Service

- Hassle-free experience with 1 card 1 device, easy to use data service
- Official channel with In-App exact information enquiry

VoIP Services

- Receive calls and SMS all around the world for free
- Make free in-app calls to 200 + countries / Regions with your original number
- Answer and make calls using internet network when there is no mobile phone signal
- Use local number to call a taxi and order food overseas at ease

Travel Service

- Flight Ticket
- Hotel
- Train Ticket
- Travel Product

In-Trip Tool

- Map Service
- Online Translation
- Exchange Rate
- Emergency Contact

Other Service

- Travel Tips
- Dining
- Point of Interest
- Shopping
- Accommodation
- Entertainment



Mobile User Market

CMLink



/ Overseas Mobile Service provides global and local mobile connectivity.

Missions

Better Serve the Growing Overseas Chinese Community

- One account to manage Overseas and China Mobile services
- One unified service level and experience
- One service provider for Global connectivity
- One platform to fulfill all Chinese travelers' needs

Global Partnership Model

- Create win-win business model with mobile operators around the World

Mobile Service for Overseas Market and Frequent Travelers



UK Mobile Service

- Roam-like home in UK, EU, Mainland China & Hong Kong
- Free calls to Mainland China & Hong Kong mobile numbers



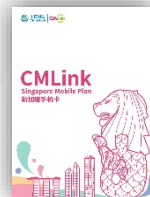
Canada Mobile Service

- Roam-like home in Canada, mainland China and Hong Kong
- No binding contract



Japan Mobile Service

- Unlimited data usage
- Roaming service in over 170 destinations



Singapore Mobile Service

- Cross-border usage in Singapore, mainland China and Hong Kong
- Multiple tiers of pack suits different needs



Thailand Mobile Service

- Roam-like home in Thailand and Mainland China
- Unlimited data usage



Global Data SIM

- A reusable SIM powered by OTA technology
- Enjoy service in over 170 destinations



China Mobile

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The Hand-in-Hand Program

- About Us
- Cooperation Areas
- hi-H Program Partner Coverage

The hi-H Program

About Us



China Mobile

International

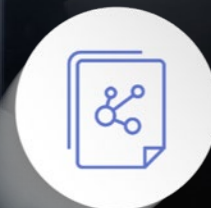
/ Hand-in-Hand Program ("hi-H Program") is a global partnership initiative run by China Mobile Int'l (CMI) and launched on 14th July 2015. Over the years, the concept of the global partnership is strengthening by this voluntary association between the members from different telecom sectors such as global telecom providers, application providers and telecommunication equipment companies.



/ With a worldwide network covering over a billion mobile users and the sophisticated technical capabilities from hi-H members, our ultimate goal is to collaborate with partners within the ecosystem to deliver the Best Global Experience in High Speed Data Era enriching the digital life experience of individuals and businesses.

Our missions are Openness, Connection, and Collaboration.

/ hi-H Program empowers the connection between members and turn competition to industrial counterparts. Members pool their resource, expertise and knowledge to collaborate seamless and borderless products and services. Furthermore, through the ongoing workshops, all members work as a team and believe the partnership will lead to synergy which will benefit all parties in long run.



Openness



Connection



Collaboration

/ With a worldwide network covering over a billion mobile users and the sophisticated technical capabilities from hi-H members, our ultimate goal is to collaborate with partners within the ecosystem to deliver the Best Global Experience in High Speed Data Era enriching the digital life experience of individuals and businesses.



01

Mobile

Cooperation and sharing in IOT, better QoS & Roaming solution.

/ The Cooperation Area is divided into three major Working Groups covering Mobile, Data and Innovation Telecom Technology. The objective of our Working Groups is to bringing the major telecom service providers together, so as to facilitate the enhancement of the service quality, advancement in telecom technology.

02

Data

Bring global network and IDC resources together, share strategy for new products.

/ Members in the relevant business area are invited to join those Working Groups, to strengthen each other's business strategy and development. It brings together industry experts to develop new concepts as well as facilitate joint development initiatives among the members.

03

Innovative Telecom Technology

Share successful experience. Facilitate business innovation and cooperation in M2M & Mobile technology.

/ Participation in the Working Groups is voluntary. Group or individual workshops are held periodically as the process of generating, developing and communicating new ideas.

The hi-H Program

hi-H Program Partner Coverage

The hi-H Program has had an extensive footprint across the world covering

2,900,000,000+
Mobile Subscribers

27 leading industry counterparts including

- AT&T
- Airtel
- Chunghwa Telecom
- Deutsche Telekom
- KT Corporation
- Orange
- StarHub
- Telstra
- TIS
- Turk
- True
- Veon
- Vodafone



Thank You



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