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## CHINA UNICOM LIMITED

## 中國聯通股份有限公司

(Incorporated in Hong Kong with limited liability under Companies Ordinance)

#### ANNOUNCEMENT

Pursuant to the policy adopted by the Company for further enhancing the transparency of the Group and timely providing additional information to the shareholders, investors and general public, the Board is pleased to disclose selected key financial data (unaudited) and operational statistics of the Group for the first three quarters ended 30 September 2002.

Pursuant to the policy adopted by China Unicom Limited (the "Company" together with its subsidiaries "the Group") for enhancing the transparency of the the Group and timely providing additional information to the shareholders, investors and general public, the Board is pleased to disclose selected key financial data (unaudited) and operational statistics of the Group for the first three quarters ended 30 September 2002.

Selected key Financial Data (Unaudited) and Operational Statistics for the first three quarters ended 30 September 2002 are as follows:

| For the three quarters ended 30 September 2002 | For the six months ended 30 June 2002   |
|--|---|
|  |   |
| 28.43 billion                                  | 17.99 billion   |
| 20.60 billion                                  | 13.32 billion   |
| 1.53 billion                                   | 0.45 billion  |
| 3.87 billion                                   | 2.42 billion  |
| 2.43 billion                                   | 1.80 billion  |
|  | quarters ended 30 September 2002  28.43 billion 20.60 billion 1.53 billion 3.87 billion |

# Operational Statistical Data (Notes 1 and 2)

| GSM Services: Aggregated Number of GSM Cellular Services   |               |                |
|--|---------------|----------------|
| Subscribers  | 36 14 million | 33.133 million |
| - Post-Paid Subscribers                                    |               | 17.519 million |
| - Pre-Paid Subscribers                                     |               | 15.614 million |
| Aggregated Net Addition of GSM Cellular Subscribers        | 9.11 million  |                |
| - Post-Paid Subscribers                                    |               | 1.03 million   |
| - Pre-Paid Subscribers                                     | 7.46 million  |                |
| Total Minutes of Usage (minutes)                           | 44.85 billion |                |
| Average Revenue Per User Per Month (ARPU)                  | 70.4 RMB      |                |
| Minutes of Usage Per User Per Month (MOU)                  | 157.5 minutes |                |
| Short Message Service (SMS) (number of messages)           | 4.02 billion  | 2.3 billion    |
| Network Capacity (number of subscribers)                   | 41.38 million | 39.976 million |
|  |               |                |
| CDMA Services:   |               |                |
| Aggregated Number of CDMA Cellular Services                |               |                |
| Subscribers  | 2.284 million | 0.936 million  |
| Aggregated Net Addition of CDMA Cellular Services          |               |                |
| Subscribers  | 2.284 million | 0.936 million  |
| Total Minutes of Usage (minutes)                           | 2.25 billion  | 0.71 billion   |
| Average Revenue Per User Per Month (ARPU)                  | 148.4 RMB     |                |
| - Additional Users APRU                                    | 195.6 RMB     | 155.8 RMB      |
| - Ex-Great Wall Users APRU                                 | 75.1 RMB      | 75.5 RMB       |
| Minutes of Usage Per User Per Month (MOU)                  | 274.3 minutes |                |
| Short Message Services (SMS) (number of messages)          | 72.38 million | 4.74 million   |
| Leased CDMA Network Capacity (number of subscribers)       | 4million      | 4 million      |
| International & Domestic Long Distance Telephony Services: |               |                |
| Aggregated Usage Volume of Outgoing Calls of Circuit       |               |                |
| Switched Long Distance Telephone (minutes)                 | 4.72 billion  | 2.91 billion   |
| - Domestic Long Distance                                   | 4.62 billion  | 2.84 billion   |
| - International, Hong Kong, Macau & Taiwan Long            |               |                |
| Distance   | 0.10 billion  | 0.07 billion   |
| Aggregated Usage Volume of Outgoing Calls of IP            |               |                |
| Telephone (minutes)  | 4.63 billion  | 2.80 billion   |
| - Domestic Long Distance                                   | 4.54 billion  | 2.75 billion   |
| - International, Hong Kong, Macau & Taiwan Long            |               |                |
| Distance   | 0.09 billion  | 0.06 billion   |
|  |               |                |
| Internet Services:   |               |                |
| Aggregated Number of Internet Subscribers                  | 6.33 million  | 4.433 million  |
|  |               |                |

Paging Services:

Aggregated Number of Paging Subscribers 20.408 million 23.681 million

Network Infrastructure:

Optical Fiber Network (kilometer)

Long Distance Backbone Network (kilometer)

450 thousand
410 thousand
96 thousand

Notes:

1. All the Aggregated Numbers recorded for the three quarters ended 30 September 2002 and the six months ended 30 June 2002 are aggregated data reported at 24:00 on 30 September 2002 and at 24:00 on 30 June 2002 respectively.

- 2. The accounting periods of Aggregated Net Addition and Aggregated Usage Volume recorded for the three quarters ended 30 September 2002 and the six months ended 30 June 2002 are the period from 0:00 on 1 January 2002 to 24:00 on 30 September 2002 and the period from 0:00 on 1 January 2002 to 24:00 on 30 June 2002 respectively.
- 3. The financial data for the six months ended 30 June 2002 are unaudited figures extracted from the unaudited financial statements contained in the interim announcement of the Company dated 5 September 2002, while financial data for the three quarters ended 30 September 2002, which were prepared under Hong Kong Generally Accepted Accounting Practice have not been reviewed or audited by the auditors.

### Discussion and Analysis of Certain Data and Statistics as stated above

The Group continued to achieve overall satisfactory operating results in the third quarter of 2002. Total operating revenue for the three quarters ended 30 September 2002 was RMB 28.43 billion, representing an addition of RMB 10.44 billion in revenue in 3 months to the Group's total revenue recorded for the six months ended 30 June 2002. GSM cellular business continued its rapid growth and the total aggregated number of GSM cellular subscribers reached 36.14 million, representing a net increase of 3.007 million subscribers in 3 months to the subscriber base as of 30 June 2002. As the proportion of GSM pre-paid subscribers continued to rise, GSM ARPU declined slightly from RMB 71.6 in the first half of 2002 to RMB 70.4 in the first three quarters of 2002, representing a decrease of RMB 1.2. The Group's cellular business maintained satisfactory growth and total revenue from cellular business reached 22.13 billion, representing 77.84% of the Group's total revenue for the three quarters ended 30 September 2002.

As of 30 September 2002, the aggregated number of CDMA cellular subscribers was 2.284 million subscribers, with a net increase of 1.348 million subscribers in 3 months to the subscriber base as of 30 June 2002. The aggregated CDMA ARPU increased to RMB 148.4 as the proportion of additional users in the subscriber base continuously increased.

As of 30 September 2002, the total revenue from the Group's long distance, data and Internet reached RMB 3.87 billion representing 13.6% of the Group's total revenue for the three quarters ended 30 September 2002. The aggregated usage volume of outgoing long distance calls through PSTN and IP telephony services reached 9.35 billion minutes, representing an addition of 3.64 billion minutes in 3 months to the total usage volume recorded up to 30 June 2002.

Due to the accelerating pace of cellular substitution, the Group's total number of paging subscribers as of 30 September 2002 was 20.408 million, decreased by 3.273 million when compared to the paging subscriber base as of 30 June 2002.

#### **Caution Statement**

The Board wishes to remind investors that the above financial data and operational statistics are based on the Group's internal records and management accounts. The above financial data for the three quarters ended 30 September 2002 have not been reviewed or audited by the auditors and the financial data for the six months ended 30 June 2002 was extracted from the unaudited financial statements contained the interim announcement dated 5 September 2002. Investors are cautioned not to unduly rely on such data and statistics. In the meantime, investors are advised to exercise caution in dealing in the shares of the Company.

By order of the Board
CHINA UNICOM LIMITED
Ngai Wai Fung
Company Secretary

Hong Kong, 17 October 2002

Please also refer to the published version of this announcement in South China Morning Post.