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Mr. Wang Xiaochu

Chairman & CEO

Mr. Zhu Kebing

Executive Director & CFO

Mr. Fan Yunjun

Executive Director & Senior Vice President



Overall results

Financial performance





Actively transformed & implemented in-depth mixed-ownership reform, sustainably enhancing growth quality & profitability



Timely adjusted mobile development priority to drive long-term development & value maximisation



Innovative businesses continued to grow robustly with capabilities strengthened



Rolled out 5G network "co-build co-share" to effectively enhance edges & return



To capture new opportunities & create new value by sharpening China Unicom's 5Gⁿ unique edges



Deepen "Five New" establishment to firmly promote high-quality development



Focus, Innovation & Cooperation

Assure Growth & Promote Transformation

(RMB Mil)	2018	2019	Change YoY
Service Revenue ¹	263,683	264,386	0.3%
Industry Internet Revenue	23,008	32,860	42.8%
EBITDA ²	84,913	94,358	11.1%
As % of Service Revenue	32.2%	35.7%	3.5рр
Net Profit ³	10,197	11,330	11.1%
Basic EPS (RMB)	0.333	0.370	11.1%

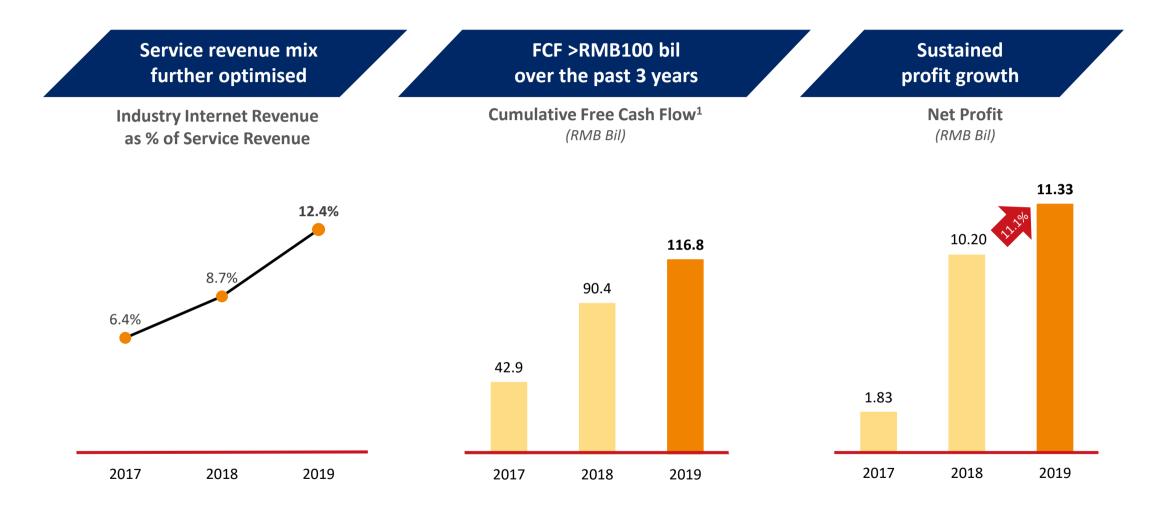
Note: Unless otherwise stated in this presentation,

- 1. Service revenue = operating revenue sales of telecommunications products.
- 2. EBITDA = profit for the year before finance costs, interest income, shares 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





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, i.e. free cash flow = operating cash flow – CAPEX – capital element of lease rentals paid

Strong Growth Momentum of Innovative Businesses



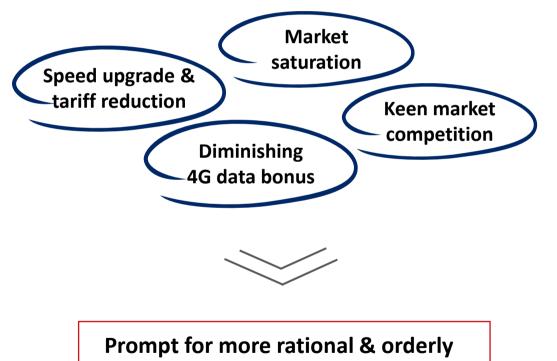
Industry Internet Revenue (RMB Bil)



- Promoted the new integrated sales model ("cloud + smart networks + smart applications"), focusing on application products in key industries
- Established innovative mechanism segregated from fundamental service, strengthened incremental return sharing mechanism, piloted core employee stock ownership scheme & profit sharing incentive for tech positions
- Strengthened innovative talent development with over 7k talents acquired on a market-oriented basis, including leading talents of CTO & senior experts at subordinate companies
- Deepened business cooperation with strategic investors & industry leaders, with a number of JVs established, creating powerful alliance & synergising edges
- Leverage scale benefits to progressively expand margin
- Actively nurture innovative 5G + vertical applications



Strong headwinds



market competition

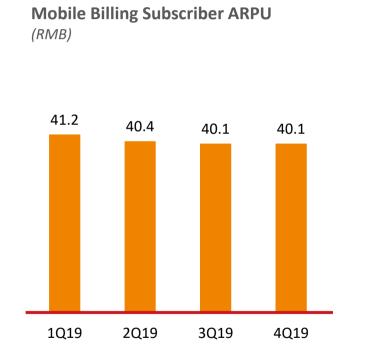
Since 2H19, the Company has upheld self-discipline on rational & orderly competition & deepened innovative transformation to lay a solid foundation for long-term development & value maximisation

- Shifted focus from subscriber scale to quality & value
- Continued to strengthen Internet-oriented transformation & innovative differentiated operations
- Rigorously controlled customer acquisition cost, ineffective & low-value products & channels
- 2019:
 - Mobile service revenue **↓** 5.3% YoY

 - Net profit 🕇 11.1% YoY

To Drive Mobile ARPU & Revenue Steady-to-Rising

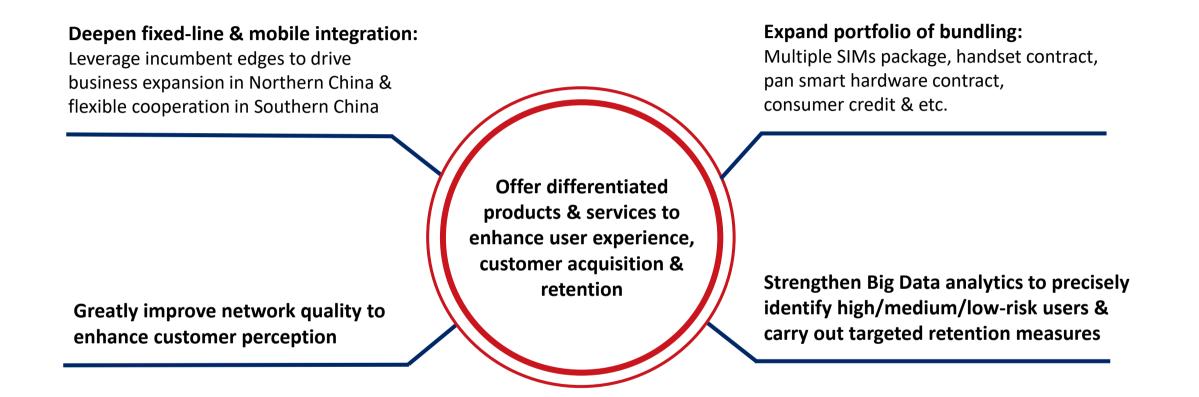




- 2020: ongoing efforts to uphold self-discipline on rational & orderly competition and promote consumption upgrade via innovative 5G applications
- Step up promotion of new products integrating "communication capability + smart hardware + content & applications"
- Actively develop mid-to-high-end differentiated products by innovative cross-territory services and leveraging privileges, content & financial tools to enhance product value, while strongly expanding smart home products, etc.
- Leverage Big Data analytics to enhance targeted marketing & customer retention
- Expect 5G subscriber (network user) growth to accelerate in 2H20, in pace with accelerated network deployment, proliferation & declining price of 5G terminals, more prevalent innovative applications

Mobile Number Portability (MNP)



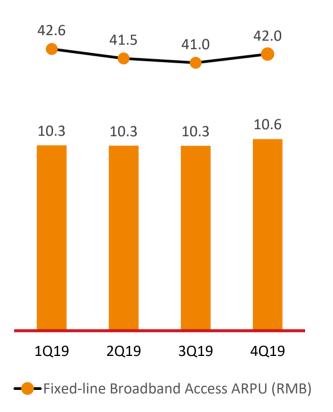


Since the implementation of MNP on 27 Nov 2019 (for about 3 months), <a>(0.2% of total mobile subscribers ported in or out respectively on a cumulative & voluntary basis.

Broadband Revenue Rebounded Sequentially



Fixed-line Broadband Access Revenue (RMB Bil)



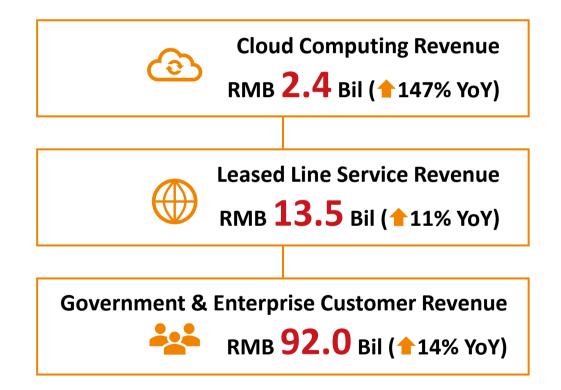
Showcasing high-speed & smart home products advantages

- Adhered to rational & disciplined competition, promoted high-quality gigabit broadband products in Northern China & provincial capitals in Southern China
- Further raised network utilisation & deeply pushed forward broadband cooperation in Southern China
- Built new 2I2H & 2B2H broadband marketing model
- Advanced the promotion of smart home products: WO Family "fixed-line", "smart surveillance", "video platform" & "home network deployment" to drive broadband access business, while facilitating other revenue growth (revenue in 2019: RMB3.4 Bil, ¹55% YoY)
- Focus on the integrated development of "fixed-line broadband + mobile service + smart hardware"



Integrated business model of "cloud + smart networks + smart applications" promoted the mutual development of innovative business & fundamental business

- Strengthened centralised operation & drove synergy across "cloud, network, edge, node & business"
- Built cloud-based capability platform through eco-system cooperation
- Government & Enterprise premium network (SDN) deployed in >220 cities
- Created industry Internet solutions & products
- Launched "5G Lighthouse Initiative" to appeal & engage with industry-leading customers





Lift vibrancy, promote growth & control cost

Market-oriented Incentive Mechanism	Expanded Mixed-ownership Reform to Subordinate Companies
 Better achieved "staff in & out", "post up & down" & "compensation up & down" 	 Yunnan Branch Expanded socialised operational cooperation to entire province Net loss further reduced by ≈RMB100 mil in 2019
 Approved unlocking of Phase I Unicom A Share Company's employee restrictive shares scheme 	 Guangxi Branch Recruiting socialised operational partners in 7 cities
Optimised Staff Structure	• Smart Steps Digital Technology (a Big Data service provider)
 A total of >7k talents in innovative businesses 	 Introduced JD Digits as strategic investor Smart Connection Technology (China Unicom's IoV subsidiary) Introduced 9 strategic investors, including the
	 Incentive Mechanism Better achieved "staff in & out", "post up & down" & "compensation up & down" Approved unlocking of Phase I Unicom A Share Company's employee restrictive shares scheme Optimised Staff Structure A total of >7k talents in innovative

5G Network Deployment



Maintain focused deployment, while fully leveraging "co-build co-share" advantages Dynamic investment with due regard to technology advancement, value chain maturity, market & business demand, etc.

Achieve 5G network quality comparable with the leading operator



- Covered 50 cities with >60k 5G BTS (of which China Unicom built >40k)
- All newly built 5G BTS by China Unicom & China Telecom were co-shared since end of Nov 2019

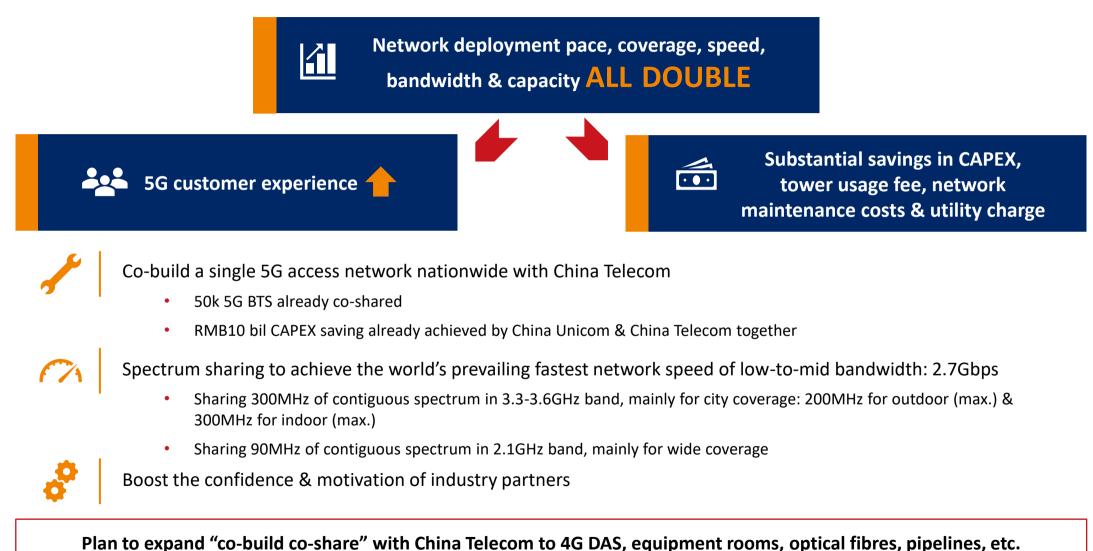


- Co-build & co-share with China Telecom 250k 5G BTS covering all cities in China, targeting to complete by 3Q20
- Commence 5G network upgrade to SA (standalone) with commercialisation during 2020



5G Network "Co-build Co-share" Sharpens Edges & Return





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Short-term revenue driver: eMBB & consumer market



5G business: cultivation first with scale to follow; revenue contribution accelerates over time



Build 5G capability aggregation & open platform; leverage innovative cooperative model to drive featured services such as HD/4K/8K video, AR/VR, cloud gaming, etc.



Promote extensive value-chain cooperation to build a 5G pan-smart device ecosystem, integrating "device + content + application" to empower consumer Internet market development



Strengthen the differentiated advantages in 5G+eSIM & terminal operations; leverage agile supply chains to expand product boundary & value chain cooperation



Focus on 5G touchpoint & O2O multi-dimensional scenario for targeted marketing



Mid-to-long-term revenue driver: eMBB, mMTC, URLLC; Enterprise application revenue >> consumer application revenue

- Focus on key industries e.g. new media, industrial Internet, transportation, education, medical care & cultural tourism, in collaboration with industry leaders, to create typical 5G showcase applications
- Accelerate industry products incubation "smart connection + data traffic" products, "centralisation + operation" products, "open platform + application" products
- Promote industry eco-system with solid development of "China Unicom 5G **Application Innovation Alliance**"
- Incorporate 5G+ABC elements into industry solutions to create competitive advantages



5G+ smart port



Remote first-aid coordinated among 3 locations



demo on river inspection



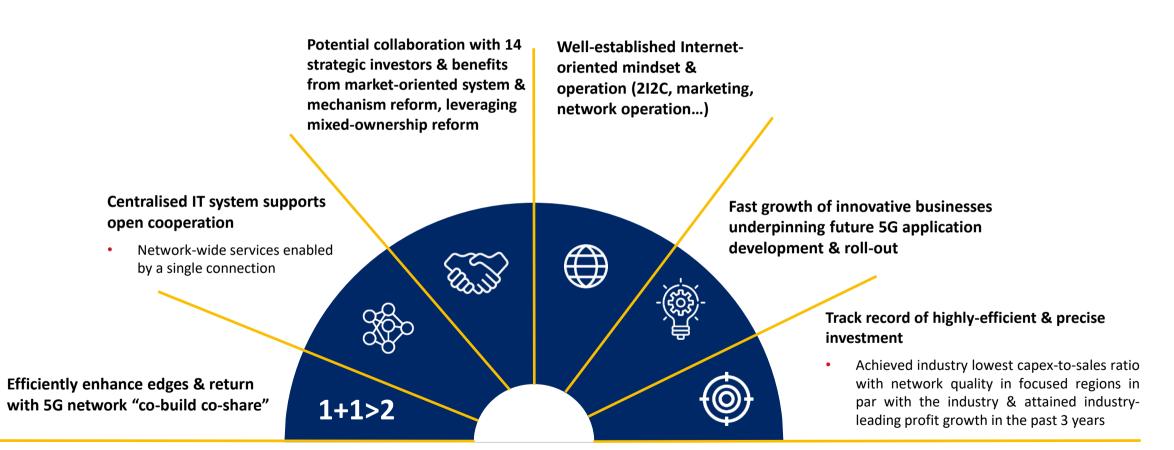
5G pilot Internet of Vehicles (IoV)

In 2019: **30** showcase projects, **20** innovative applications, **15** open laboratories

> **5** 5G application standards >600 alliance members



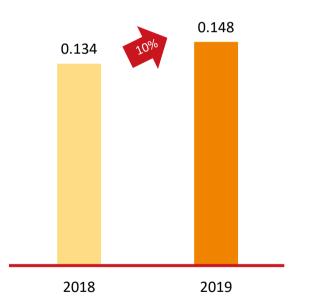
To drive revenue growth & value enhancement in future



Dividend Hike Tracked Profit Growth



Final Dividend Per Share (RMB)



- High regard for shareholder returns
- With due regard to the Company's profitability, debts, cash flow & capital requirements for future development, etc., the Board recommended to pay a final dividend per share of RMB0.148, representing a dividend payout ratio of 40%
- Will continue to strive to enhance profitability & shareholder returns in future

Strive to Turn Adversity into Opportunities in Addition to Precise Epidemic Control



Accelerate comprehensive Internet-oriented operation transformation & innovate on communications service offerings, striving to assure effective epidemic control & business operation

Undertaking social responsibility



Fully leverage the unique edge of nationwide centralised Big Data capability to provide the government with analytics on people flow; make use of new technologies such as Big Data, AI & 5G to support precise epidemic control and smart public administration, resumption of work & business production

Short-term challenges



Adverse impact on customer acquisition, business development, network deployment, risk of bad debt

New opportunities

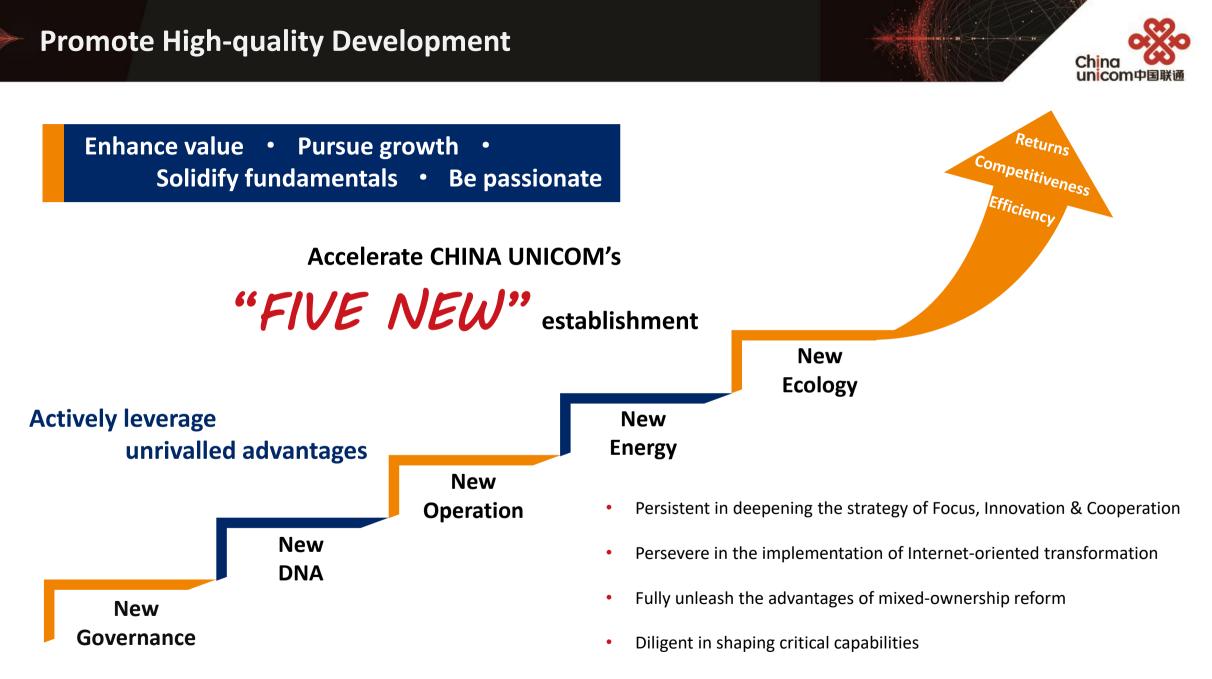


Accelerated demand by economy & society for transformation on digitisation, cyberisation & intelligence

Strive to turn adversity into opportunities



Innovate on communications service offering, strengthen O2O integrated operation & leverage unique edge of centralised IT system to promote nationwide cross-territory service sign-up; actively promote informatisation application products such as "5G + thermal imaging" body temperature screening, remote diagnosis, remote office, remote education & cloud video conferencing, etc.



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Overall results

Financial performance



(RMB Mil)	2018	2019	Change YoY
Operating Revenue	290,877	290,515	-0.1%
Operating Expenses	(281,741)	(279,237)	-0.9%
Operating Profit	9,136	11,278	23.4%
Finance Costs	(1,625)	(2,123)	30.6%
Interest Income	1,712	1,272	-25.7%
Share of Net Profit of Associates ¹	2,477	1,359	-45.1%
Share of Net Profit of Joint Venture ²	598	646	8.0%
Other Income - Net	783	1,735	121.6%
Income Tax	(2,824)	(2,795)	-1.0%
Net Profit	10,197	11,330	11.1%

Note:

1. Share of net profit of associates mainly included share of net profit of China Tower Corporate Limited ("China Tower"). In August 2018, China Tower was listed on the Stock Exchange of Hong Kong and issued new shares, leading to a change in the Group's shareholding percentage in China Tower and causing the Group's share of net profit of associates accounted for under equity method to increase by RMB1,474 mil.

2. Share of net profit of joint ventures mainly included share of net profit of Merchants Union Consumer Finance.



(RMB Mil)	2018	2019	Change YoY	
Operating Expenses	(281,741)	(279,237)	-0.9%	
Interconnection Charges	(12,579)	(11,513)	-8.5%	Mainly due to decline in interconnection voice traffic
Depreciation & Amortisation	(75,777)	(83,080)	9.6%	 Excluded the impact of the adoption of IFRS 16,
Network, Operation & Support	(55,077)	(43,236)	-21.5%	 Excluded the impact of the adoption of IFRS 16,
Employee Benefit	(48,143)	(50,516)	4.9%	
Costs of Telecommunications Products Sold	(27,604)	(26,412)	-4.3%	Mainly due to lower sales of telecommunications products
- Handset Subsidy ¹	(957)	(795)	-17.0%	
Selling & Marketing	(35,170)	(33,545)	-4.6%	Mainly due to rigorous control of customer acquisition costs
G&A & Others	(27,391)	(30,935)	12.9%	 Mainly due to increasing service costs associated with the rapid growth of ICT business

Note:

1. Costs of telecommunications products sold in 2019 was RMB26,412 mil, down by 4.3% YoY. Sales of telecommunications products was RMB26,128 mil, down by 3.9% YoY. Loss on telecommunications products sales was RMB284 mil, among which RMB795 mil was handset subsidy.



The Company has adopted IFRS/HKFRS 16, "Leases" since 1 January 2019. Subject to practical expedients allowed by the standard, the Company recognised a lease liability and a corresponding "right-of-use" asset for all applicable leases, and recognised interest expense accrued on the outstanding balance of the lease liability and depreciation of the "right-of-use" assets. The Company has elected to use the modified retrospective approach for the adoption of the standard, i.e. it will not restate the comparative figures for years/periods prior to its initial application, and will recognise the cumulative effect of initial application as adjustments to the opening balances of total assets, total liabilities and retained earnings in the current period.

(RMB Mil)	2018	2019 (comparable basis ¹)	Change YoY
Depreciation & Amortisation	(75,777)	(72,501)	-4.3% • Mainly benefited from good control of CAPEX in recent years
Network, Operation & Support	(55,077)	(54,581)	-0.9% • Mainly benefited from the effective control of maintenance costs & lower utility charges
- Tower Usage Fee	(15,982)	(17,652)	 Mainly due to the increased tower usage brought by newly added 4G and 5G base stations
Finance Costs	(1,625)	(774)	-52.4% • Mainly due to the lower average interest-bearing debts during the year backed by healthy FCF
EBITDA	84,913	82,821	-2.5% • Mainly due to increased initiative in industry Internet business
Free Cash Flow	47,517	26,371	-44.5% • Mainly due to the change in working capital & higher CAPEX
Liabilities-to-Assets Ratio	41.8%	39.3%	-2.5pp • Mainly due to the decrease in liabilities

Note:

1. Excluded the impact of the adoption of IFRS 16 in 2019. Comparable data are for illustration purpose only and investors are cautioned not to rely on the above data.



✓ Profitable Business Development ✓ Healthy Free Cash Flow

2019

- CAPEX: RMB56.4 bil
- Of which 5G CAPEX ≈RMB7.9 bil, mainly including the tentatively agreed amount of 5G access network equipment
- Prioritised investment to satisfy "5G+4G" premium network, innovative business & other demands
- Network quality & customers' perception on the rise in focused regions
 - NPS for mobile & broadband up by 7.2 & 8.1 points respectively from last year
 - Industry-leading 4G downlink & uplink average speed
 - Industry-best network latency performance

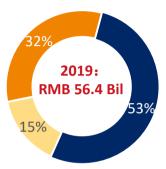
2020E

- CAPEX budget: ≈RMB70.0 bil
- Of which 5G CAPEX ≈RMB35.0 bil, mainly including investment in 5G access network equipment, core network, ancillary transmission, business platforms & billing system upgrade, etc.
- Efficiently co-build 5G network with China Telecom
- Demand-driven investment for 2B market with sound business models

Network Edges Further Strengthened



CAPEX Structure





Mobile network

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

Strengthen the synergy between business & network to enhance customer perception & business growth

2019

- Significantly improved the depth of coverage
 & wide coverage in rural area with greatly enhanced customer reputation
 - 4G BTS¹ reached 1.41 mil, including a net addition of 240k LTE 900MHz BTS
- VoLTE service commercialised nationwide
- Expedited intelligent network upgrade by advancing SDN, NFV & cloudification
- >60k 5G BTS in service, of which China Unicom built >40k

"Co-build co-share" >250k 5G BTS with China Telecom, covering all prefectural cities nationwide

2020E

- Further improve LTE 900MHz coverage & suspend other 4G investment & projects of no business urgency
- Certain provinces successfully upgraded 4G BTS to 5G BTS by software at 2.1GHz band, while equipped with 3G / 4G / 5G functions through SDR
- Promote 2/3G network decommission/ frequency release by regions to lower network operating costs & refarm spectrum

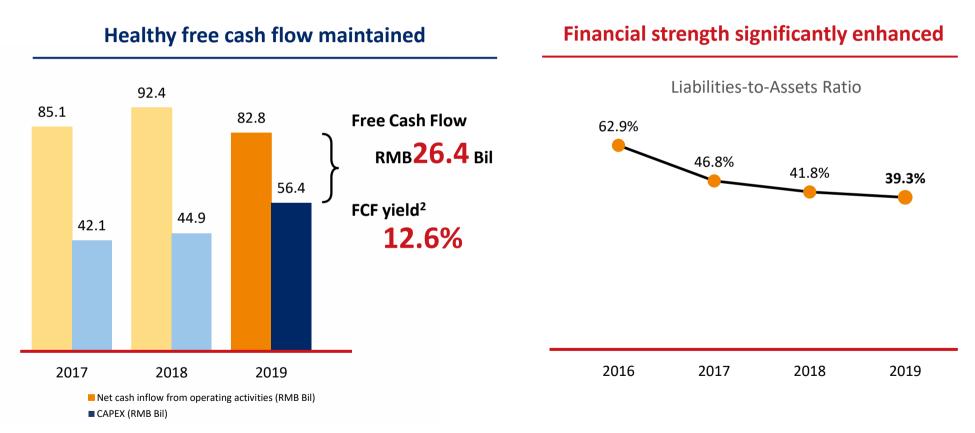
Note:

Included both outdoor BTS and indoor DASs

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Well-positioned to capture new 5G opportunities & create new value



Note:

1. The above 2019 data excluded the impact of the adoption of IFRS 16. It is for illustration only & investors are advised not to rely on the above data

2. FCF yield = free cash flow / average market capitalisation of the Company

To Elevate Shareholder Value through Quality & Efficiency Enhancement



Activate operating assets with innovation to improve efficiency, especially for property Improve the strategy execution system by better aligning with budgeting & performance assessment to achieve a closed-loop management model

Timely optimise management mechanism & work flow to meet the needs in transformation Strengthen value management with focus on free cash flow; enhance cash flow management by aligning investment with return & outgoings with revenue

Strengthen problem & riskoriented audit control; optimise the risk prevention & control mechanisms



Thank You !

Asia's No.1 Most Honored Telecom Company



Asia's No.1 Best Managed Telecommunications Company





(RMB Mil)	2018	2019	Change YoY
Mobile Service Revenue	165,064	156,381	-5.3%
Voice	35,482	30,164	-15.0%
Data Traffic	105,582	103,432	-2.0%
Others	24,000	22,785	-5.1%
Fixed-line Service Revenue	96,295	105,659	9.7%
Voice	10,583	9,314	-12.0%
Broadband Access	42,314	41,574	-1.7%
Others ¹	43,398	54,771	26.2%
Other Service Revenue	2,324	2,346	0.9%
Sales of Telecommunications Products	27,194	26,128	-3.9%
Total	290,877	290,515	-0.1%

Note:

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



(RMB Mil)	As at 2018.12.31	As at 2019.12.31
Current Assets	75,909	83,595
Non-current Assets	464,411	478,904
Total Assets	540,320	562,499
Current Liabilities	214,910	205,190
Non-current Liabilities	11,124	36,554
Total Liabilities	226,034	241,744
Total Equity	314,286	320,755



		Unit	2018	2019
	Billing Subscribers	Mil	315.036	318.475
	Billing Subscriber ARPU	RMB	45.7	40.4
Mobile Business ¹	Total Handset Data Traffic	Bil MB	21,686.5	31,620.7
	Handset User DOU	GB	5.9	8.0
	Handset User MOU	Mins	222	193
Incl: 4G	Subscribers	Mil	219.925	253.766
	ARPU	RMB	53.3	44.5
	DOU	GB	8.6	10.7
Fixed-line Broadband	Subscribers	Mil	80.880	83.478
Business	Access ARPU	RMB	44.6	41.6
Fixed-line Local Access	Subscribers	Mil	55.899	54.215
Business	ARPU	RMB	14.3	12.0

Note:

1. Mobile business data includes 5G subscribers



(RMB Bil)	2018	2019	Change YoY
IDC	13.75	16.21	17.9%
IT Services	5.61	10.02	78.4%
Internet of Things	2.08	3.04	45.7%
Cloud Computing	0.96	2.36	147.0%
Big Data	0.61	1.23	103.0%
Total	23.01	32.86	42.8%



Leverage partners' strengths to boost new energy for innovative development

Touchpoint

- Further expanded Internet touchpoints & privilege cooperation with Tencent, Alibaba, Baidu, JD.com & Didi, etc.
- Made use of e-vouchers to launch cross-sector cooperation with Alibaba, JD.com & Suning.com
- As of Dec 2019, 2I2C subs reached nearly 100 mil



Deeply cooperated with Baidu's iQiyi on IPTV content & with Tencent Video, etc. on mobile video

Payment and Finance

- WO Wallet forged online cooperation with e-commerce platforms of JD.com, Alibaba & Suning, etc
- Jointly promoted credit instalment services with Ant Financial
- Cooperated with JD.com to jointly launch credit score products



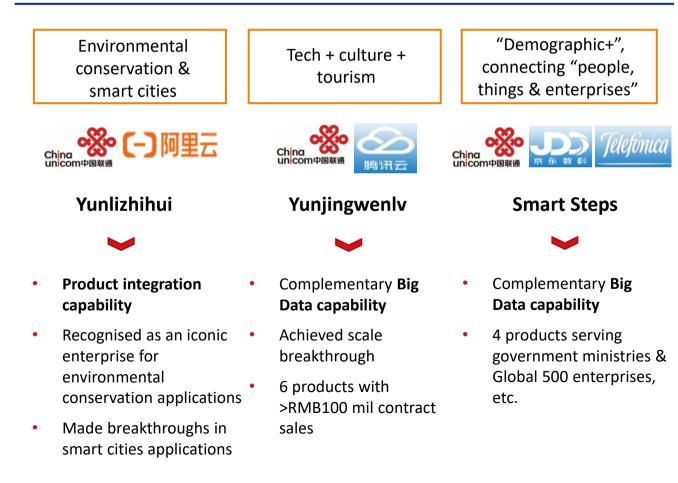
Smart Home

Fundamental telecommunication capabilities deeply integrated with the smart hardware & content applications of Internet companies such as Baidu, Alibaba & Tencent, creating new & competitive products



Synergetic, innovative, powerful & win-win alliance

Capital Cooperation



Business Cooperation

- Public cloud cooperation with Alibaba & Tencent
 - "Cloud Fibre Smart Enterprise" project revenue: RMB660 mil (¹2.2x), of which application revenue accounted for 33%
- Cloud Connect Network: signed online traffic lead agreement with Alibaba, Tencent, Baidu & JD.com, etc.
 - Traffic lead with Alibaba in operation
- **Big Data:** financial anti-fraud products with Tencent, credit score products with JD.com

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- Enhanced extensive cooperation in fundamental telecom services with strategic investors, e.g. China Life, Alibaba, Tencent, Baidu & JD.com
- In 2019, revenue of telecommunication services provided by China Unicom to its strategic partners
 15% YoY

📩 ІоТ

- Cooperated with Alibaba & Tencent on smart door lock & smart watch, etc.
- Kicked off comprehensive cooperation with Alibaba, Tencent, JD.com & other strategic partners in mobile payment, travel services & smart wearable, etc. Number of connections 10 mil with revenue ≈RMB100 mil

5G+AI

- Cooperated with JD.com on smart logistics, focusing on logistics warehousing, & jointly formulate China Unicom's "5G+ logistics product portfolio"
- Worked with Baidu focusing on 5G, Internet of Vehicles & AI, and set up a joint 5G laboratory to promote the commercialisation of L3 autonomous driving in specific scenarios; promoted AI in smart cultural tourism applications
- Partnered with Tencent to roll out a differentiated live broadcast platform cloud product for e-sports industry, which made debut in China Innovation Esports (CIE)
- Carried out in-depth cooperation with Alibaba in 5G smart applications e.g. new retail, new manufacturing, urban brain, smart construction, etc., & successfully launched related services