For Immediate Release

Microsoft and Hutchison Global Communications Bring Power of the Cloud to Hong Kong's Enterprises

Industry leaders collaborate on offering first partner-hosted cloud services to target business sector in Hong Kong

Hong Kong, December 14, 2010 - Microsoft Hong Kong and Hutchison Global Communications Limited (HGC), the fixed-line operation Telecommunications Hong Kong Holdings Limited (HTHKH; SEHK: 215) today signed a memorandum of understanding on a strategic collaboration to make the powerful benefits of cloud computing readily accessible to different business segments in Hong Kong including SMEs and Education. Under this collaboration, HGC will become the first strategic partner of Microsoft Hong Kong as well as the first operator in Hong Kong to provide partner-hosted cloud services with its world-class datacenters in Hong Kong, using Microsoft's latest cloud technologies. When these services are available, customers will enjoy unparalleled cloud performance that combines the strengths of the two companies.

HGC's datacenters in Hong Kong will deploy Microsoft technologies, including Microsoft System Center, Windows Server virtualization and the Dynamic Data Center technology. These technologies will enable HGC to build a scalable and virtualized infrastructure on its high-speed fibre-to-the-building (FTTB) network, and to pool, allocate and manage its network and data centre resources to provide its customers with cloud services and value-added services, such as on-demand virtualized servers & platform resources, clustering, network, and storage.

With these unique capabilities based on Microsoft's server platform, HGC will provide cloud services to SMEs – Hong Kong's largest business sector – and other organizations that usually lack IT resources, such as schools and non-government organizations (NGO). The collaboration with Microsoft will also allow HGC to tailor cloud services, such as development, hosting and management of applications, to meet corporate customer needs.

"Microsoft is going full force with cloud computing, having already invested US\$2.3 billion in 2009 alone," said Peter Yeung, general manager of Microsoft Hong Kong. "We share a common vision and belief with Hutchison Global Communications that the benefits large organizations are already experiencing from the cloud should be shared with smaller businesses. HGC's cloud services will complement our existing cloud offerings, and will transform the way small businesses and organizations adopt and consume IT for their own operations."





"Hutchison Global Communications owns one of the most extensive fibre-to-the-building networks in Hong Kong. Leveraging our FTTB network and data centre facilities, we provide our corporate customers with world-class connectivity, co-location and facilities management offerings. The collaboration with Microsoft builds on the comprehensive services we already provide," said Peter Wong, chief executive officer of HTHKH. "We can now offer an end-to-end experience to businesses especially of small and mid-size – everything from infrastructure and applications development to customer service. We believe our cloud services will cater to the genuine needs of customers who are new to the cloud, lack IT resources or are concerned about local compliance issues."

The most obvious service advantage is the cost savings it will enable. Not only will customers be able to dramatically save costs by off-loading IT management and maintenance to HGC, they will also be able to improve the predictability of costs by transforming IT management costs from Capex to Opex, and pay only for on-demand services by flexibly scaling capacity up or down according to their changing business demands.

Furthermore, HGC will assure customers access to highly reliable and secure services with its well-established Network Operations Centre providing around-the-clock network monitoring and technical support, and with customer data stored in its world-class data centres in Hong Kong.

Customers will also be able to take advantage of Microsoft's cloud technologies and value-added services, such as security, storage and application development, as well as maintenance provided by HGC. Moreover, it will also allow customers to refocus their limited IT resources on core business applications.

About Microsoft

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realize their full potential. Microsoft Hong Kong was established in 1991.

About Hutchison Global Communications Limited

Hutchison Global Communications Limited ("HGC") owns one of the most extensive fibre-to-the-building telecommunications networks in Hong Kong. Since its establishment in 1995, it has been fully committed to building its own network infrastructure. With its direct links to networks in Mainland China and the scalability of its global bandwidth capacities, HGC provides instant connectivity around the world, including Asia, North America and Europe.

Riding on HGC's advanced fibre-optic technology, customers enjoy leading-edge services such as Ethernet symmetrical broadband access, corporate data transmission Page 2 of 3





solutions, International Private Leased Circuit services, Internet Protocol Transit services and quality local and overseas call services.

HGC is a subsidiary of Hutchison Telecommunications Hong Kong Holdings Limited ("HTHKH"; SEHK: 215). A leading integrated telecommunications service operator listed in Hong Kong, HTHKH provides sophisticated fixed-line telecommunications solutions to corporate and carrier customers in Hong Kong and around the world under the "HGC" brand. In addition, HTHKH provides advanced mobile and Wi-Fi services, residential fixed broadband, residential telephone line and IDD services in Hong Kong under the "3ree Broadband" brand while delivering mobile services in Macau under the "3" brand. A group member of Hutchison Whampoa Limited (Stock Code: 13), HTHKH deploys the latest telecommunications technology to offer world-class telecommunications services and innovations, setting market trend and steering industry development.

For more information about HGC, see www.hgc.com.hk.

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