

Annual Results

11 March 2021

2020

Certain statements contained in this presentation may be viewed as “forward-looking statements” within the meaning of Section 27A of the U.S. Securities Act of 1933 (as amended) and Section 21E of the U.S. Securities Exchange Act of 1934 (as amended). Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors, which may cause the actual performance, financial condition or results of operations of the Company to be materially different from any future performance, financial condition or results of operations implied by such forward-looking statements. In addition, we do not intend to update these forward-looking statements. Further information regarding these risks, uncertainties and other factors is included in the Company’s most recent Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission (the “SEC”) and in the Company’s other filings with the SEC.

Mr. Wang Xiaochu

Chairman & CEO

Mr. Chen Zhongyue

Executive Director & President

Mr. Zhu Keping

Executive Director & CFO

Overall results

Operating performance

Financial performance

- 1** Enhanced growth quality & profitability sustainably through active transformation & in-depth mixed-ownership reform
- 2** Further delivered success in transformation & innovative development of mobile business
- 3** Successfully achieved 5G network “co-build co-share”, effectively enhancing edges & returns
- 4** Innovative businesses continued to grow robustly with huge value embedded
- 5** Strived to enhance shareholders’ returns & leverage robust business growth to mitigate the pressure from the US Executive Order
- 6** To seize new opportunities of the industry & endeavour to achieve high-quality development

Focus · Innovation · Cooperation

Proactive Transformation

(RMB Mil)	2019	2020	Change YoY
Service Revenue¹	264,386	275,814	4.3%
Industry Internet Revenue	32,860	42,726	30.0%
EBITDA²	94,358	94,139	-0.2%
<i>As % of Service Revenue</i>	35.7%	34.1%	-1.6pp
Net Profit³	11,330	12,493	10.3%
Basic EPS (RMB)	0.370	0.408	10.3%
Dividend per Share (RMB)⁵	0.148	0.164	10.8%

Outperformed industry revenue growth⁴ of 3.6% yoy & GDP growth of 2.3% yoy

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, share 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.
4. Industry data sourced from MIIT website.
5. The proposed 2020 final dividend of RMB0.164 per share is subject to approval by the shareholders at the annual general meeting.

Strived to Turn Adversity into Opportunities in Addition to Precise Pandemic Control

Fulfilled social responsibility



- All-out efforts to combat pandemic, safeguard staff safety and assure stable communications service
- Fully leveraged the unique edges of nationwide centralised IT system & Big Data capability to provide the government with Big Data analytics and launch nationwide cross-region service sign-up
- Innovated on communications service offering to provide smart assurance for the resumption of work, production & schooling
- Actively participated in poverty alleviation to promote sustainable development

Tackled challenges



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

New opportunities



- Accelerated demand by economy & society for digital, cyberised and intelligent transformation

Strived to turn adversity into opportunities



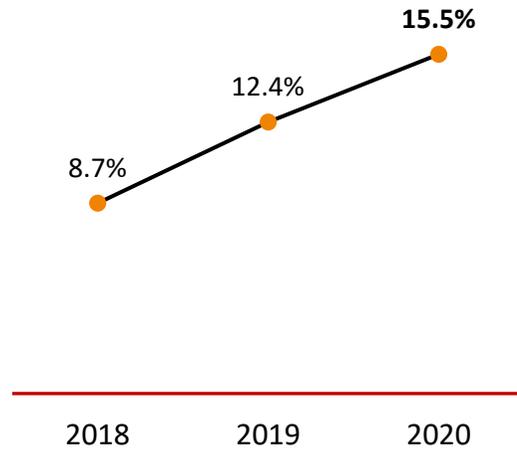
- Sped up comprehensive digital transformation on operation & strengthened O2O integrated operation
- Leveraged unique edge of new digital technology to promote digital application products, such as “5G + thermal imaging” body temperature screening, remote diagnosis, remote office, remote education, cloud video conferencing & AI pandemic monitoring & detection, etc.



Unicom Big Data Co. Ltd. was named
“National Advanced Group in Fighting Against
COVID-19”

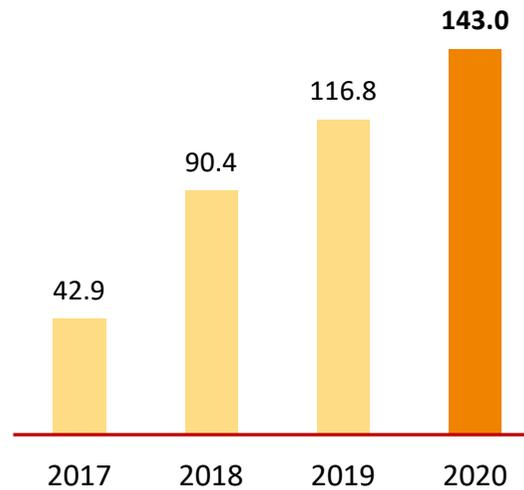
Service revenue mix further optimised

Industry Internet Revenue
as % of Service Revenue



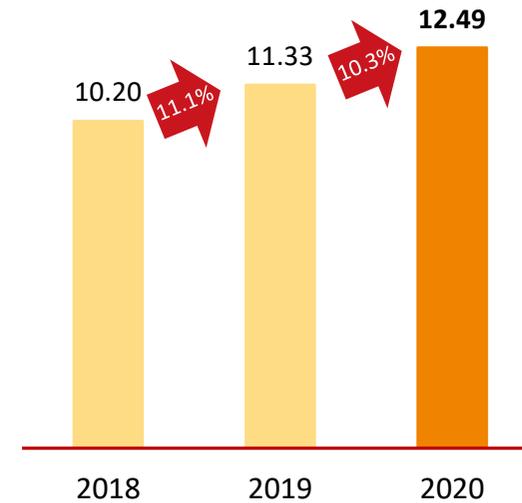
FCF >RMB100 Bil over the past years

Cumulative Free Cash Flow¹
(RMB Bil)



Sustained profit growth

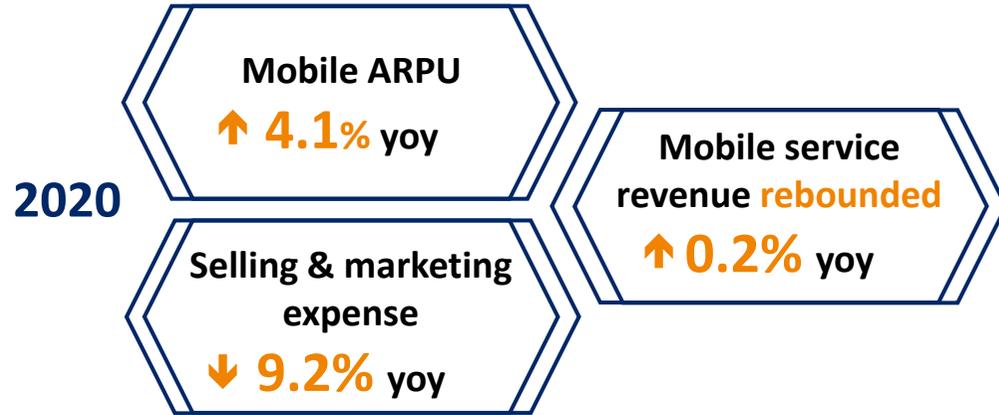
Net Profit
(RMB Bil)



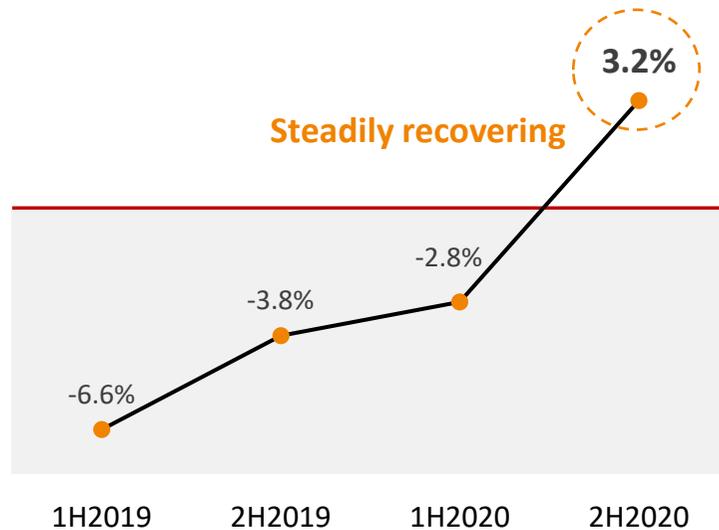
Note:

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 & 2020, i.e. free cash flow = operating cash flow – CAPEX – capital element of lease rentals paid

Further Delivered Success in Transformation & Innovative Development of Mobile Business



Mobile service revenue YoY change



- Strengthened self-discipline on rational & orderly competition to deepen value-oriented operation & promote high-quality & orderly industry development
- Shifted focus from subscriber scale to quality & value
- Continued to strengthen digital transformation & innovative differentiated operations
- Rigorously controlled customer acquisition cost, ineffective & low-value products & channels
- 5G service further strengthened the recovery momentum of mobile service revenue & ARPU in 2H2020, as 5G network, terminal & applications gained maturity

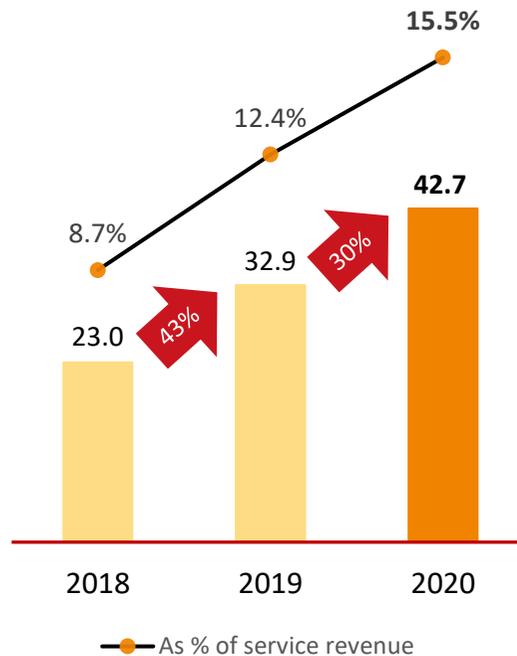
5G package subscriber¹
70.83 mil

5G subscriber market share¹
22.0%
> Overall mobile market share of 19.1%

5G package subscriber penetration¹
23.2%
> Industry average of 20.2%

Note:
1. As of 31 Dec 2020

Industry Internet Revenue (RMB Bil)



- Seized the growth opportunities brought by digital industrialisation & industry digitisation
- Promoted the integrated sales model (“cloud + smart networks + smart applications”), focusing on key industry application products
- Strengthened innovative talent development with over 7k talents; recruited leading & top talents of CTO & architects on market-oriented basis
- Deepened business cooperation with strategic investors & industry leaders, with a number of JVs established, creating powerful alliance & synergising edges
- Enhanced product standardisation & scale replication, while strengthening proprietary innovative capability to expand margin progressively
- Actively nurtured innovative 5G + vertical applications



Maintain focused deployment while saving substantial investments & costs through “co-build co-share”



Dynamic investment with due regard to technology advancement, value chain maturity, market & business demand, etc.



Achieve industry-leading 5G network speed & network quality comparable with the leading operator

5G CAPEX

2020

≈RMB**34.0** Bil

2021E

≈RMB**35.0** Bil



No. of 5G BTS in use:

≈380k¹

≈700k



Net add of 5G BTS:

≈300k

≈320k

(of which China Unicom built nearly half)

(of which China Unicom to build nearly half)



Coverage:

- Achieved coverage in urban areas of all cities nationwide, affluent counties and indoor coverage of major premises, leveraging 3.5GHz frequency band (bandwidth: 200MHz for outdoor (max.) & 300MHz for indoor (max.))

- To extend in-depth & indoor coverage in city urban areas & coverage of major counties & affluent towns, fully leveraging the hybrid deployment of 2.1GHz & 3.5GHz bands; 2.1GHz band is mainly used for wide coverage & general indoor coverage to lower TCO



Network evolution:

- World’s first scale commercialisation of SA network; 100% NFV in 5G Core

- SA network fully compatible, strong push for network slicing, URLLC, 5G private networks & MEC commercialisation

Note:

1: 5G BTS sharing ratio increased from 50% at the beginning of 2020 to 100%

Effectively sharpen edges & return with win-win

5G

- Network deployment pace, coverage, bandwidth & speed **doubled**, boosting 5G customer experience & partners' confidence – as the world's first & largest shared 5G network
- Cumulative savings in CAPEX: **>RMB76.0 Bil** for the two operators combined
- Substantial savings in network costs including tower usage fee, network maintenance costs & utility charges for both parties

4G

- Added 170k “co share” 4G BTS
- **RMB9.0 Bil** in CAPEX savings for the two operators combined
- To explore sharing one single 4G network in rural and indoor area

Infrastructure

- Co-built & co-shared >7,000km of backbone fibres, 41,000km of pole lines, 21,000km of pipelines, saving **RMB2.2 Bil** in CAPEX for the two operators combined
- Promote “co-build, co-share & co-maintain” of transmission resources such as pole lines, pipelines, etc.

Actively push forward the integrated & innovative development of 5G+ industry vertical applications to capture the huge revenue growth potential

- Formed Unicom Digital Technology Co., Ltd. to create integrated & differentiated edges of 5G+ABCDE (AI, blockchain, cloud computing, Big Data, edge computing)
- Successfully commercialised a number of 5G lighthouse projects
- Innovative 5G application products
 - Released 5G independent private network, 5G hybrid private network & 5G virtual private network
 - Built a centralised 5G private network/MEC self-servicing platform



5G Smart Mining

- Underground data collection for “5 flows & 2 surfaces”, 5G VR+AR simulation collaboration, remote control of engineering machinery, unmanned mine trucks, remote coordinated operation & maintenance, etc.



5G Smart Steel Factory

- Private 5G network for steel-making industrial park, 5G unmanned overhead cranes, 5G smart transportation of ferrous water, autonomous vehicles, 5G smart stock yard, 5G cloud plc remote control



5G Auto Manufacturing

- 5G+MEC+cloud AGV, 5G in-vehicle programme loading, 5G real-time upload of vehicle testing data, 5G predictive maintenance, 5G AR-assisted installation

253

5G lighthouse customers

>1,000

5G Application Innovation Alliance members

Strived to Enhance Shareholders' Returns

Endeavor to drive revenue, profit & dividend growth and leverage robust business development to mitigate the pressure arising from the US President's Executive Order 13959¹

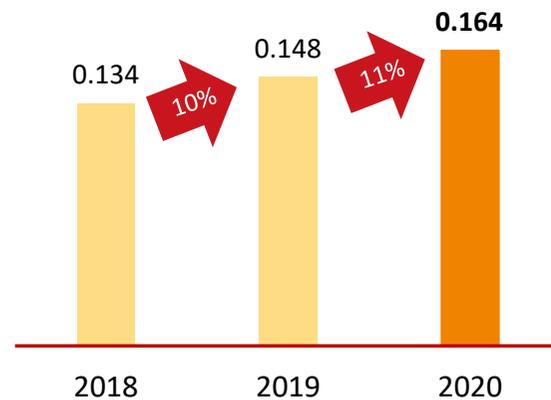


CAGR of net profit for the past 3 years:

10.7%



Final Dividend Per Share³
(RMB)



2020
Dividend yield

China Unicom \approx 3.9%

vs

1-year HIBOR \approx 0.6%



2020
EV/EBITDA

China Unicom \approx 1.6x

vs

FTSE All-World Telecommunication
Index (TTM) \approx 7.5x



2020
PE ratio

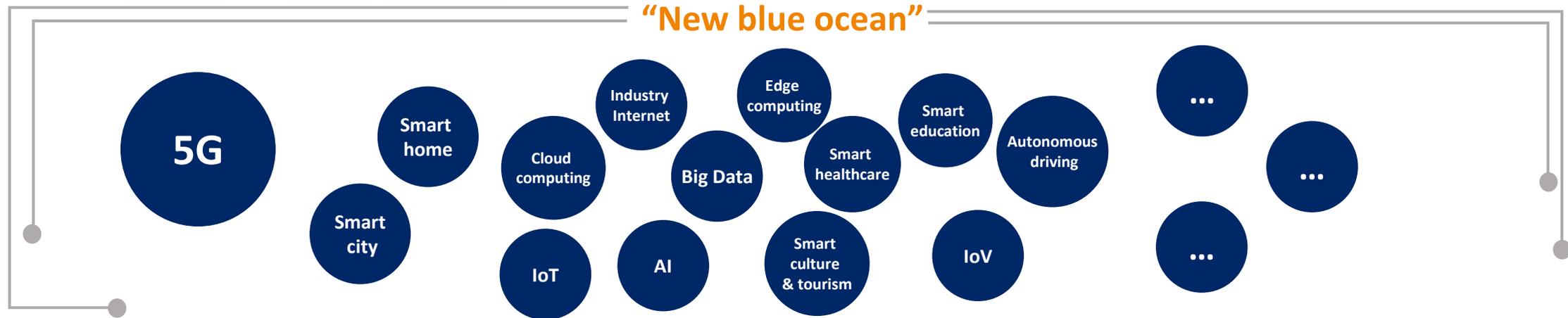
China Unicom \approx 10.4x

vs

Hang Seng Index (TTM) \approx 15.0x

Note:

1. Prohibiting any transaction by any United States person in publicly traded securities of certain Chinese companies including our Company (please see the Company's announcement dated 21 Jan 2021 for details)
2. Market data as of March 8, 2021, Bloomberg. The data above is for illustration only. Investors are advised not to rely on the above data.
3. The proposed 2020 final dividend of RMB0.164 per share is subject to approval by the shareholders at the annual general meeting.



- Firmly implement the strategy of focus, innovation & cooperation
- Accelerate comprehensive digital transformation
- Strengthen intelligent operation & services
- Deepen mixed-ownership reform
- Continuously extend in network “co-build, co-share & co-maintain”



Major goals in 2021

- Maintain industry leading revenue & profit growth
- Achieve significant enhancement in service quality
- Forge differentiated advantages by digital transformation
- Continue to improve corporate governance efficiency

**Increasingly
solid fundamental**

**Gaining momentum in
key areas**

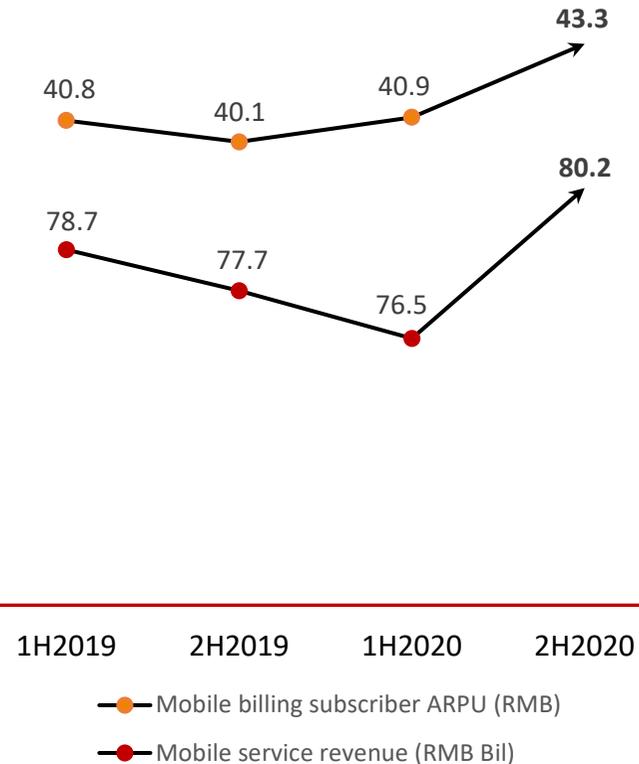
**Differentiated development
turning robust**

Overall results

Operating performance

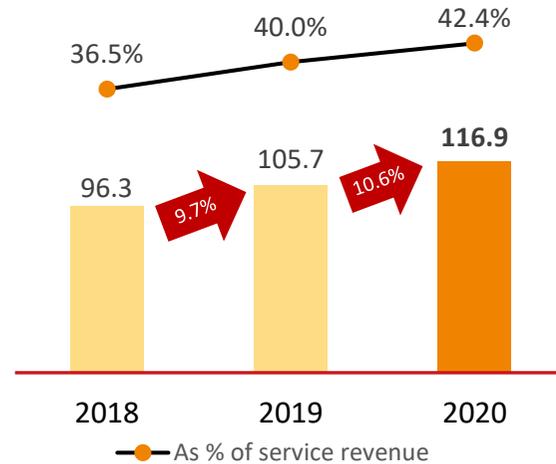
Financial performance

Mobile ARPU & Revenue Bottomed Out



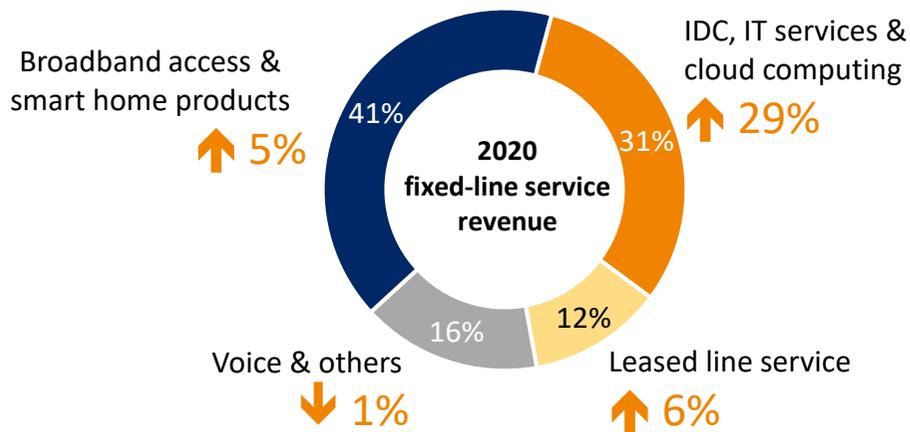
- Drove consumption upgrade through 5G innovative applications, while promoting full-service offerings
- Leveraged privileges, content & financial tools to improve product value while strengthening pan-integration service
- Accelerated the offer of innovative products for consumer market, focusing on key areas (medical & hygiene, infotainment, sports, healthcare), to enrich terminal experience
- Leveraged Big Data analytics to power target marketing & retention management
- Provided simplified self-service to significantly improve customer satisfaction
- Developed "cross-region integrated services" to meet mobility needs of customers

Fixed-line Service Revenue
(RMB Bil)



Fixed-line business continued to grow rapidly

- “New Infrastructure” policy & the pandemic further boosted demand for digitisation, cyberisation & intelligent transformation of the economy & society
- Pan-integrated development of innovative and fundamental businesses for mutual promotion
- Actively leveraged proprietary resources & edges to empower government & enterprise customers and enhance Smart Family customer experience & value
 - 3 “gigabit-network” resources (gigabit 5G, broadband, Wi-fi 6)
 - “Cloud + networks + applications” integrated servicing capability
 - Innovative business servicing capability
 - Better customer insights brought by the long-term & well-established relationship with government & enterprise customers
 - Mixed-ownership reform advantages



Industry Internet Revenue Breakdown

(RMB Bil)	2020	Change YoY
IDC	19.58	20.7%
IT Services	13.36	33.4%
Internet of Things	4.22	39.0%
Cloud Computing	3.84	62.7%
Big Data	1.72	39.8%
Total	42.72	30.0%



IT Services

- Comprehensively built the delivery system with proprietary capability; transformed from traditional one-off project delivery to recurring integration services focusing on “platform + application”



Cloud Computing

- Fully demonstrated the edges of “secure & reliable, cloud-network integrated, multi-cloud collaborated, private & customised”; built and released new base, new PaaS, new cloud management, with upgraded new features



Big Data

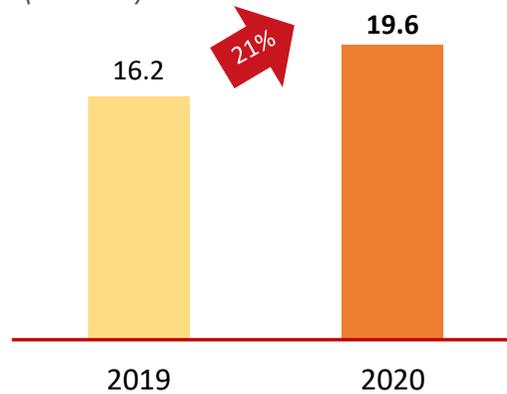
- Ranked 3rd place (from 12th place) in Big Data Enterprises 2020 by “China Internet Weekly”
- Leveraged Big Data, AI & blockchain to empower digital transformation of government & enterprise customers



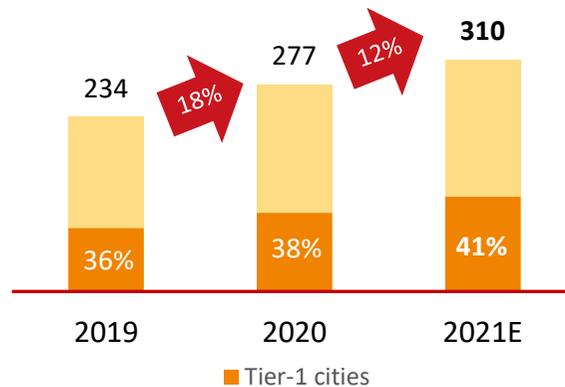
Internet of Things

- Proprietary connection management platform became the major carrying platform, while the proprietary equipment management platform was also commercialised
- 5G led innovation, 4G built scale, NB-IoT developed in selected scenarios

IDC Revenue¹
(RMB Bil)



No. of cabinets
(thousand)



Competitive advantages

- Focus on key regions, combining self-build & 3rd party cooperation; 561 IDCs nationwide with average utilisation rate >60% in 2020
- Capitalise on centralised operation & the Group’s extensive resources & capabilities (network infrastructure, operation & maintenance, marketing, etc.) to drive remarkable cost efficiency & customer value
- 2021E CAPEX: ≈RMB2.7 Bil (focusing on high-value and high-demand areas, maximising & consolidating existing resources, actively engaging in private capital cooperation)
- Actively leverage integrated servicing edges (IDC + cloud + networks + applications) to offer total solutions with exceptional experience & high-speed interconnection
- Key customers include our strategic investors (e.g. Tencent, Alibaba, Baidu, JD.com), financial institutions & government entities, etc.

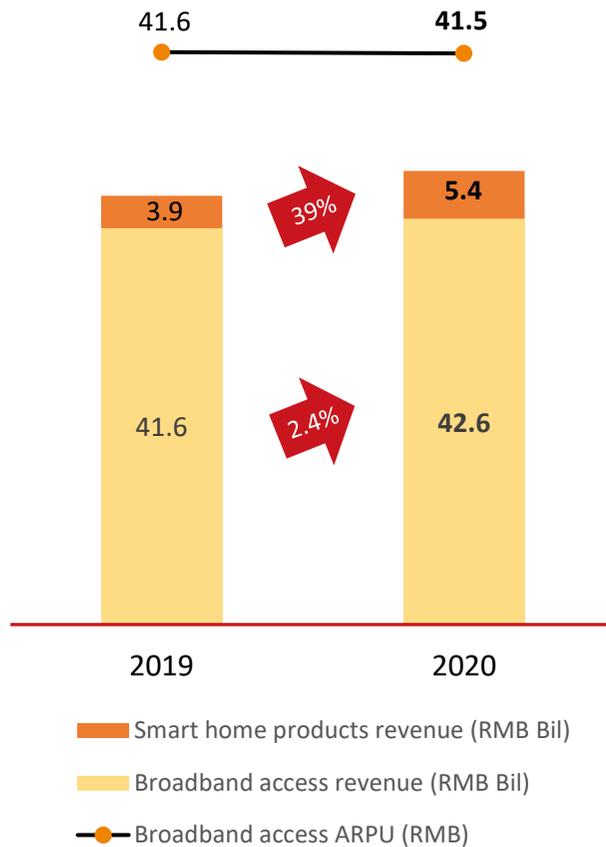


Strive for enhancing both return & scale

Note:

1. IDC revenue included IDC outbound bandwidth revenue.

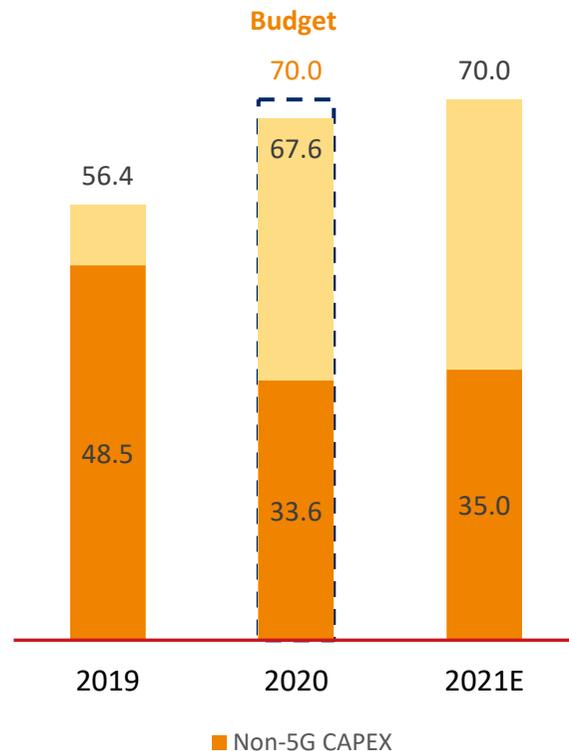
Broadband Access Revenue Rebounded



- The pandemic prompted demand for broadband network deployment & speed upgrade
- Strengthened broadband & mobile integration, enhancing user value through bundling with smart home products, video, privileges, etc.
- Leveraged resources edges in Northern China to promote smart home “Three Gigabit” & 5G “Icy Integrated” packages, increasing the proportion of high-speed broadband users
- Following the pace of urbanisation in Southern China to appropriately deploy network & marketing resources to enhance market share, resource utilisation & ARPU, while stepping up private capital cooperation
- Empowered precise marketing & retention management through Big Data analytics, launching target marketing in key areas

Enhancing network edges to drive profitable & fast business growth

CAPEX
(RMB Bil)



- Focus on the deployment of premium 5G, gigabit fibre network & innovative business investments, e.g. cloud computing, Big Data & IoT, etc.
- Focus on enhancing the coverage of commercial buildings and government & enterprise premium network
- Focus on key city clusters, such as Beijing-Tianjin-Hebei, Yangtze River Delta & Greater Bay Area, key cities & major venues
- Strengthen & extend “co-build, co-share & co-maintain” as well as private capital cooperation to accelerate growth

2020



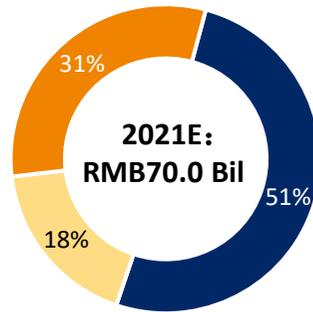
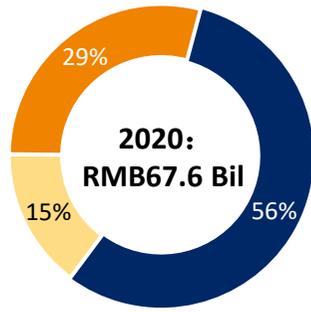
Mobile service revenue ↑ > industry average



Industry Internet revenue ↑ 30%

Dynamic & precise investment to align with market demand and business development

CAPEX Structure



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

Mobile NPS

↑ 5.5

Broadband NPS

↑ 7.6

Backbone network latency

Best in industry
for 59 consecutive months

- 5G/4G/transmission/infrastructure: strengthened “co-build co-share” & optimised sharing of existing resources
- Promoted 2G/3G network simplification to lower network operating costs & reform spectrum
- Expedited intelligent network upgrade by advancing SDN, NFV & cloudification
 - Achieved basically 100% SDN in IP backbone network, intelligent metropolitan network & OTN network
 - Achieved 100% NFV in 5G Core
- Broadband network: focused on gigabit access to maintain leadership in Northern China; enhanced scale & utilisation through private capital cooperation in Southern China.

Raise vibrancy, promote growth & enhance efficiency

“Master Plan” to Foster Operational Reform

- Systemically promoted reform of six professional functions (marketing, government & enterprise business, network, IT, technology innovation, capital management)
- Headquarters: no. of management departments ↓ 3 & established new director-based accountability system. Provincial branches: significant streamlining of institutions (marketing ↓ 14%; government & enterprise business ↓ 31%; network ↓ 12%)

Middle Platforms to Empower “Digitisation”

- Migration to cBSS 100% completed, enhancing edges in cross-network service, 2I & Big Data analytics
- B/M/D data horizontally interoperable
- 5 key intelligent middle platforms fundamental & core capabilities building: 50% completed

Systemic Synergy to Drive “Robust Reform”

- Continued to deepen mixed-ownership reform series
- Anti-bureaucracy reform at the headquarters
- Comprehensive reform at 4 subordinate companies & socialised cooperation reform at selected city branches in Guangxi

To drive continuous growth in revenue & value

Centralised IT system supports open cooperation

- 100% subscribers migrated to cBSS system
- Network-wide services enabled by a single connection

Efficiently enhance edges & return with 5G network
“co-build co-share”

1+1>2

Potential collaboration with 14 strategic investors & benefits from market-oriented system & mechanism reform, leveraging mixed-ownership reform

Full SDN upgrade with cloud-network integration. The only operator in the nation with automatic service enabling for multiple cloud vendors' networks

Established long-term relationship with government & enterprise customers; innovative business capabilities

Holistically shaping “Five High” new development edges to strive for leapfrog in high-quality development

- To implement the new development philosophy and strive to achieve high-quality development
- To carry out people-oriented development mindset and strive to offer high-quality services
- To leverage the decisive function of market in resource allocation and strive to achieve highly effective governance
- To execute the innovation-driven development strategy and strive to strengthen hi-tech engine
- To deepen the mixed-ownership reform and strive to achieve high-vitality operation

Overall results

Operating performance

Financial performance

Key Financial Information

(RMB Mil)	2019	2020	Change YoY
Operating Revenue	290,515	303,838	4.6%
Operating Expenses	(279,237)	(292,716)	4.8%
Operating Profit	11,278	11,122	-1.4%
Finance Costs	(2,123)	(1,747)	-17.7%
Interest Income	1,272	1,366	7.4%
Share of Net Profit of Associates ¹	1,359	1,588	16.9%
Share of Net Profit of Joint Ventures ²	646	787	21.8%
Other Income - Net	1,735	2,911	67.7%
Income Tax	(2,795)	(3,450)	23.5%
Net Profit	11,330	12,493	10.3%

Note:

1. Share of net profit of associates mainly included share of net profit of China Tower Corporate Limited.
2. Share of net profit of joint ventures mainly included share of net profit of Merchants Union Consumer Finance.

(RMB Mil)	2019	2020	Change YoY
Operating Expenses	(279,237)	(292,716)	4.8% • Basically in-line with operating revenue growth
Interconnection Charges	(11,513)	(10,574)	-8.2% • Mainly due to decline in interconnection voice traffic
Depreciation & Amortisation	(83,080)	(83,017)	-0.1% • Mainly benefited from good control of CAPEX in recent years & network “co-build co-share”
Network, Operation & Support	(43,236)	(46,286)	7.1% • Mainly due to growth in charges for tower usage, energy & the rental of premises & equipment
- Tower Usage Fee ¹	(10,492)	(11,246)	7.2% • Mainly due to the expansion of network scale
Employee Benefit	(50,516)	(55,740)	10.3% • Mainly due to the ongoing effort in incentive mechanism reform to strengthen performance-based compensation & the acquisition of innovative talents
Costs of Telecommunications Products Sold	(26,412)	(26,862)	1.7% • Mainly benefited from strengthened value management
Selling & Marketing	(33,545)	(30,461)	-9.2% • See slide 31 for details
G&A & Others	(30,935)	(39,776)	28.6% • See next slide for details

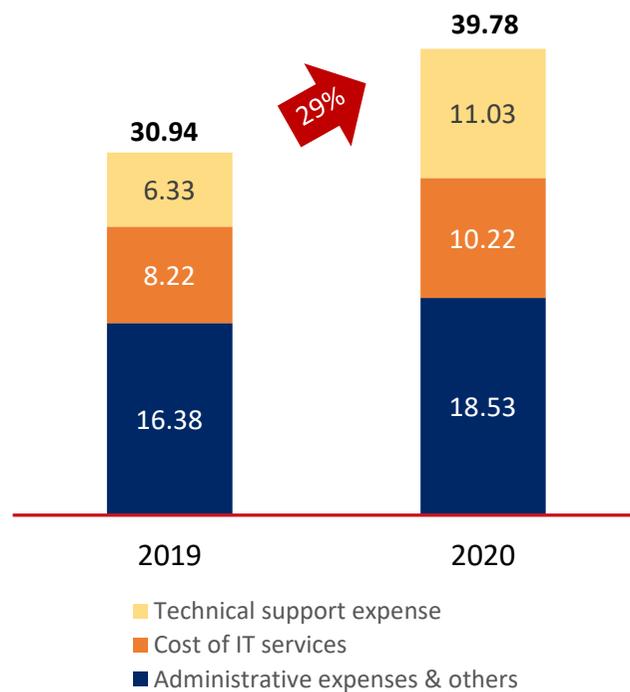
Note:

1. Excluding the impact of the adoption of IFRS 16, 2020 tower usage fee was RMB19,023 mil, up 7.8% yoy. The data is for illustration purpose only and investors are cautioned not to rely on the data.

Appropriately Stepped up Initiatives to Fuel Rapid Development of Innovative Businesses

Capitalise on the opportunities of digital transformation to enhance capabilities & promote scale development

G&A & Other Operating Expenses
(RMB Bil)



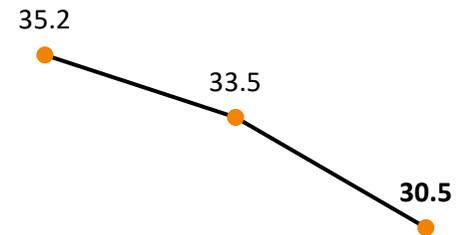
Technical support expense + Cost of IT services \uparrow RMB 6.7 Bil \rightarrow Rapid growth of Industry Internet revenue + Enhanced capabilities \uparrow RMB 9.9 Bil

Cost of IT services \uparrow 24% YoY \rightarrow IT services revenue \uparrow 33% YoY

IT services gross margin continued to increase

 **Mobile number portability**

 **5G user acquisition**



2018 2019 2020

—●— Selling & marketing expenses (RMB Bil)

Transformation & Innovative Development

- Resources allocation closely aligned with return & value; upheld self-discipline on rational & orderly competition
- Strengthened digital transformation with integrated online & offline coordinated development
- Leveraged Big Data analytics to power target marketing & customer retention
- Promoted platform cooperation in scale across various industries
- To build high traffic APP portal to improve the digital capability in customer acquisition



Mounting pressure on network operation & support expenses as business & networks scale continue to grow



Cooperation & Sharing

- Continue to expand network “co-build, co-share & co-maintain” with China Telecom
- Share the newly-built indoor distribution systems, pipelines, residential communities & commercial buildings access among the 3 operators
- Strengthen private capital cooperation in IDC & broadband access deployment



Insourcing Operation

- Insource network maintenance, optimisation & repair work
- Improve core competence of network personnel



AI Application

- Leverage AI to realise smart monitoring & inspection, troubleshooting, base station & IDC energy savings
- 2020: cost saving >RMB200 Mil



Network Simplification

- 2G/3G network simplification & combining 4G networks among low utilisation areas
- Decommission of aged & old equipment



Sub-division Reform

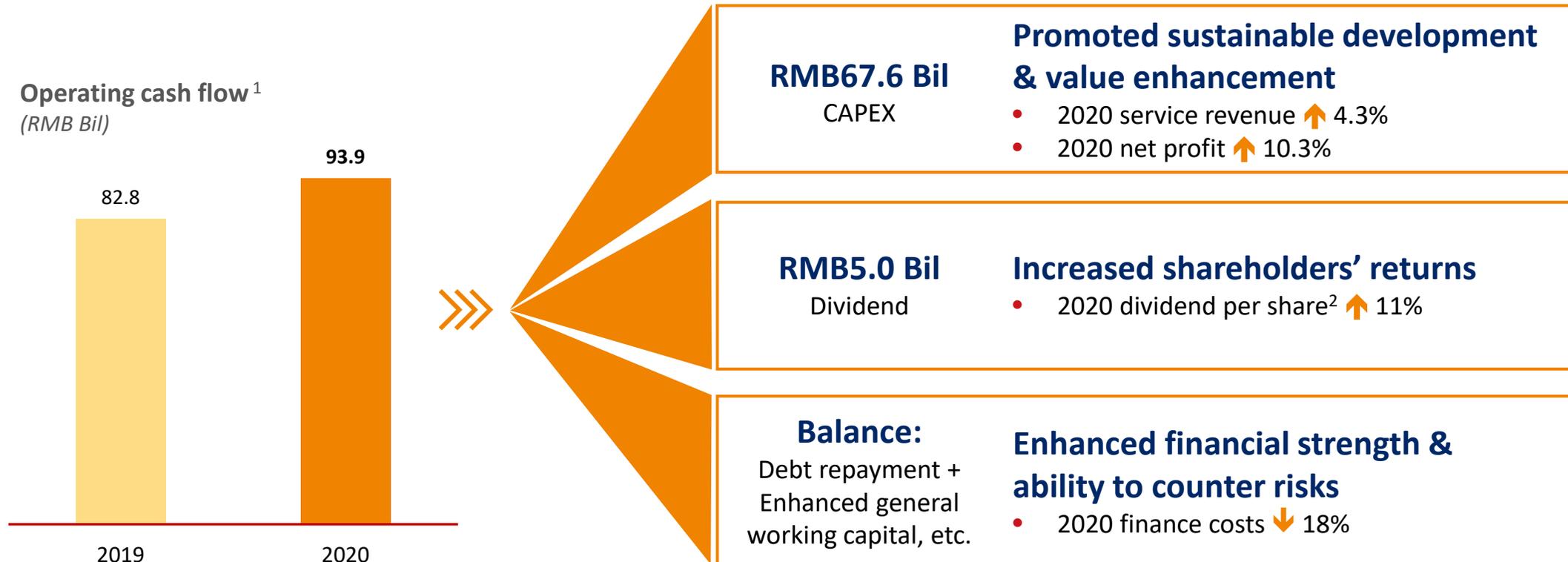
- Optimise mechanism, better aligning responsibilities with authorities & rewards
- Enable coordinated network deployment to support business growth



Favorable Policy

- Fully leverage the favourable “new infrastructure” policy (e.g. specific concession of electricity charges & open-up of public spaces)

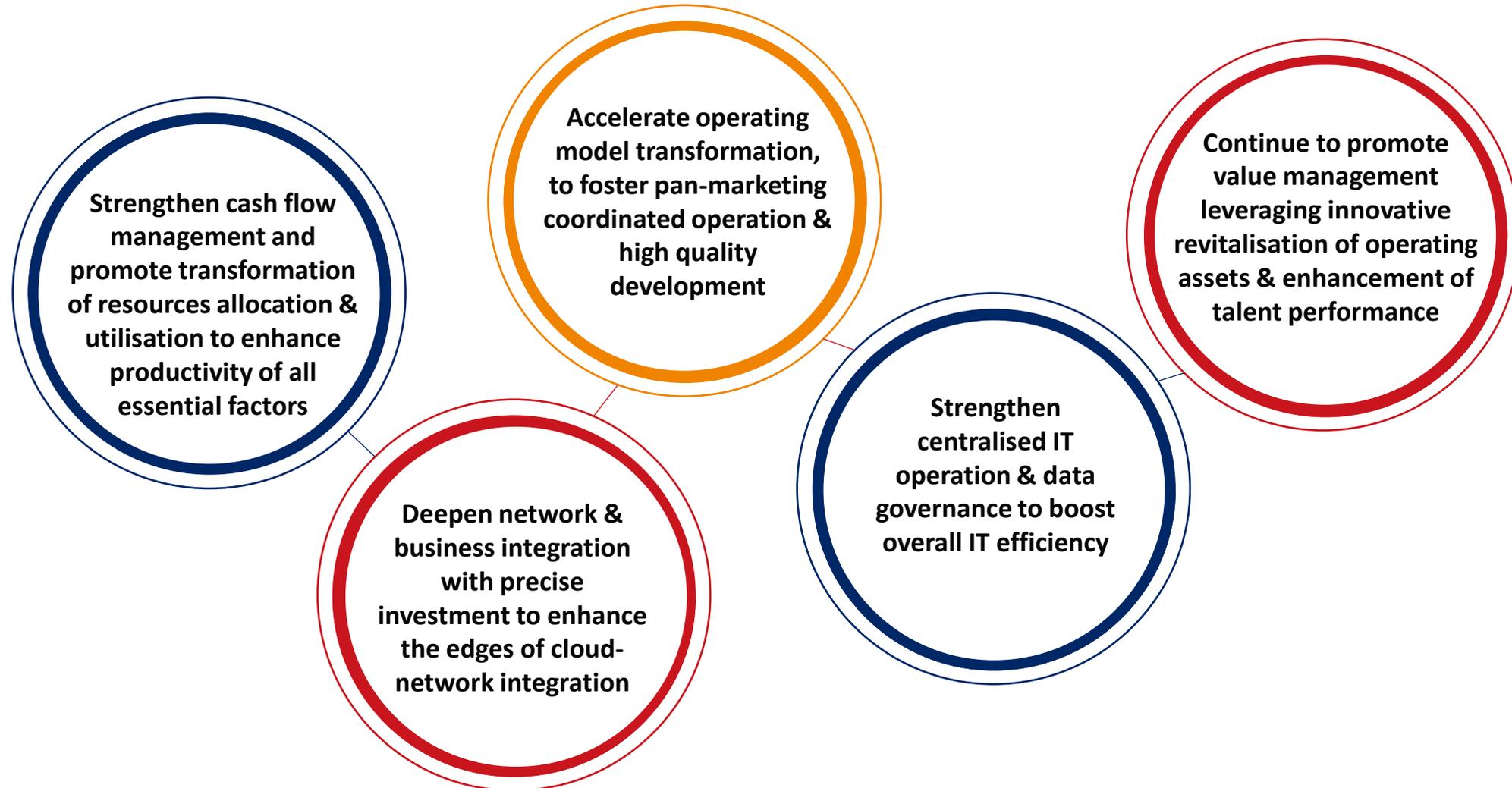
Strong Cash Flow Creation Capability



Note:

1. The data excluded the impact of the adoption of IFRS 16 and it is for illustration only. Investors are advised not to rely on the above data.
2. The proposed 2020 final dividend of RMB0.164 per share is subject to approval by the shareholders at the annual general meeting.

To Elevate Shareholder Value through Quality & Efficiency Enhancement



Thank You !



Appendix I: Revenue Breakdown

(RMB Mil)	2019	2020	Change YoY
Mobile Service Revenue	156,381	156,671	0.2%
Voice	30,164	26,398	-12.5%
Data Traffic	103,432	105,895	2.4%
Others	22,785	24,378	7.0%
Fixed-line Service Revenue	105,659	116,899	10.6%
Voice	9,314	9,092	-2.4%
Broadband Access	41,574	42,562	2.4%
Others ¹	54,771	65,245	19.1%
Other Service Revenue	2,346	2,244	-4.3%
Sales of Telecommunications Products	26,128	28,024	7.3%
Total	290,515	303,838	4.6%

Note:

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

Appendix II: Extracts from Consolidated Statement of Financial Position

(RMB Mil)	As at 2019.12.31	As at 2020.12.31
Current Assets	83,595	108,636
Non-current Assets	478,904	471,980
Total Assets	562,499	580,616
Current Liabilities	205,190	222,028
Non-current Liabilities	36,554	31,068
Total Liabilities	241,744	253,096
Total Equity	320,755	327,520

Appendix III: Key Operating Metrics

		Unit	2019	2020
Mobile Business¹	Billing Subscribers	Mil	318.475	305.811
	Billing Subscriber ARPU	RMB	40.4	42.1
	Total Handset Data Traffic	Bil MB	31,620.7	36,852.6
	Handset User DOU	GB	8.0	9.7
	Handset User MOU	Mins	193	157
Incl: 4G ¹	Subscribers	Mil	253.766	270.181
	ARPU	RMB	44.5	44.0
	DOU	GB	10.7	12.2
Fixed-line Broadband Business	Subscribers	Mil	83.478	86.095
	Access ARPU	RMB	41.6	41.5
Fixed-line Local Access Business	Subscribers	Mil	54.215	47.339
	ARPU	RMB	12.0	10.6

Note:

1. Mobile business data included 5G subscribers

Appendix IV: Deepened Cooperation with Strategic Investors

Synergetic & powerful alliance to strengthen innovative development capability

Tencent 腾讯

Baidu 百度

JD 京东
.COM

Alibaba Group
阿里巴巴集团

Cloud computing	Wo Cloud T			Wo Cloud A, DingTalk products, co-build co-operate cloud resource pool
IoT	Mobile payment, travel service, Smart wearable	IoV, travel service	Digital supply chain, mobile payment	Mobile payment, travel service, Smart wearable
5G	5G e-sports joint laboratory, 5G slicing	5G+AI joint laboratory, autonomous driving	5G logistics, 5G slicing	5G HD video
Touchpoint cooperation	2I2C, Cloud connected network	2I2C, Cloud connected network	2I2C	2I2C, Cloud connected network
Payment & finance			Credit score, WO wallet	Credit installment, WO wallet
Content aggregation	IPTV, mobile video	IPTV, mobile video		IPTV, mobile video
Smart home	Smart hardware, integrated home application	Smart hardware, integrated home application		Smart hardware, integrated home application
Telecom services	Enhanced cooperation	Enhanced cooperation	Enhanced cooperation	Enhanced cooperation
Joint Venture	Yunjingwenlv (Smart culture & tourism)		Smart Steps (Big Data)	Yunlizhihui (Industry application solution)