

PERFORMANCE HIGHLIGHTS

| Financial Highlights (RMB millions) | 2022 | 2021 | Change YoY |
|---------------------------------------|---------|---------|------------|
| Operating Revenue | 354,944 | 327,854 | 8.3% |
| Service Revenue ¹ | 319,348 | 296,153 | 7.8% |
| Of which: Industry Internet Revenue | 70,458 | 54,779 | 28.6% |
| EBITDA ² | 99,169 | 96,321 | 3.0% |
| Net Profit ³ | 16,745 | 14,368 | 16.5% |
| Basic EPS (RMB) | 0.547 | 0.470 | 16.5% |
| Dividend per share ⁴ (RMB) | 0.274 | 0.216 | 26.9% |

¹ Service revenue = operating revenue – sales of telecommunications products

² EBITDA represents 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 expenses, depreciation and amortisation. As the telecommunications business is a capital-intensive industry, capital expenditure and finance costs may have a significant impact on the net profit of the companies with similar operating results. Therefore, the Company believes that EBITDA may be helpful in analysing the operating results of a telecommunications service operator like the Company. However, it is a non-GAAP financial measure which does not have a standardised meaning and therefore may not be comparable to similar measures presented by other companies

³ Net profit represented profit attributable to equity shareholders of the Company

⁴ The proposed 2022 final dividend of RMB0.109 per share is subject to approval by the shareholders at the annual general meeting. Together with the interim dividend of RMB0.165 per share already paid, total dividend for the year is RMB0.274 per share

INDUSTRY INTERNET REVENUE (RMB BIL)

2022 **70.5** \uparrow 29%

2021 **54.8** \uparrow 28%

2020 **42.7**

2019 **32.9**

UNICOM CLOUD¹ REVENUE (RMB BIL)

2022 **36.1** \uparrow 121%

2021 **16.3**

IoT REVENUE (RMB BIL)

2022 **8.6** \uparrow 42%

2021 **6.0**

BIG DATA REVENUE (RMB BIL)

2022 **4.0** \uparrow 58%

2021 **2.6**

¹ Unicom Cloud revenue included revenue of cloud resources, cloud platforms, cloud services, cloud integration, cloud interconnection, cloud security, etc., generated from integrated innovative solutions