



China Unicom's Mixed-Ownership Reform Leaps Forward in Business Cooperation with Tencent

Comprehensive In-depth Cooperation in Cloud Computing, Network Services

In October 2017, China Unicom and Tencent recently jointly announced to leverage their respective rich resources and capabilities in communications, cloud computing and network security, and mutually open up these resources in order to accelerate and deepen integrated innovation in this powerful alliance to build a brand-new “cloud, pipe, terminal” Internet industry ecosystem platform. **This represents the first major business cooperation with strategic investors after China Unicom's mixed-ownership reform proposal was approved. It also marks the first step of the in-depth strategic cooperation and building the powerful alliance with Tencent.**

China Unicom and Tencent will deepen cooperation in cloud computing and other business areas, mainly focusing in the following three aspects:

First, to fully carry out in-depth business cooperation in “public cloud”. China Unicom and Tencent will co-build cloud data centers to offer value-chain-wide cloud computing-based products, services and solutions to the market. Tencent will leverage its expertise to provide public cloud technology support to “WO Cloud” of China Unicom.

Second, to fully carry out in-depth business cooperation in “specialized cloud” and “hybrid cloud”. With emphasis in Tencent's high quality online services, together with China Unicom's highly intelligent and flexible DCI high-speed core network (SDN/NFV), it is aimed to achieve “customized on demand with flexible delivery” service capability in traditional telecommunication service (dedicated line + cabinet), along with operator's comprehensive offline service network, and riding on benefits such as mutual synergies, mutual diversion, mutual commitment in this resources-sharing cooperation. An open and worldwide coverage full-chain cloud computing industry ecosystem is aimed to be formed and well positioned to provide one-stop comprehensive solution to enterprise customers.

Third, to fully carry out in-depth business cooperation in network security services. China Unicom and Tencent signed a cooperative agreement on network security operation and enhancement and will co-build a network security platform, committing to building a more secure and reliable Internet ecosystem and to providing strong network security technical assurance for the healthy and orderly development of the Internet industry.

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