



Accelerate Smart Connection of Everything

Join Hands to Create a Better Future

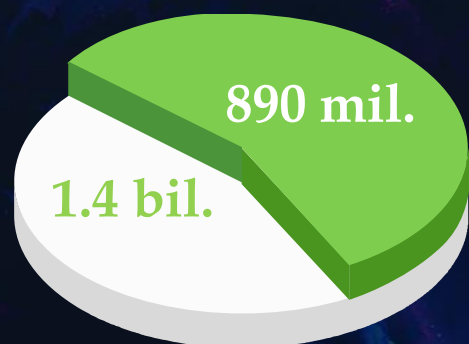
Shang Bing
China Mobile

Mobile Changes Life

Mobile Communications is Driving the Economic and Social Development of China



Achieved Leap Development of Communications Industry



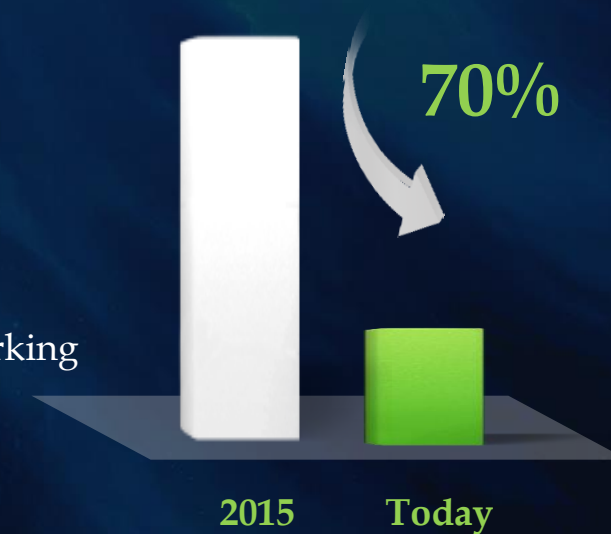
■ Total Mobile Users in China

■ Mobile User Base of China Mobile

Ushering into the Era of Mobile Internet for All



Driving Economic Transformation and Societal Development



Mobile Data Traffic Tariff

China Mobile has been Implementing the 'Big Connectivity' Strategy



Wireless data traffic has become the **largest** revenue source

Household and enterprise market contributed over **75%** revenue growth

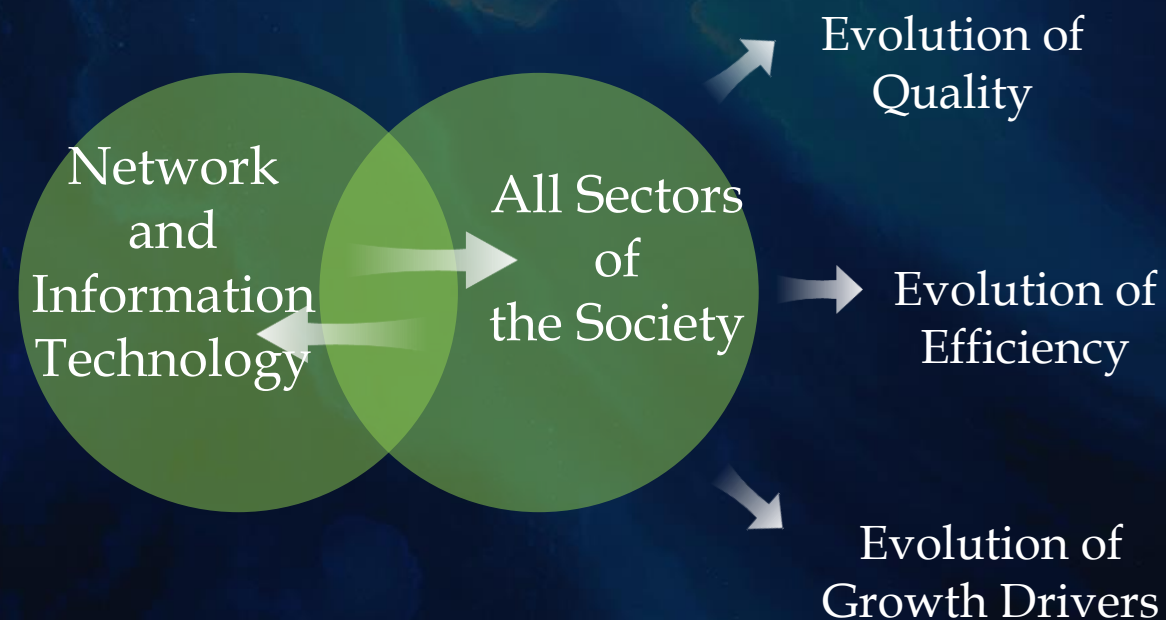
Revenue from digital services has been **growing at high speed**

Seize the Time and Trends

The Emerging Industry Convergence is Creating New Economic Growth Engines



Cooperation and Convergence among Various Entities



Accelerating Smart Connection of Everything is Set to Create New Growth Opportunities for the Industry



Future Smart IoT will Serve...

Connection
among
People



Interaction between
People and Machines
Connection among
Things



Urban
Management



Manufacturing



Logistics



Households



Transportation



Healthcare



Education

.....

The Accelerated 5G Commercialization Calls for the Exploration of New Operation & Management Models



NFV

SDN

Network architecture and operation & maintenance model bring drastic changes



Network Transformation



Operation Management



Customer Services

The Unstoppable Industry Convergence and Transformation Call for a New Win-win Ecosystem



Complimentary Capabilities

Resources Sharing

Win-win Collaboration

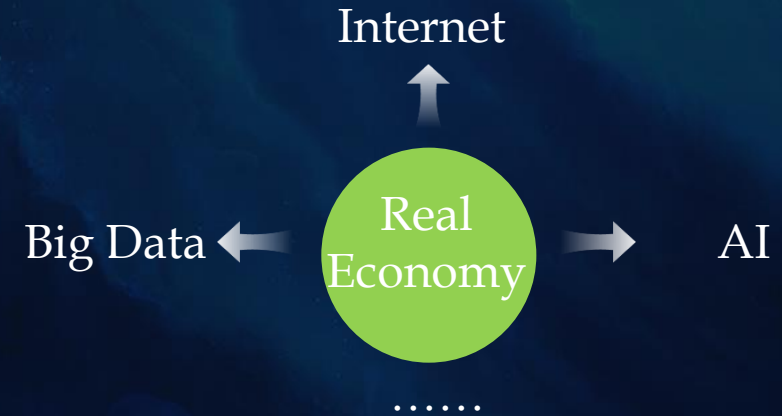


Work Together for a Better Life

Build Ubiquitous Intelligent Network



Facilitate the Development of Digital Economy



To **Double** the number of connections of 2015 by 2020

Strive to Create a Smart and Connected New Life



Create a Smart and Connected New Life



Digital
Entertainment



Intelligent
Healthcare



Online
Education



Connected
Car



Household
Security

In 2018, 4G users to exceed **700 mil.**

Home broadband users to exceed **130 mil.**

Deepen Opening-up and Collaboration

Focused areas:

IoT Digital Household 5G

Big Data Cloud Market

Strengthen Communication and Coordination with International Counterparts



Join forces to promote the maturity of 5G ecosystem



Drive 5G application innovation through concerted efforts

Work together to explore path of transformation and development

Join hands for better global industry dialogue and collaboration



Embrace the New and Future
Drive Innovation and Advancement