



中信國際電訊集團有限公司

CITIC TELECOM INTERNATIONAL HOLDINGS LIMITED (stock code : 01883)

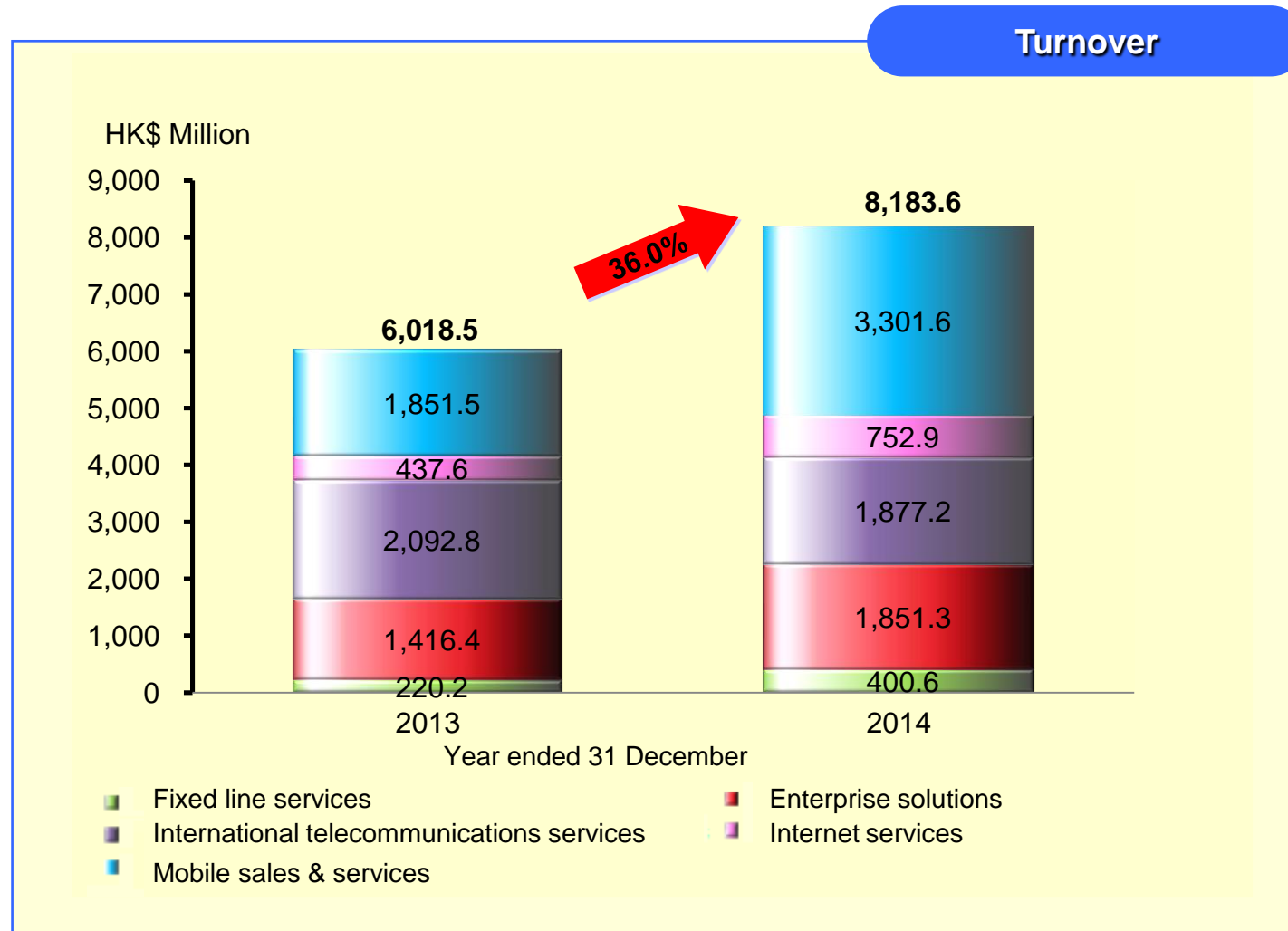
**Annual Results Announcement
for the year ended 31 December 2014
13 February 2015**

Highlights for the Year 2014

- Turnover recorded a growth of **36.0%** to **HK\$8,183.6 million** as compared against last year
- Profit attributable to equity shareholders of the Company amounted to **HK\$723.7 million**. Excluding the one-off exceptional items recognised in 2013 of **HK\$510.3 million**, operating profit increased by **29.9%**, as compared to last year
- At 31 December 2014, net debt was **HK\$6,570.7 million** (2013: HK\$6,860.5 million) , including cash and bank deposits of HK\$1,396.9 million (31 December 2013: HK\$856.1 million)
- Final dividend of **HK 8.6 cents**. Including the interim dividend of HK2.7 cents per share, dividends per share totaled HK11.3 cents for the year, a 13% year-on-year increase. (2013 : HK10.0 cents)

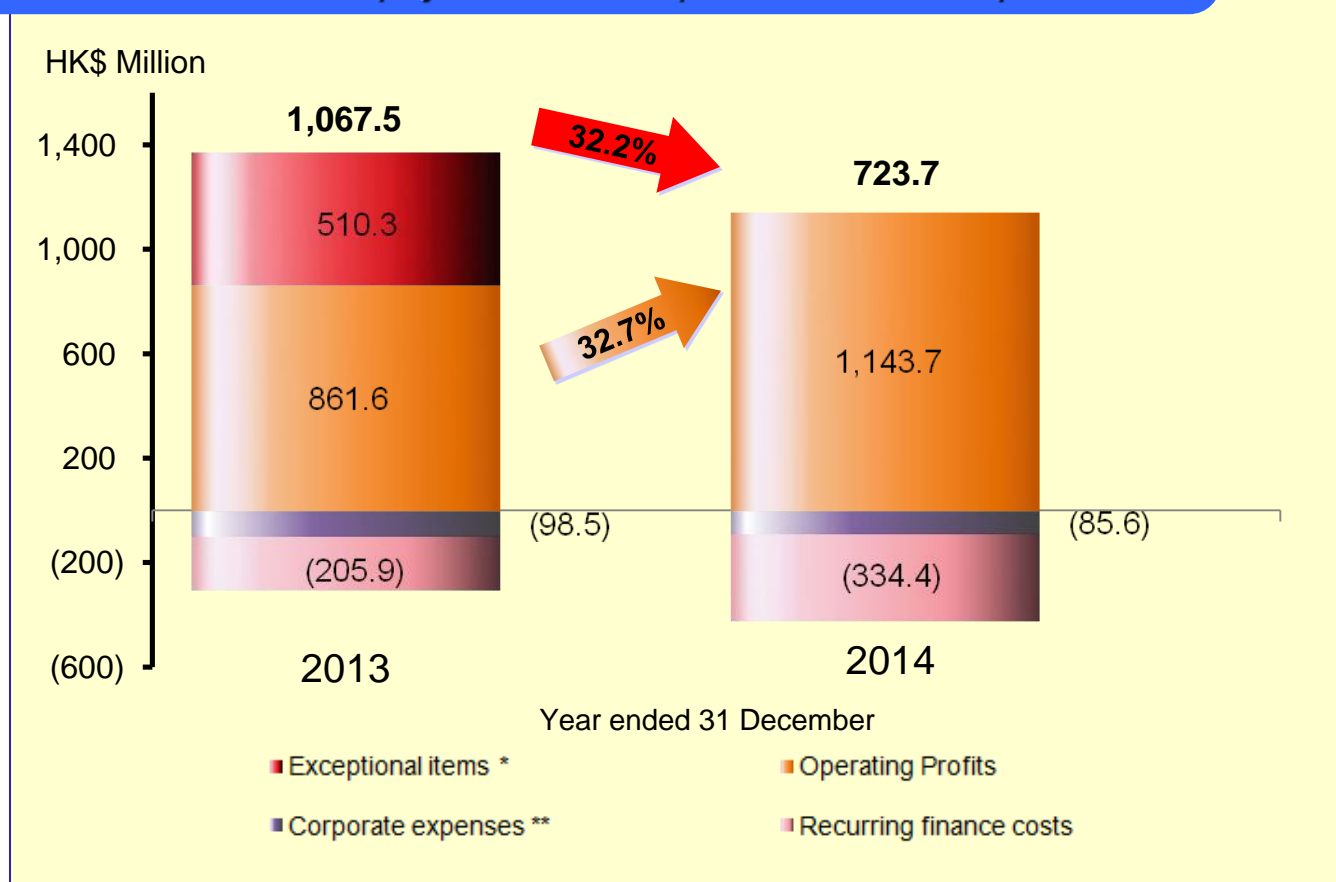
Turnover by Services

📊 Turnover increased 36.0% over last year to HK\$8,183.6 million



Profit Attributable to Equity Shareholders

Profit attributable to equity shareholders - Operational versus Exceptional



* *Exceptional items included items such as gain on deemed disposal of equity interest in an associate, transaction costs related to acquisition of CTM, impairment losses, finance costs incurred prior to completion of acquisition of CTM and others.*

** *Corporate expenses included staff cost for corporate function, equity-settled share-based expenses, listing fee, advisory fees for potential acquisitions and others.*

Note: Comparative figures for exceptional items and corporate expenses were restated to conform to the current year's presentation.

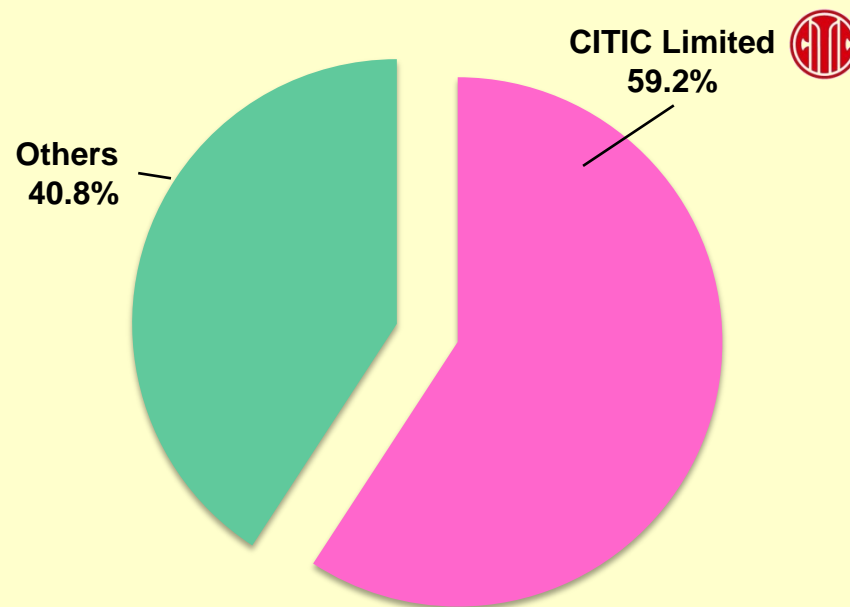
Liquidity and Capital Structure

	2013	2014
HK\$Million	Year ended 31 December	
Net cash generated from consolidated activities *	1,260.6 *	1,627.9
Payment for acquisitions	8,979.5	1.2
Capital expenditure for Data centre	122.9	104.4
Capital expenditure - recurring	427.5	626.5

HK\$Million	At 31 December	
Cash and bank deposits	856.1	1,396.9
Bank and other borrowings	7,716.6	7,967.6
Net Debt	6,860.5	6,570.7
Net gearing ratio	53%	50%

* Included dividends received from an associate

Shareholding Structure



At 31 December 2014

*CITIC Group indirectly holds 77.9% interest in CITIC Limited



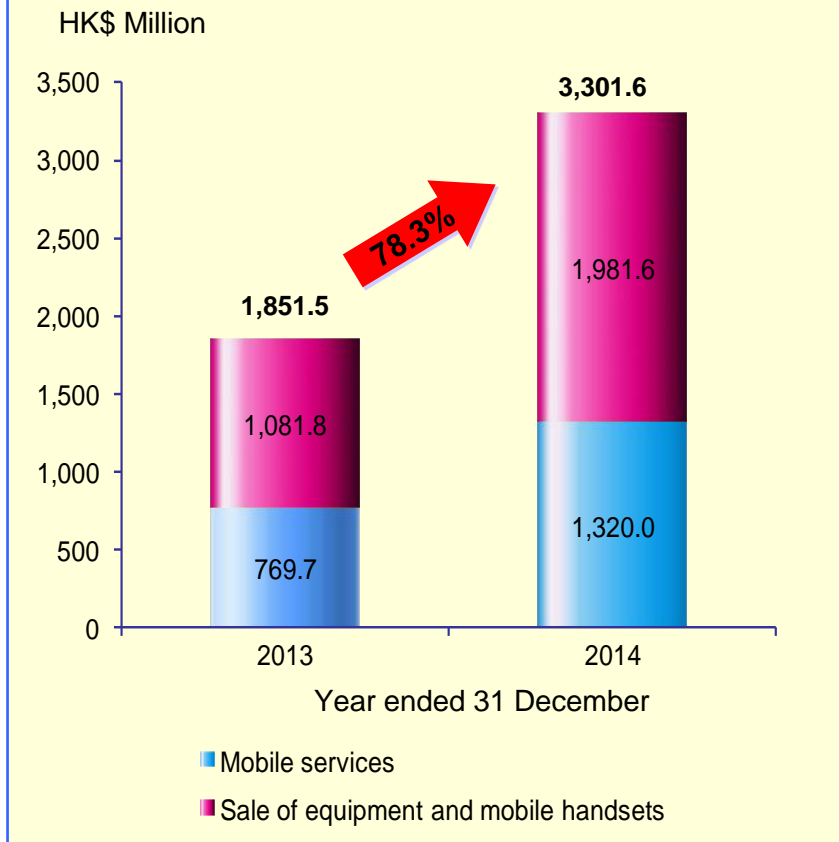
中信國際電訊
CITIC TELECOM INTERNATIONAL

Major Business Operation

Mobile sales and services

- Mobile sales and services revenues increased 78.3% to HK\$3,301.6 million mainly due to the first time full year inclusion of CTM results
- Growth in mobile data usage and customisation of products also contributed to the increase in revenue
- Postpaid Average Revenue per User ("ARPU") up 12% to HK\$212 (inbound roaming excluded)
- Overall number of subscribers increased by 3% to 814k
- Prepaid ARPU decreased by 13% to HK\$17 due to drop in voice revenue, which offset the growth in prepaid data revenue
- Market share was maintained at around 44%

Turnover – Mobile Sales & Services

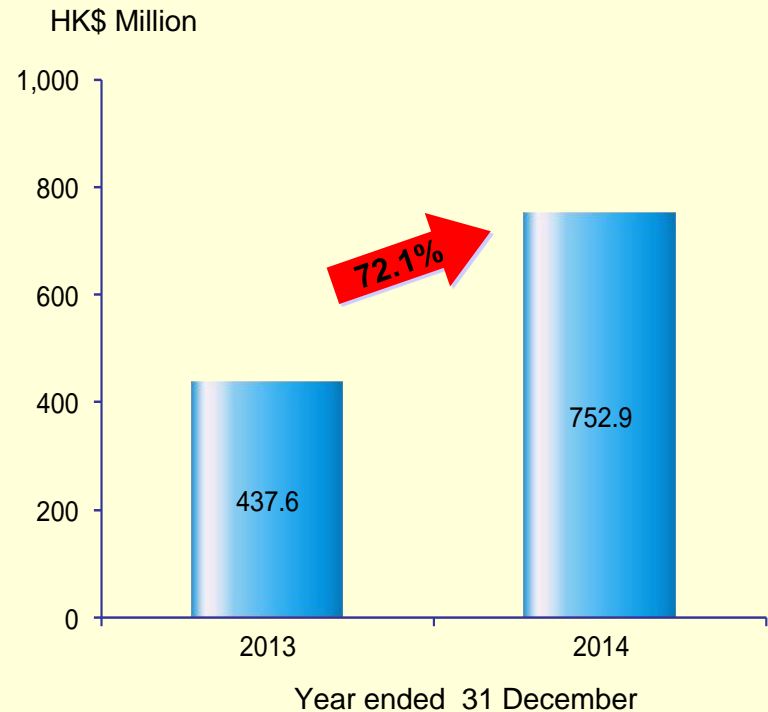


Major Business Operation

Internet Services

- Internet services revenue increased 72.1% to HK\$752.9 million as compared to 2013 mainly due to inclusion of full year CTM results and good fibre broadband uptake
- Fibre to the business building coverage reached 100% and fibre to the home reached 87% in December 2014
- Overall broadband ARPU increased 10% to HK\$301
- Total broadband customers reached 161.5k in December 2014, a 6% year-on-year increase
- Market penetration rate in Macau was around 83%
- CITIC Network Collaboration in progress
- Total number of racks in data centre increased by 39.7% to 2,332 racks

Turnover – Internet Services

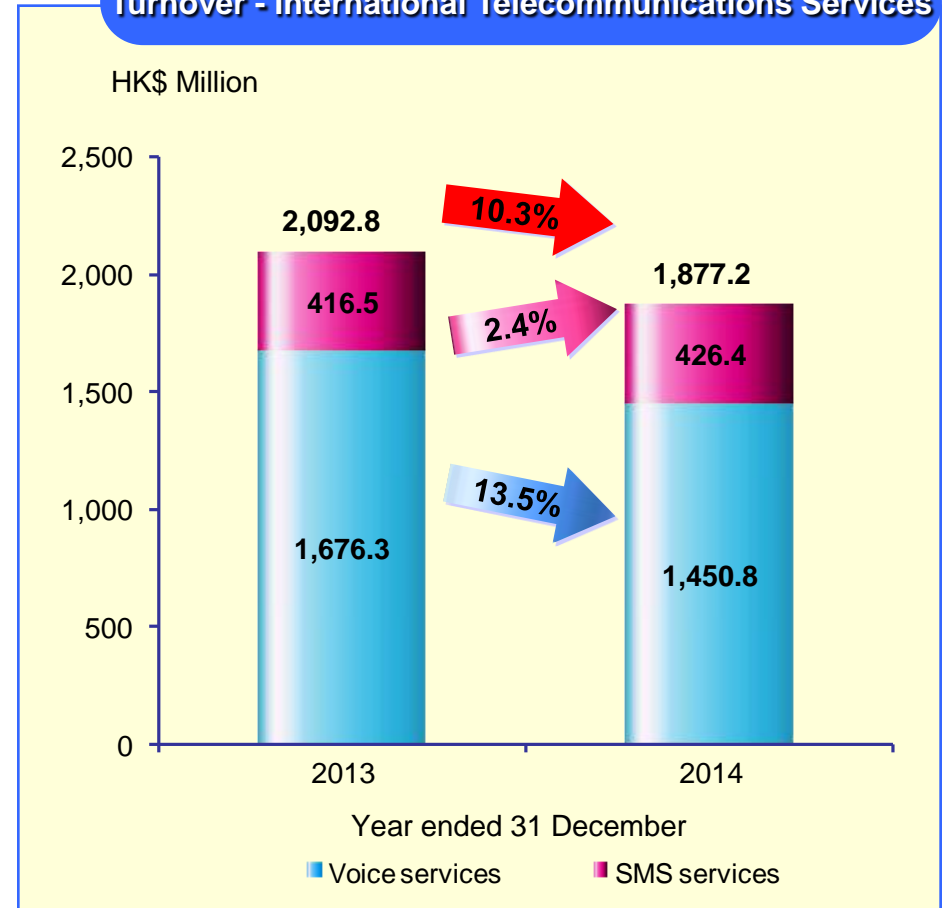


Major Business Operation

International Telecommunications Services

- Global voice wholesale market remains challenging
- With focus on regions with higher profit margins, overall voice revenue per minute was stable at HK\$0.24, same as last year
- Successful efforts in accelerating the development of corporate SMS has countered the substitution impact of emerging internet applications
- Revenue per message was same as last year at HK\$0.25

Turnover - International Telecommunications Services



Major Business Operation

Enterprise Solutions

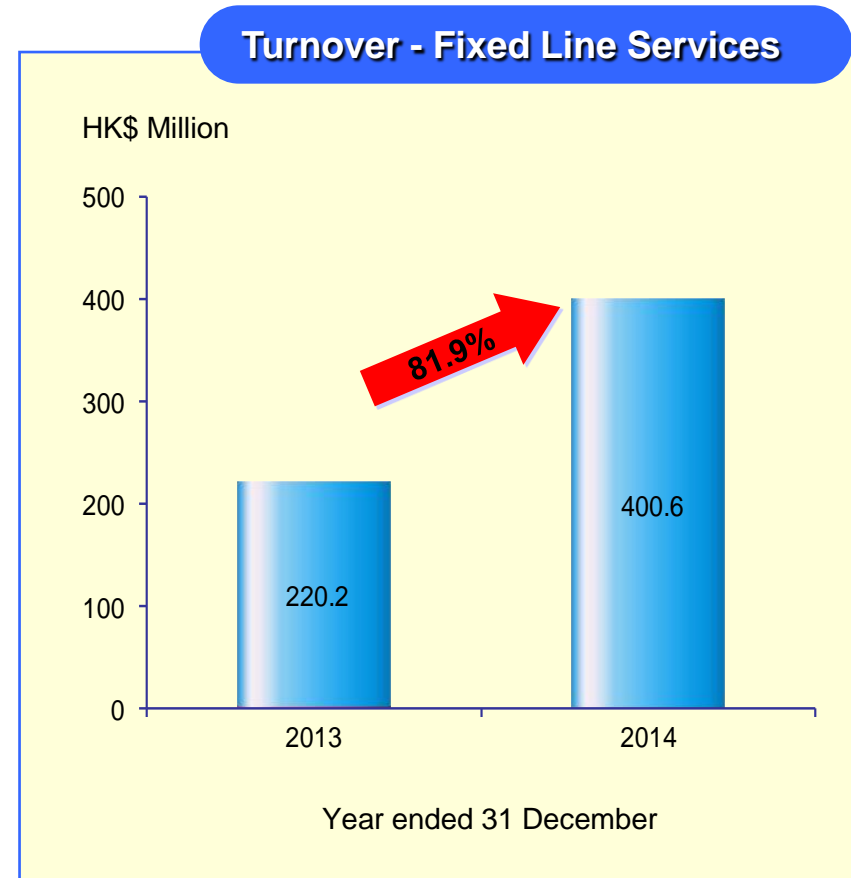
- Enterprise solutions revenue increased by 30.7% to HK\$1,851.3 million
- Higher demand for leased lines from carriers and corporates
- Steady growth in cloud computing and information security services
- Continuing popularity of VPN services with Global coverage increased to over 100 Point-of-Presence.



Major Business Operation

Fixed Lines Services

- Fixed line services revenue increased 81.9% to HK\$400.6 million, mainly due to the first time inclusion of CTM's full-year results
- Excluding the impact of the inclusion of full-year CTM results, fixed line services revenue would have decreased by 5.4% when compared to 2013
- Gradual replacement of fixed residential lines by mobile services partially offset by growth in business as a result of enlarged commercial activities



Q&A