



Internet+ Real Estate

How Smart Community Solutions enable New Quality Lifestyles

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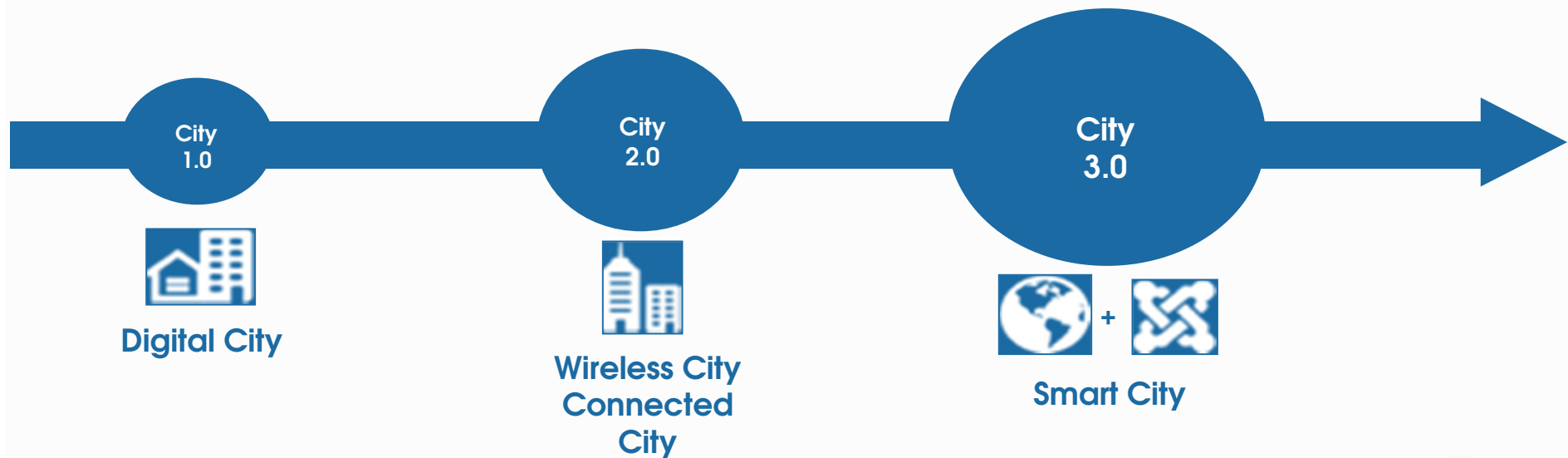


Emerging of “Smart City” & Forces of “Internet+”



Smart City Development Trend

- Focus on User Core Experience
- SMART City + SMART Community + SMART Home are the Present & Future



Why SMART Cities are forming?

◇ SMART Business

Boost Industry Transformation and Accumulation

◇ SMART Management

Improve City Operation & Services Level

◇ SMART Experience

Improve People Daily Life



 Era of Internet+

Internet+

Six Characteristics of Internet+

Cross Industries	Re-structure Business Model	Innovation Driven
Human Centric	Open Ecosystem	Connect Everything



Digital Age Disrupting Forces are Coming to Every Industry



Source: IDC Report

Businesses are changing:

- How they engage with customers
- The speed at which they deliver products and services
- How they innovate
- The reliability of their operations
- Their overall resiliency

Four Technology Accelerators:

1. Cloud
2. Mobility
3. Big Data / Analytics
4. Social Business





From Smart City to Smart Community + Smart Home



Smart Cities initiative in China



Year 2012

First batch of **90 cities** as smart city trial initiative

Year 2013

20 cities selected as **standardization and technology trial** cities by Standardization Administration of the People's Republic of China, (SAC).

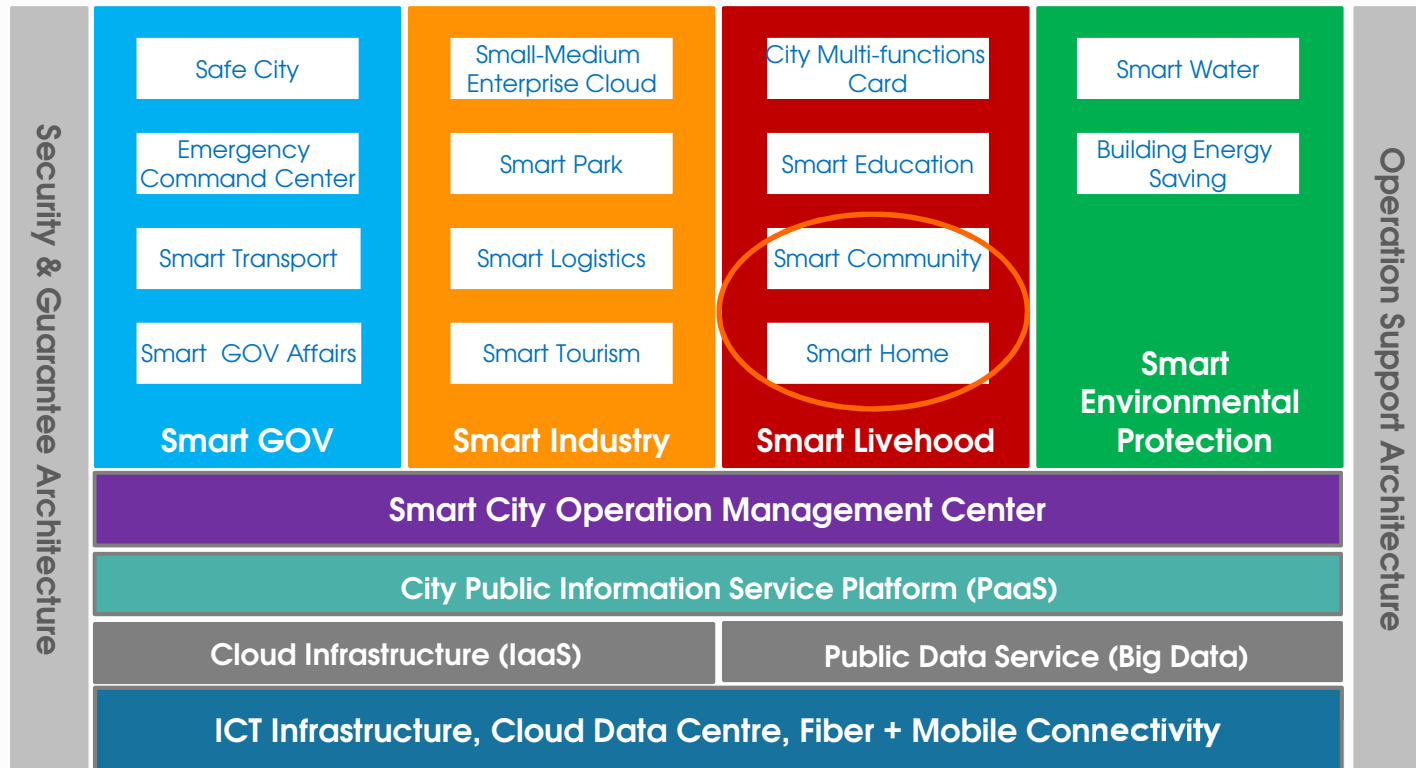
Year 2014

State Council and other 8 ministries and commissions issued "Guidance of Promoting Smart City Development". Officially list Smart City as one of the **national policy**.

At present, China Telecom has established strategic partnerships with **22 provincial governments** and **207 prefecture-level cities**, providing full support to smart city construction.



Smart City Platforms offered by China Telecom



Smart Community – New Business Model



Location Based Services

2Km Life Circle

500m Life Circle

Property Management

Home

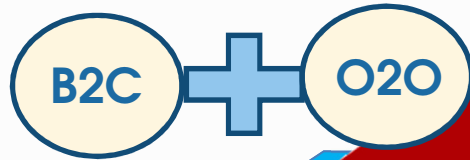
Stakeholders

- Residents
- Merchants
- Developer
- Property Management

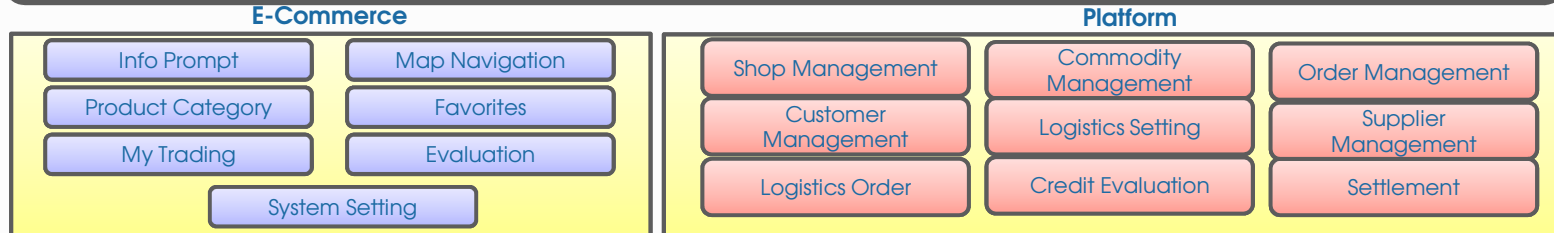
Smart Community ECO Platform



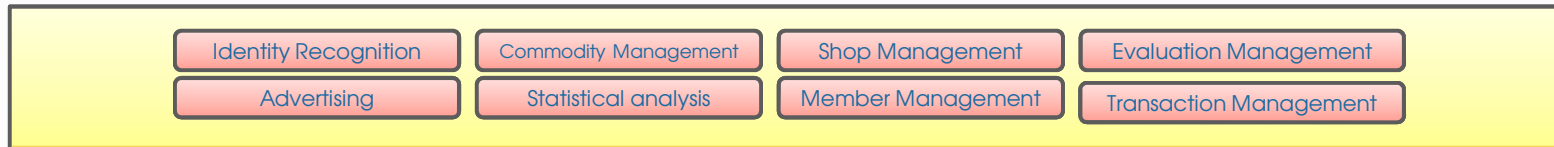
Smart Community Platform Architecture



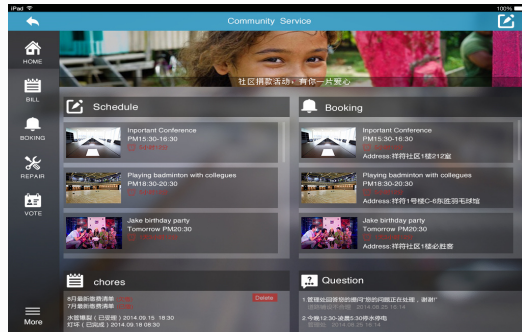
Smart Community Platform (PaaS)



E-Commerce Operation Platform



Mobile APP enables the SMART services



Home Page



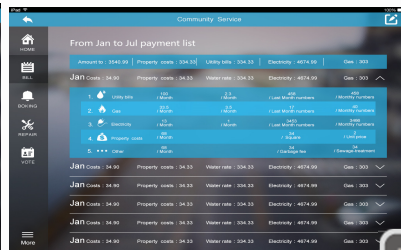
Reservation Service



O2O



Repair Service



Payment List



Restaurants



Community Events



Community Social Media



Smart Property Service: One-stop Management

One-stop SaaS Property Management

Based on the cloud computing technology, to achieve unified management of the small or large property companies, property companies more residential tenants information ; including daily property management, property management expenses, electronic property maintenance, routine maintenance.

Assist property form a coherent, effective and reasonable working interface, timing reminder, automatically generated data report; in order to realize the scientific, standardization, standardization of service management.

Most Economic

Smart Card

- Access authorization
- Consumer payment
- Parking Service
- Membership function

Most Popular

Community Service

- Booking Service
- Repair service
- Bill payment service
- Community voting
- Community Forum
- Community Q&A

Most Complete

Security & others

- CCTV
- Facilities operation monitoring
- EBS interface for the third application and platform



Smart Home Automation – Everything can be controlled

INNOVIC Smart Control Series

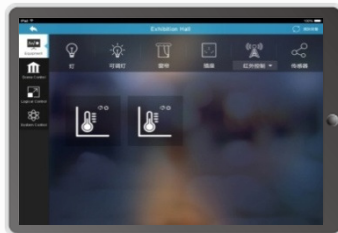


Automation

Increased Energy Management

Connect all in one network

- Dim the lights to the way you want
- Adjust the thermostat automatically
- Turn off the unused devices every night



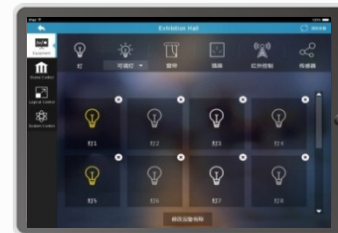
Sensors

- Thermostat
- Door
- Light
- Motion



Infra-red Controller

- TV
- Music Player
- Air Conditioning



Lights

- Color of Light
- Bright & Dim



Curtains

- Auto Detection of outdoor light intensity



*INNOVIC is a self-owned brand of China Telecom Global Ltd.





Why China Telecom Global



About China Telecom

- ◆ World's largest fixed line operator with about **134 million** fixed access lines in service ;
- ◆ World's largest broadband operator with **113 million** subscribers;
- ◆ Mobile operator with **197.9 million** subscribers, including **143 million** 3G/4G subscribers;
- ◆ China's largest optical fiber network with **83,000 km** long covering all the China cities;
- ◆ China's largest MPLS VPN network;
- ◆ Operating revenues reached **RMB 331,202 million (~USD 51.12 billion)** in 2015;



Global Ranking

Ranked 160th
Fortune Global 500 (Year 2015)

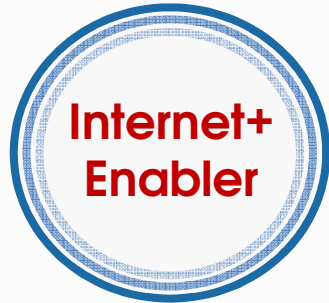
Ranked 144th
Forbes Global 2000 (Year 2015)

Start the
full-scale
construction of
Optical Fiber
Broadband City
since Year 2011

- Three times nationwide broadband speed upgrade
- 100Mbps FTTH > **270 million households**
- Broadband port resources >**300 million**
- Optical network covering >**207 cities** in China



CTG Internet+ Strategies



- CTG as the **Internet+ Enabler**
- Platforms ready for Innovation Deployment

Robust Infrastructure

Fiber Connectivity | Data Center
Internet | CDN

Key Technologies

Cloud Computing | Security
IoT | Big Data
Mobility Services

Quality Services

Customer Care Services
Professional Integration
Managed Operation Services



Strategy 1 : LEADER in Intelligent Pipeline Fiber Network



Strategy 2 : PROVIDER of Integrated Platforms



Strategy 3: FACILIATOR of Contents & Applications



Global Presence of China Telecom



- ◆ Established branches in **29** countries and regions around the world.
- ◆ Over **61** POPs around the world
- ◆ Our global network consists of over **33** Submarine and terrestrial cables with a total international transmission capacity of **7Tbps**, covering **72** countries and regions

 **"Best Managed Company in Asia"**
EuroMoney, yearly of 2010, 2011, 2012, 2013, 2014

 **"Best Managed Company in Asia Telecom Sector"**
Finance Asia, yearly of 2010, 2011, 2012, 2013

 **"Most Honored Companies"**
Institutional Investor, 2011, 2012

 **"The Best of Asia"**
Corporate Governance, 2010, 2011, 2012, 2013



Data Source: 2013 Main Operation Data of China Telecom Corporation Limited, and Annual Listing Report of China Telecom Corporation Limited





Part 4

Key Takeaways



Key Takeaways



- Re-sharp your advantages by making use of the **best-of-breed & modularize PaaS** to provide your fast & easy Go-to-Market services;
- **Continuously providing the best Customer Experiences** by enabling users (contents) and merchants (services) to grow on your platform



**Lower the
Adoption
Cost**



**Increase the
Practical
Value**





Smarter Experience & Better Life!

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