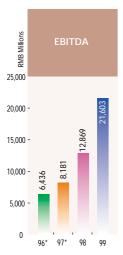
# Financial Highlights





	Results of Operations	
	1999	1998
	RMB Million	RMB Million
Operating Revenue (Turnover)	38,623	26,345
Profit Attributable to Shareholders	4,797	6,900
Basic Earnings Per Share	RMB40 cents	RMB59 cents
EBITDA	21,603	12,869
Profit Attributable to Shareholders (before write-down and write-off of TACS network equipment, net of associated income taxes)	10,320	7,088
Basic Earnings Per Share		
(before write-down and write-off		

of TACS network equipment, net of associated income taxes)

Consolidated

RMB86 cents

RMB60 cents

<sup>\*</sup> Data for the period from 1996 through 1997 assumes that Guangdong Mobile Communication Company Limited and Zhejiang Mobile Communication Company Limited were included in the Group during that entire period.

# Company Profile

The Group provides mobile communication services in Guangdong, Zhejiang, Jiangsu, Fujian, Henan and Hainan provinces in the People's Republic of China.

China Telecom (Hong Kong) Limited (the "Company" or, including its subsidiaries, the "Group") was incorporated in Hong Kong on 3 September 1997. It was listed on the New York Stock Exchange and the Stock Exchange of Hong Kong on 22 October 1997 and 23 October 1997, respectively. The Company was admitted as a constituent stock of the Hang Seng Index in Hong Kong on 27 January 1998. The Company is rated BBB by Standard and Poor's and Baa2 by Moody's.

The Company wholly owns Guangdong Mobile Communication Company Limited ("Guangdong Mobile"), Zhejiang Mobile Communication Company Limited ("Zhejiang Mobile"), Jiangsu Mobile Communication Company Limited ("Jiangsu Mobile"), Fujian Mobile Communication Company Limited ("Fujian Mobile"), Henan Mobile Communication Company Limited ("Henan Mobile"), and Hainan Mobile Communication Company Limited ("Hainan Mobile"), and provides mobile communication services in Guangdong, Zhejiang, Jiangsu, Fujian, Henan and Hainan provinces in the People's Republic of China ("P.R. China") through these six subsidiaries.

As of 31 December 1999, the Group had a total of 20,243 employees and an aggregate mobile telecommunications subscriber base of 15.621 million, representing 36.1 per cent of all mobile telephone subscribers in mainland China at the end of 1999.

The Company's major shareholder is China Telecom (Hong Kong) Group Limited which indirectly held an equity interest of approximately 75 per cent in the Company at 31 December 1999 through a wholly-owned subsidiary, China Telecom Hong Kong (BVI) Limited. The remaining approximately 25 per cent equity interest in the Company was held by public investors.

# Corporate Information

### **Executive Directors**

Mr. WANG Xiaochu (Chairman & President)

Mr. LI Ping

(Vice Chairman & Executive Vice President, Chief Operating Officer)

Mr. DING Donghua

(Director & Chief Financial Officer)

Mr. LI Gang

(Director of the Company, and President of Guangdong Mobile)

Mr. XU Long

(Director of the Company, and President of Zhejiang Mobile)

Mr. HE Ning

(Director of the Company, and President of Jiangsu Mobile)

Mr. LIU Ping

(Director of the Company, and President of Fujian Mobile)

Mr. YUAN Jianguo

(Director of the Company, and President of Henan Mobile)

Mr. WEI Yiping

(Director of the Company, and President of Hainan Mobile)

### Non-executive Director

Mr. CUI Xun

(Vice Chairman of the Company)

# Independent Non-executive Directors

Professor Arthur LI Kwok Cheung Mr. Antony LEUNG Kam Chung

### Joint Company Secretaries

Mr. LI Ping

Mr. Jacky YUNG Shun Loy

### General Counsel

Mr. David Laurence KREIDER (Licensed attorney in the United States and Hong Kong)

### Auditors

**KPMG** 

### Legal Advisers

Linklaters **Freshfields** 

Sullivan & Cromwell

### Registered Office

60/F The Center 99 Queen's Road Central Hong Kong

Public and Investor Relations: Telephone: 852 3121 8888

Fax: 852 2511 9092 Website: www.cthk.com

Stock code: (Hong Kong) 941 (New York) CHL

### **Subsidiaries**

### Guangdong Mobile Communication Company Limited

208 Yuexiu Road South, Guangzhou Guangdong Province, P.R. China Postal code: 510100 Tel: 86 20 83899555

### Zhejiang Mobile Communication Company Limited

406, Ti Yu Chang Road, Hangzhou Zhejiang Province, P.R. China Postal code: 310006 Tel: 86 571 5060230

### Jiangsu Mobile Communication Company Limited

51 Hu Ju Road, Nanjing Jiangsu Province, P.R. China Postal code: 210003 Tel: 86 25 6668120

### Fujian Mobile Communication Company Limited

59 Wushan Road, Fuzhou Fujian Province, P.R. China Postal code: 350001 Tel: 86 591 3373384

### Henan Mobile Communication Company Limited

115 Huanghe Road, Zhengzhou Henan Province, P.R. China Postal code: 450003 Tel: 86 371 5956333

### Hainan Mobile Communication Company Limited

22 Nanbao Road, Haikou Hainan Province, P.R. China Postal code: 570206 Tel: 86 898 6785296

### Share Registrar

HKSCC Registrars Limited 2/F Vicwood Plaza 199 Des Voeux Road Central Hong Kong

### American Depositary Receipts Depositary

Bank of New York 101 Barclay Street, New York NY 10286, USA

Telephone: 1 888 269 2377 (toll free in USA)

### **Publications**

As required by the United States securities laws, the Company will file an annual report on Form 20-F with the US Securities and Exchange Commission before 30 June 2000. Copies of the annual report as well as the Form 20-F, once filed, will be available at:

### Hong Kong:

### China Telecom (Hong Kong) Limited 60/F The Center 99 Queen's Road Central Hong Kong

### United States:

### Bank of New York 101 Barclay Street, New York NY 10286, USA



### **Executive Directors**

Mr. Wang Xiaochu, age 42, Chairman and President of the Company. Mr. Wang is in charge of the overall management of the Company. Prior to joining the Company, Mr. Wang served as the Director General of the Tianjin Posts and Telecommunications Administration. He also served as Director and Deputy Director of the Hangzhou Telecommunications Bureau in Zhejiang Province. He was responsible for the development of China Telecom's telephone network management systems and various other information technology projects. Mr Wang graduated from the Beijing University of Posts and Telecommunications in 1980 and has over 19 years of management experience in the telecommunications industry.

Mr. Li Ping, age 46, Vice Chairman, Executive Vice President and Joint Company Secretary of the Company. Mr. Li is in charge of the Company's business operations and investor relations. He has served as Deputy Director General of the Directorate General of Telecommunications ("DGT"), and Deputy Director General of the Heilongjiang Posts and Telecommunications Administration. He graduated from the Beijing University of Posts and Telecommunications in 1976 and received an MBA degree from the State University of New York in 1989. Mr. Li has over 21 years' operational and management experience in the telecommunications industry.

Mr. Ding Donghua, age 63, Director and Chief Financial Officer of the Company. Mr. Ding is in charge of the financial management of the Company. He was previously the Chief Economist, Chief Accountant, Deputy Chief Economist and Department Director of the Guangdong Posts and Telecommunications Administration. He graduated from the Beijing University of Posts and Telecommunications in 1961 and has 38 years' management experience in the telecommunications industry, as well as in economics and finance.



Mr. Li Gang, age 43, Director of the Company. Mr. Li is responsible for the mobile telecommunications operations in Guangdong Province. He is also the Vice Chairman and President of Guangdong Mobile. Mr. Li previously served as the Chief of the Network Maintenance Division and a Deputy Chief of the Telecommunications Division of the Guangdong PTA. Mr. Li graduated from Beijing University of Posts and Telecommunications in 1985 and has over 26 years of experience in the telecommunications industry.

Mr. Xu Long, age 43, Director of the Company. Mr. Xu is responsible for the mobile telecommunications operations in Zhejiang Province. He is also the Chairman and President of Zhejiang Mobile. Mr. Xu previously served as a Deputy Director General of the Zhejiang PTA, the Director of the General Office of the Zhejiang PTA, the President of Zhejiang Nantian Posts and Telecommunications Group Company and a Deputy Director of the Shaoxing Posts and Telecommunications Bureau in Zhejiang Province. Mr. Xu graduated from Zhejiang University of Broadcasting and Television in 1985. He is a senior economist and has over 21 years of experience in the telecommunications industry.

Mr. He Ning, age 38, Director of the Company. Mr. He is responsible for the mobile telecommunications operations in Jiangsu Province. He is also the Chairman and President of Jiangsu Mobile. Mr. He previously served as a Deputy Director General of the Jiangsu PTA, the Director and Deputy Director of the Jiangsu Mobile Communications Bureau, and Deputy Director of the Zhenjiang Posts and Telecommunications Bureau in Jiangsu Province. He graduated from the Nanjing Institute of Posts and Telecommunications in 1983, and has 16 years of experience in the telecommunications industry.



Mr. Liu Ping, age 54, Director of the Company. Mr. Liu is responsible for the mobile telecommunications operations in Fujian Province. He is also the Chairman and President of Fujian Mobile Communication Company Limited. Mr. Liu previously served as the Deputy Director of the Fujian Posts and Telecommunications Administration and Director of the Fuzhou Posts and Telecommunications Bureau. He graduated from the Nanjing Institute of Posts and Telecommunications in 1985, and has 22 years' experience in the telecommunications industry.

Mr. Yuan Jianguo, age 49, Director of the Company. Mr. Yuan is responsible for the mobile telecommunications operations in Henan Province. He is also the Chairman and President of Henan Mobile Communication Company Limited. Mr. Yuan previously served as the Deputy Director of the Henan Posts and Telecommunications Administration, and as Director and Deputy Director of the Henan Mobile Communications Bureau. He holds a Masters degree in Economics Law from Chinese Academy of Social Sciences, and has 29 years' experience in the telecommunications industry.

Mr. Wei Yiping, age 48, Director of the Company. Mr. Wei is responsible for the mobile telecommunications operations in Hainan Province. He is also the Chairman and President of Hainan Mobile Communication Company Limited. Mr. Wei previously served as the Deputy Director of the Hainan Posts and Telecommunications Administration, and as Director of the Sanya Posts and Telecommunications Bureau. He graduated from Xi'an Foreign Languages Institute in 1976, and has 29 years' experience in the telecommunications industry.



### Non-executive Directors

Mr. Cui Xun, age 61, Vice Chairman of the Company. Mr. Cui is also the Director General of the Guangdong PTA and the Chairman of Guangdong Mobile. He has served as Deputy Director General and Chief Engineer of the Guangdong PTA as well as Chief Engineer, Deputy Director and Deputy Chief Engineer of the Guangzhou Telecommunications Bureau in Guangdong Province. Mr. Cui graduated from the Beijing University of Posts and Telecommunications in 1962. He has 37 years of experience in the telecommunications industry.

### Independent Non-executive Directors

Professor Arthur Li Kwok Cheung, age 54, Director. Professor Li is the Vice Chancellor of the Chinese University of Hong Kong, a Non-Executive Director of Glaxo Wellcome plc, a Director of the Bank of East Asia Limited and a Non-Executive Director and Chairman of the Board of Regal Hotel Group plc. He holds a doctorate degree in medicine from Cambridge University and an honorary doctorate degree in science. He previously served as Board Member of the Hong Kong Hospital Authority and President of the College of Surgeons of Hong Kong. Professor Li has been an Advisor on Hong Kong Affairs to the People's Republic of China, a Member of the Basic Law Consultative Committee, a Member of the Preparatory Committee of the Hong Kong Special Administrative Region of the National People's Congress, a Member of the Selection Committee of the First Government of the Hong Kong Special Administrative Region. Professor Li is a Committee Member of the Ninth Annual Chinese People's Political Consultative Conference.

Mr. Antony Leung Kam Chung, age 48, Director. Mr. Leung is the Chairman for Asia Pacific of the Chase Manhattan Bank. He graduated from the University of Hong Kong and completed the Advanced Management Program at the Harvard Business School. Mr. Leung's public service appointments include Member of the Executive Council of the Hong Kong Special Administrative Region, Chairman of the Education Commission and Member of the Exchange Fund Advisory Committee.