

Operations Review
Fixed-line Business

CONNECTED
ANYWHERE
ANYTIME





HGC

20 YEARS

2015 marked Hutchison Global Communications Limited (“HGC”) 20th year of providing Hong Kong and beyond with a diversity of innovative services. The last two decades have seen HGC enriching a portfolio that serves customer organisations of all sizes via an extensive fibre network. Today’s customers include local and international carriers, corporations and households.

HGC services are made available via more than 1.43 million kilometres of fibre-optic cable cores along with about 6,000 kilometres of cable ducts, while fibre infrastructure has been enhanced to enable rollout of Fibre-to-the-Home (“FTTH”) and Fibre-to-the-Office services, as well as “HGC On Air” Wi-Fi hotspots.

International and Local Carrier Business

As one of Asia’s leading telecommunications players, HGC continues to pursue a strategy of geographical expansion and customer segment development. HGC has grown from a network infrastructure operator into a total solutions provider offering value-added services. HGC has enriched service portfolios around the world, horizontally and vertically.

From a horizontal perspective, HGC’s business reach extended in 2015 to include many more niche markets. The Greater Mekong Subregion remains one of HGC’s sharpest niche market focuses,



HGC marks 20 years of providing Hong Kong with a comprehensive array of service offerings.

where HGC has achieved deeper market penetration by delivering total solutions and multi-layered service.

Vertically, HGC provides new services in technology areas such as cloud computing, instant connectivity, cloud connectivity service and data centre hosting to satisfy modern-day international corporate market demands. HGC’s IP internet backbone has expanded to establish more than 1,000 direct interconnects to provide high-performance and providing customised IP routes for customers.

HGC’s Application and Content Provider (“ACP”) Solution targets Over-The-Top (“OTT”) players, game providers and eCommerce enterprises. The result is a suite of one-stop solutions covering needs that range from project management to hosting and networking with the aim of extending business reach to global markets.

Soaring popularity of smart mobile devices has also sparked growth in the application of data technologies, prompting HGC to concentrate more on solutions to serve mobile network operators (“MNOs”). As well as meeting the needs of MNOs around the world including the rest of the 3 Group, HGC’s Internet Packet Exchange (IPX) platform solution delivers reach to a rising number of MNOs. These can now exchange all kinds of mobile traffic at higher speeds in a more cost-effective manner – and their end customers are better able to roam seamlessly.

HGC now benefits from voice interconnections with more than 400 carriers, along with direct mobile connections to 200-plus mobile operators in excess of 100 countries. In addition, video coverage is provided in 59 countries via 160 carriers.



HGC's Retail Cloud Solution helps boost sales and marketing power of retailers.

HGC leads the Hong Kong market in provision of backhaul facilities. In this regard, advent of 4G service triggered a spurt in demand for high bandwidth so data can be carried at higher speeds. HGC solution was to launch a Gigabit Access Network offering to provide MNOs with bandwidth up to 1Gbps per mobile base station for backhaul purposes.

Corporate and SME Market

HGC owns and runs an extensive network that provides financial institutions, government departments, schools and hospitals, among other organisations, with the most comprehensive variety of solutions.

New 10G technology prompted HGC to introduce cost-effective Dense Wavelength Division Multiplexing connectivity with a view to providing global carriers, mobile operators, data

centres, cloud service providers and large enterprises with fast and reliable network service.

The cloud service product, namely WiseNET CloudConnect service, has been made readily available to the HGC cloud platform in order to meet the most demanding customer requirements. Increasing demand from connectivity customers led to HGC raising Gigabit-capable Passive Optical Network speeds from 1Gbps to 10Gbps, resulting in an unparalleled Internet surfing experience.

Turning to the retail industry, HGC built a large client base and continued to penetrate large organisations. And the Retail Cloud Service Suite, which includes Cloud Surveillance and Cloud Audience Analytics, was developed to meet the day-to-day operational needs of retail chains.

2015 also saw HGC launching the "HGC On Air" service, a city-wide Wi-Fi network to address the commercial market, as well as individuals. Numbers of outdoor "HGC On Air" Wi-Fi hotspots exceeded 17,000, making HGC one of the largest-scale Wi-Fi service providers in Hong Kong. Most of these hotspots are now served by 1Gbps optical-fibre backhaul.

In order to facilitate eLearning, HGC partnered with leading equipment providers and systems integrators, while investing substantial resources in helping schools build their own campus Wi-Fi networks.



More 3Home Broadband customers are opting for 1Gbps Fibre-to-the-Home service.

HGCGC satisfies the **most stringent mission-critical** requirements of clients



Residential Market

HGC is committed to providing superior residential broadband services. FTTH technology, for example, equips residential customers with high-quality indoor broadband at speeds up to 1Gbps. Ongoing extension of FTTH technology to major residential buildings has made HGC's broadband coverage available to more than 1.8 million homes.

In 2015, HGC developed an even more synergistic relationship with mobile consumer business to offer special packages combining the advantages of high-speed broadband and 4G LTE mobile data service.

HGC also bundled 4K home broadband

with entertainment, based on an innovative OTT model. A dedicated broadband channel now enables HGC users to stream 4K ultra-HD video content, so they can enjoy a smoother and faster home entertainment experience backed by level of service guarantees.

Data Centre Market

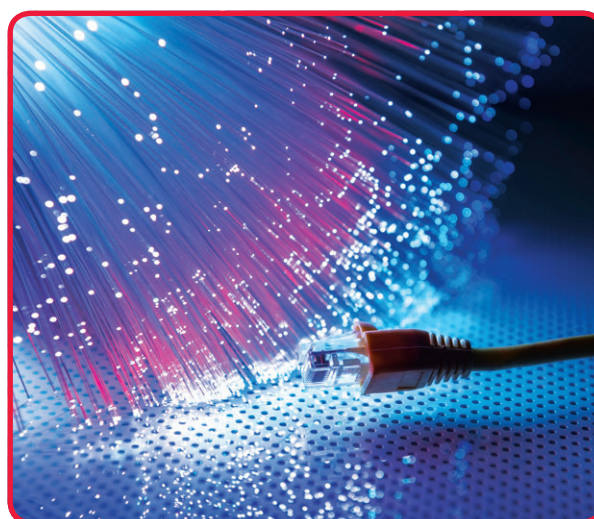
HGC GlobalCentre Limited ("HGCGC"), a joint venture between the Company and CK Hutchison Holdings Limited, owns two data centres, designed according to the Telecommunications Industry Association TIA-942 tier-3, or higher, standard. Each of them was also accredited with ISO 27001 information

security management certification. HGCGC satisfies the most stringent mission-critical requirements of clients throughout a variety of sectors including government departments, international banks and multinational corporations, as well as cloud service and Internet content providers.

HGCGC was awarded "Best Data Centre" honours in recognition of environment-friendly facilities in 2015, while HGCGC Kwai Chung data centre was accredited with ISO 50001 energy management certification. The energy management measures adopted position HGCGC data centres as new generation facilities capable of even greener sustainability.



HGCGC provides world-class data centre facilities for customer organisations throughout a variety of industries.



HGC's fibre-optic cable cores add up to more than 1.43 million km - enough to circle the earth 36 times.