



For Immediate Release

CITIC Telecom CPC, CITIC Networks Successfully Enter High Bandwidth Capacity Market with GDS as its First Strategic Partner

Collaborative effort for developing a new service model for high bandwidth data center market

27 October, 2015 – CITIC Telecom International CPC Limited (“CITIC Telecom CPC”), a wholly owned subsidiary of CITIC Telecom International Holdings Limited (SEHK:1883), today announced that it has officially entered into a strategic partnership framework agreement with China’s leading data center service provider GDS Services Ltd. (“GDS”). Under the agreement, CITIC Telecom CPC, together with CITIC Networks Company Limited (“CITIC Networks”) and the subsidiary China Enterprise ICT Solutions Limited (“China Entercom”), have formed a long-term, stable and high performance strategic business partnership with GDS, with the aim of leveraging the expertise and advantages of each party in the data center and optic fiber network markets. The partnership also places an important role in facilitating both parties’ development and deployment in the data communication and data center businesses, making a preemptive entry into the high bandwidth market, expanding market share, and improving both parties’ competitiveness in the Greater China as well as Asia Pacific region.

True connectivity among data centers. High bandwidth brings enterprises with high operational efficiency

CITIC Telecom CPC has been dedicating large resources in establishing large-scale data centers and creating highly effective business platform after its subsidiary has secured the IDC/ICP cross-regional operation license in China last year. Subsequent to the launching of the new internet data center in Aberdeen, Hong Kong and the cloud data center in Baoshan, Shanghai, CITIC Telecom CPC has not only enhanced its competitiveness and service scopes in the data center market, but also expanded the coverage of its SmartCLOUD™ cloud computing and cloud storage infrastructure services. As the trusted information and communications technology solutions provider in Asia Pacific, CITIC Telecom CPC has always been keeping a close eye on the market’s development. To cater the market needs, it has been establishing high quality data centers actively, expanding its network and service coverage in China and worldwide, as well as striving to solidify its footprint in the high bandwidth market across China through CITIC Networks. The strategic partnership between CITIC Telecom CPC, China Entercom, CITIC Networks and GDS combines the abundant bandwidth resources, data center resources, client resources and service experience, reinforcing their edge in data communications service. The partnership also enables the companies to seamlessly connecting the data centers and expanding their presence in the high bandwidth market, while offering a brand new service model in China.



The strategic partnership integrates the strengths of the 3 parties. On the one hand, GDS operates numerous high-level data centers across major economic zones in China and plays a leading role across different industries including finance, internet, commercial and media sectors. On the other hand, CITIC Networks owns the China Express Network, which is the only core network with Type 2 Domestic Telecommunications License apart from the “Big Three” telecoms carriers in the PRC. CITIC Networks’ highly flexible and scalable core network provides customers with high availability and high bandwidth services that ensures all data centers can enjoy high speed, secure and quality connectivity capabilities. Further, CITIC Telecom CPC’s network, cloud computing and managed services have extensive coverage throughout Asia Pacific and worldwide, giving the company a leading edge in many aspects.

Tripartite strengths bring customers comprehensive and quality services and experience

According to the agreement, CITIC Networks will provide optic fiber core network services to GDS’ data centers, enhancing the connectivity among them. At the same time, China Entercom, a subsidiary of CITIC Telecom CPC, will establish network, VPN, Internet and the Points-of-Presences (PoPs) of its managed services in GDS’ data centers in China. This not only ensures customers of both companies can connect within the nation through CITIC Networks’ optic fiber core network as well as enjoy high bandwidth and high-speed network, but also to benefit from CITIC Telecom CPC and China Entercom’s wide variety of managed services.

In addition, GDS will provide CITIC Telecom CPC with data center resources, enabling CITIC Telecom CPC to provide multiple quality data center services to its customers more promptly and comprehensively so as to extend its service coverage.

In fact, the partnership implies a great opportunity for CITIC Telecom CPC to optimize its data center and managed services, as well as enhance its capabilities to further extend its reach in the high bandwidth network market through CITIC Networks. With CITIC Networks’ licensed core network in China, China enterprises can enjoy high bandwidth network services with high scalability and availability, while CITIC Telecom CPC can also leverage its long-established MPLS VPN technologies and coverage to extend the high bandwidth services to Greater China and other regions for better interoperability. Enterprises can thus enjoy seamless connectivity anytime, anywhere. With GDS as the first strategic partner, it marks an important milestone for CITIC Telecom CPC’s success.

Three industry leaders complementing each others to form strong partnership

Mr. Jason Wang, Senior Vice President and General Manager, Hong Kong of GDS, said, “The optic fiber network service of CITIC Networks assures quality service and extensive coverage. We are very pleased to form the strategic partnership with CITIC Networks and CITIC Telecom CPC. With the rapid growth of the big data and cloud computing services needs, our partnership could accelerate the realization of a new service model through connected data centers, which will greatly facilitate the enterprises data transmission across different regions and countries. As a result, a quality data center industry ecosystem can be established.”



Data centers are important infrastructure for any cloud services, while a high-speed, stable and high bandwidth network is an important medium for connecting the services together. They are all key factors contributing to the cloud business development. This partnership enables CITIC Telecom CPC to leverage its business advantages while combining the expertise and resources from GDS and CITIC Networks to provide customers with a robust cloud platform and a wide range of cloud services, as well as a series of data communications and managed services.

Stephen Ho, Chief Executive Officer of CITIC Telecom CPC, said “With the rise of the big data and cloud era, many enterprises are looking for trusted data centers, data communications, cloud and managed services. We believe that high-speed and high bandwidth network is of utmost importance to help enterprises achieving success in digitalized operations. It is also one of the key considerations when customers are deciding which data center service to go for. We are pleased to join hands with CITIC Networks and GDS, China’s leading third-party data center service provider, to maximize the strengths of the three parties. Through the extensive data center coverage from GDS, we hope our customers can enjoy data center services with thorough coverage, and at the same time, allow us to expand our cloud computing platform effectively.”

“Moreover, as China enterprises are striving to develop into overseas markets, and overseas enterprises are eager to enter into the China market, we have decided to establish network, VPN, Internet and a series of managed services PoPs in GDS data centers through our subsidiary China Entercom, while seamlessly connecting the PoPs by CITIC Networks core optic fiber networks. This fully demonstrates our leading role in the cloud computing, managed services, and the high bandwidth network markets. Through the cooperation, customers can benefit from comprehensive ICT solutions which can tie in their strategic business development and help them create more business opportunities and value,” added Ho.

Looking towards the future

CITIC Telecom CPC, CITIC Networks and GDS will actively participate in the execution of the strategic partnership agreement and aim to officially launch the partnership in 2016. Once the partnership is launched, customers from China and around the world will be able to enjoy comprehensive and quality data center, data communications, cloud computing and various managed services.

This does not mark an end of the cooperation between the three parties. When expanding its businesses to overseas, GDS will consider leveraging CITIC Telecom CPC’s global network services to connect its data centers in China and other regions and offer its customers with the network services among the data centers. CITIC Telecom CPC, on the other hand, will also look into expanding a series of managed ICT services in GDS’ data centers. Besides, CITIC Telecom CPC will strive to integrate its eight cloud service centers which are located in Hong Kong, Taiwan, Guangzhou, Shanghai, Beijing and Singapore, with GDS data centers in order to achieve a truly seamless connection and cross-regional cloud resource allocation, so as to help enterprises for better cloud deployment. In addition, CITIC Telecom CPC also aims to partner with other players in



the China network market through CITIC Networks, in order to shape a new page for the network market in China and strive to become one of the key network service providers in the market.

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About CITIC Telecom CPC

CITIC Telecom International CPC Limited (“CITIC Telecom CPC”), a wholly owned subsidiary of CITIC Telecom International Holdings Limited (SEHK: 1883), is a trusted Information and Communication Technology (ICT) solutions provider with multiple branches across Asia Pacific, and a preferred partner by multinational corporations and business enterprises.

CITIC Telecom CPC delivers a range of innovative services, including: [TrueCONNECT™](#) - an advanced MPLS VPN service which employs state-of-the-art fully meshed network, [TrustCSI™](#) - an integrated suite of information security solutions, [DataHOUSE](#) – converged cloud solution and global unified management datacenter solutions, and [SmartCLOUD™](#) – smarter, better and high performance cloud computing solutions which complement the company’s managed network, managed security, and managed cloud data center solutions.

As further testament to its commitment in providing premium quality services in the Asia Pacific region, the company became the first VPN service provider in Hong Kong to achieve all four ICT related certifications in ISO 9001 – Quality Management System, ISO 27001 – Information Security Management System, ISO 20000 – Information Technology Service Management System, and ISO 14001 - Environmental Management System. Learn more at www.citictel-cpc.com.

About CITIC Networks

CITIC Networks is a wholly owned subsidiary of CITIC Group Corporation and offers renting and sale of network equipment and related products. It is permitted to offer provision of Internet services, construction, management and maintenance of data networks, and development and sale of software and databases. It is also one of the few which has the Type 2 Domestic Telecommunications License to build and operate optic fiber network in the PRC. It is the owner and operator of China Express Network, one of the few commercial use backbone network resources in the PRC, connecting most provincial cities across the nation through over 32 PoPs. With abundant bandwidth resources, China Express Network provides highly stable and secure data transmission services to most provincial cities across the PRC. CITIC Networks is the affiliated company of CITIC Telecom International Holdings Limited. Learn more at <http://www.networks.citic.com>



中信國際電訊(信息技術)有限公司
CITIC TELECOM INTERNATIONAL CPC LIMITED

About GDS

Established in 2001, with the world-class new-generation data centers and 14 years of professional experience in providing high-availability IT service, as well as excellent capability in integrating industry chain, GDS is capable of providing customers with data center services and cloud computing services. By the end of 2015, GDS operates 19 data centers in China, with data center construction area of 160,000m². For more information, please visit: www.gds-services.com

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