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**China Tower Corporation Limited**  
**中國鐵塔股份有限公司**

*(A joint stock company incorporated in the People's Republic of China with limited liability)*  
**(Stock Code: 0788)**

**UNAUDITED KEY PERFORMANCE INDICATORS**  
**FOR THE FIRST THREE QUARTERS OF 2020**

- ❖ Operating revenue was RMB60,220 million, up by 5.6% over the same period last year, of which
  - Revenue from tower business was RMB54,798 million, up by 2.2% over the same period last year
  - Revenue from indoor distributed antenna system (“DAS”) business was RMB2,634 million, up by 36.9% over the same period last year
  - Revenue from trans-sector site application and information (“TSSAI”) and energy operation businesses was RMB2,612 million, up by 92.8% over the same period last year
- ❖ EBITDA was RMB44,019 million
- ❖ Profit attributable to owners of the Company was RMB4,564 million, up by 17.8% over the same period last year

The board of directors (the “**Board**”) of China Tower Corporation Limited (the “**Company**”) announces certain selected unaudited consolidated key financial and operating data of the Company for the period ended 30 September 2020.

## SELECTED UNAUDITED KEY PERFORMANCE INDICATORS

### FINANCIAL DATA

	For the period from 1 January 2020 to 30 September 2020 <i>(RMB million)</i>	For the period from 1 January 2019 to 30 September 2019 <i>(RMB million)</i>	Change
<b>Operating revenue:</b>	<b>60,220</b>	57,041	5.6%
Of which, revenue from			
Tower business	<b>54,798</b>	53,636	2.2%
DAS business	<b>2,634</b>	1,924	36.9%
TSSAI and energy operation businesses	<b>2,612</b>	1,355	92.8%
<b>EBITDA</b>	<b>44,019</b>	41,774	5.4%
<b>Profit before taxation</b>	<b>5,988</b>	5,070	18.1%
<b>Profit attributable to owners of the Company</b>	<b>4,564</b>	3,873	17.8%

	As at 30 September 2020 <i>(RMB million)</i>	As at 31 December 2019 <i>(RMB million)</i>
<b>Total Assets</b>	<b>338,567</b>	338,067
<b>Total Liabilities</b>	<b>153,948</b>	155,506
<b>Total Equity</b>	<b>184,619</b>	182,561

### OPERATING DATA

	As at 30 September 2020	As at 31 December 2019
<b>Number of tower sites (thousand)</b>	<b>2,020</b>	1,994
<b>Number of tower tenants (thousand)</b>	<b>3,336</b>	3,239
<b>Average tenants per tower site (tower tenants/site)</b>	<b>1.65</b>	1.62

Note: The financial data in this announcement were prepared based on a consolidated basis.

In the first three quarters of 2020, amid the complicated internal and external environment, the Company persisted in resource sharing and innovation by actively capturing opportunities arising from 5G construction and informatization of society. The Company continued to promote “One Core and Two Wings” strategy in a comprehensive manner, strengthening market and customer orientation, deepening reform and innovation, and consistently boosting high quality and scale development, thereby our business performance remained stable. As of the end of September, the Company managed a total of 2,020 thousand tower sites, and the number of tower tenants reached 3,336 thousand, representing a net increase of 97 thousand compared to the end of last year. Average tenants per tower site was 1.65, reflecting a continued improvement in the level of site co-location. Leveraging the advantages in resources and competencies, the Company accelerated the innovation of construction and service models to support the construction of 5G networks economically and efficiently. In the first three quarters of 2020, a total of 345 thousand 5G sites were built, and more than 97% of 5G demands were fulfilled through sharing the existing site resources.

In the first three quarters of 2020, the operating performance of the Company continued to grow steadily. The operating revenue was RMB60,220 million, up by 5.6% over the same period last year, of which revenue from tower business was RMB54,798 million, up by 2.2% over the same period last year; revenue from DAS business was RMB2,634 million, up by 36.9% over the same period last year; revenue from TSSAI and energy operation businesses was RMB2,612 million, up by 92.8% over the same period last year, maintaining a strong momentum for rapid growth. The revenue from non-tower business accounted for 9.0% of total operating revenue for the period, increasing from 6.0% for the same period last year. The business growth trend with multiple driving forces has been developed. EBITDA reached RMB44,019 million, with EBITDA margin of 73.1%. In the first three quarters of 2020, the profit attributable to owners of the Company was RMB4,564 million, up by 17.8% over the same period last year.

China is endeavoring to speed up the construction of 5G and other new infrastructures and the economic and social digital transformation is accelerating, which will bring ample development opportunities for the Company. Looking forward, the Company will continue to further the resource sharing, focus on effectiveness and efficiency, leverage core advantages and strengthen the development of our One Core business. We will continue to focus on key sectors and enhance cooperation, improve the product innovation and support capabilities of the Two Wings business and enhance its development momentum. We will vigorously promote the quality and efficiency enhancement, strengthen refined management, put full efforts to achieve high-quality and healthy development and strive to create greater value for shareholders.

## **Caution Statement**

The Board wishes to remind shareholders of the Company and investors that the above selected financial and operating data are based on the Company’s internal records and management accounts and have not been reviewed or audited by independent auditors. The Company’s shareholders and investors are cautioned not to unduly rely on such data. In the meantime, the Company’s shareholders and investors are advised to exercise caution when dealing in the securities of the Company.

By Order of the Board  
**China Tower Corporation Limited**  
**Tong Jilu**  
*Chairman*

Beijing, China, 19 October 2020

*As at the date of this announcement, the Board of Directors of the Company comprises:*

*Executive directors* : *Tong Jilu (Chairman of the Board) and Gu Xiaomin (General Manager)*  
*Non-executive directors* : *Gao Tongqing, Mai Yanzhou and Zhang Zhiyong*  
*Independent non-executive directors* : *Fan Cheng, Tse Yung Hoi and Deng Shiji*