

Overview

Hutchison Telecommunications International Limited with its subsidiary and associated companies ("the Group") is a global provider of mobile and fixed line telecommunications services, currently serving eight markets around the world: Hong Kong, Macau, India, Israel, Thailand, Sri Lanka, Paraguay and Ghana, with Vietnam intending to commence service in late 2005. The Group offers customers a wide variety of telecommunications services, ranging from basic voice and data to multimedia services using the most advanced mobile technology. In Hong Kong, we also operate the most advanced fixed line fibre-optic network.

Our strategy, refined over 20 years in the telecommunications industry, is to take advantage of markets that offer superior opportunities for growth. We first identify markets experiencing strong economic growth, with favourable demographic profiles as well as low telecommunications penetration rates. This approach is also applied to our acquisitions which have traditionally been focused on Asia.

We then develop leading market positions by building a top quality network, offering competitive tariffs, customer-driven products and innovative service plans. Knowledgeable local management and continuing technological innovation, together with our leading reputation in the telecommunications industry are the ingredients of our success.

Also, we adapt this mix for the diverse markets that we serve. In India, for example, with its vast population and low telecommunications penetration, we focused on network and service quality to establish a successful business that not only makes a significant contribution to the Group but also continues to show strong growth.



In contrast, in markets where mobile telecommunications services are more established, we build strategically on our well-known brands and our reputation as an innovation leader. Meeting customer demand for the latest technology and most recent applications, we have launched 3G services in Hong Kong and Israel to drive growth in these markets.

We derive valuable synergies from our international network: significant advantages in global procurements; an in-depth understanding of technology in one market helps in developing others, and effective marketing ideas often know no borders. These synergies will continue to be realised to underpin superior products and services, at reduced cost and capital expenditure.

Our history as a leader in the mobile telecommunications industry provides the foundation and guideposts for our future. Building on our traditions, we will continue to exploit our strengths and seek every new opportunity to grow our business.

Our ADSs were listed on the New York Stock Exchange and our shares on the Main Board of the Hong Kong Stock Exchange on 14 and 15 October 2004 respectively.