

## **FY25 Annual Results Announcement**

**Empowering Lives  
Reshaping Businesses  
Inspiring Innovations**

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# Management Present



**Mr. LING Hao**

HKBN Board Chairman &  
Executive Director



**Mr. LI Xin**

HKBN Executive Director &  
Group Chief Executive Officer



**Mr. LEI Liqun**

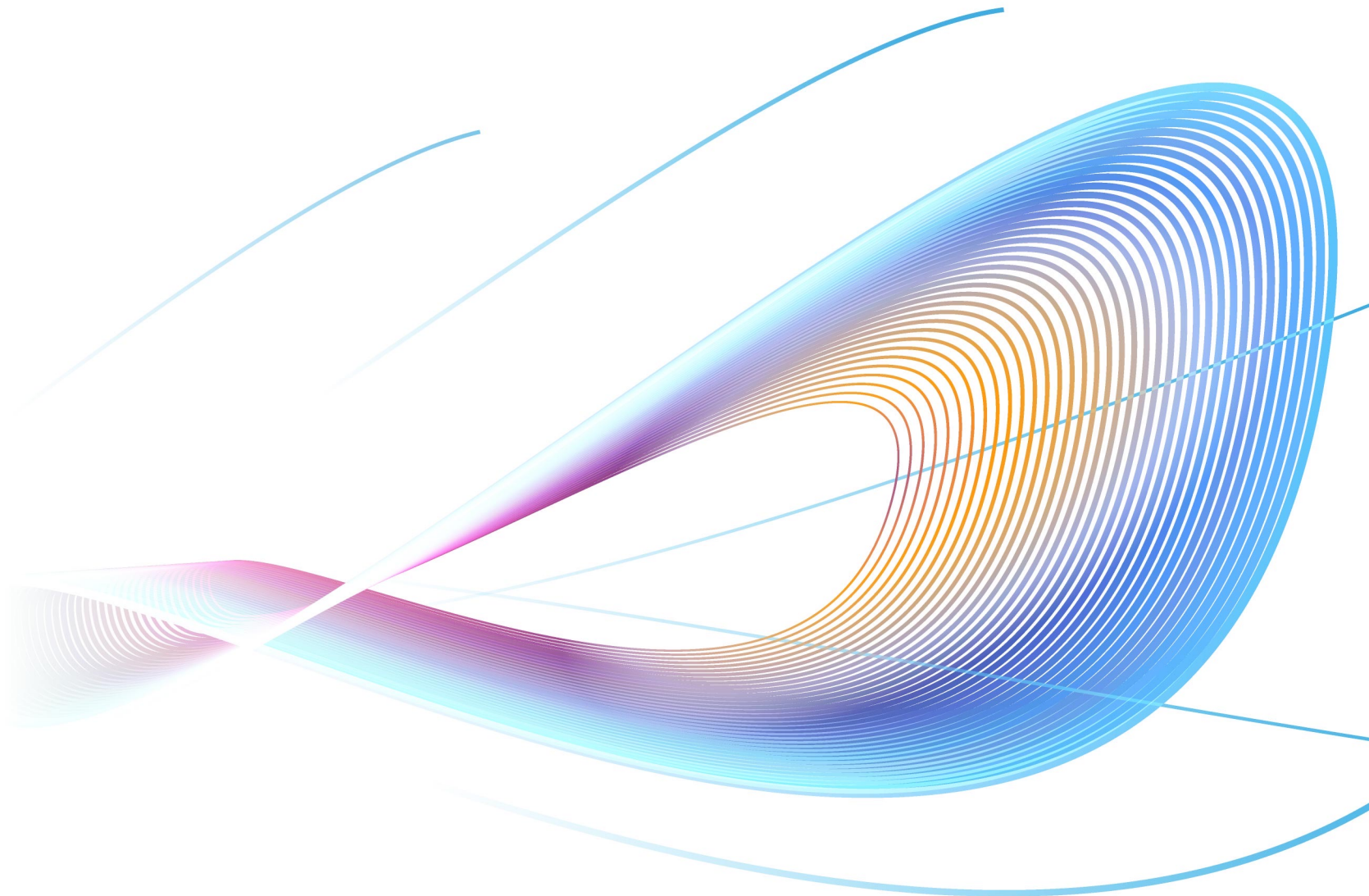
HKBN Executive Director &  
Chief Financial Officer



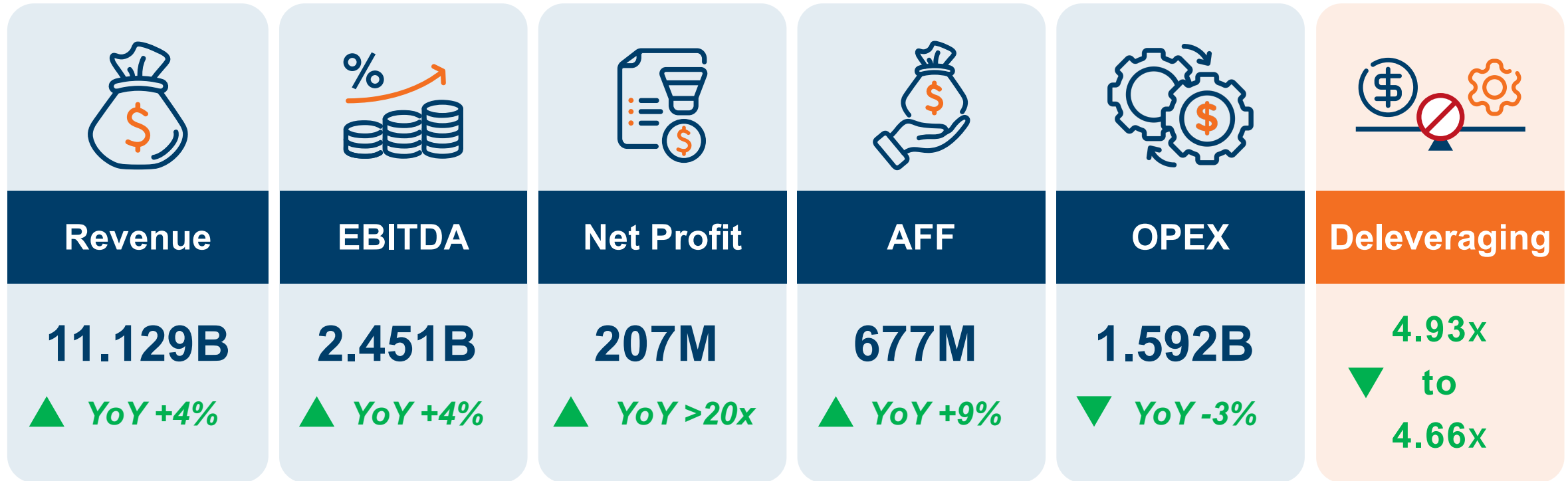
**Dr. Denis YIP**

HKBN President &  
Group Chief Operating Officer

# Overview



# A Year of Sustainable Growth



**Full Year DPS: 34.4 HK Cents**

Both FY25 EBITDA and OPEX exclude one-time extraordinary charges related to the China Mobile Hong Kong transaction.  
OPEX also excludes depreciation, amortisation of intangible assets and amortisation of customer acquisition and retention costs.  
AFF means Adjusted Free Cash Flow.

# Our Strategy for Growth, Value and Infinite Possibilities

## Enterprise Solutions: A Digital Engine Driving Growth



Partnering with Leading Technology Solution Providers  
Empowering Businesses to Seize New Opportunities in  
Global Markets

## Residential Solutions: Defining the Future of Smart Living



Seamless Integration of Fixed and Mobile Networks  
Delivering a Seamless Integrated Experience



Integrated System Solutions  
Combining Telecommunications &  
Technological Expertise  
Injecting Core Momentum into Business Growth

Cybersecurity

Artificial  
Intelligence

Cloud  
Solutions

IT Infrastructure

Digitalisation  
and  
Applications

## "Infinite-Play" Solutions Meeting Diverse Customer Needs

OTT Entertainment  
Expanded Content Offerings



"Home Infinity"  
Smart Home Services



Healthcare & Intelligent  
Solutions

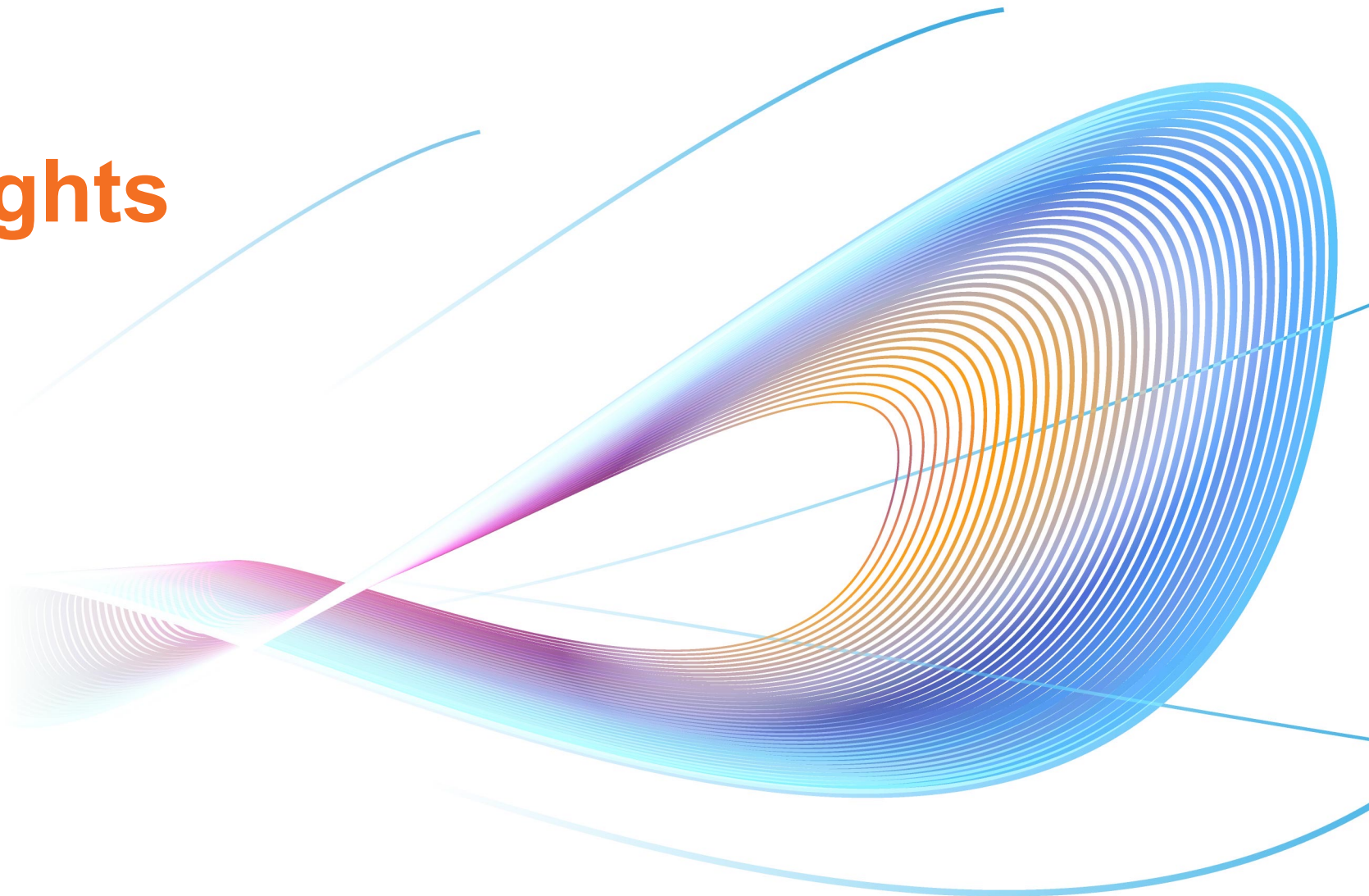


GigaFast Enterprise Ultra-Fast Broadband  
Powering the Engine of Digital Growth  
for Enterprises



GigaFast Residential Ultra-Fast Broadband  
Leading the Way to a New Era of  
Smart Home Entertainment

# Business Highlights



# Solid Growth in Enterprise Business



Enterprise Core  
Telecom Revenue\*

**\$2.688B**

▲ YoY +3%



Enterprise System  
Integration (SI)  
Revenue

**\$770M**

▲ YoY +14%

**GigaFast**  
Broadband

2Gbps & Above  
GigaFast Broadband  
Customers

Over **12,000**



Average Monthly  
Churn Rate

**FY25**  
**1.2%**

vs  
FY24 1.4%



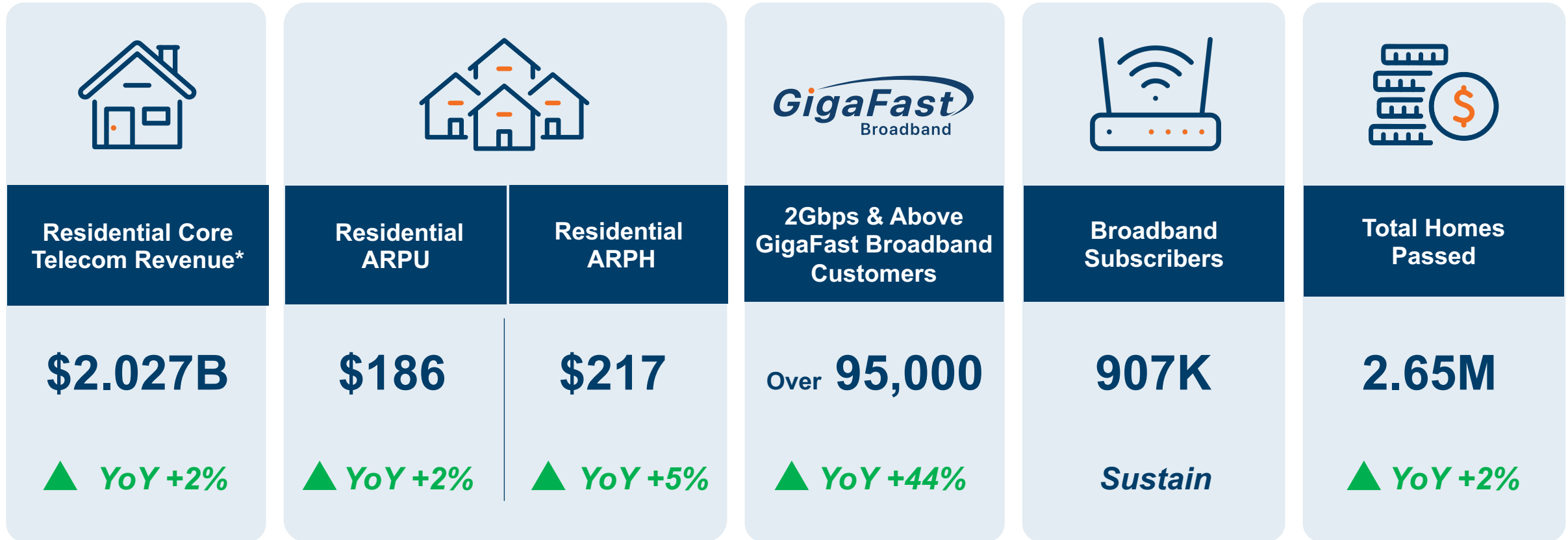
Building Coverage

**8,220**  
Commercial  
Buildings & Facilities

▲ YoY +1%

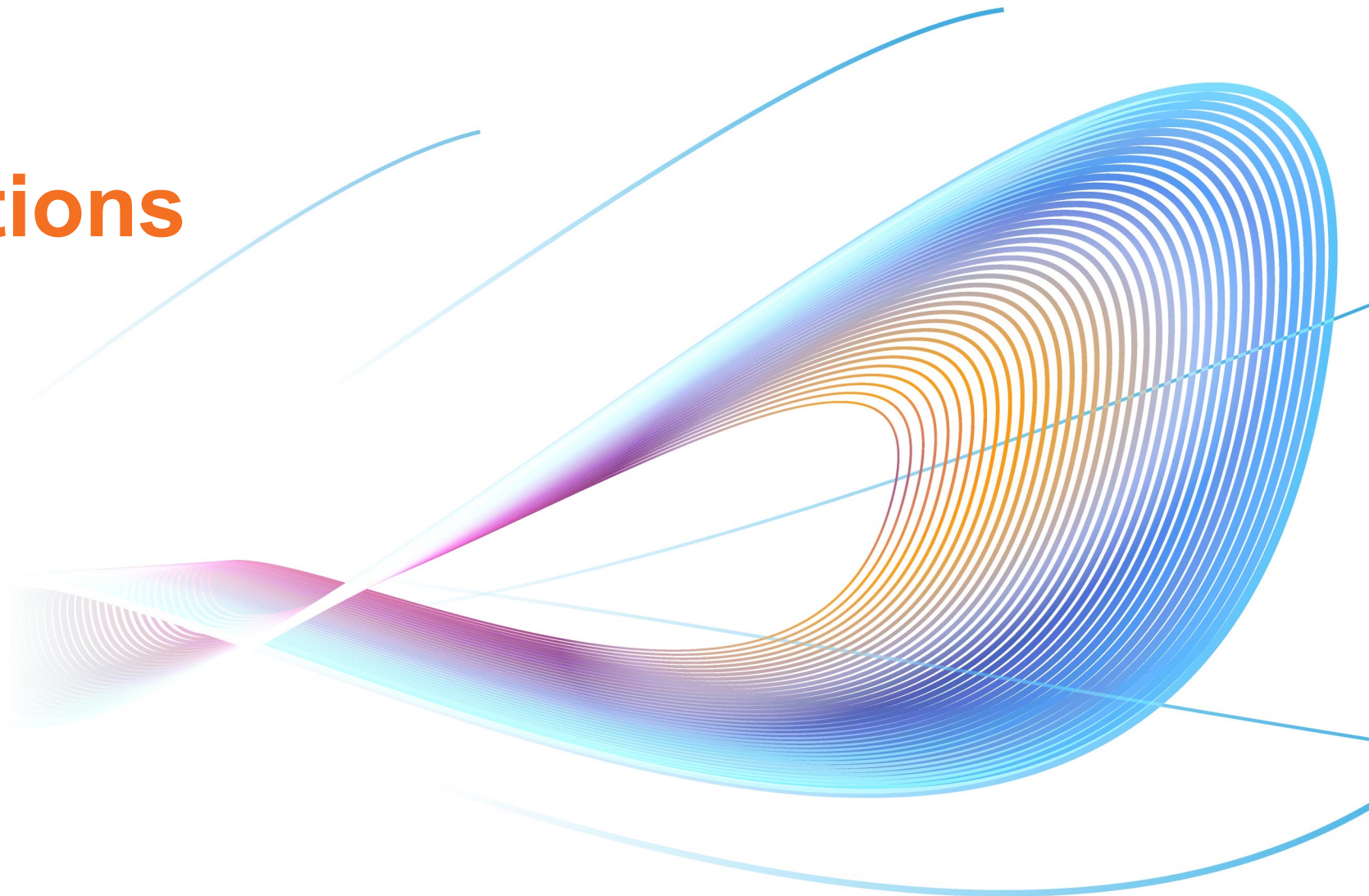
\* Core telecom revenue excludes all international telecommunications related services.

# Profitable Growth in Residential Business

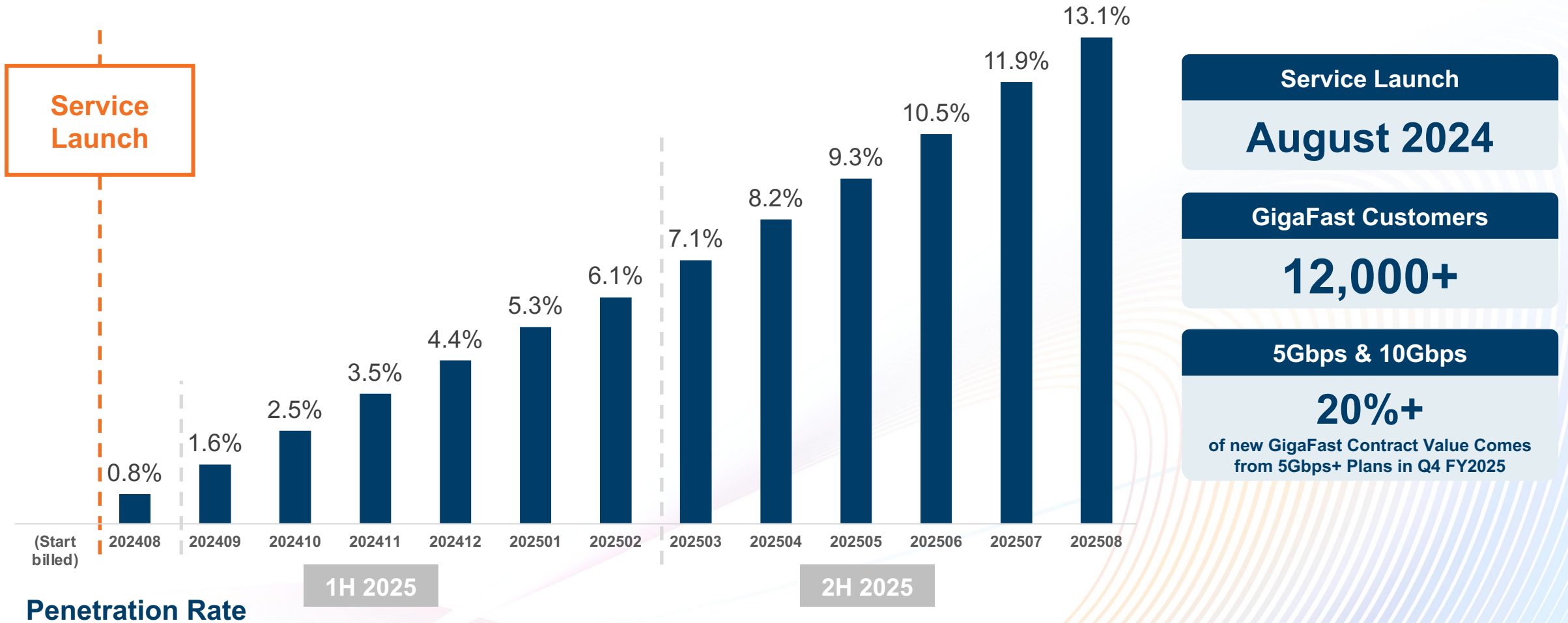


\* Excluding international telecommunications services, MVNO and Products.

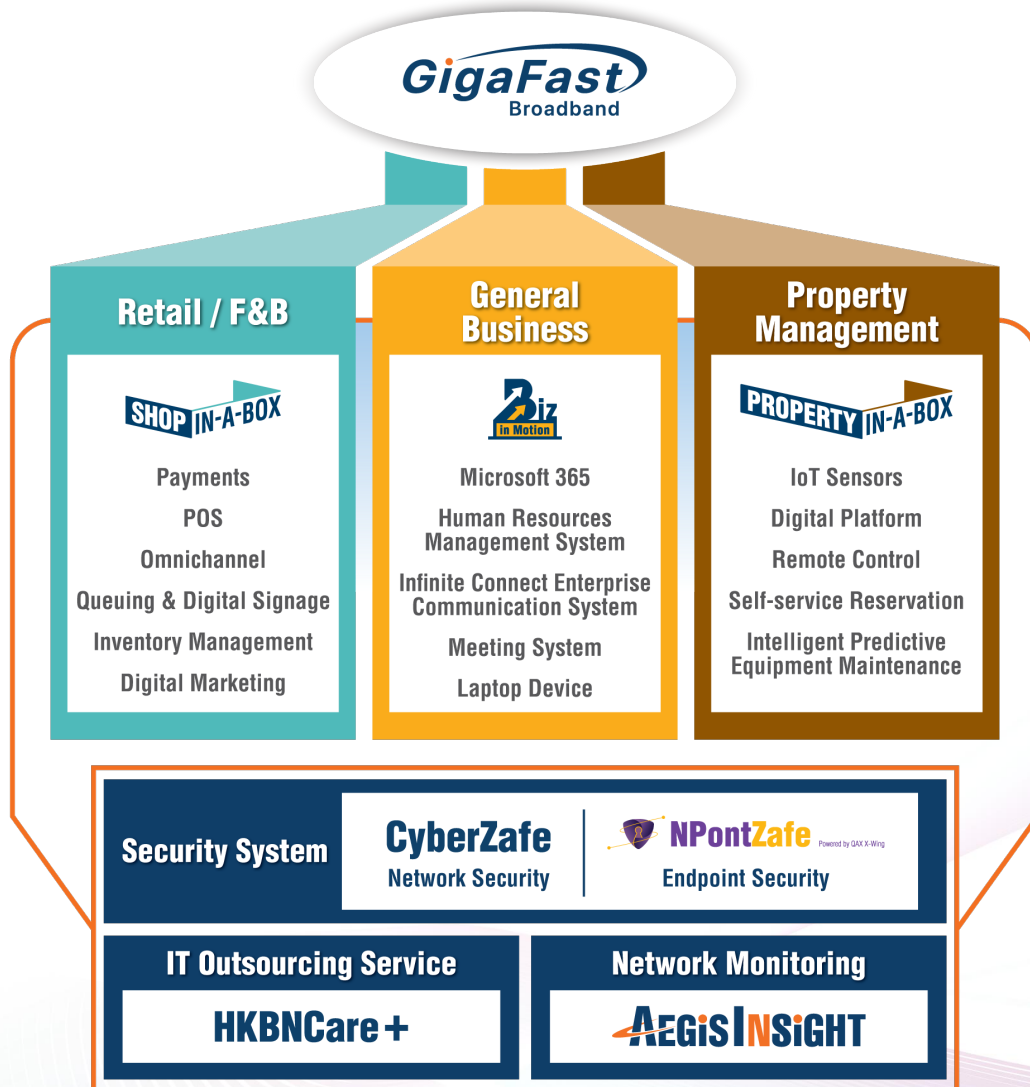
# Enterprise Solutions



# 2Gbps and Beyond: Surging Enterprise Demand for GigaFast Broadband



# For SMEs: Biz-In-Motion and Shop-in-a-Box All-in-one Retail Solutions



Customers Onboarded in FY2025

**13,500+**

Total New Contract Value Acquired

**\$250M+**

Average Monthly Fee

**+25%**

# For Large Enterprises: Extended Connectivity Solutions - Integrating Our Telecom and Technology Expertise

## Unified Multi-cloud Management

- Ultra-low Latency Cloud Connect via DWDM
- Public Cloud for AI and Application
- Dedicated Cloud & Network Managed Services, with Real-time Connectivity Monitoring

For an Entertainment Organisation

## Customised Private Network

- Customised Metro Ethernet
- Comprehensive Manageability
- Corporate Data Security

For a Retail Bank Branch Network

## Anti-DDOS Protection for Critical Infrastructure

- Anti-DDOS Clean Pipe
- Two-tier Firewall Protection
- Managed Security Services

For a Brokerage Firm

## FY2025



**\$110M+**

Total Contract Value



**400+**

Projects

## Clients Across Sectors



**Technology, Property, Finance, Logistics, Utilities**

# Stellar Performance in System Integration (SI) Business

Revenue YoY +14%

Gross Profit YoY +16%

## Project Highlights

### Sports & Entertainment Organisation



Next-Gen Critical Infrastructure Upgrade & Management

### Financial Institution



Future-proof Global Large Volume Trading platform

### Outdoor Event Venue



Crowd Tracking & Venue Management System

# HKBN InnoTech Ecosystem Alliance (iTEA): Unlocking New Partnerships and Business Opportunities

Unite leading technology solution providers to help enterprise customers overcome technology challenges and accelerate business growth



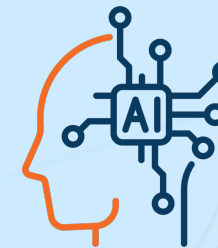
Leverage  
HKBN's Strengths

1,000+ Service Delivery  
Engineers



Projects Won in H2  
Total Contract Value

**\$50M+**



Empower Enterprises  
with AI and Innovation



Hong Kong as a Key Hub  
for Expanding Overseas  
Market Opportunities

# Expanding HKBN InnoTech Ecosystem Alliance with AI Powerhouses



## AI Technologies



Ranked 4th in Chinese Mainland Cloud Computing Market



Specialised in AI Speech Recognition & NLP Technologies



Enterprise Digital Transformation Service Provider



Next-generation AI Solution Management



Leading Cloud Computing Provider with Data Centres Powered by METAX GPU Stacks



AI-powered Solutions & IT Services

## Applications & Software Platforms



HRM & ERP Solutions Provider



Advanced IT Solutions & Applications



All-in-one Enterprise Operations & Management Platform



Ranked 1st in China's Customer Data Platform Market



AI Communication & Cloud Platform



Enterprise Digital Intelligence Provider

## Cybersecurity



Top-tier Network & Data Security Company



World's Prominent Cybersecurity Company



Leading Data Security Service Provider

## Cloud, Infrastructure & Backup Solutions



Enterprise-level AI Cloud Computing Service Provider



End-to-end Network System Management



Global Digital Solutions Leader



Premier Disaster Recovery Software



Advanced China-made Manufacturer Facilitating Digital Transformation

## Database & Storage Solutions



World's Fastest Database Software



World's Largest Database Software



Enterprise-level Big Data Infrastructure Software Developer

# Accelerating Future Network Tech R&D & Application with Jiangsu Future Networks Innovation Institute



**江苏省未来网络创新研究院**  
JIANGSU FUTURE NETWORKS INNOVATION INSTITUTE



**未來網絡試驗設施**  
China Environment for Network Innovation



1st national mega-facility for next-gen networks

34,000 km of fibre optic networks, 40 core cities & 60 nodes

"East Data, West Compute": Computing power from western region to support eastern region's demand

Zero packet loss with minimal latency

Integrated data streams from flagship facilities



Five-hundred-meter Aperture Spherical Telescope (FAST) (Guizhou)



Experimental Advanced Superconducting Tokamak (EAST) (Hefei)



Shanghai Synchrotron Radiation Facility (SSRF) (Shanghai)



China Spallation Neutron Source (CSNS) (Dongguan)

# Exploring Low-Altitude Economy Opportunities with Beijing Research Institute of Telemetry

- **The Chief Executive's 2025 Policy Address:**  
"The Government will forge ahead with building a competitive low-altitude economy ecosystem, to propel Hong Kong as an Asia-Pacific hub for innovative low-altitude applications."
- **HKBN Partners with Beijing Research Institute of Telemetry:**  
By integrating telemetry technology with digital solutions, we aim to explore low-altitude economy applications and advance smart city development in the Greater Bay Area.



# 10x MetroNet Upgrade to 100Gbps - From Gigabits to Terabits Supercharging Enterprise Digital Transformation

DWDM + MetroNet  
=  
**GAME  
CHANGER**  
for Enterprises

## Business Demands



AI & Machine Learning



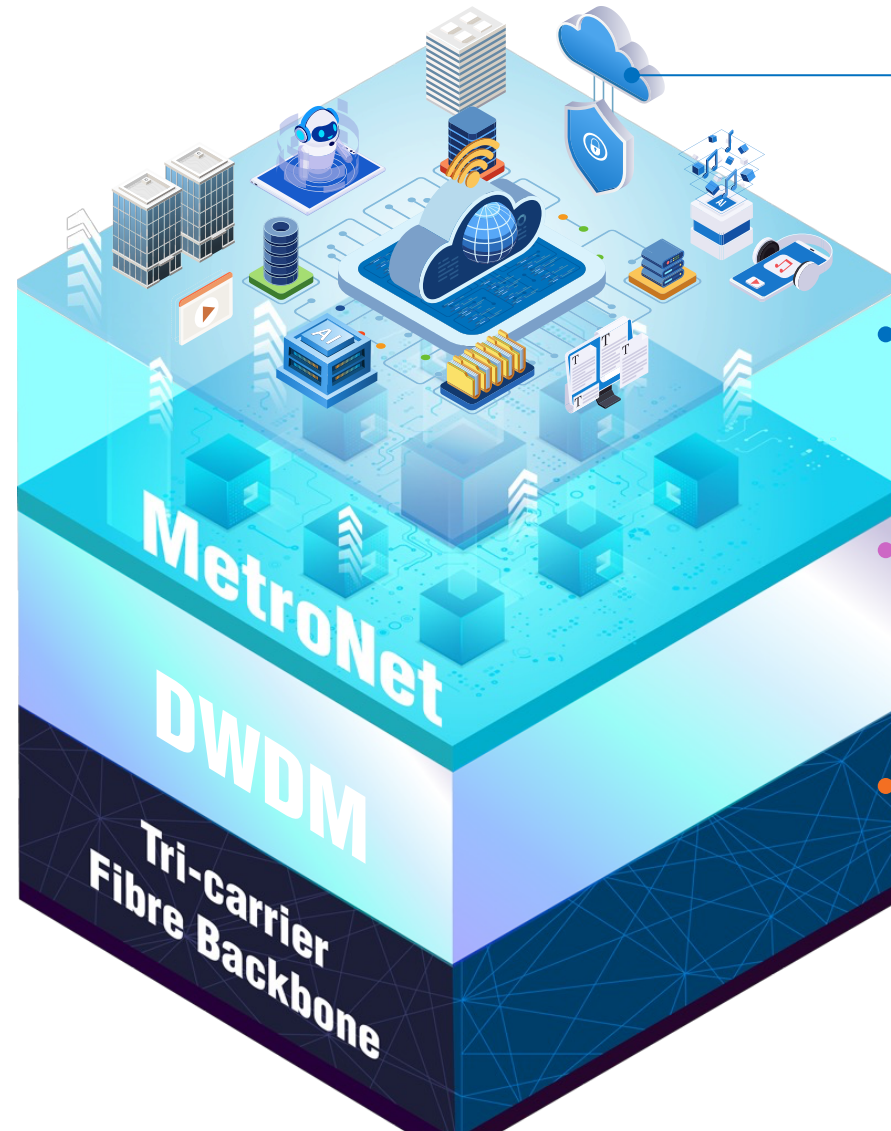
Multi-cloud Integration



8K Video & IoT



Digital Twins



AI Applications

Enterprise transformation engine

MetroNet

Fuel supply for AI

DWDM Technology

Key to Terabit speed

Tri-carrier Fibre Backbone

Physical foundation for networks

# Protection of Critical Infrastructures (Computer Systems) Ordinance: Strong Demand for Comprehensive Network Security

## Protection of Critical Infrastructures (Computer Systems) Ordinance to Take Effect on 1 January 2026

- Establish Cybersecurity Management Units
- Regularly Conduct Drills and Risk Assessments
- Report Serious Incidents in 12 Hours
- Report Other Incidents in 48 Hours

## Hong Kong's Cybersecurity Market Continues to Grow

- 2025: USD 850 million
- 2030: USD 1.2 billion

## Enterprise Solutions Business Seizes High-Growth Opportunities

- Revenue in this sector is projected to triple steadily over the next three years



Network Security Solutions Contract Value

**3.3x**

vs. FY2024

FY2025 Total \$188M+



Diverse Security Partners

**12X**

New Project Contract Value Won with Security Partners in the Chinese Mainland vs FY2024

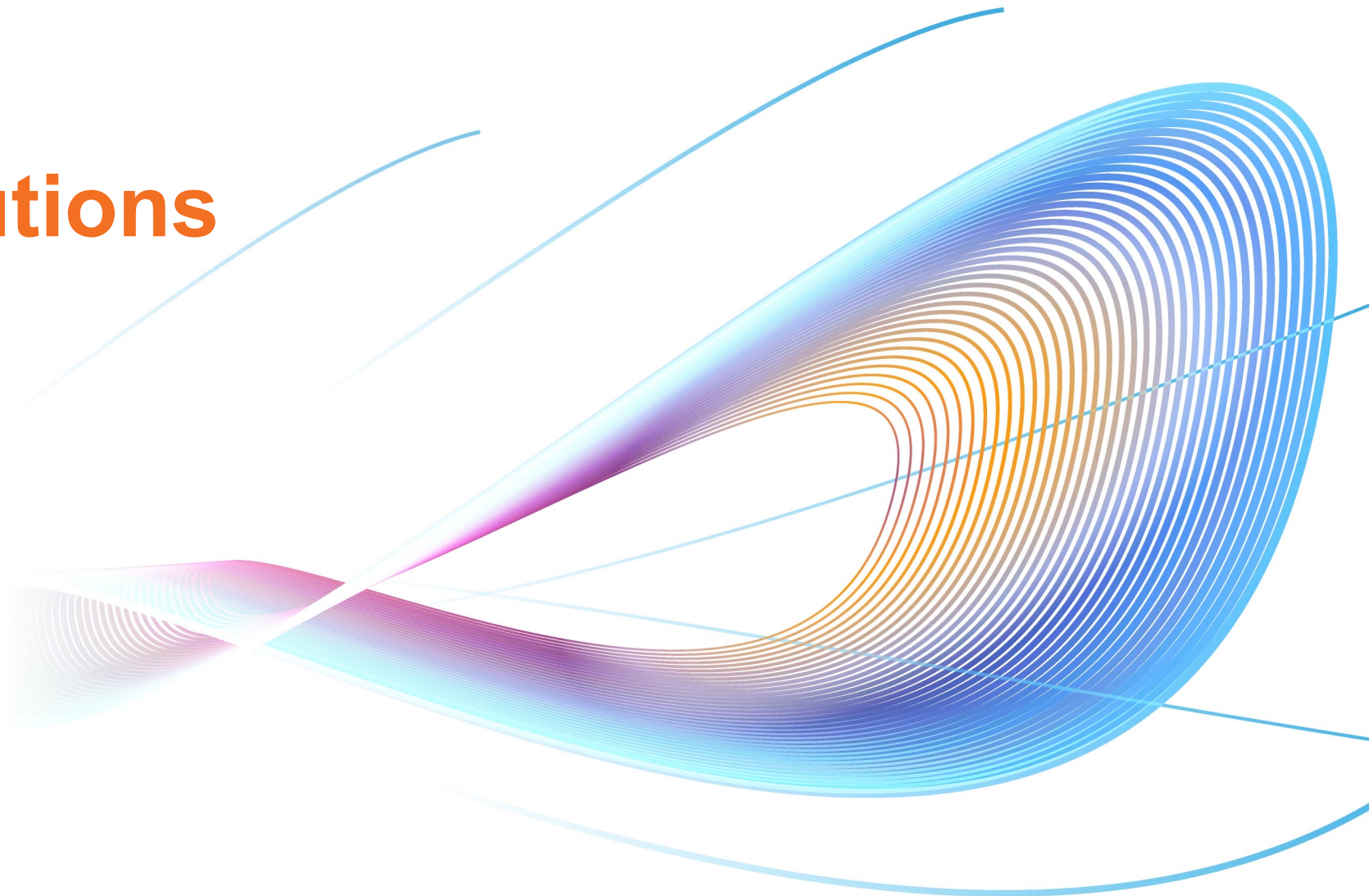


Talent Upgrade

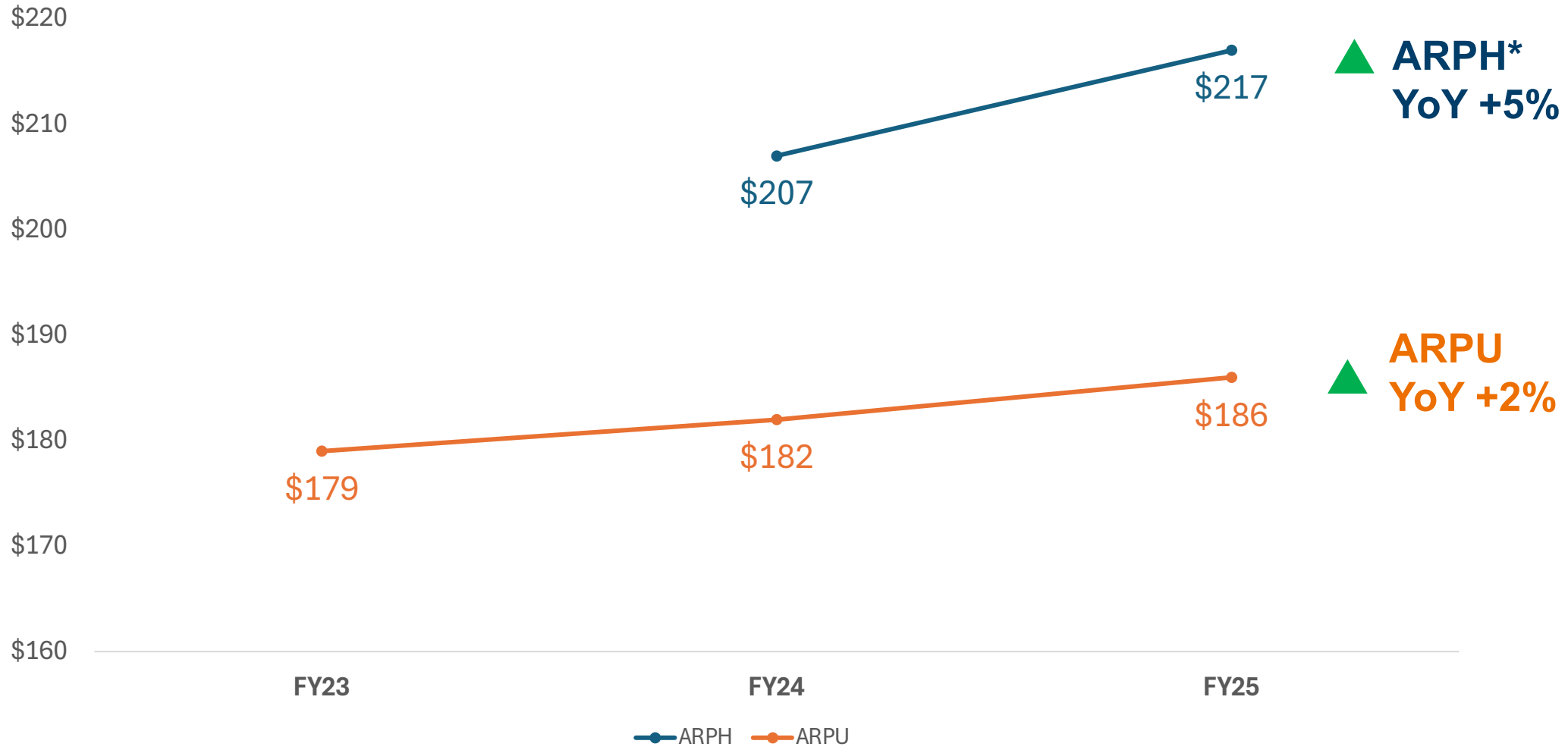
**120+**

Cybersecurity Professionals Dedicated to CI Related Projects

# Residential Solutions

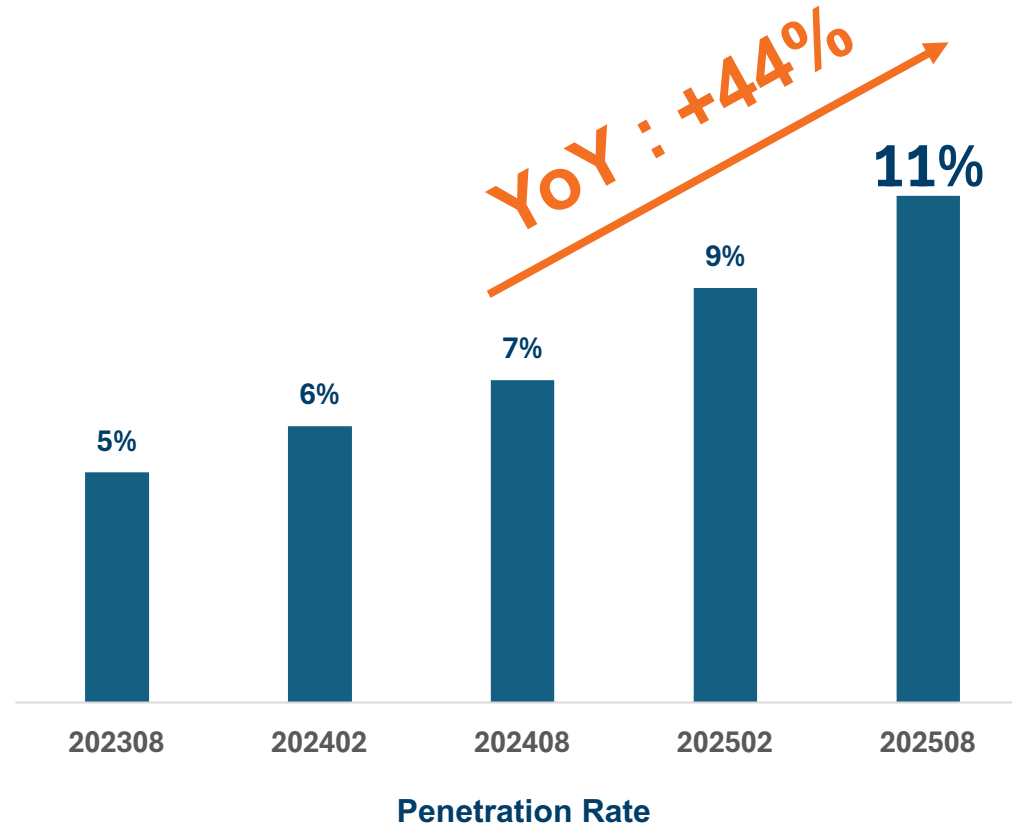


# Boosting Profitability: Driving ARPU and ARPH with GigaFast Upgrades and Infinite Play Bundles



\* Average revenue per household

# 2Gbps and Beyond: GigaFast Campaign in Residential Market



## GigaFast Customers

**95,000+**

## Router Bundle

**>90%**

**+\$86** Average Monthly Fee  
from Upgrade Orders in FY25

## 5Gbps & 10Gbps

**12%+**

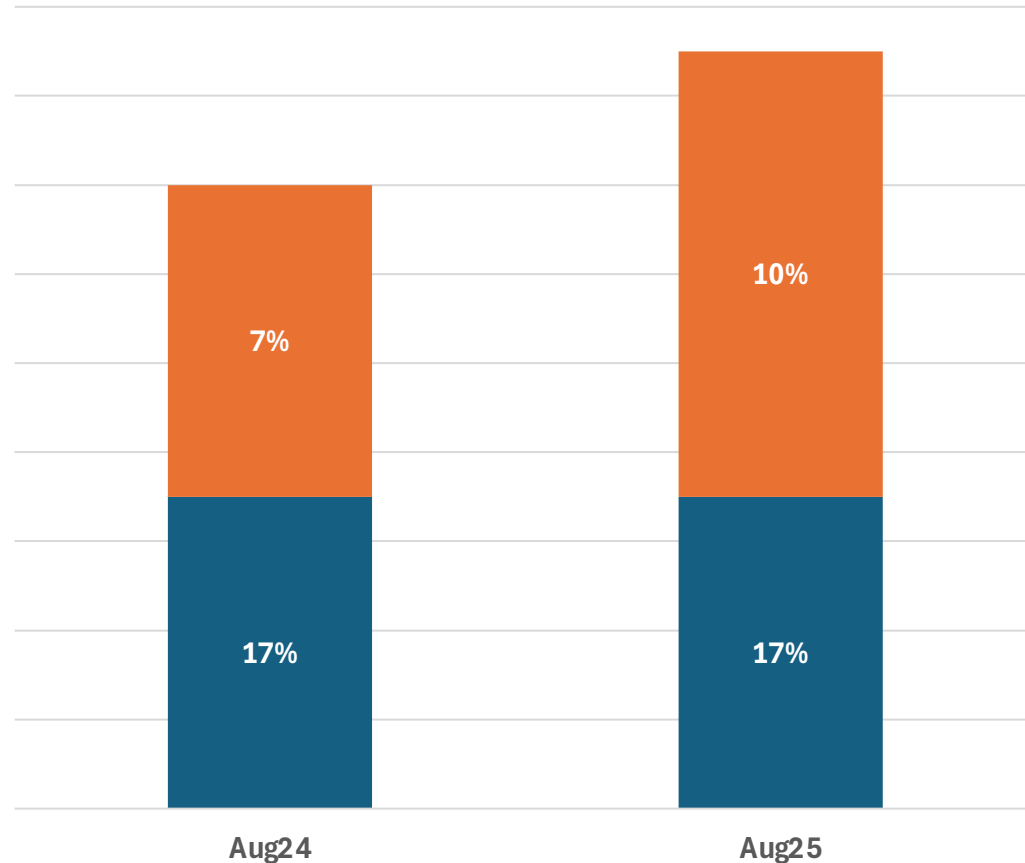
of GigaFast subscriptions  
chose 5Gbps+ in Aug 2025

# Boosting ARPH\* with Enhanced Infinite-Play Solutions



\* Average revenue per household

# Growing Momentum: Rising Subscriptions for Our Infinite-Play Solutions



The upward trend indicates **a growing adoption** of our solutions among customers, proving the **success** of our Infinite-Play strategy.

Customers value our comprehensive solutions – broadband, mobile, OTT, Wi-Fi solutions, home network security, insurance and more – **driving higher subscription rates and enriching user experience.**

Infinite-Play (5+ services)

Quadruple-Play

Remarks: Broadband (BN, 2x1000M, 5GBN), Voice (HT, Global Talk+), Mobile, Global SIM, Router Solution, OTT (Disney+, Netflix, myTV Gold, JOOX, HBO MAX, iQIYI), Cybersecurity (VPN, HKBN Safe, HKBN IDProjection), Insurance (AXA Home Insurance, AXA Travel Insurance, TravelEase), Medical (Bowtie, INDICAID) services taken into consideration.

# Steady Growth in Standalone OTT Subscriptions\*

## Global OTT

**BEST-SELLING**  
Telco Partners in Hong Kong





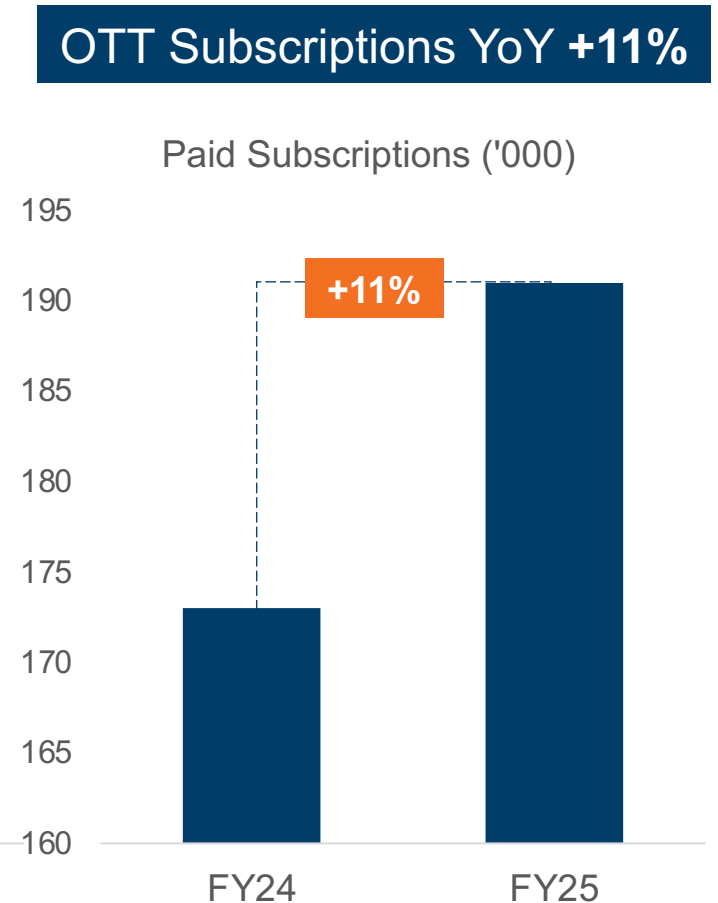
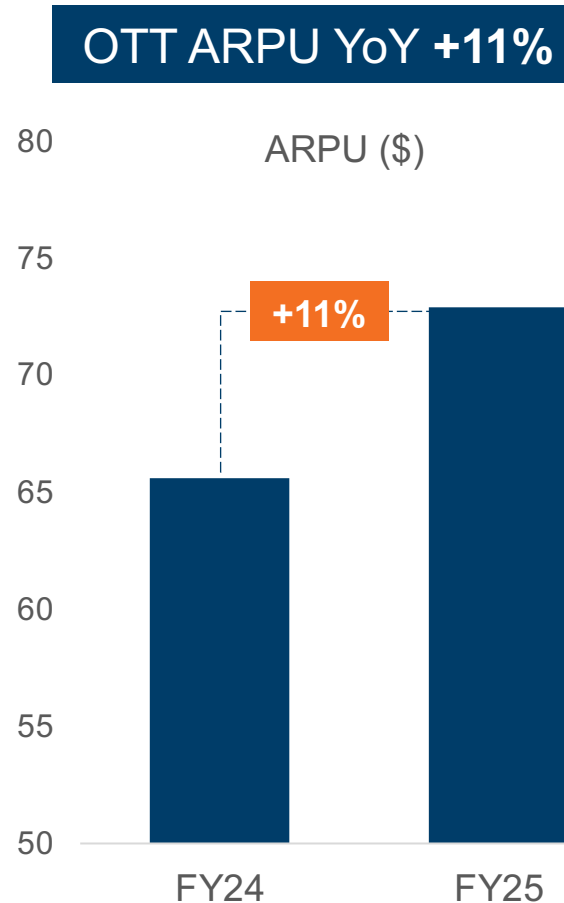




## Coming Soon




Will be launched in FY26 Q1



\* Based on AMF Paid Standalone Subscriptions, excluding myTV Super Alpha Pack.

# Home Infinity: Bespoke Home Services for Premium Customer Experience



Target Large Size Flat  
> 800 sq. ft.

Tailored-made solution  
planning, setup & on-site  
maintenance according to  
customer needs



單位尺寸	房間數目	光纖寬頻	無線AP數目	攝像鏡頭	智能燈控
1800呎	4間	2.5Gbps	Wi-Fi 6個	4個	3組



# Reaffirming Our ESG Commitment

## HKBN's Inaugural Syndicated Sustainability-Linked Loan

Interest rate adjustment mechanism tied to sustainability performance targets

### Targets

- Reduction in carbon emissions
- Average failure rate of phishing assessments for HKBN's staff

The Asset Triple A Sustainable Infrastructure Awards 2025

**TELECOM REFINANCING DEAL OF THE YEAR**



SCIENCE  
BASED  
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**MSCI**  
ESG RATINGS



CCC | B | BB | BBB | A | AA | **AAA**

- Highest possible rating
- **Top 20%** among Telcos worldwide



Hang Seng Corporate  
Sustainability Index  
Series Member 2024-2025

**AA+**

- **Top 10%** of HK rated companies



**Thank you!**

Follow us on  **HKBN**

**創新連繫生活 驅動企業革新**

***Empowering Lives • Reshaping Businesses • Inspiring Innovations***