



Enterprise evolved.



100%

fibre-optic network reaches
1,700 commercial blocks

A partial selection of HKBN network buildings

Your business is our business

We are a leading industry specialist

Whatever your industry, Hong Kong Broadband Network ("HKBN") offers a complete range of telecommunications solutions. Our vision is to provide integrated solutions for today's increasingly competitive environment. Because we genuinely understand our customers' industries, our professional expertise enables us to deliver tailor-made solutions to address rapidly changing challenges.

We co-create innovative value with our customers

At HKBN, we look beyond offering solutions that create new business opportunities for our customers. We go a step further with customised solutions and services that match your needs rather than requiring you to fit a prescribed model.

- We supported the Digital Cinema Exchange ("DCX") Pilot Scheme in Hong Kong, enabling transmission of real-time concerts and world-class sports events with our 100Mbps and 1000Mbps fibre-optic network.
- We provide 1000Mbps premium internet connections to some of the most prestigious six-star hotels in Hong Kong.

In life, some just talk the talk,
others walk the talk.
At HKBN, we run the talk.

— William Yeung, CEO

Record of success speaks for itself

We are a fast-growing telecommunications carrier in HK

HKBN is one of Hong Kong's fastest growing broadband service providers, offering a diversified portfolio of broadband, local telephony, IDD and IPTV services. We have created a 100 percent self-built fibre network that reaches 1,700 high quality commercial buildings, servicing Grade A and B offices and data centres in Hong Kong with a network that comprises over 80,000 subscriptions of commercial Fixed Telecommunications Network Services ("FTNS"). At the end of July 2012, we covered 2 million home passes with our fibre network, benefitting 85 percent of Hong Kong households.

We are a forward-thinking pioneer

HKBN is at the forefront of an increasingly connected world, leveraging our extensive Fibre-to-the-Office ("FTTO") technology supported by world-leading systems like Cisco Systems, Alcatel-Lucent and GENBAND.

We focus on the needs of your business

— John Chong, COO, Corporate Division

In collaboration with:

Alcatel-Lucent



First in Hong Kong to:

- Deploy carrier-class Gigabit Passive Optical Network ("GPON") in 2007

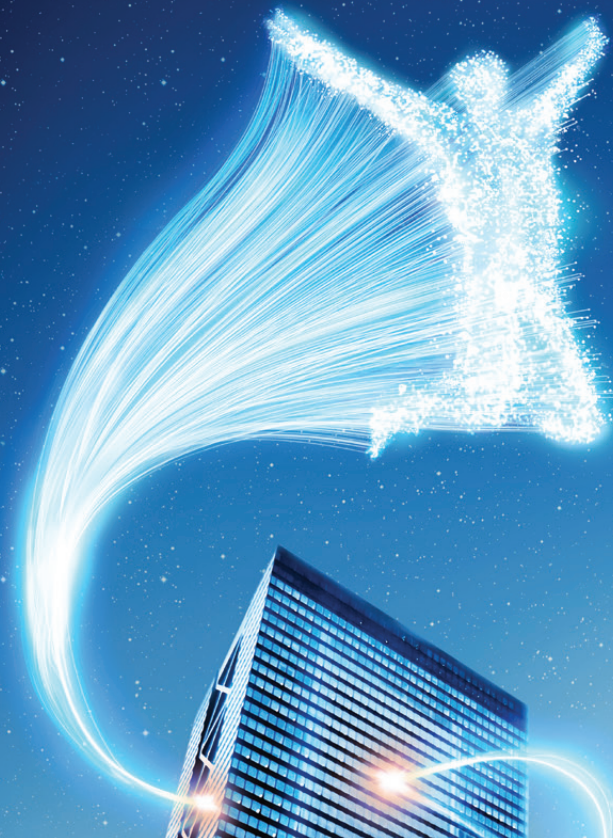
The Best Fixed-Line and Broadband Carrier awards from Telecom Asia

HKBN's commitment to excellence has been recognised by the industry on several occasions. For two consecutive years since 2010, HKBN has been awarded the Best Fixed-Line and Broadband Carrier awards from Telecom Asia, demonstrating our award-winning innovation and high performance.

First in the world to:

- Achieve Cisco Powered Network Metro Ethernet QoS Certified status

One of the World's Largest Commercial Metro Ethernet deployment in 2004



We care because we are owners-managers

HKBN is majority-owned by CVC Capital Partners and HKBN senior managers. We are the first telecom company to co-invest with 63 senior managers who have invested approximately HK\$165 million of their own money in a management buyout arranged by CVC Asia Pacific. Our seasoned CXO management team leads a 3,000 person strong Talent force to drive HKBN's strategy.



William Yeung
Chief Executive Officer



Ni Quiaque Lai
Head of Talent Engagement and
Chief Financial Officer



John Chong
Chief Operating Officer
Corporate Division



Sui-lun Lo
Chief Technology Officer



Eric Ho
Chief Information Officer



Selina Chong
Chief Marketing Officer

Sustainable community commitment for all

We care about our local community

With our presence in the market, our business gives us the chance to give back to local communities. We are passionate about the sustainable development of communities in which we live and work, and take our responsibilities seriously.

- Partnership with the Hong Kong Council of Social Service ("HKCSS") to launch "Intelligent Fibre Kids" broadband sponsorship programme: HKBN sponsored two years of broadband and voice services for 1,000 underprivileged families with primary or high school children, valued at HK\$6.7 million.
- Partnership with the HKCSS's Information Technology Resource Centre to launch a "Telecommunication Stimulus Package": enhancing operational efficiency of social services in Hong Kong with higher speed and competitiveness.
- Joined hands with Quality Mentorship Network ("QMN") to facilitate our Talents to become mentors of underprivileged children, giving support and encouragement during an important stage of their growth.

We care about the world

At HKBN, we see corporate social responsibility as a business imperative. Which is why we demonstrate respect for the rights of people, communities and the environment.

Every year, we hold an experiential trip to widen life exposure for our Talents. In 2011, we sent 94 of our Talents to Cambodia in the "Paint Our Dreams" trip, inspiring them to pursue their own dreams in achieving self-actualisation. During the trip, we engaged a number of NGOs, including Happy Tree Social Services, Cambodian Children's Fund and Siem Reap Catholic Church.

We aim to enable Talents to understand more about love and caring, and to understand more about the rich and the poor in this world, so as to love their lives, treasure what they have and live passionately.

Photos taken of our experiential trip, "Paint Our Dreams" in Cambodia



We grow with our Talents

We live work-life balance

We strive to create an employee-friendly workplace, mindful of the balance between work and personal lives, where a diverse workplace can fully utilise employee capabilities.

- We encourage our Talents to engage in volunteer work or CSR-related activities during office hours, providing team-building opportunities to different departments to build relationships.
- HKBN proudly accepted the Distinguished Family-Friendly Employer Award from the Family Council, in recognition of our continuous support and encouragement of work-life balance.

We provide life learning opportunities

At HKBN, we continuously provide learning opportunities for our Talents.

- “Next Station University” is a full-fledged education programme to nurture Talents as part of HKBN’s long-term human capital development strategy.
- HKBN invested in up to 90 percent of course fees and arranged for world-class lecturers to teach at our offices in Hong Kong and Guangzhou.
- Inspired 88 Talents to greater heights, both professionally and personally.

We treat our people
as People, not as Assets

— NiQ Lai, Head of Talent Engagement and CFO

About CVC Capital Partners

Hong Kong Broadband Network was acquired by CVC Capital Partners (“CVC”) in May 2012, one of the world’s leading private equity and investment advisory firms. Founded in 1981, CVC has a network of 20 offices and some 260 employees throughout Europe, US and Asia. CVC Funds seek to identify attractive investments and develop sustainable, long-term value in close partnership with management teams. To date, CVC has raised over US\$44 billion in funds, and has completed over 300 investments in a wide range of industries and countries across the globe. CVC Funds currently own 62 companies worldwide, employing around 400,000 people. Together these companies have combined annual sales of over US\$135 billion.

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