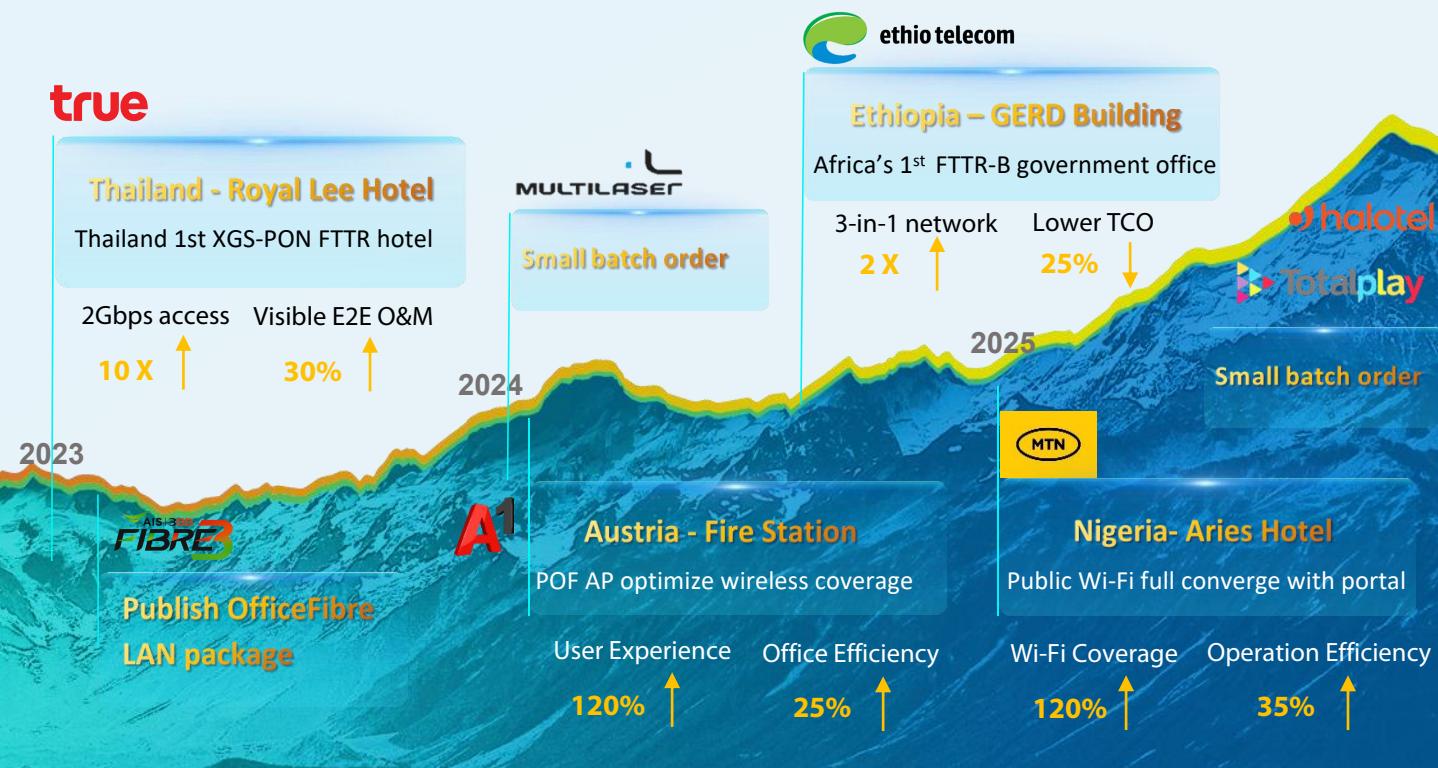


FTTR-B Expanding the Operating Boundaries

FTTR-B Business Promotion Analysis



Global Commercial Footprint



Market Promotion Strategies

Focus on Three Typical Scenarios



Street Stores

<300m²



SOHO/Office

<4 floors

<300m²/floor



Small hotel / Dormitory

<8 floors

<64 rooms

Standardized Project Operation

Product Standardization



Process Standardization

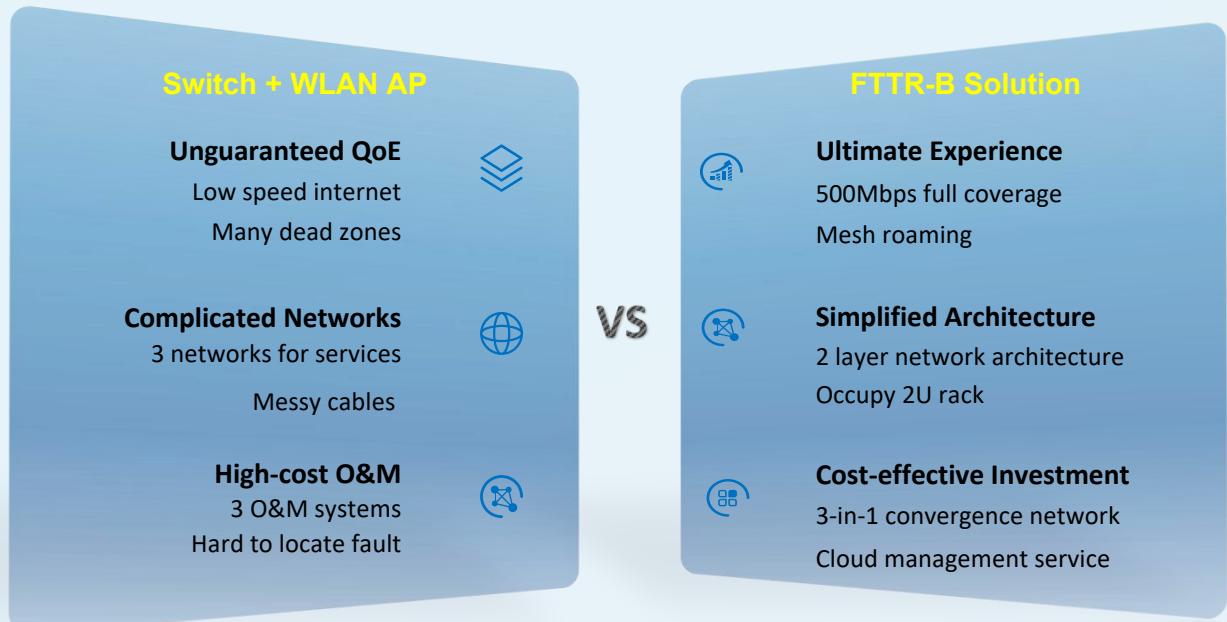
✓ Easy Promotion

Package Flexibility

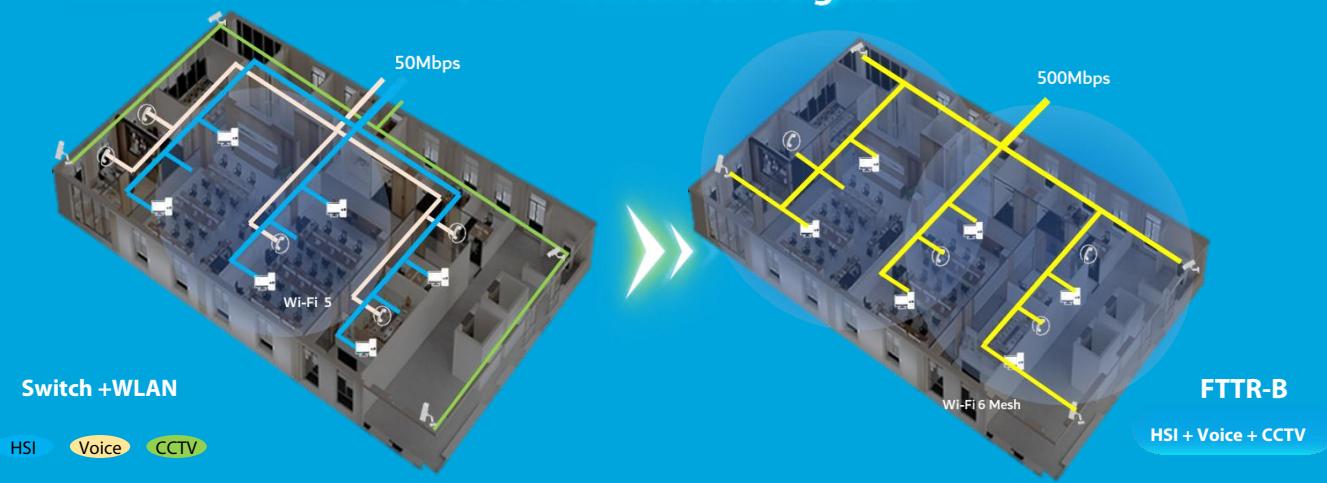
✓ Easy Delivery

✓ Low Investment

Case Sharing : Africa's First All-optical FTTR-B Office Building



3-in-1 network convergence



Ultimate Experience

Speed up **10 times** ↑



Simplified Architecture

Room space **95%** ↓



Cost-effective Investment

CapEx **25%** ↓