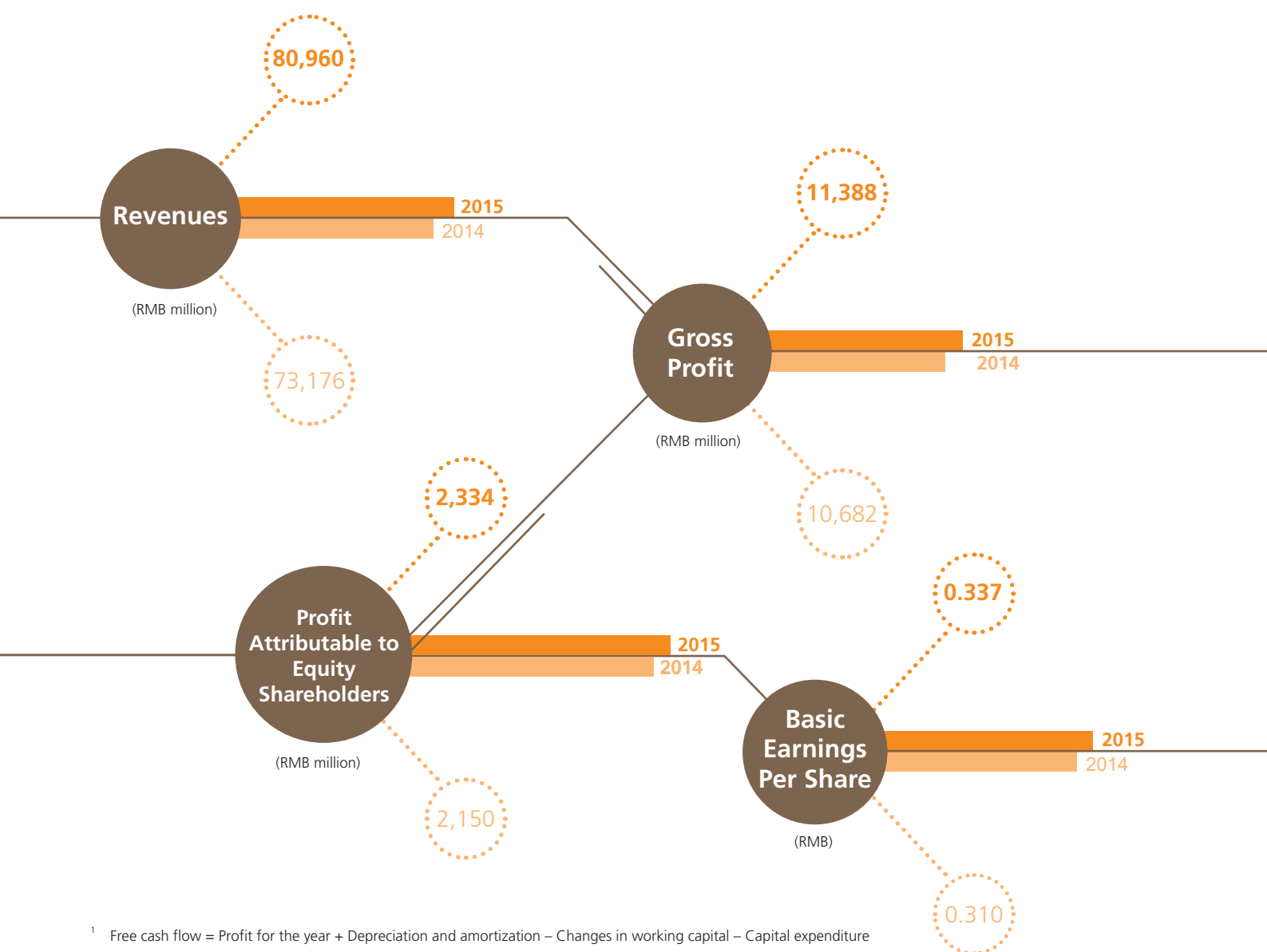


FINANCIAL HIGHLIGHTS

| | 2014 | 2015 | Change |
|--|--------|---------------|--------|
| Revenues (RMB million) | 73,176 | 80,960 | 10.6% |
| Gross profit (RMB million) | 10,682 | 11,388 | 6.6% |
| Profit attributable to equity shareholders (RMB million) | 2,150 | 2,334 | 8.6% |
| Basic earnings per share (RMB) | 0.310 | 0.337 | 8.6% |
| Free cash flow ¹ (RMB million) | 833 | 3,573 | 328.8% |
| Final dividend per share (RMB) | 0.0931 | 0.1011 | 8.6% |
| Special dividend per share (RMB) | — | 0.0101 | — |
| Total dividend per share (RMB) | 0.0931 | 0.1112 | 19.4% |



¹ Free cash flow = Profit for the year + Depreciation and amortization – Changes in working capital – Capital expenditure