

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	For the year ended 31 December				
	2015 RMB	2014 RMB	2013 RMB	2012 RMB	2011 RMB (Note 1)
Results					
Revenue from telecommunications infrastructure services	39,209,267	34,008,077	32,036,241	28,413,360	25,377,847
Revenue from business process outsourcing services	33,014,030	31,215,423	29,011,577	26,304,137	22,325,184
Revenue from applications, content and other services	8,736,649	7,952,752	7,411,278	6,799,878	6,077,096
Total Revenues	80,959,946	73,176,252	68,459,096	61,517,375	53,780,127
Depreciation and amortization	(447,031)	(450,741)	(462,103)	(439,095)	(430,290)
Direct personnel costs	(8,731,020)	(8,892,965)	(9,251,872)	(9,229,460)	(8,517,004)
Purchase of materials and telecommunications products	(20,452,798)	(20,190,921)	(19,804,087)	(17,645,654)	(16,253,237)
Subcontracting charges	(31,811,771)	(25,763,190)	(21,873,785)	(18,447,867)	(14,528,052)
Operating lease charges and others	(8,129,685)	(7,196,732)	(6,689,260)	(5,969,932)	(5,470,054)
Cost of revenues	(69,572,305)	(62,494,549)	(58,081,107)	(51,732,008)	(45,198,637)
Gross profit	11,387,641	10,681,703	10,377,989	9,785,367	8,581,490
Other operating income	854,051	805,579	802,216	851,336	684,821
Selling, general and administrative expenses	(9,306,152)	(8,777,028)	(8,288,163)	(7,514,881)	(6,464,571)
Other operating expenses	(109,170)	(84,638)	(116,624)	(69,258)	(64,408)
Finance costs	(51,392)	(20,430)	(11,232)	(26,030)	(64,556)
Share of profits of associates	49,985	25,700	14,315	4,844	(2,600)
Profit before tax	2,824,963	2,630,886	2,778,501	3,031,378	2,670,176
Income tax	(487,446)	(463,088)	(493,121)	(585,514)	(538,778)
Profit for the year	2,337,517	2,167,798	2,285,380	2,445,864	2,131,398
Attributable to:					
Equity shareholders of the Company	2,334,412	2,150,258	2,238,351	2,406,792	2,129,212
Non-controlling interests	3,105	17,540	47,029	39,072	2,186
Profit for the year	2,337,517	2,167,798	2,285,380	2,445,864	2,131,398
Basic and diluted earnings per share (RMB)	0.337	0.310	0.323	0.353	0.358

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	At 31 December				
	2015	2014	2013	2012	2011
	RMB	RMB	RMB	RMB	RMB
					(Note 1)
Financial position					
Property, plant and equipment, net	4,331,796	4,538,844	4,686,953	4,517,754	4,495,582
Other non-current assets	4,212,497	4,014,077	3,408,183	3,306,161	3,093,541
Inventories	2,883,989	2,420,898	2,228,214	1,894,825	1,705,641
Accounts and bills receivable, net	27,520,829	27,441,198	25,428,055	21,321,955	17,323,211
Prepayments and other current assets	6,873,074	5,833,187	5,027,405	4,773,469	4,636,968
Cash and cash equivalents	9,535,851	7,313,515	6,760,237	8,879,491	7,380,435
Restricted deposits	2,555,290	1,199,411	712,259	266,979	320,039
Total assets	57,913,326	52,761,130	48,251,306	44,960,634	38,955,417
Interest-bearing borrowings	177,005	246,818	53,901	409,805	998,335
Accounts and bills payable	19,699,385	18,815,568	17,080,784	14,843,934	12,780,549
Receipts in advance for contract work	2,911,542	1,578,088	1,164,029	1,386,805	1,166,285
Accrued expenses and other payables	8,691,602	7,424,966	7,126,497	6,763,252	6,853,292
Income tax payable	309,261	312,796	315,222	309,761	305,717
Non-current liabilities	914,922	839,707	222,851	244,918	215,015
Total liabilities	32,703,717	29,217,943	25,963,284	23,958,475	22,319,193
Equity attributable to equity shareholders of the Company	24,760,813	23,029,873	21,772,763	20,502,739	16,284,108
Non-controlling interests	448,796	513,314	515,259	499,420	352,116
Total equity	25,209,609	23,543,187	22,288,022	21,002,159	16,636,224
Total liabilities and equity	57,913,326	52,761,130	48,251,306	44,960,634	38,955,417

Note 1: On 30 June 2012 and 26 July 2012, the Group acquired the Target Interests and SBSS from CTC. Since the Group, the Target Interests and SBSS are under common control of CTC, the Target Interests and SBSS have been accounted for as a combination of entities under common control in manner similar to pooling-of-interests. Accordingly, the assets and liabilities of the Target Interests and SBSS have been accounted for at historical costs and the consolidated financial statements of the Company prior to the acquisition of the Target Interests and SBSS have been restated to include the results of operations and assets and liabilities of the Target Interests and SBSS on a combined basis. Our financial summary of 2011 have been restated to include the results and financial condition of the Target Interests and SBSS in the relevant period.