

(Amounts in thousands, except per share data)

	2016 RMB	For the year ended 31 December			
		2015 RMB	2014 RMB	2013 RMB	2012 RMB
<b>Results</b>					
Revenue from telecommunications infrastructure services	<b>45,886,950</b>	39,209,267	34,008,077	32,036,241	28,413,360
Revenue from business process outsourcing services	<b>32,533,602</b>	33,014,030	31,215,423	29,011,577	26,304,137
Revenue from applications, content and other services	<b>10,028,804</b>	8,736,649	7,952,752	7,411,278	6,799,878
<b>Total Revenues</b>	<b>88,449,356</b>	80,959,946	73,176,252	68,459,096	61,517,375
Depreciation and amortization	<b>(455,215)</b>	(447,031)	(450,741)	(462,103)	(439,095)
Direct personnel costs	<b>(8,316,693)</b>	(8,731,020)	(8,892,965)	(9,251,872)	(9,229,460)
Materials costs (note)	<b>(8,281,024)</b>	(7,799,871)	(6,662,691)	(6,991,369)	(6,553,291)
Direct costs of products distribution (note)	<b>(9,764,598)</b>	(12,652,927)	(13,528,230)	(12,812,718)	(11,092,363)
Subcontracting charges	<b>(41,016,647)</b>	(31,811,771)	(25,763,190)	(21,873,785)	(18,447,867)
Operating lease charges and others	<b>(8,925,014)</b>	(8,129,685)	(7,196,732)	(6,689,260)	(5,969,932)
<b>Cost of revenues</b>	<b>(76,759,191)</b>	(69,572,305)	(62,494,549)	(58,081,107)	(51,732,008)
<b>Gross profit</b>	<b>11,690,165</b>	11,387,641	10,681,703	10,377,989	9,785,367
Other operating income	<b>943,021</b>	854,051	805,579	802,216	851,336
Selling, general and administrative expenses	<b>(9,501,481)</b>	(9,306,152)	(8,777,028)	(8,288,163)	(7,514,881)
Other operating expenses	<b>(95,232)</b>	(109,170)	(84,638)	(116,624)	(69,258)
Finance costs	<b>(46,667)</b>	(51,392)	(20,430)	(11,232)	(26,030)
Share of profits of associates	<b>66,095</b>	49,985	25,700	14,315	4,844
<b>Profit before tax</b>	<b>3,055,901</b>	2,824,963	2,630,886	2,778,501	3,031,378
Income tax	<b>(502,706)</b>	(487,446)	(463,088)	(493,121)	(585,514)
<b>Profit for the year</b>	<b>2,553,195</b>	2,337,517	2,167,798	2,285,380	2,445,864
<b>Attributable to:</b>					
Equity shareholders of the Company	<b>2,536,249</b>	2,334,412	2,150,258	2,238,351	2,406,792
Non-controlling interests	<b>16,946</b>	3,105	17,540	47,029	39,072
<b>Profit for the year</b>	<b>2,553,195</b>	2,337,517	2,167,798	2,285,380	2,445,864
<b>Basic and diluted earnings per share (RMB)</b>	<b>0.366</b>	0.337	0.310	0.323	0.353

Note: Since 2016, the Group sub-divided the former distribution of telecommunications services and products service under the BPO services into supply chain business and products distribution business. Accordingly, the former cost of purchase of materials and telecommunication products is sub-divided into materials costs and direct costs of products distribution. For ease of comparison, the historical data of these two costs have been segregated accordingly.

(Amounts in thousands, except per share data)

	2016 RMB	At 31 December			
		2015 RMB	2014 RMB	2013 RMB	2012 RMB
<b>Financial position</b>					
Property, plant and equipment, net	<b>4,215,616</b>	4,331,796	4,538,844	4,686,953	4,517,754
Other non-current assets	<b>3,837,012</b>	4,212,497	4,014,077	3,408,183	3,306,161
Inventories	<b>2,221,334</b>	2,883,989	2,420,898	2,228,214	1,894,825
Accounts and bills receivable, net	<b>29,362,985</b>	27,520,829	27,441,198	25,428,055	21,321,955
Prepayments and other current assets	<b>6,740,547</b>	6,873,074	5,833,187	5,027,405	4,773,469
Cash and cash equivalents	<b>13,324,079</b>	9,535,851	7,313,515	6,760,237	8,879,491
Restricted deposits	<b>2,892,408</b>	2,555,290	1,199,411	712,259	266,979
<b>Total assets</b>	<b>62,593,981</b>	57,913,326	52,761,130	48,251,306	44,960,634
Interest-bearing borrowings	<b>46,697</b>	177,005	246,818	53,901	409,805
Accounts and bills payable	<b>20,399,409</b>	19,699,385	18,815,568	17,080,784	14,843,934
Receipts in advance for contract work	<b>4,046,097</b>	2,911,542	1,578,088	1,164,029	1,386,805
Accrued expenses and other payables	<b>9,730,662</b>	8,691,602	7,424,966	7,126,497	6,763,252
Income tax payable	<b>351,647</b>	309,261	312,796	315,222	309,761
Non-current liabilities	<b>971,687</b>	914,922	839,707	222,851	244,918
<b>Total liabilities</b>	<b>35,546,199</b>	32,703,717	29,217,943	25,963,284	23,958,475
Equity attributable to equity shareholders of the Company	<b>26,573,429</b>	24,760,813	23,029,873	21,772,763	20,502,739
Non-controlling interests	<b>474,353</b>	448,796	513,314	515,259	499,420
<b>Total equity</b>	<b>27,047,782</b>	25,209,609	23,543,187	22,288,022	21,002,159
<b>Total liabilities and equity</b>	<b>62,593,981</b>	57,913,326	52,761,130	48,251,306	44,960,634