

Financial Summary

(Amounts in thousands, except per share data)

	For the year ended 31 December			
	2006 RMB	2005 RMB	2004 RMB	2003 RMB
Results				
Revenue from telecommunications infrastructure services	7,472,427	7,199,590	7,241,852	6,693,087
Revenue from business process outsourcing services	5,153,540	4,363,152	3,637,461	3,157,619
Revenue from applications, content and others	1,556,833	1,669,549	1,369,515	1,066,558
Total revenues	14,182,800	13,232,291	12,248,828	10,917,264
Depreciation and amortisation	249,691	239,300	206,567	168,268
Direct personnel costs	2,604,229	2,521,904	1,423,520	1,268,439
Purchase of materials and telecommunications products	4,333,050	4,337,923	4,386,627	3,889,030
Subcontracting charges	2,760,555	2,029,152	2,665,201	2,210,650
Operating lease charges and others	1,476,071	1,416,101	1,192,722	1,102,517
Cost of revenues	11,423,596	10,544,380	9,874,637	8,638,904
Gross profit	2,759,204	2,687,911	2,374,191	2,278,360
Other operating income	159,414	115,672	164,494	94,260
Selling, general and administrative expenses	(1,890,702)	(1,951,122)	(1,733,861)	(1,619,517)
Other operating expenses	(12,298)	(21,066)	(31,751)	(24,715)
Deficit on revaluation of property, plant and equipment	(105,299)	—	—	—
Net financing income	85,644	38,403	42,643	39,311
Share of profits less (losses) of associates	(30)	11,687	5,442	6,508
Negative goodwill	4,039	159,499	43,299	62,526
Profit before tax	999,972	1,040,984	864,457	836,733
Income tax	(280,712)	(260,482)	(273,960)	(262,793)
Profit for the year	719,260	780,502	590,497	573,940
Attributable to:				
Equity shareholders/owner	696,078	597,556	525,619	458,436
Minority interests	23,182	182,946	64,878	115,504
Profit for the year	719,260	780,502	590,497	573,940
Basic and diluted earnings per share (RMB)	0.172	0.151	0.133	0.116

Financial Summary

(Amounts in thousands)

	At 31 December			
	2006 RMB	2005 RMB	2004 RMB	2003 RMB
Financial condition				
Property, plant and equipment, net	2,232,848	2,567,336	2,617,316	2,518,819
Other non-current assets	909,477	1,650,790	1,518,084	1,583,686
Inventories	828,124	524,096	631,239	402,110
Accounts and bills receivable, net	3,351,262	2,995,507	2,393,410	2,250,221
Prepayments and other current assets	938,640	2,086,453	1,800,643	1,341,103
Cash and cash equivalents	7,071,029	3,685,916	4,516,021	5,347,013
Total assets	15,331,380	13,510,098	13,476,713	13,442,952
Interest-bearing borrowings	95,500	209,545	184,383	250,116
Accounts and bills payable	2,860,065	1,947,466	1,996,561	1,833,419
Other current liabilities	2,792,725	4,059,891	4,442,981	4,976,407
Total liabilities	5,748,290	6,216,902	6,623,925	7,059,942
Equity attributable to equity holders of the Company	9,481,309	6,772,775	6,138,601	5,380,526
Minority interests	101,781	520,421	714,187	1,002,484
Total equity	9,583,090	7,293,196	6,852,788	6,383,010
Total liabilities and equity	15,331,380	13,510,098	13,476,713	13,442,952

