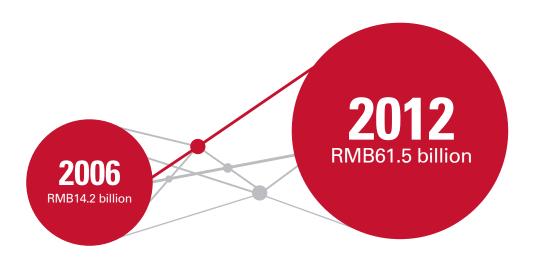
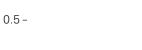
### FINANCIAL HIGHLIGHTS

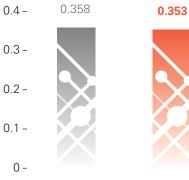
|  | 2011                      | 2012   | Change |
|--|---------------------------|--------|--------|
|  | (Restated) <sup>(1)</sup> |        |        |
| Revenues (RMB million)                                   | 53,780                    | 61,517 | 14.4%  |
| Gross profit (RMB million)                               | 8,581                     | 9,785  | 14.0%  |
| Profit attributable to equity shareholders (RMB million) | 2,129                     | 2,407  | 13.0%  |
| Basic earnings per share (RMB)                           | 0.358(2)                  | 0.353  | -1.4%  |
| Free cash flow <sup>(3)</sup> (RMB million)              | 193                       | 166    | -14.0% |

#### **Gross Profit** Revenues (RMB million) (RMB million) 70,000 -12,000 -61,517 9,785 60,000 -53,780 8,581 9,000 -50,000 -40,000 -6,000 -30,000 -20,000 -3,000 -10,000 -0,000 -0 – 2012 2011 2012 2011



## **Basic Earnings Per Share** (RMB)

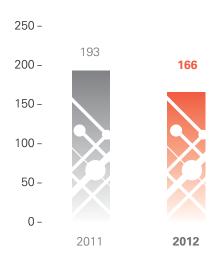




2011

### **Free Cash Flow**

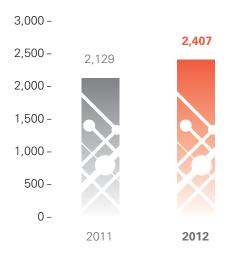
(RMB million)



# **Profit Attributable to Equity Shareholders**

2012

(RMB million)



- The financial data for 2011 have been restated due to the newly acquired companies. Please refer to note 1 of the audited financial statements for details.
- (2) Basic earnings per share for the twelve months ended 31 December 2011 have been restated pursuant to factors set out in (1) as well as the rights issue of the Company in February 2012. Please refer to note 16 of the audited financial statements for details.
- (3) Free cash flow = Profit for the year + Depreciation and amortization Changes in working capital Capital expenditure