

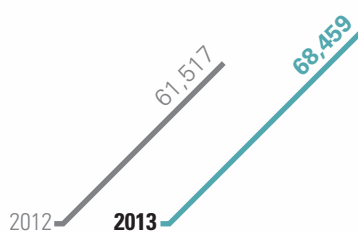
FINANCIAL HIGHLIGHTS

| | 2012 | 2013 | Change |
|--|--------|---------------|--------|
| Revenues (RMB million) | 61,517 | 68,459 | 11.3% |
| Gross profit (RMB million) | 9,785 | 10,378 | 6.1% |
| Profit attributable to equity shareholders (RMB million) | 2,407 | 2,238 | -7.0% |
| Basic earnings per share (RMB) | 0.353 | 0.323 | -8.4% |
| Free cash flow ⁽¹⁾ (RMB million) | 166 | -324 | - |



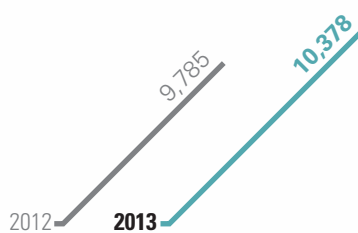
Revenues

(RMB million)



Gross Profit

(RMB million)

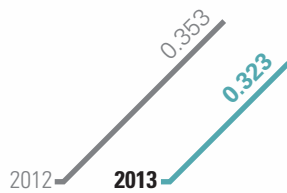


⁽¹⁾ Free cash flow = Profit for the year + Depreciation and amortization – Changes in working capital – Capital expenditure

FINANCIAL HIGHLIGHTS

**Basic Earnings Per Share**

(RMB)

**Profit Attributable to Equity Shareholders**

(RMB million)

