

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	For the five years ended 31 December				
	2013 RMB	2012 RMB	2011 RMB (Note2)	2010 RMB (Note1&2)	2009 RMB (Note1&2)
Results					
Revenue from telecommunications infrastructure services	32,036,241	28,413,360	25,377,847	21,881,864	19,762,362
Revenue from business process outsourcing services	29,011,577	26,304,137	22,325,184	18,508,424	15,954,982
Revenue from applications, content and other services	7,411,278	6,799,878	6,077,096	5,272,263	4,266,546
Total Revenues	68,459,096	61,517,375	53,780,127	45,662,551	39,983,890
Depreciation and amortization	(462,103)	(439,095)	(430,290)	(397,591)	(388,110)
Direct personnel costs	(9,251,872)	(9,229,460)	(8,517,004)	(7,502,935)	(7,115,485)
Purchase of materials and telecommunications products	(19,804,087)	(17,645,654)	(16,253,237)	(13,560,958)	(12,393,848)
Subcontracting charges	(21,873,785)	(18,447,867)	(14,528,052)	(11,887,623)	(9,311,553)
Operating lease charges and others	(6,689,260)	(5,969,932)	(5,470,054)	(4,854,272)	(4,312,924)
Cost of revenues	(58,081,107)	(51,732,008)	(45,198,637)	(38,203,379)	(33,521,920)
Gross profit	10,377,989	9,785,367	8,581,490	7,459,172	6,461,970
Other operating income	802,216	851,336	684,821	631,825	525,582
Selling, general and administrative expenses	(8,288,163)	(7,514,881)	(6,464,571)	(5,674,824)	(4,738,380)
Other operating expenses	(116,624)	(69,258)	(64,408)	(71,983)	(77,806)
Finance costs	(11,232)	(26,030)	(64,556)	(57,803)	(92,097)
Share of profits of associates	14,315	4,844	(2,600)	3,126	1,571
Profit before tax	2,778,501	3,031,378	2,670,176	2,289,513	2,080,840
Income tax	(493,121)	(585,514)	(538,778)	(461,750)	(432,778)
Profit for the year	2,285,380	2,445,864	2,131,398	1,827,763	1,648,062
Attributable to:					
Equity shareholders of the Company	2,238,351	2,406,792	2,129,212	1,820,506	1,616,447
Non-controlling interests	47,029	39,072	2,186	7,257	31,615
Profit for the year	2,285,380	2,445,864	2,131,398	1,827,763	1,648,062
Basic and diluted earnings per share (RMB)	0.323	0.353	0.358	0.306	0.272

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	At 31 December				
	2013 RMB	2012 RMB	2011 RMB (Note2)	2010 RMB (Note1&2)	2009 RMB (Note1&2)
Financial position					
Property, plant and equipment, net	4,686,953	4,517,754	4,495,582	4,223,420	4,071,432
Other non-current assets	3,408,183	3,306,161	3,093,541	3,012,928	2,534,419
Inventories	2,228,214	1,894,825	1,705,641	1,839,009	1,665,474
Accounts and bills receivable, net	25,428,055	21,321,955	17,323,211	12,943,390	10,513,532
Prepayments and other current assets	5,027,405	4,773,469	4,636,968	3,975,362	3,148,469
Cash and cash equivalents	6,760,237	8,879,491	7,380,435	8,570,349	9,051,954
Restricted deposits	712,259	266,979	320,039	269,099	160,526
Total assets	48,251,306	44,960,634	38,955,417	34,833,557	31,145,806
Interest-bearing borrowings	53,901	409,805	998,335	1,780,523	1,268,280
Accounts and bills payable	17,080,784	14,843,934	12,780,549	9,809,836	8,918,367
Receipts in advance for contract work	1,164,029	1,386,805	1,166,285	1,089,174	1,091,715
Accrued expenses and other payables	7,126,497	6,763,252	6,853,292	6,597,266	5,582,089
Income tax payable	315,222	309,761	305,717	285,618	195,563
Non-current liabilities	222,851	244,918	215,015	54,333	60,768
Total liabilities	25,963,284	23,958,475	22,319,193	19,616,750	17,116,782
Equity attributable to equity shareholders of the Company	21,772,763	20,502,739	16,284,108	14,864,494	13,709,638
Non-controlling interests	515,259	499,420	352,116	352,313	319,386
Total equity	22,288,022	21,002,159	16,636,224	15,216,807	14,029,024
Total liabilities and equity	48,251,306	44,960,634	38,955,417	34,833,557	31,145,806

Note 1: As a result of the amendment to IFRS 1, the Group has retrospectively adjusted the amounts reported for previous periods in the respective IFRS financial statements to be consistent with the retrospective recognition of property, plant and equipment, investment properties, lease prepayment, other intangible assets and other investments assumed during the Restructuring and acquired during the acquisition of Target Business at their deemed cost in the respective first IFRS financial statements based on the results of valuations, with consequential adjustments for depreciation and amortisation charged in subsequent periods.

Note 2: 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 from 2009 to 2011 have been restated to include the results and financial condition of the Target Interests and SBSS in the relevant period.