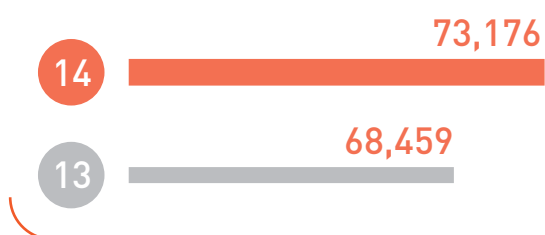


# FINANCIAL HIGHLIGHTS

	2013	2014	Change
Revenues (RMB million)	68,459	<b>73,176</b>	6.9%
Gross profit (RMB million)	10,378	<b>10,682</b>	2.9%
Profit attributable to equity shareholders (RMB million)	2,238	<b>2,150</b>	-3.9%
Basic earnings per share (RMB)	0.323	<b>0.310</b>	-4.0%
Free cash flow <sup>(1)</sup> (RMB million)	-324	<b>833</b>	-

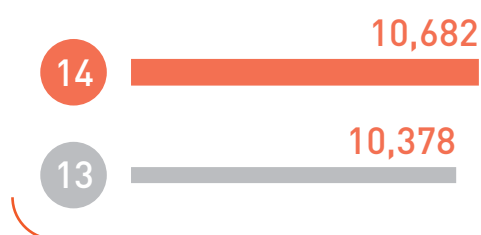
## Revenues

(RMB million)



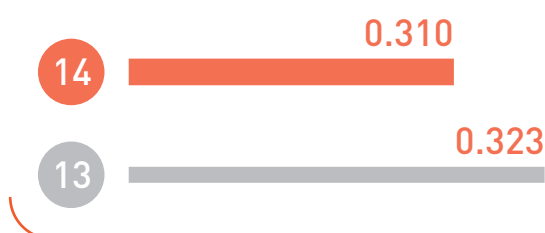
## Gross Profit

(RMB million)



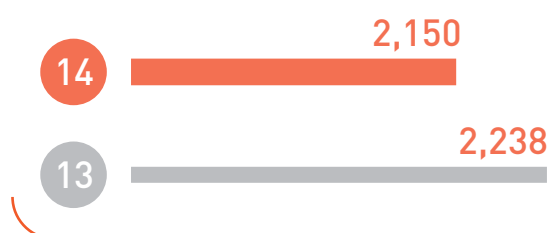
## Basic Earnings Per Share

(RMB)



## Profit Attributable to Equity Shareholders

(RMB million)



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