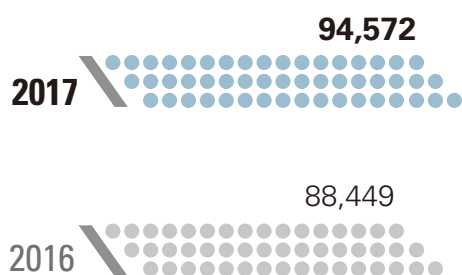


FINANCIAL HIGHLIGHTS

	2017	2016	Change
Revenues (RMB million)	94,572	88,449	6.9%
Profit attributable to equity shareholders of the Company (RMB million)	2,714	2,536	7.0%
Free cash flow ¹ (RMB million)	6,118	4,361	40.3%
Basic earnings per share (RMB)	0.392	0.366	7.0%
Total dividend per share (RMB)	0.1411	0.1318	7.1%
of which: Final dividend per share (RMB)	0.1176	0.1098	7.1%
Special dividend per share (RMB)	0.0235	0.0220	6.8%

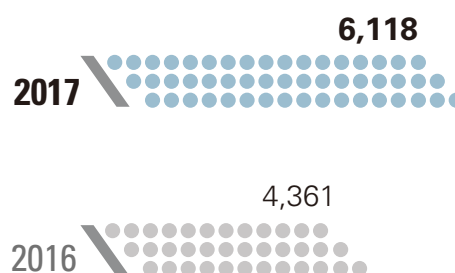
REVENUES

(RMB million)



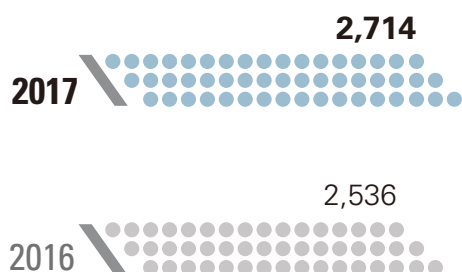
FREE CASH FLOW

(RMB million)



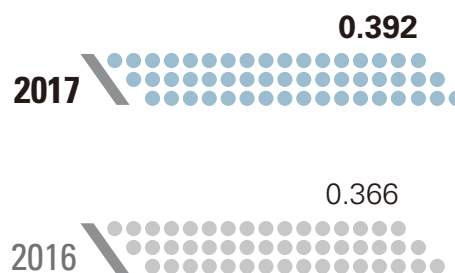
PROFIT ATTRIBUTABLE TO EQUITY SHAREHOLDERS OF THE COMPANY

(RMB million)



BASIC EARNINGS PER SHARE

(RMB)



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