FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	2017 RMB	2016 RMB	2015 RMB	2014 RMB	2013 RMB
Results					
Revenue from telecommunications infrastructure services	**50,510,988**	45,886,950	39,209,267	34,008,077	32,036,241
Revenue from business process outsourcing services	**32,763,685**	32,533,602	33,014,030	31,215,423	29,011,577
Revenue from applications, content and other services	**11,297,738**	10,028,804	8,736,649	7,952,752	7,411,278
Total Revenues	**94,572,411**	88,449,356	80,959,946	73,176,252	68,459,096
Depreciation and amortization	**(472,621)**	(455,215)	(447,031)	(450,741)	(462,103)
Direct personnel costs	**(8,647,493)**	(8,316,693)	(8,731,020)	(8,892,965)	(9,251,872)
Materials costs	**(9,327,654)**	(8,281,024)	(7,799,871)	(6,662,691)	(6,991,369)
Direct costs of products distribution	**(6,594,772)**	(9,764,598)	(12,652,927)	(13,528,230)	(12,812,718)
Subcontracting charges	**(46,858,020)**	(41,016,647)	(31,811,771)	(25,763,190)	(21,873,785)
Operating lease charges and others	**(10,459,491)**	(8,925,014)	(8,129,685)	(7,196,732)	(6,689,260)
Cost of revenues	**(82,360,051)**	(76,759,191)	(69,572,305)	(62,494,549)	(58,081,107)
Gross profit	**12,212,360**	11,690,165	11,387,641	10,681,703	10,377,989
Other operating income	**1,014,492**	943,021	854,051	805,579	802,216
Selling, general and administrative expenses	**(9,885,426)**	(9,501,481)	(9,306,152)	(8,777,028)	(8,288,163)
Other operating expenses	**(126,278)**	(95,232)	(109,170)	(84,638)	(116,624)
Finance costs	**(47,119)**	(46,667)	(51,392)	(20,430)	(11,232)
Share of profits of associates	**63,782**	66,095	49,985	25,700	14,315
Profit before tax	**3,231,811**	3,055,901	2,824,963	2,630,886	2,778,501
Income tax	**(482,733)**	(502,706)	(487,446)	(463,088)	(493,121)
Profit for the year	**2,749,078**	2,553,195	2,337,517	2,167,798	2,285,380
Attributable to:					
Equity shareholders of the Company	**2,714,213**	2,536,249	2,334,412	2,150,258	2,238,351
Non-controlling interests	**34,865**	16,946	3,105	17,540	47,029
Profit for the year	**2,749,078**	2,553,195	2,337,517	2,167,798	2,285,380
Basic and diluted earnings per share (RMB)	**0.392**	0.366	0.337	0.310	0.323

For the year ended 31 December

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	At 31 December				
	2017 **RMB**	2016 RMB	2015 RMB	2014 RMB	2013 RMB
Financial position					
Property, plant and equipment, net	**4,190,375**	4,215,616	4,331,796	4,538,844	4,686,953
Other non-current assets	**4,199,679**	3,837,012	4,212,497	4,014,077	3,408,183
Inventories	**2,275,735**	2,221,334	2,883,989	2,420,898	2,228,214
Accounts and bills receivable, net	**30,370,500**	29,362,985	27,520,829	27,441,198	25,428,055
Prepayments and other current assets	**11,815,129**	6,740,547	6,873,074	5,833,187	5,027,405
Financial assets at fair value through profit or loss	**1,262,514**	–	–	–	–
Cash and cash equivalents	**13,266,631**	13,324,079	9,535,851	7,313,515	6,760,237
Restricted deposits	**3,354,288**	2,892,408	2,555,290	1,199,411	712,259
Total assets	**70,734,851**	62,593,981	57,913,326	52,761,130	48,251,306
Interest-bearing borrowings	**308,876**	46,697	177,005	246,818	53,901
Accounts and bills payable	**24,600,681**	20,399,409	19,699,385	18,815,568	17,080,784
Receipts in advance for contract work	**4,997,284**	4,046,097	2,911,542	1,578,088	1,164,029
Accrued expenses and other payables	**11,320,729**	9,730,662	8,691,602	7,424,966	7,126,497
Income tax payable	**339,393**	351,647	309,261	312,796	315,222
Non-current liabilities	**348,237**	971,687	914,922	839,707	222,851
Total liabilities	**41,915,200**	35,546,199	32,703,717	29,217,943	25,963,284
Equity attributable to equity shareholders of the Company	**28,329,098**	26,573,429	24,760,813	23,029,873	21,772,763
Non-controlling interests	**490,553**	474,353	448,796	513,314	515,259
Total equity	**28,819,651**	27,047,782	25,209,609	23,543,187	22,288,022
Total liabilities and equity	**70,734,851**	62,593,981	57,913,326	52,761,130	48,251,306