

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	For the year ended 31 December				
	2021 RMB	2020 RMB	2019 RMB	2018 RMB	2017 RMB
Results					
Revenue from telecommunications infrastructure services	71,889,248	67,164,571	64,688,815	57,359,436	50,510,988
Revenue from business process outsourcing services	40,623,583	37,276,879	36,637,180	35,102,822	32,763,685
Revenue from applications, content and other services	21,478,486	18,207,494	16,087,094	13,714,379	11,297,738
Total Revenues	133,991,317	122,648,944	117,413,089	106,176,637	94,572,411
Depreciation and amortisation	(908,323)	(827,413)	(756,976)	(466,096)	(472,621)
Direct personnel costs	(8,804,676)	(8,300,338)	(9,111,016)	(8,747,317)	(8,647,493)
Materials costs	(19,166,225)	(15,057,234)	(12,838,003)	(9,783,239)	(9,327,654)
Direct costs of products distribution	(4,614,143)	(4,067,599)	(4,167,579)	(4,629,177)	(6,594,772)
Subcontracting charges	(71,239,853)	(67,166,028)	(64,462,508)	(57,555,216)	(46,858,020)
Lease charges and others	(14,473,679)	(13,492,696)	(12,390,048)	(12,110,626)	(10,459,491)
Cost of revenues	(119,206,899)	(108,911,308)	(103,726,130)	(93,291,671)	(82,360,051)
Gross profit	14,784,418	13,737,636	13,686,959	12,884,966	12,212,360
Other income	1,946,396	1,687,789	1,554,755	1,244,889	1,014,492
Selling, general and administrative expenses	(12,951,723)	(11,826,471)	(11,494,404)	(10,611,071)	(9,885,426)
Other expenses	(213,956)	(216,802)	(333,299)	(173,722)	(126,278)
Finance costs	(78,624)	(63,482)	(68,888)	(25,179)	(47,119)
Share of profits of associates and joint ventures	91,923	168,928	148,478	105,421	63,782
Profit before tax	3,578,434	3,487,598	3,493,601	3,425,304	3,231,811
Income tax	(392,673)	(398,278)	(463,802)	(497,405)	(482,733)
Profit for the year	3,185,761	3,089,320	3,029,799	2,927,899	2,749,078
Attributable to:					
Equity shareholders of the Company	3,157,434	3,081,475	3,049,229	2,901,324	2,714,213
Non-controlling interests	28,327	7,845	(19,430)	26,575	34,865
Profit for the year	3,185,761	3,089,320	3,029,799	2,927,899	2,749,078
Basic/diluted earnings per share (RMB)	0.456	0.445	0.440	0.419	0.392

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	At 31 December				
	2021	2020	2019	2018	2017
	RMB	RMB	RMB	RMB	RMB
Financial position					
Property, plant and equipment, net	6,212,786	4,330,733	4,369,251	4,384,700	4,190,375
Right-of-use assets	2,422,952	2,046,005	1,895,996	–	–
Equity instruments at fair value through other comprehensive income	3,672,472	4,362,469	4,088,204	3,737,553	–
Other non-current assets	8,444,015	7,487,143	3,935,232	4,289,914	4,199,679
Inventories	1,492,011	1,676,943	1,974,150	2,253,027	2,275,735
Accounts and bills receivable, net	18,254,155	18,208,251	19,092,825	18,668,024	30,370,500
Contract assets, net	21,534,745	19,786,576	17,153,529	15,664,758	–
Prepayments and other current assets	11,102,020	9,618,272	8,771,768	8,646,123	11,815,129
Financial assets at fair value through profit or loss	3,364,554	3,098,634	4,567,824	5,046,898	1,262,514
Cash and cash equivalents	21,171,025	21,008,490	19,220,764	16,106,246	13,266,631
Restricted deposits	2,357,234	2,865,265	2,471,515	2,128,757	3,354,288
Total assets	100,027,969	94,488,781	87,541,058	80,926,000	70,734,851
Interest-bearing borrowings	723,024	704,401	511,234	462,003	308,876
Accounts and bills payable	36,319,980	33,363,786	30,674,619	28,279,533	24,600,681
Current portion of lease liabilities	490,859	400,627	343,281	–	–
Contract liabilities	11,449,171	10,977,645	10,087,102	8,648,060	–
Receipts in advance for contract work	–	–	–	–	4,997,284
Accrued expenses and other payables	9,090,865	9,499,772	8,730,235	9,017,427	11,320,729
Income tax payable	239,624	282,597	337,372	323,514	339,393
Non-current liabilities	2,104,326	2,072,979	1,819,443	1,366,602	348,237
Total liabilities	60,417,849	57,301,807	52,503,286	48,097,139	41,915,200
Equity attributable to equity shareholders of the Company	38,407,214	36,717,684	34,563,910	32,331,323	28,329,098
Non-controlling interests	1,202,906	469,290	473,862	497,538	490,553
Total equity	39,610,120	37,186,974	35,037,772	32,828,861	28,819,651
Total liabilities and equity	100,027,969	94,488,781	87,541,058	80,926,000	70,734,851