

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	2022 RMB	2021 RMB	2020 RMB	2019 RMB	2018 RMB
Results					
Revenue from telecommunications infrastructure services	72,906,517	71,889,248	67,164,571	64,688,815	57,359,436
Revenue from business process outsourcing services	43,072,446	40,623,583	37,276,879	36,637,180	35,102,822
Revenue from applications, content and other services	24,766,792	21,478,486	18,207,494	16,087,094	13,714,379
Total Revenues	140,745,755	133,991,317	122,648,944	117,413,089	106,176,637
Depreciation and amortisation	(960,995)	(908,323)	(827,413)	(756,976)	(466,096)
Direct personnel costs	(8,558,051)	(8,804,676)	(8,300,338)	(9,111,016)	(8,747,317)
Materials costs	(21,657,339)	(19,166,225)	(15,057,234)	(12,838,003)	(9,783,239)
Direct costs of products distribution	(4,065,197)	(4,614,143)	(4,067,599)	(4,167,579)	(4,629,177)
Subcontracting charges	(76,546,469)	(71,239,853)	(67,166,028)	(64,462,508)	(57,555,216)
Lease charges and others	(12,977,161)	(14,473,679)	(13,492,696)	(12,390,048)	(12,110,626)
Cost of revenues	(124,765,212)	(119,206,899)	(108,911,308)	(103,726,130)	(93,291,671)
Gross profit	15,980,543	14,784,418	13,737,636	13,686,959	12,884,966
Other income	1,954,228	1,946,396	1,687,789	1,554,755	1,244,889
Selling, general and administrative expenses	(13,960,199)	(12,951,723)	(11,826,471)	(11,494,404)	(10,611,071)
Other expenses	(140,956)	(213,956)	(216,802)	(333,299)	(173,722)
Finance costs	(90,986)	(78,624)	(63,482)	(68,888)	(25,179)
Share of profits of associates and joint ventures	92,747	91,923	168,928	148,478	105,421
Profit before tax	3,835,377	3,578,434	3,487,598	3,493,601	3,425,304
Income tax	(356,096)	(392,673)	(398,278)	(463,802)	(497,405)
Profit for the year	3,479,281	3,185,761	3,089,320	3,029,799	2,927,899
Attributable to:					
Equity shareholders of the Company	3,358,149	3,157,434	3,081,475	3,049,229	2,901,324
Non-controlling interests	121,132	28,327	7,845	(19,430)	26,575
Profit for the year	3,479,281	3,185,761	3,089,320	3,029,799	2,927,899
Basic/diluted earnings per share (RMB)	0.485	0.456	0.445	0.440	0.419

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	2022 RMB	2021 RMB	2020 RMB	2019 RMB	2018 RMB
Financial position					
Property, plant and equipment, net	6,269,187	6,212,786	4,330,733	4,369,251	4,384,700
Right-of-use assets	2,402,559	2,422,952	2,046,005	1,895,996	–
Equity instruments at fair value through other comprehensive income	3,336,403	3,672,472	4,362,469	4,088,204	3,737,553
Deposits at financial institutions with original maturity more than one year	7,651,866	2,563,841	200,000	–	–
Other non-current assets	6,403,500	5,880,174	7,287,143	3,935,232	4,289,914
Inventories	1,367,311	1,492,011	1,676,943	1,974,150	2,253,027
Accounts and bills receivable, net	20,309,943	18,254,155	18,208,251	19,092,825	18,668,024
Contract assets, net	25,268,821	21,534,745	19,786,576	17,153,529	15,664,758
Current portion of deposits at financial institutions with original maturity more than one year	221,188	–	–	–	–
Prepayments and other current assets	12,717,632	11,102,020	9,618,272	8,771,768	8,646,123
Financial assets at fair value through profit or loss	61,556	3,364,554	3,098,634	4,567,824	5,046,898
Cash and cash equivalents	22,085,344	21,171,025	21,008,490	19,220,764	16,106,246
Short-term bank deposits and restricted cash	2,168,795	2,357,234	2,865,265	2,471,515	2,128,757
Total assets	110,264,105	100,027,969	94,488,781	87,541,058	80,926,000
Interest-bearing borrowings	752,001	723,024	704,401	511,234	462,003
Accounts and bills payable	44,611,295	36,319,980	33,363,786	30,674,619	28,279,533
Current portion of lease liabilities	513,223	490,859	400,627	343,281	–
Contract liabilities	10,867,975	11,449,171	10,977,645	10,087,102	8,648,060
Accrued expenses and other payables	9,499,470	9,090,865	9,499,772	8,730,235	9,017,427
Income tax payable	351,104	239,624	282,597	337,372	323,514
Non-current liabilities	2,046,387	2,104,326	2,072,979	1,819,443	1,366,602
Total liabilities	68,641,455	60,417,849	57,301,807	52,503,286	48,097,139
Equity attributable to equity shareholders of the Company	40,359,362	38,407,214	36,717,684	34,563,910	32,331,323
Non-controlling interests	1,263,288	1,202,906	469,290	473,862	497,538
Total equity	41,622,650	39,610,120	37,186,974	35,037,772	32,828,861
Total liabilities and equity	110,264,105	100,027,969	94,488,781	87,541,058	80,926,000