

FINANCIAL SUMMARY

(Amounts in thousands, except per share data)

	2023 RMB	2022 RMB (Restated)	2021 RMB (Restated)	2020 RMB (Restated)	2019 RMB (Restated)
Results					
Revenue from telecommunications infrastructure services	76,136,756	72,906,517	71,889,248	67,164,571	64,688,815
Revenue from business process outsourcing services	43,550,614	43,073,150	40,623,948	37,277,681	36,637,387
Revenue from applications, content and other services	28,927,306	24,767,902	21,479,245	18,208,529	16,089,855
Total Revenues	148,614,676	140,747,569	133,992,441	122,650,781	117,416,057
Depreciation and amortisation	(1,017,154)	(961,218)	(908,525)	(827,536)	(757,077)
Direct personnel costs	(8,644,005)	(8,558,400)	(8,805,077)	(8,300,760)	(9,111,790)
Materials costs	(24,670,341)	(21,657,339)	(19,166,225)	(15,057,234)	(12,838,003)
Direct costs of products distribution	(3,517,360)	(4,065,197)	(4,614,143)	(4,067,599)	(4,167,579)
Subcontracting charges	(80,233,245)	(76,546,469)	(71,239,853)	(67,166,028)	(64,462,508)
Lease charges and others	(13,275,321)	(12,977,295)	(14,473,844)	(13,492,874)	(12,390,660)
Cost of revenues	(131,357,426)	(124,765,918)	(119,207,667)	(108,912,031)	(103,727,617)
Gross profit	17,257,250	15,981,651	14,784,774	13,738,750	13,688,440
Other income	1,932,223	1,954,316	1,946,411	1,687,801	1,554,758
Selling, general and administrative expenses	(14,913,046)	(13,959,926)	(12,952,506)	(11,827,203)	(11,495,543)
Other expenses	(169,549)	(140,958)	(214,032)	(216,876)	(333,375)
Finance costs	(113,734)	(91,046)	(78,624)	(63,482)	(68,888)
Share of profits of associates and joint ventures	116,338	92,747	91,923	168,928	148,478
Profit before tax	4,109,482	3,836,784	3,577,946	3,487,918	3,493,870
Income tax	(377,805)	(356,097)	(392,673)	(398,278)	(463,802)
Profit for the year	3,731,677	3,480,687	3,185,273	3,089,640	3,030,068
Attributable to:					
Equity shareholders of the Company	3,584,391	3,359,555	3,156,946	3,081,795	3,049,498
Non-controlling interests	147,286	121,132	28,327	7,845	(19,430)
Profit for the year	3,731,677	3,480,687	3,185,273	3,089,640	3,030,068
Basic/diluted earnings per share (RMB)	0.518	0.485	0.456	0.445	0.440

	2023	2022	2021	2020	2019
	RMB	RMB	RMB	RMB	RMB
		(Restated)	(Restated)	(Restated)	(Restated)
Financial position					
Property, plant and equipment, net	6,082,260	6,269,961	6,213,472	4,331,391	4,369,530
Right-of-use assets	2,245,135	2,402,559	2,422,952	2,046,005	1,895,996
Equity instruments at fair value through other comprehensive income	3,473,580	3,336,403	3,672,472	4,362,469	4,088,204
Deposits at financial institutions with original maturity more than one year	5,888,447	7,651,866	2,563,841	200,000	–
Other non-current assets	7,147,332	6,404,580	5,881,290	7,288,295	3,936,420
Inventories	1,196,945	1,367,311	1,492,011	1,676,943	1,974,150
Accounts and bills receivable, net	23,921,258	20,310,265	18,254,550	18,208,593	19,093,096
Contract assets, net	28,584,146	25,268,821	21,534,745	19,786,576	17,153,529
Current portion of deposits at financial institutions with original maturity more than one year	3,498,709	221,188	–	–	–
Prepayments and other current assets	13,668,864	12,717,632	11,102,020	9,618,532	8,771,892
Financial assets at fair value through profit or loss	10,429	61,556	3,364,554	3,098,634	4,567,824
Cash and cash equivalents	22,914,865	22,087,661	21,172,860	21,010,586	19,222,969
Short-term bank deposits and restricted cash	3,157,780	2,168,795	2,357,234	2,865,265	2,471,515
Total assets	121,789,750	110,268,598	100,032,001	94,493,289	87,545,125
Interest-bearing borrowings	807,499	752,001	723,024	704,401	511,234
Accounts and bills payable	53,426,398	44,611,295	36,319,980	33,363,786	30,674,619
Current portion of lease liabilities	487,758	513,223	490,859	400,627	343,281
Contract liabilities	9,527,291	10,867,975	11,449,171	10,977,645	10,087,102
Accrued expenses and other payables	11,642,004	9,500,858	9,093,109	9,501,926	8,732,222
Income tax payable	354,095	351,105	239,624	282,597	337,372
Non-current liabilities	1,877,004	2,048,216	2,106,296	2,074,929	1,821,413
Total liabilities	78,122,049	68,644,673	60,422,063	57,305,911	52,507,243
Equity attributable to equity shareholders of the Company	42,576,759	40,360,637	38,407,032	36,718,088	34,564,020
Non-controlling interests	1,090,942	1,263,288	1,202,906	469,290	473,862
Total equity	43,667,701	41,623,925	39,609,938	37,187,378	35,037,882
Total liabilities and equity	121,789,750	110,268,598	100,032,001	94,493,289	87,545,125