

Financial Summary

For the five-years ended 31 December 2002

(Expressed in millions of RMB, except per share data and per ADS information)

Selective financial summary, including selective income statement data and balance sheet data from the results for relevant years presented below were prepared in accordance with HK GAAP.

RESULTS

SELECTIVE INCOME STATEMENT DATA

	2002	2001	2000	1999	1998
Revenue:					
GSM Business	27,388	20,505	12,188	5,314	2,126
CDMA Business	3,225	—	—	—	—
Data, Internet and Long Distance Business	5,559	3,309	1,096	79	—
Paging Business	2,161	4,342	8,483	9,047	8,423
Total service revenue	38,333	28,156	21,767	14,440	10,549
Sales of telecommunications products	2,243	1,237	1,925	3,010	3,480
Total revenue	40,576	29,393	23,692	17,450	14,029
Operating expenses:					
Leased lines and network capacities	(1,583)	(853)	(1,158)	(1,099)	(1,302)
Interconnection charges	(3,230)	(2,073)	(1,380)	(693)	(260)
Depreciation and amortisation	(11,256)	(8,262)	(5,734)	(3,691)	(2,260)
Personnel	(3,335)	(2,487)	(1,770)	(1,713)	(1,278)
Selling and marketing	(5,981)	(3,613)	(2,492)	(1,557)	(1,043)
General, administrative and other expenses	(5,632)	(5,499)	(3,743)	(2,587)	(2,356)
Cost of telecommunications products sold	(2,236)	(1,342)	(2,193)	(3,294)	(4,178)
Total operating expenses	(33,253)	(24,129)	(18,470)	(14,634)	(12,677)
Operating profit	7,323	5,264	5,222	2,816	1,352
Net financial (charges) income	(1,004)	180	395	(704)	(413)
Loss arising from terminations of CCF Arrangements	—	—	(1,194)	(224)	—
Other (expenses) income, net	(16)	19	59	(129)	(64)
Profit before taxation	6,303	5,463	4,482	1,759	875
Taxation	(1,752)	(1,041)	(1,104)	(556)	(311)
Profit after taxation	4,551	4,422	3,378	1,203	564
Minority interests	15	35	(144)	(364)	(192)
Profit attributable to shareholders	4,566	4,457	3,234	839	372
Net earnings per share (RMB)	0.36	0.36	0.29	0.09	0.04
Net earnings per ADS (RMB)	3.64	3.55	2.89	0.86	0.38

SELECTIVE BALANCE SHEET DATA

	2002	2001	2000	1999	1998
Property, plant and equipment, net	107,487	75,748	52,864	33,227	19,853
Current assets	31,416	49,958	57,755	10,497	8,945
Accounts receivable, net	4,327	2,498	1,545	895	639
Cash and cash equivalents	14,433	18,413	44,717	6,002	4,337
Total assets	149,223	127,905	112,829	45,366	30,156
Current liabilities	44,609	28,917	27,468	21,844	11,563
Accounts payable	19,812	15,329	619	1,675	1,041
Short-term debts	15,330	7,933	8,501	7,894	2,276
Long-term debts	37,686	36,337	27,151	12,234	9,372
Total liabilities	82,409	65,394	54,721	34,297	21,232
Shareholders' equity	66,247	61,681	57,224	8,538	6,408