

## STATEMENT OF INCOME AND PROFITS APPROPRIATIONS (Under PRC GAAP)

Year ended December 31, 2001

|  | NOTES | 2001<br>The Group and<br>The Company<br>RMB | 2000<br>The Company<br>RMB |
|--|-------|---|----------------------------|
| Net revenue from principal operations                          | 34    | 6,469,352,955                               | 4,780,580,876              |
| Less: Cost of principal operations                             | 35    | 2,812,583,737                               | 1,983,519,916              |
| Sales taxes on principal operations                            | 36    | 99,704,041                                  | 76,380,272                 |
| Income from principal operations                               |       | 3,557,065,177                               | 2,720,680,688              |
| Add: Income from other operations                              | 37    | 26,483,329                                  | 27,559,433                 |
| Less: Operating expenses                                       | 38    | 1,551,609,369                               | 1,168,691,771              |
| Administrative expenses  |       | 665,965,451                                 | 554,130,939                |
| Financial expenses   | 39    | (34,833,265)                                | (20,768,987)               |
| Operating profit   |       | 1,400,806,951                               | 1,046,186,398              |
| Add: Subsidies   |       | –   | 188,579                    |
| Non-operating income   | 40    | 7,880,206                                   | 2,996,491                  |
| Less: Non-operating expenses                                   | 41    | 16,812,063                                  | 14,777,978                 |
| Profit before income taxes                                     |       | 1,391,875,094                               | 1,034,593,490              |
| Less: Income taxes   | 42    | 391,487,645                                 | 295,607,377                |
| Net profit   |       | 1,000,387,449                               | 738,986,113                |
| Add: Unappropriated profits at the beginning<br>of the year    | 33    | 1,070,321,502                               | 677,523,306                |
| Profits available for appropriation                            |       | 2,070,708,951                               | 1,416,509,419              |
| Less: Appropriations to statutory common fund                  | 33    | 100,038,745                                 | 73,898,611                 |
| Appropriations to common welfare fund                          | 33    | 50,019,371                                  | 36,949,306                 |
| Profits available for appropriation to shareholders            |       | 1,920,650,835                               | 1,305,661,502              |
| Less: Appropriation to discretionary surplus fund<br>Dividends | 33    | 287,000,000                                 | 235,340,000                |
| Unappropriated profits at the end of the year                  |       | <u>1,633,650,835</u>                        | <u>1,070,321,502</u>       |
| <b>SUPPLEMENTAL INFORMATION:</b>                               |       |   |                            |
| Total profit decreased due to accounting policy changes        | 2     | <u>8,686,931</u>                            | <u>25,195,858</u>          |

Notes are an integral part of the financial statements.