

Financial Summary

(Expressed in millions of RMB)

RESULTS

	Year ended 31 December				
	2001	2000	1999	1998	1997
Income Statement Data:					
Revenue:					
Cellular Business	20,505	12,188	5,314	2,126	810
Paging Business	4,342	8,483	9,047	8,423	7,273
Long Distance, Data and Internet Business	3,309	1,096	79	—	—
Total service revenue	28,156	21,767	14,440	10,549	8,083
Sales of telecommunications products	1,237	1,925	3,010	3,480	5,291
Total revenue	29,393	23,692	17,450	14,029	13,374
Operating expenses:					
Leased lines	(853)	(1,158)	(1,099)	(1,302)	(1,084)
Interconnection charges	(2,073)	(1,380)	(693)	(260)	(112)
Depreciation and amortisation	(8,262)	(5,734)	(3,691)	(2,260)	(1,300)
Personnel	(2,487)	(1,770)	(1,713)	(1,278)	(1,085)
Selling and marketing	(3,613)	(2,492)	(1,557)	(1,043)	(693)
General, administrative and other expenses	(5,499)	(3,743)	(2,587)	(2,356)	(1,709)
Cost of telecommunications products sold	(1,342)	(2,193)	(3,294)	(4,178)	(5,775)
Total operating expenses	(24,129)	(18,470)	(14,634)	(12,677)	(11,758)
Operating income	5,264	5,222	2,816	1,352	1,616
Net financial income (charges)	180	395	(704)	(413)	(267)
Loss arising from terminations of CCF Arrangements	—	(1,194)	(224)	—	—
Other income (expenses), net	19	59	(129)	(64)	(29)
Income before taxation and minority interests	5,463	4,482	1,759	875	1,320
Taxation	(1,041)	(1,104)	(556)	(311)	(469)
Income before minority interests	4,422	3,378	1,203	564	851
Minority interests	35	(144)	(364)	(192)	(252)
Net income	4,457	3,234	839	372	599
Net income per share (RMB)	0.36	0.29	0.09	0.04	0.06
Net income per ADS (RMB)	3.55	2.89	0.86	0.38	0.62

Financial Summary (Cont'd)

(Expressed in millions of RMB)

SELECTIVE BALANCE SHEET DATA

	As of 31 December				
	2001	2000	1999	1998	1997
Current assets	49,958	57,755	10,497	8,945	4,951
Cash and cash equivalents	18,413	44,717	6,002	4,337	1,497
Accounts receivable, net	2,498	1,545	895	639	312
Property, plant and equipment, net	75,748	52,864	33,227	19,853	12,088
Total assets	127,905	112,829	45,366	30,156	17,470
Current liabilities	28,917	27,468	21,844	11,563	4,885
Short-term debts	7,933	8,501	7,894	2,276	380
Accounts payable	15,329	619	1,675	1,041	539
Long-term debts	36,337	27,151	12,234	9,372	5,944
Total liabilities	65,394	54,721	34,297	21,232	11,090
Shareholders' equity	61,681	57,224	8,538	6,408	5,176