

## Extracts of Accounting Data and Business Data

### 1. TOTAL REALISED PROFIT OF THE GROUP DURING THE YEAR AND ITS BREAKDOWN PREPARED UNDER PRC ACCOUNTING STANDARDS AND REGULATIONS (RMB'000)

	2001
Total profit	297,131
Net profit (Note 1)	208,396
Net profit after extraordinary items (Note 2)	203,454
Profit from principal operating activities	1,281,847
Profit from other operating activities	16,879
Operating profit	587,760
Investment income	670
Subsidies income	4,942
Net non-operating income	(296,240)
Net cash flow from operating activities	1,158,892
Net decrease in cash and cash equivalents	257,456

Notes:

- (1) The Group's net profit determined under PRC accounting standards and regulations and Hong Kong accounting standards were RMB208,396,000 and RMB152,281,000, respectively. For variance details, please refer to note V(45) to the financial statements prepared under PRC accounting standards and regulations or note 36 to the financial statements prepared under Hong Kong accounting standards.
- (2) The extraordinary items deducted represented subsidies income amounting to RMB4.942 million.

## Extracts of Accounting Data and Business Data

### 2. MAJOR FINANCIAL DATA AND FINANCIAL INDICES (RMB)

#### (1) Prepared under PRC accounting standards

Index Items	2001	2000	1999
Turnover ('000)	<b>9,547,929</b>	8,185,687	6,668,436
Net profit ('000)	<b>208,396</b>	176,031	13,112
Total assets ('000)	<b>16,723,013</b>	16,857,270	17,299,627
Shareholders' fund ('000)	<b>11,777,107</b>	11,887,985	11,861,932
Earnings per share (RMB)			
Fully diluted	<b>0.032</b>	0.027	0.002
Weighted average	<b>0.032</b>	0.027	0.002
Net assets per share (RMB)	<b>1.82</b>	1.84	1.84
Adjusted net assets per share (RMB)	<b>1.82</b>	1.82	1.77
Net cash flow from operating activities per share (RMB)	<b>0.1795</b>	0.2273	0.1668
Return on net assets (%)			
Fully diluted	<b>1.77</b>	1.48	0.11
Weighted average	<b>1.74</b>	1.47	0.11
Return/(loss) on net assets after extraordinary items (%)			
Fully diluted	<b>1.73</b>	1.48	(0.82)
Weighted average	<b>1.70</b>	1.47	(0.82)

Note: Deferred credit amounting to RMB1,373,631,000 was included in shareholders' equity in calculating the above financial indices.

#### (2) Prepared under Hong Kong accounting standards

Index Items	2001	2000 (Restated)	1999 (Restated)
Turnover ('000)	<b>9,547,929</b>	8,185,687	6,668,436
Net profit ('000)	<b>152,281</b>	100,164	15,881
Total assets ('000)	<b>16,821,187</b>	16,880,680	17,300,227
Shareholders' equity ('000)	<b>12,111,381</b>	12,088,206	11,988,042
Earnings per share (RMB)			
Fully diluted	<b>0.024</b>	0.016	0.002
Weighted average	<b>0.024</b>	0.016	0.002
Net assets per share (RMB)	<b>1.88</b>	1.87	1.86
Adjusted net assets per share (RMB)	<b>1.86</b>	1.85	1.83
Net cash flow from operating activities per share (RMB)	<b>0.1905</b>	0.2310	0.1680
Return on net assets (%)			
Fully diluted	<b>1.26</b>	0.83	0.13
Weighted average	<b>1.25</b>	0.83	0.13
Return/(loss) on net assets after extraordinary items (%)			
Fully diluted	<b>1.22</b>	0.83	(0.79)
Weighted average	<b>1.21</b>	0.83	(0.79)

Due to the issuance of certain new and revised Hong Kong Statements of Standard Accounting Practice ("SSAPs"), certain comparative figures for 2000 and 1999 have been restated.

## Extracts of Accounting Data and Business Data

### 3. PROFIT DATA PREPARED UNDER PRC ACCOUNTING STANDARDS AND REGULATIONS IN COMPLIANCE WITH "REGULATION FOR THE PREPARATION OF INFORMATION DISCLOSURE BY LISTED SECURITIES COMPANIES (NO. 9)" ISSUED BY CHINA SECURITIES REGULATORY COMMISSION:

Profit during the period	Return on net assets (%)		Earnings per share (RMB/share)	
	Fully diluted	Weighted average	Fully diluted	Weighted average
Profit from principal activities	10.88	10.69	0.199	0.199
Operating profit	4.99	4.90	0.091	0.091
Net profit	1.77	1.74	0.032	0.032
Net profit after extraordinary items	1.73	1.70	0.032	0.032

### 4. MOVEMENTS IN SHAREHOLDERS' EQUITY DURING THE REPORTING PERIOD (RMB'000)

#### (1) Prepared under PRC accounting standards

Items	Share capital	Capital reserve	Surplus reserve	Including: Statutory public welfare fund	Retained profits	Shareholders' equity
At 1 January 2001	6,455,300	3,491,345	379,818	189,884	187,891	10,514,354
Increase during the year	—	—	40,892	20,420	208,396	249,288
Decrease during the year	—	—	—	—	360,166	360,166
At 31 December 2001	6,455,300	3,491,345	420,710	210,304	36,121	10,403,476

Notes:

- (1) Deferred credit amounting to RMB1,373,631,000 was not included in calculating the above shareholders' equity.
- (2) Reasons for the change: 1. Increase in surplus reserve and statutory public welfare fund was due to the amount transferred thereto on basis of the profit of the Group for the year; 2. Decrease in retained profit was due to profit distribution, staff housing subsidies and loss from sale of staff quarters during the year were all accounted for as retained profit.

#### (2) Prepared under Hong Kong accounting standards

Items	Share capital	Share premium	Surplus reserve	Including: Statutory public welfare fund	Retained profits	Total
At 1 January 2001 (restated)	6,455,300	4,864,976	379,818	189,884	259,006	11,959,100
Increase during the year	—	—	40,892	20,420	152,281	193,173
Decrease during the year	—	—	—	—	169,998	169,998
At 31 December 2001	6,455,300	4,864,976	420,710	210,304	241,289	11,982,275

Notes:

- (1) Increase in surplus reserve and statutory public welfare fund was due to the amount transferred thereto on basis of the Group's profit for the year.
- (2) Decrease in retained profit was due to profit distribution during the year.

### 5. FINANCIAL SUMMARY (RMB'000)

#### Consolidated Results

(1) *Prepared under PRC accounting standards*

	Year ended 31 December				
	2001	2000	1999	1998	1997
Principal operating income	<b>9,547,929</b>	8,185,687	6,668,436	6,429,425	6,646,860
Profit before provision for overdue deposits	<b>297,131</b>	197,087	13,381	7,894	72,497
Provision for overdue deposits	—	—	—	(175,000)	—
Total profit/(loss)	<b>297,131</b>	197,087	13,381	(167,106)	72,497
Tax	<b>88,735</b>	21,056	269	835	10,875
Net profit/(loss)	<b>208,396</b>	176,031	13,112	(167,941)	61,622

(2) *Prepared under Hong Kong accounting standards*

	Year ended 31 December				
	2001	2000	1999	1998	1997
		(restated)	(restated)	(restated)	(restated)
Turnover	<b>9,547,929</b>	8,185,687	6,668,436	6,429,425	6,646,860
Profit/(loss) before tax	<b>241,016</b>	121,220	16,150	(225,407)	109,497
Tax	<b>88,735</b>	21,056	269	835	10,875
Net profit/(loss) from ordinary activities attributable to shareholders	<b>152,281</b>	100,164	15,881	(226,242)	98,622

The Group's consolidated results for the years ended 31 December 2001, 2000, 1999, 1998 and 1997 were extracted from the Group's audited financial statements.

Due to the issuance of certain new and revised SSAPs, certain comparative figures for 2000, 1999, 1998 and 1997 have been restated.

### 5. FINANCIAL SUMMARY (RMB'000) (continued)

#### Consolidated Balance Sheet

(1) *Prepared under PRC accounting standards*

	31 December				
	2001	2000	1999	1998	1997
Total assets	<b>16,723,013</b>	16,857,270	17,299,627	17,805,165	17,892,607
Total liabilities	<b>4,945,906</b>	4,969,285	5,437,695	5,956,345	5,875,845
	<b>11,777,107</b>	11,887,985	11,861,932	11,848,820	12,016,762

(2) *Prepared under Hong Kong accounting standards*

	31 December				
	2001	2000	1999	1998	1997
		(restated)	(restated)	(restated)	(restated)
Total assets	<b>16,821,187</b>	16,880,680	17,300,227	17,805,376	17,892,607
Total liabilities	<b>4,709,806</b>	4,792,474	5,312,185	5,833,216	5,694,204
	<b>12,111,381</b>	12,088,206	11,988,042	11,972,160	12,198,403

The Group's net assets as at 31 December 2001, 2000, 1999, 1998 and 1997 were extracted from the Group's audited financial statements.

Due to the issuance of certain new and revised SSAPs, certain comparative figures for 2000, 1999, 1998 and 1997 have been restated.