

# Summary of Accounting and Business Data

## 1. Financial summary prepared in accordance with International Financial Reporting Standards (“IFRS”)

	Year ended 31 December				
	2002 RMB'000	2001 RMB'000	2000 RMB'000	1999 RMB'000	1998 RMB'000
<b>RESULTS</b>					
Turnover	<b>3,327,073</b>	2,995,793	3,524,512	2,712,183	2,427,808
Cost of sales and services	<b>(2,710,844)</b>	(2,342,509)	(3,004,086)	(2,336,433)	(2,157,007)
Gross profit	<b>616,229</b>	653,284	520,426	375,750	270,801
Other operating income	<b>41,111</b>	46,099	13,307	11,666	96,723
Distribution and administrative expenses	<b>(277,344)</b>	(193,074)	(257,146)	(223,730)	(193,292)
Other operating expenses	<b>(49,843)</b>	(30,645)	(25,482)	(37,533)	(25,658)
Profit from operations	<b>330,153</b>	475,664	251,105	126,153	148,574
Finance costs	<b>(156,816)</b>	(163,067)	(142,240)	(102,989)	(138,550)
Profit before tax	<b>173,337</b>	312,597	108,865	23,164	10,024
Taxation	<b>(3,752)</b>	(102)	(98)	(7)	—
Profit after tax	<b>169,585</b>	312,495	108,767	23,157	10,024
Minority interests	<b>(81)</b>	(122)	(106)	(6)	—
Net profit for the year	<b>169,504</b>	312,373	108,661	23,151	10,024
<b>At 31 December</b>					
	<b>2002 RMB'000</b>	2001 RMB'000	2000 RMB'000	1999 RMB'000	1998 RMB'000
<b>ASSETS AND LIABILITIES</b>					
Total assets	<b>8,824,764</b>	8,470,761	7,752,833	7,195,451	6,551,306
Total liabilities	<b>(4,021,756)</b>	(3,764,065)	(3,829,071)	(3,380,263)	(2,759,996)
Minority interests	<b>(60,704)</b>	(694)	(640)	(727)	—
Shareholder's interests	<b>4,742,304</b>	4,706,002	3,923,122	3,814,461	3,791,310

## 2. Financial indexes prepared in accordance with IFRS

	2002	2001	2000	1999	1998
Basic earnings per share (RMB/share)	<b>0.064</b>	0.128	0.045	0.010	0.004
Net assets per share (RMB/share)	<b>1.780</b>	1.766	1.612	1.567	1.558
Return on net assets (%)	<b>3.57</b>	6.64	2.77	0.61	0.26

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### 3. Summary of accounting and business data prepared in accordance with the PRC accounting standards (“PRC GAAP”) and regulations

	<b>2002</b>
	<b>RMB'000</b>
Profit before income tax	173,337
Net profits	169,504
Net profit less non-regular profit and loss	187,709
Income from principle operations	614,907
Income from other operations	26,022
Operating profit	210,494
Investment income	2,836
Subsidies	—
Net non-operating expenses	(39,994)
Net cash inflow from operating activities	773,135
Net decrease of cash and cash equivalent	(423,561)
<b>Items and the amounts of deducting non-regular profit and loss</b>	
	<b>RMB'000</b>
Loss on disposal of fixed assets	(21,934)
Others	3,729

### 4. Accounting information and financial indicators for the last three years prepared in accordance with the PRC GAAP and regulations

	<b>2002</b>	2001	2000
Net revenue from principle operations (RMB'000)	<b>3,327,073</b>	2,995,793	3,524,512
Net profits (RMB'000)	<b>169,504</b>	301,435	108,660
Total assets (RMB'000)	<b>8,823,138</b>	8,460,149	7,749,142
Shareholders' equity (excluding minority interests) (RMB'000)	<b>4,662,383</b>	4,572,800	3,898,782
Earnings per share (RMB/share)	<b>0.06</b>	0.11	0.045
Earnings per share less non-regular profit and loss (RMB/share)	<b>0.07</b>	0.11	0.045
Net assets per share (RMB/share)	<b>1.75</b>	1.72	1.60
Adjusted net assets per share (RMB/share)	<b>1.74</b>	1.71	1.59
Net cash inflow from operating activities per share (RMB/share)	<b>0.29</b>	0.24	0.28
Ratio of net asset earning (%)	<b>3.64</b>	6.59	2.79
Ratio of weighted average of net asset earning (%)	<b>3.64</b>	7.44	2.81
Ratio of net asset earning less non-regular profit and loss (%)	<b>4.03</b>	7.51	2.79

Note: The above accounting data and financial indicators are all calculated and filled in according to consolidated financial statements.

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### 5. Net assets earning ratio and index of earnings per share prepared in accordance with PRC GAAP and regulations

	Net asset earnings ratio (%)		Earnings per share (RMB/share)	
	Fully Diluted	Weighted Average	Fully Diluted	Weighted Average
Net revenue from principle operations	13.19	13.20	0.23	0.23
Operating profit	4.51	4.52	0.08	0.08
Net profits	3.64	3.64	0.06	0.06
Net profit less non-regular profit and loss	4.01	4.03	0.07	0.07

Note: The above indicators are calculated and filled in accordance with "No.9 Regulation regarding Disclosure of Information of Public Listed Companies" by China Securities Regulatory Commission.

### 6. Difference between financial statements prepared in accordance with PRC GAAP and regulations and IFRS

	Year ended 31 December 2002 Net Profit RMB'000	At 31 December 2002 Net Assets RMB'000
As reported under PRC GAAP and regulations	<b>169,504</b>	4,662,383
Adjustments made to conform with IFRS:		
— Dividend for ordinary shares payable as proposed by the board of directors after balance sheet data which cannot be booked in accordance with IFRS	—	79,921
As reported under IFRS	<b>169,504</b>	4,742,304

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### 7. Changes in shareholders' interests during the reporting period (Prepared in accordance with PRC GAAP and regulations)

	Share capital RMB'000	Capital reserve RMB'000	Statutory surplus reserve RMB'000	Statutory public welfare fund RMB'000	Discretionary surplus reserve RMB'000	Unappropriated profits RMB'000	Total shareholders' equity RMB'000
As at 1 January 2002	2,664,038	1,292,747	82,249	62,329	158,414	313,023	4,572,800
Increase during 2002	—	—	16,962	16,957	33,901	21,763	89,583
Utilised during 2002	—	—	—	(11,980)	11,980	—	—
As at 31 December 2002	2,664,038	1,292,747	99,211	67,306	204,295	334,786	4,662,383

Reasons for the changes:

- (1) Statutory surplus reserve and statutory public welfare fund: In accordance with the Articles of Association of the Company, the Board of Directors proposed to transfer 10% of the net profits for the year to the statutory surplus reserve fund and the statutory public welfare fund respectively. Such transfer is subject to consideration and approval by shareholders' general meeting. In addition, the Company had utilised part of the statutory public welfare fund for construction of necessary welfare facilities for its employees of the Company during the year.
- (2) Discretionary surplus reserve: In accordance with the Articles of Association of the Company, the Board of Directors proposed to transfer 20% of the net profits for the year to the reserve. Such transfer is subject to consideration and approval by shareholders' general meeting. In addition, the Company's utilisation of part of the statutory public welfare fund for construction of necessary welfare facilities for its employees during the year should be transferred as discretionary surplus reserve at the end of the year.
- (3) Unappropriated profits: The balance of net profits after deducting the amounts transferred to the statutory surplus reserve and the statutory public welfare fund as mentioned above as well as the cash dividend of RMB0.03 per share (inclusive of tax for A Shares and subject to the approval by shareholders' general meeting) proposed by the Board of Directors to be distributed to shareholders during the year will be available for appropriation in subsequent years.