

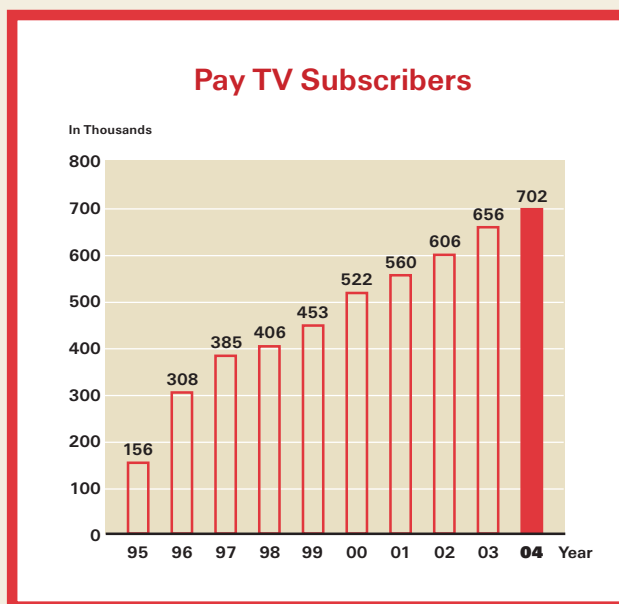
# RESULTS HIGHLIGHTS

## Results Highlights – Record Turnover & Earnings

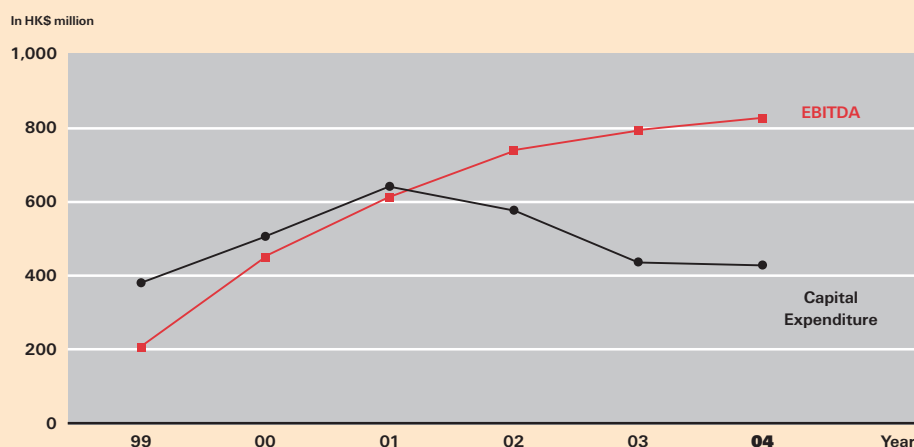
- Turnover rose by 11% to HK\$2,372 million (2003: HK\$2,143 million).
- Net profit rose by 29% to HK\$284 million (2003: HK\$220 million).
- Earnings per share rose by 29% to 14.1 cents (2003: 10.9 cents).
- Final dividend of 4.5 cents per share to increase full year dividends per share to 7.5 cents (2003: 5.5 cents).

## Pay TV – Investment in Differentiation Pays

- Subscribers grew by 7% to 702,000 (2003: 656,000).
- ARPU rose by 2% to HK\$225 (2003: HK\$220).
- Turnover increased by 9% to HK\$1,888 million (2003: HK\$1,734 million).
- Operating profit rose by 6% to HK\$469 million (2003: HK\$444 million).



## Group EBITDA and Capital Expenditure Historical Trend



## Internet & Multimedia – Regaining Market Share Momentum

- Broadband subscribers grew by 13% to 291,000 (2003: 258,000).
- ARPU rose by 9% to HK\$140 (2003: HK\$129).
- Turnover increased by 18% to HK\$481 million (2003: HK\$409 million).
- Operating loss narrowed to HK\$44 million (2003: HK\$85 million).

### Broadband Subscribers

