

CONSOLIDATED INCOME STATEMENT

(All amounts expressed in RMB thousands unless otherwise stated)

| | Note | Year ended 31 December | |
|---|-------|------------------------|--------------------|
| | | 2005 | 2004 (Restated) |
| Sales | 5 | 10,019,857 | 8,620,687 |
| Cost of goods sold | 22 | (6,978,719) | (5,945,161) |
| Gross profit | | 3,041,138 | 2,675,526 |
| Other gains — net | 21 | 102,804 | 105,904 |
| Selling and marketing costs | 22 | (1,654,863) | (1,423,953) |
| Administrative expenses | 22 | (770,791) | (694,045) |
| Other operating loss — net | 22 | (138,987) | (72,905) |
| Operating profit | | 579,301 | 590,527 |
| Finance costs | 24 | (43,269) | (74,737) |
| Share of loss of associates | | (4,370) | (25,325) |
| Profit before income tax | | 531,662 | 490,465 |
| Income tax expense | 25(a) | (188,356) | (186,391) |
| Profit for the year | | 343,306 | 304,074 |
| Attributable to: | | | |
| Shareholders of the Company | | 306,589 | 285,163 |
| Minority interests | | 36,717 | 18,911 |
| | | 343,306 | 304,074 |
| Earnings per share for profit attributable to the shareholders of the Company during the year (expressed in RMB per share) | | | |
| — Basic | 26 | 0.25 | 0.27 |
| — Diluted | 26 | N/A | 0.22 |
| Dividends | 27 | 209,315 | 196,233 |

The notes on pages 58 to 110 are an integral part of these consolidated financial statements.