

## Consolidated Income Statement

(Prepared in accordance with HKFRS)

(All amounts expressed in RMB thousands unless otherwise stated)

	Note	Year ended 31 December	
		2006	2005
Sales	5	11,677,160	10,019,857
Cost of goods sold	22	(8,003,086)	(6,978,719)
<b>Gross profit</b>		<b>3,674,074</b>	3,041,138
Selling and marketing expenses		(2,020,660)	(1,654,863)
Administrative expenses		(837,020)	(770,791)
Other gains — net	20	92,674	102,804
Other operating losses — net	21	(255,390)	(138,987)
<b>Operating profit</b>		<b>653,678</b>	579,301
Finance expenses — net	24	(26,899)	(43,269)
Share of profit/(loss) of associates — net	10	1,041	(4,370)
<b>Profit before income tax</b>		<b>627,820</b>	531,662
Income tax expense	25(a)	(179,063)	(188,356)
<b>Profit for the year</b>		<b>448,757</b>	343,306
<b>Attributable to:</b>			
Shareholders of the Company		447,867	306,589
Minority interests		890	36,717
		<b>448,757</b>	343,306
<b>Earnings per share for profit attributable to the Shareholders of the Company during the year (expressed in RMB per share)</b>			
— Basic and diluted	26	0.34	0.25
<b>Dividends</b>	27	<b>287,808</b>	209,315

The notes on pages 63 to 118 are an integral part of these consolidated financial statements.