

# Annual Report 2013 Stock Code: 0008



# **CONTENTS**

| 1   | Corporate profile                          |
|-----|--|
| 2   | Significant events in 2013                 |
| 3   | Awards                                     |
| 4   | Key figures                                |
| 5   | Statement from the Chairman                |
| 6   | Statement from the Group Managing Director |
| 10  | Board of Directors                         |
| 15  | Corporate governance report                |
| 25  | Management's discussion and analysis       |
| 33  | Financial information                      |
| 176 | Investor relations                         |

# CORPORATE PROFILE

PCCW Limited (PCCW or the Company) is a Hong Kong-based company which holds interests in telecommunications, media, IT solutions, property development and investment, and other businesses.

The Company holds a majority interest in the HKT Trust and HKT Limited, Hong Kong's premier telecommunications service provider. HKT meets the needs of the Hong Kong public and local and international businesses with a wide range of services including local telephony, local data and broadband, international telecommunications, mobile, and other telecommunications businesses such as customer premises equipment sale, outsourcing, consulting, and contact centers.

PCCW also owns a fully integrated multimedia and entertainment group in Hong Kong, which includes a highly successful IPTV operation, NOW TV. As the provider of Hong Kong's first quadruple-play experience, PCCW offers a range of innovative media content and services across four delivery platforms – fixed-line, broadband Internet access, TV and mobile.

Also wholly-owned by the Group, PCCW Solutions is a leading information technology outsourcing and business process outsourcing provider in Hong Kong and mainland China.

In addition, PCCW holds a majority interest in Pacific Century Premium Developments Limited, and overseas investments including the wholly-owned UK Broadband Limited.

Employing approximately 22,200 staff, PCCW maintains a presence in Hong Kong, mainland China as well as other parts of the world.

PCCW shares are listed on The Stock Exchange of Hong Kong Limited (SEHK: 0008) and traded in the form of American Depositary Receipts (ADRs) on the OTC Markets Group Inc. in the U.S. (Ticker: PCCWY).

# SIGNIFICANT EVENTS IN 2013

# **JANUARY**

HKT completes its 4G LTE network with 1000Mbps optical fibers along major MTR lines.

# **FEBRUARY**

**NOW** TV and HBO Asia launch video on-demand service HBO GO.

The PCCW-HKT Central Signature Store featuring a wide range of telecom and lifestyle products and services officially opens.

PCCW announces strong financial results for the year ended December 31, 2012 with growth across core segments.

The media business further expands its international footprint with a content distribution agreement with DISH, one of the largest satellite platforms in the U.S.

## **MARCH**

**NOW** TV collaborates with Huace Film & TV to co-produce a large-scale period drama in its first foray into TV drama production.

# **APRIL**

Several NOW TV channels are made available on StarHub, Singapore's largest broadband Internet and cable TV operator.

## **MAY**

Pacific Century Premium
Developments acquires a site
in Jakarta for Grade A office
development.

PCCW Solutions acquires Compass Solutions Holdings, a specialist in the implementation and support of SAP Enterprise Resource Planning solutions in Greater China.

#### **JUNE**

Music service MOOV is launched in Guangdong, marking its first expansion outside of Hong Kong.

**NOW** TV offers three self-produced channels for free viewing by the public online and via a new **NOW** Free TV app.

HKT leads the local mobile market with the rollout of SIM-based NFC (Near Field Communication) mobile payment service with Hang Seng Bank.

#### **JULY**

Three thousand people including members of the public and staff celebrate the 10th anniversary of NOW TV at a party at the Ocean Park.

# **AUGUST**

Exclusive Hong Kong broadcast of the 2013/14 season of Barclays Premier League commences on **now** TV.

PCCW reports robust financial results for the first half of 2013.

# **OCTOBER**

HKT cooperates with Octopus Cards to launch Hong Kong's first mobile phone SIM card with Octopus payment functions.

Group subsidiary HKTVE is granted a license in principle to provide free television program service in Hong Kong.

# **NOVEMBER**

An Independent Productions Fund is established to support the local production industry and offer more TV program choices for viewers.

Mr. David Christopher Chance is appointed as an Independent Non-Executive Director of PCCW.

# **DECEMBER**

PCCW Solutions forms strategic alliance with a partner in Macau to provide ICT services and facilitate e-Government initiatives in Macau, Zhuhai and Hengqin.

HKT announces a proposal to acquire CSL New World Mobility Limited.

PCCW receives an award for high service hours of volunteer services from the Social Welfare Department, the 12th year in a row that the Group has been honored.

# **AWARDS**

| Award  | Awardee        | Scheme Organizer  |
|--|----------------|---|
| 10 consecutive years Caring Company 2002–2012  | PCCW           | The Hong Kong Council of Social Service   |
| 2013 Best Banking Industry Solution in China   | PCCW Solutions | China Software Industry Association and China Computer Newspaper                  |
| <ul><li>2013 Golden Service</li><li>Top 5 Leaders in Service Providers</li></ul>   | PCCW Solutions | China Electronic Information<br>Industry Development<br>Research Institute (CCID) |
| <ul><li>2013 Golden Software</li><li>The Most Influential Outsourcing Service Provider</li><li>Banking Solution with Highest Commercial Value</li></ul>            | PCCW Solutions | China Electronic Information<br>Industry Development<br>Research Institute (CCID) |
| 2013 Retail Innovation Awards • RFID Solutions   | PCCW Solutions | Retail In Asia and Questex<br>Media   |
| <ul><li>Best of IT Awards 2012</li><li>My Favorite IPTV Service Award</li></ul>  | now TV         | PC Market   |
| Computerworld HK Awards 2013  • Best Data Center Colocation Services Award   | PCCW Solutions | Computerworld Hong Kong   |
| Corporate Partnership Certificate  | PCCW           | Tung Wah Group of Hospitals   |
| e-brand awards  • The Best of Data Center Award  • The Best of Enterprise Cloud Platforms Award  • The Best of Naturals TV   | PCCW Solutions | e-zone  |
| The Best of Network TV  East Week Outstanding Corporate Strategy Awards  | now TV         | East Week   |
| 2013   | now TV         |   |
| Enterprise Caring Award  | PCCW           | Hong Kong Sheng Kung Hui<br>Welfare Council                                       |
| Generous Giving Angel Award  • Bronze Award  | PCCW           | The Hong Kong Society for the Blind   |
| Hong Kong ICT Awards 2013  • Best Collaboration (Service) Silver Award   | PCCW Solutions | The Hong Kong Information<br>Technology Federation<br>(HKITF)                     |
| Hong Kong RFID Awards 2013  • Certificate of Merits  | PCCW Solutions | GS1 Hong Kong   |
| List of International Safe Workplace (Hong Kong)  • International Safe Workplace Certificate   | PCCW Solutions | World Health Organization   |
| Media Convergence Awards • Silver Award (TV Category)  | now TV         | Hong Kong Association of<br>Interactive Marketing                                 |
| MIS Strategic 100, 2013  • Top 20 Regional IT Companies for 5 consecutive years  | PCCW Solutions | MIS Asia  |
| SMB World Awards, 2013  • Best IT Outsourcing Services Provider  | PCCW Solutions | SMB World   |
| Top 20 China IT Outsourcing Service Enterprises  • No.1  | PCCW Solutions | China Software & Services Outsourcing Network                                     |
| <ul> <li>VAR500</li> <li>Top 10 Telecom Solutions Providers</li> <li>Top 10 IT Consulting Service Providers</li> <li>Top 10 Banking Solutions Providers</li> </ul> | PCCW Solutions | Business Partner  |
| Xi'an Hi-tech Zone Technology Business Incubator  • Outstanding Graduate Enterprise  | PCCW Solutions | Pioneering Park of Xi'an Hi-<br>Tech Zone   |
|  |                |   |

This award list does not include awards to HKT Limited and Pacific Century Premium Developments Limited. Please refer to the annual reports of the two companies for related information.

3

# **KEY FIGURES**

# **FINANCIAL HIGHLIGHTS**

For the year ended December 31, 2013 In HK\$ million (except for per share data)

|  | 2012<br>(Restated) | 2013     |
|--|--------------------|----------|
| Turnover   |                    |          |
| Core revenue*  | 24,134             | 26,643   |
| PCPD   | 1,184              | 674      |
|  | 25,318             | 27,317   |
| Cost of sales  | (11,816)           | (13,111) |
| General and administrative expenses                  | (10,150)           | (10,735) |
| Other gains, net                                     | 371                | 685      |
| Interest income                                      | 62                 | 80       |
| Finance costs  | (966)              | (1,111)  |
| Share of results of associates                       | 31                 | 57       |
| Share of results of joint ventures                   | (53)               | 83       |
| Profit before income tax                             | 2,797              | 3,265    |
| Income tax   | (232)              | (210)    |
| Profit for the year                                  | 2,565              | 3,055    |
| Attributable to:                                     |                    |          |
| Equity holders of the Company                        | 1,661              | 1,885    |
| Non-controlling interests                            | 904                | 1,170    |
| Earnings per share (in HK cents)                     |                    |          |
| Basic  | 22.87              | 25.98    |
| Diluted  | 22.87              | 25.95    |
| Dividends per share (in HK cents)                    |                    |          |
| Interim dividend                                     | 5.51               | 6.35     |
| Final dividend proposed after the balance sheet date | 13.55              | 13.85    |
| EBITDA <sup>1</sup>                                  |                    |          |
| Core EBITDA*   | 7,679              | 8,129    |
| PCPD   | 107                | (96)     |
|  | 7,786              | 8,033    |

<sup>\*</sup>Note: Please refer to page 25. Note 1: Please refer to page 27.

# STATEMENT FROM THE CHAIRMAN

I am pleased to report a set of strong financial results for PCCW Limited for the year ended December 31, 2013, reflecting robust performance across the Group's core businesses.

The media business continued to implement its strategies with success in 2013 – enriching NOW TV's programming lineup, giving customers a unique viewing experience, and expansion beyond Hong Kong. Notably the exclusive broadcast of the Barclays Premier League (BPL) that commenced in August 2013 contributed to the continued increases in NOW TV's overall subscription base and ARPU (average revenue per user). We also made further progress in expanding to other markets, distributing premium NOW TV branded programming and music service to the U.S., Singapore, and Guangdong in China.

Last October, a PCCW Group subsidiary, HK Television Entertainment Company Limited, received the Chief Executive-in-Council's approval-in-principle of its application for a Domestic Free Television Programme Service License. PCCW has strong financial resources and expertise to run a successful and sustainable Free TV service in Hong Kong, backed by over 10 years of solid media experience. We are now discussing with the Government on the final license terms.

In Hong Kong, PCCW Solutions continued to benefit from its leading market position. Wider adoption of IT applications and cloud computing has driven the need for data center services, where PCCW Solutions enjoys a unique market position given its ability to provide the full spectrum of IT services. A new world-class data center in Kwai Chung is scheduled for opening in phases from the first quarter of 2014.

PCCW Solutions last year also successfully established a stronger foothold in the mainland market following strategic acquisitions to complement its organic growth and drive profitability – including the acquisition last May of Compass Solutions Holdings, a SAP Enterprise Resource Planning (ERP) solutions expert which complements our core competencies in Oracle ERP.

HKT reported robust operational and financial performance for 2013, with further increases in revenue and Adjusted Funds Flow. Its fiber broadband business continued to expand, while the mobile segment represented another growth engine.

In December, HKT reached an agreement to re-acquire CSL (now known as CSL New World Mobility Limited). Subject to shareholder and regulatory approvals, the transaction is in line with HKT's objectives of investing in businesses which provide stable and regular distributions as well as long-term distribution growth. Customers will also benefit from enhanced service quality.

For Pacific Century Premium Developments, the past year has been a pivotal one. Following the completion of its residential sales activity in Hong Kong, PCPD is looking forward to strengthening its presence in other parts of Asia, particularly in economies that are experiencing high growth. It completed the acquisition of a site in a prime location in Jakarta, Indonesia, during the year. Initial planning work on this project is in full swing, and PCPD expects a world-class office building to be completed and operational by 2017. Meanwhile, PCPD's existing projects in Hokkaido, Japan, and Phang-nga, Thailand, are proceeding in accordance with their respective schedules.

Given our solid fundamentals and stable telecom earnings, we are optimistic about the performance of the Group in the current year barring any unforeseen circumstances. We are mindful of the need to constantly keep in view global economic trend and developments. Volatility of the local financial market at the beginning of this year was a reminder that the Hong Kong economy is highly susceptible to external factors.

Finally, I welcome Mr. David Christopher Chance who joined PCCW as an Independent Non-Executive Director of PCCW and Independent Non-Executive Chairman of PCCW Media Limited last November.



**Richard Li** Chairman February 27, 2014

# STATEMENT FROM THE GROUP MANAGING DIRECTOR

PCCW achieved a set of robust financial results for the year ended December 31, 2013, which was attributable to the solid performance of HKT and growth of the media and IT solutions businesses.

# INTO ANOTHER DECADE OF MEDIA SUCCESS

Established in 2003, NOW TV celebrated its first 10 years of success last year. It has continuously invested in strategic acquisition of premium programming and content production to serve viewers better and reinforce its market leadership.

NOW TV has obtained the exclusive broadcast rights in Hong Kong to the Barclays Premier League (BPL) for three seasons from August 2013. Customer sign-ups for NOW TV's higher-value Super Sports Pack have been encouraging, which helped enlarge overall subscription base and lift ARPU. For the first time, soccer fans can watch BPL in Super HD format through fiber transmission, while a suite of interactive features such as timeshift (where viewers can pause, resume and rewind the content during live broadcast) further enhance viewing interest.

In February 2014, NOW TV commenced the live broadcast of horse racing in Hong Kong, further completing our unparalleled sports content lineup with this widely appealing local pastime. A new channel, NOW668, will broadcast all local races and selected international races from the Hong Kong Jockey Club live in SD, HD and Super HD formats. NOW668 is also available via the NOW Player app and video on-demand. Similarly, interactive features such as timeshift and archive create unique viewing experience.

Apart from a large variety of international channels, NOW TV continues to produce high quality local content including news, sports, food, travel, variety and other lifestyle programs. In addition, catering to the needs of young viewers and parents alike, NOW TV has launched NOW Player Junior with parental time lock features, combining entertainment with educational content within a safe environment for children.

Last year, NOW TV embarked on a large-scale coproduction of a period drama, jointly with Huace Film & TV, one of the largest listed media companies in the Mainland, further building up content assets for the media business.

Deploying our technology capability, we launched a Free TV app where three self-produced NOW TV channels (NOW Hong Kong, NOW PRIME SPORTS and NOW NEWS) are available through the Internet and on smart devices. With this latest addition, which has proved to be highly popular, there is a total of 3 million downloads of our media apps including NOW Player and NOW NEWS; and they are consistently among the most popular free entertainment apps in Hong Kong.

We made further progress in expanding the media business outside of Hong Kong. Following the distribution of several NOW TV channels to Malaysia, Thailand and Canada in 2012, content distribution agreements were signed during the year with DISH, one of the largest satellite platforms in the U.S., and StarHub, Singapore's largest pay TV and Internet operator. In Canada, more viewers can watch NOW TV channels following agreements signed with Telus Communications and Rogers Communications, both major telecom operators in the country. Furthermore, making inroads in the Chinese market, online music service MOOV was launched on Southern Media Corporation's IPTV in Guangdong.

Forging ahead with our international strategy, we will launch NOW Baogu movie channel on Big TV, one of the fastest growing pay TV operators in Indonesia, in March 2014.

Last October, the Chief Executive-in-Council granted the approval-in-principle to the application by HK Television Entertainment Company Limited (HKTVE), a PCCW Group subsidiary, for a Domestic Free Television Programme Service License. We will now seek to finalize the license terms with the Government. In order to maximize both reach and efficiency in delivering our service for a wider audience, we look forward to the Government's allocation of spectrum for Free TV transmission.

Our total investment plan across the first six years of operations is estimated to be over HK\$1.3 billion, a substantial part of which will be invested in programming and production. As part of our preparation for the Free TV service, we set up an Independent Productions Fund for the acquisition of outstanding local independent productions. This fund aims to draw together the local creative industry and independent producers who share the same vision of bringing viewers more quality choices in TV programs. It will unleash the potential of cross-media talents in films and TV and harness the creativity of independent producers in Hong Kong so that we can offer original and innovative formats of programming for Hong Kong viewers. PCCW intends to invest HK\$300 million in this fund initially, and is open to further phases in the future upon a favorable response.

# SUSTAINED GROWTH OF IT SERVICE BUSINESS

PCCW Solutions recorded another set of strong operational results in 2013, as it continued to benefit from the surging demand for IT services in the public and private sector, building up an order backlog book with a substantial recurrent income stream. Its strategy to enhance its core competencies and portfolio reach is also beginning to bear fruit.

The demand for high standard data center services has been on a continuous up-trend, and PCCW Solutions distinguishes itself from other providers due to its capability to provide a full spectrum of IT outsourcing services and a proven track record in mission-critical projects. PCCW Solutions commenced the conversion of an industrial building into a premium data center facility in Kwai Chung in the second quarter of 2013, targeting a phased rollout from the first quarter of this year. Upon completion, the world-class data center would occupy a total floor area of 200,000 sq.ft., raising our total capacity to more than 530,000 sq.ft. by the end of 2014. We have already secured a number of long term customers for the facility, including a 10-year contract for data center hosting and related services for a major public sector organization worth hundreds of million Hong Kong dollars.

In the realm of cloud computing services, Infrastructure-as-a-Service, which is the provision of cloud-based IT hardware and bandwidth, continued to gain momentum. Large enterprises in Hong Kong are leveraging our flexible and scalable cloud infrastructure to cope with their increasing IT resources needs. PCCW Solutions' cloud platform is also utilized by companies in the Mainland to host their applications for internal use, as well as for independent service vendors (ISVs) to deliver their applications to end-users.

During the year, PCCW Solutions won valuable contracts for IT infrastructure and technical services from both Hong Kong public entities and private sector organizations, and through the provision of IT outsourcing services supported Chinese enterprises to expand into Hong Kong and overseas markets while helping multinationals enter the Mainland market.

In addition to Hong Kong, PCCW Solutions has consolidated its position as a major player in mainland China following the acquisition of Vanda China in late 2012 and Compass Solutions Holdings last May. The workforce of the company has grown by almost 30% to more than 3,800 at the end of December 2013. A considerable number of staff are currently based in the Mainland.

The integration of Vanda China enabled us to secure more notable contracts from major banks and financial institutions last year. These included the development of an inventory finance business system for an auto finance company, and an information system and a branch retail system renovation project for other customers.

Compass Solutions Holdings has a 200-strong team of professionals with in-depth expertise in SAP Enterprise Resource Planning (ERP) implementation and training. It is the first and only provider which has obtained SAP certification in hosting services and cloud services, with geographic coverage in both Hong Kong and the Mainland. Compass complements PCCW Solutions' core competencies in Oracle ERP services. Key wins in 2013 included a cloud-based solution for a prominent industrial manufacturer, and SAP upgrade services for a major cosmetics retailer and a government department in Hong Kong.

These projects have helped PCCW Solutions establish a strong foothold in the PRC market in the banking & finance, retail, and manufacturing sectors. Going forward, we will ride on our expanded capabilities to serve more customers in other sectors.

In December, PCCW Solutions formed a strategic alliance with ICTology Information Technology, an ICT services provider in Macau, to provide ICT services and facilitate e-Government initiatives in Macau, Zhuhai and Hengqin.

Service excellence and market leadership have earned PCCW Solutions a catalogue of industry accolades. In 2013, it received recognition for its enterprise cloud platform, data center services, IT outsourcing, RFID applications and other services in Hong Kong and regionally.

# A NEW CHAPTER OF GROWTH FOR HKT

HKT recorded another year of strong results with increases in revenue, profits and Adjusted Funds Flow for 2013. These results demonstrated the resilience of the HKT business given the challenging economic conditions that prevailed last year, and reflected our efforts to enhance the HKT brand, the level of customer service, and the quality and scope of the services that we are able to deliver.

As Hong Kong's leading provider of fixed-line telephony and broadband services, HKT continued to upgrade its services with a view to improving customer experience and enhancing earnings. Our NETVIGATOR Fiber-to-the-Home (FTTH) broadband service remained a growth driver, attracting encouraging new customer sign-ups and upgrades by existing customers.

At the end of 2013, HKT reached an agreement to re-acquire CSL (now known as CSL New World Mobility Limited, or CSLNW). We believe that the mature and stable cashflow profile of CSLNW would strengthen HKT's mobile services platform and enhance the long-term distribution potential of HKT. Through the merger, we expect to see enhancement of mobile services income stream through increased scale, enlargement of service capacity and improvement of indoor signal coverage and customer experience, strengthening of roaming business, and the opportunity to realize operational synergies.

During the year, HKT rolled out a number of Near Field Communication (NFC)-based mobile payment services in conjunction with Octopus Cards and leading banks. Other lifestyle products such as Smart Living and eSmartHealth are expected to gain greater traction this year.

Through its international connectivity business, HKT continued to benefit from the growth in voice and data demands of both global service providers and multinational corporations.

# PCPD EXPANDS ITS ASIA PRESENCE

Last year, Pacific Century Premium Developments (PCPD) expanded its presence in Asia by acquiring a site in Sudirman CBD, a prime business district in Jakarta, Indonesia. Together with its existing projects in Hokkaido, Japan, and Phang-nga, Thailand, PCPD now has three sites in Asia with a total site area of more than 2.5 million sq.m., which it will develop in phases over the coming years.

The development of the projects in Hokkaido and Phang-nga is continuing in accordance with their respective schedules. In Japan, Asperges HANAZONO, a fine-dining restaurant led by a 3-Star Michelin Chef, opened at the Hanazono ski resort in Niseko during the 2013 winter season.

The new project in Jakarta has progressed to the design and planning stage. A ground-breaking ceremony was held in October. According to our schedule, the building is expected to be in operation by 2017.

PCPD will continue to seek other suitable projects in Asia and in countries that are undergoing rapid economic growth.

# **OUTLOOK**

Entering its second decade of operation, NOW TV will continue to strengthen its programming and production capabilities in order to bring viewers more quality and differentiated content. As NOW TV has firmly established its leadership in the pay TV market, we look forward to also bringing better programming choices to viewers of free television in Hong Kong as soon as practicable, subject to agreement on the license terms with the Government.

PCCW Solutions is expected to exhibit sustained growth capitalizing on its leading position in the IT services industry and riding on the endogenous growth of data center on the back of structural demand of data traffic. It will also explore opportunities to expand beyond Hong Kong and China as part of its longer-term growth strategy.

The PCCW team will continue to work diligently with a view to maximizing the return for shareholders.

**George Chan** 

Group Managing Director February 27, 2014

# **BOARD OF DIRECTORS**

## **EXECUTIVE DIRECTORS**

## LI Tzar Kai, Richard

#### Chairman

Mr Li, aged 47, was appointed an Executive Director and the Chairman of PCCW in August 1999. He is the Chairman of PCCW's Executive Committee and a member of the Nomination Committee of the Board. He is also the Chairman and Chief Executive of the Pacific Century Group, the Executive Chairman and an Executive Director of HKT Limited (HKT) and HKT Management Limited, the trustee-manager of the HKT Trust, the Chairman of HKT's Executive Committee and a member of HKT's Nomination Committee, an Executive Director and the Chairman of Pacific Century Premium Developments Limited (PCPD), the Chairman of PCPD's Executive Committee. a member of PCPD's Remuneration Committee and Nomination Committee, the Chairman and an Executive Director of Singapore-based Pacific Century Regional Developments Limited (PCRD), and the Chairman of PCRD's Executive Committee.

Mr Li is a Non-Executive Director of The Bank of East Asia, Limited. He is also a representative of Hong Kong, China to the APEC Business Advisory Council, a member of the Center for Strategic and International Studies' International Councillors' Group in Washington D.C., and a member of the Global Information Infrastructure Commission. Mr Li was awarded the Lifetime Achievement Award by the Cable & Satellite Broadcasting Association of Asia in November 2011.

# CHAN Ching Cheong, George

## **Group Managing Director**

Mr Chan, aged 61, was appointed an Executive Director and Group Managing Director of PCCW in November 2011. He is a member of PCCW's Executive Committee. He joined the Group as Chairman – PCCW Media Group in 2010 and currently holds directorships in various companies of the Group.

Mr Chan has over 30 years of experience in the media and technology industries. During his 18 years with Television Broadcasts Limited (TVB), he was the Assistant Managing Director of TVB and a director of TVBS from 2004 to 2009. As a successful entrepreneur, he was also a director of several companies engaged in media, telecommunications and technology in Hong Kong and overseas. Amongst his career achievements, Mr Chan was involved in founding TVB (USA) Inc. in 1984, STAR-TV in 1990, Pacific Century Group in 1994 and PCCW in 1999.

Mr Chan graduated with a Bachelor of Science degree from The University of Hong Kong and also has an MBA degree from the University of San Francisco.

# **HUI Hon Hing, Susanna**

# **Group Chief Financial Officer**

Ms Hui, aged 49, was appointed an Executive Director of PCCW in May 2010. She is a member of the Executive Committee of the Board. She has been the Group Chief Financial Officer of PCCW since April 2007 and holds directorships in various PCCW group companies. She is also an Executive Director of HKT Limited (HKT) and HKT Management Limited, the trustee-manager of the HKT Trust. Ms Hui is a member of HKT's Executive Committee and the Group Chief Financial Officer of HKT. Prior to her appointment as the Group Chief Financial Officer of PCCW, Ms Hui was Director of Group Finance of PCCW from September 2006 to April 2007. Before that, Ms Hui was Director of Finance of PCCW, with responsibility for the telecommunications services sector and regulatory accounting. Ms Hui was the Chief Financial Officer of Pacific Century Premium Developments Limited from July 2009 to November 2011.

Prior to joining Cable & Wireless HKT Limited (which was subsequently acquired by PCCW) in September 1999, Ms Hui was the chief financial officer of a listed company engaged in hotel and property investment and management.

Ms Hui graduated with a bachelor's degree in social sciences from the University of Hong Kong with first class honours. She is a qualified accountant and a member of both the Hong Kong Institute of Certified Public Accountants and the American Institute of Certified Public Accountants.

# LEE Chi Hong, Robert

#### **Executive Director**

Mr Lee, aged 62, was appointed an Executive Director of PCCW in September 2002. He is a member of PCCW's Executive Committee and is a Director of certain PCCW subsidiaries. He is also an Executive Director, the Chief Executive Officer and Deputy Chairman of Pacific Century Premium Developments Limited (PCPD) and a member of PCPD's Executive Committee.

Mr Lee was previously an Executive Director of Sino Land Company Limited (Sino Land), at which his responsibilities included sales, finance, acquisitions. investor relations, marketing and property management. Prior to joining Sino Land, Mr Lee was a senior partner at Deacons in Hong Kong, where he specialized in banking, property development, corporate finance and dispute resolution in Hong Kong and mainland China. Before that, he was a solicitor with the London firm Pritchard Englefield & Tobin (now Thomas Eggar incorporating Pritchard Englefield). He was enrolled as a solicitor in the United Kingdom in 1979 and admitted as a solicitor in Hong Kong in 1980. Mr Lee became a Notary Public in Hong Kong in 1991.

Mr Lee had also served as a member of the panel of arbitrators of the China International Economic and Trade Arbitration Commission of the China Council for the Promotion of International Trade in Beijing.

Mr Lee is a member of the International Council of the Louvre as well as Ambassador for the Louvre in China.

He graduated from Cornell University in the United States in 1975 with a bachelor's degree in political science.

## **NON-EXECUTIVE DIRECTORS**

#### Sir David FORD, KBE, LVO

### Non-Executive Director

Sir David, aged 79, was appointed a Non-Executive Director of PCCW in June 2002 and is a Director of certain PCCW subsidiaries. He is also a Director of certain companies controlled by Mr Li Tzar Kai, Richard, the Chairman of PCCW. He started his working life as an army officer in the Royal Artillery and served in five continents. During his last five years with the army, he served with the Commando Brigade and saw active service in Aden and Borneo.

Sir David left the army in 1972 and subsequently spent more than 20 years in Hong Kong, holding a number of appointments as a senior civil servant in the Hong Kong Government and one appointment in the Northern Ireland Office.

He attended the Royal College of Defence Studies in 1982. He was Chief Secretary and Deputy Governor of the Hong Kong Government from 1986 to 1993, before becoming the Hong Kong Commissioner in London until the change of sovereignty in Hong Kong in 1997.

# TSE Sze Wing, Edmund, GBS

# Non-Executive Director

Mr Tse, aged 76, is a Non-Executive Director of PCCW. He was an Independent Non-Executive Director of PCCW from September 2009 to March 2011 and was re-designated to a Non-Executive Director of PCCW in March 2011. He is also a member of the Regulatory Compliance Committee of the Board.

Mr Tse is the Non-Executive Chairman and a Non-Executive Director of AIA Group Limited. He is also the Chairman of The Philippine American Life and General Insurance Company. From 1996 until June 2009, Mr Tse was Director of American International Group, Inc. (AIG) and from 2001 until June 2009, he was Senior Vice Chairman - Life Insurance of AIG. From 2000 until June 2009, he was also Chairman and Chief Executive Officer of American International Assurance Company, Limited (now known as AIA) Company Limited). Mr Tse has held various senior positions and directorships in other AIG companies. Mr Tse is a Non-Executive Director of PICC Property and Casualty Company Limited. Mr Tse is also the Non-Executive Chairman for Asia ex-Japan of PineBridge Investments Asia Limited and a Non-Executive Director of PineBridge Investments Limited which are asset management companies owned indirectly by Mr Li Tzar Kai, Richard, the Chairman of PCCW.

Mr Tse was awarded the Gold Bauhinia Star by the Government of the Hong Kong Special Administrative Region in 2001 in recognition of his outstanding efforts in respect of the development of Hong Kong's insurance industry. Mr Tse graduated with a Bachelor of Arts degree in Mathematics from the University of Hong Kong (HKU) in 1960. HKU conferred an Honorary Fellowship and an Honorary Doctorate Degree in Social Sciences on Mr Tse in 1998 and 2002 respectively. He also obtained diplomas from the College of Insurance and the Graduate School of Business of Stanford University. He has extensive management experience in the insurance market, both in Asia and globally. In 2003, Mr Tse was elected to the Insurance Hall of Fame, and is so far the only Chinese to receive this most prestigious award in the global insurance industry. Mr Tse serves many community and professional organizations as well as educational institutions. He is also a director of AIA Foundation, which supports charitable causes in Hong Kong.

#### **LU Yimin**

# **Deputy Chairman**

Mr Lu, aged 50, became a Non-Executive Director of PCCW in May 2008. He was appointed Deputy Chairman in November 2011 and is a member of PCCW's Executive Committee. He is also a Non-Executive Director of HKT Limited (HKT) and HKT Management Limited, the trustee-manager of the HKT Trust, and a member of HKT's Remuneration Committee, Nomination Committee and Executive Committee.

Mr Lu is an Executive Director and President of China Unicom (Hong Kong) Limited. He is Vice Chairman and President of 中國聯合網絡通信集團有限公司 (China United Network Communications Group Company Limited#). He is also a Director and President of China United Network Communications Limited and a Director and President of China United Network Communications Corporation Limited.

Mr Lu joined China Network
Communications Group Corporation (CNC)
in December 2007, serving as senior
management. Prior to joining CNC, Mr Lu
was a member of the Secretary Bureau
of the General Office of the Chinese
Communist Party Central Committee,
serving as the Deputy Director and the
Director of the Information Processing
Office since 1992, Secretary at deputy
director general level since 2001 and
Secretary at director general level
since 2005.

Mr Lu is a researcher level senior engineer and has extensive experience in government administration and business management. He graduated from Shanghai Jiao Tong University in 1985 with a bachelor's degree in computer science and then was awarded a master's degree in public administration by the John F. Kennedy School of Government at Harvard University in the United States.

#### LI Fushen

#### Non-Executive Director

Mr Li, aged 51, became a Non-Executive Director of PCCW in July 2007 and is a member of the Nomination Committee of the Board. He is also a Non-Executive Director of HKT Limited (HKT) and HKT Management Limited, the trustee-manager of the HKT Trust and is a member of HKT's Regulatory Compliance Committee.

Mr Li is an Executive Director and Chief Financial Officer of China Unicom (Hong Kong) Limited (Unicom HK). He is a Director, Vice President and Chief Accountant of 中國聯合網絡通信集團有限公司 (China United Network Communications Group Company Limited#). He is also a Director of China United Network Communications Limited and a Director and Senior Vice President of China United Network Communications Corporation Limited.

He served as a Senior Vice President of Unicom HK from February 2009 to March 2011. He served as an Executive Director of China Netcom Group Corporation (Hong Kong) Limited (CNC HK) since January 2007 and as Chief Financial Officer of CNC HK since September 2005. He served as Joint Company Secretary of CNC HK from December 2006 to March 2008. Since October 2005, he has served as Chief Accountant of China Network Communications Group Corporation (CNC). From October 2003 to August 2005, he served as General Manager of the Finance Department of CNC. From November 2001 to October 2003, he served as Deputy General Manager of the former Jilin Provincial Telecommunications Company and Jilin Communications Company.

Mr Li graduated from the Australian National University with a master's degree in management in 2004, and from the Jilin Engineering Institute with a degree in engineering management in 1988.

Mr Li has worked in the telecommunications industry for a long period of time and has extensive management experience.

# LI Gang

#### Non-Executive Director

Mr Li, aged 56, was appointed a Non-Executive Director of PCCW in November 2011 and is a member of the Remuneration Committee of the Board.

Mr Li is a Vice President of 中國聯合網絡通信集團有限公司 (China United Network Communications Group Company Limited#) and Senior Vice President of China Unicom (Hong Kong) Limited (Unicom HK). He is also a Director and Senior Vice President of China United Network Communications Corporation Limited.

Mr Li served as a Vice President of Unicom HK from April 2006 to February 2009 and has been a Senior Vice President of Unicom HK since February 2009. From April 2006 to October 2008, he also served as an Executive Director of Unicom HK. From August 1999 to December 2005, he served as the Deputy Chairman, General Manager and Chairman of Guangdong Mobile Communication Co., Limited and as the Chairman and General Manager of Beijing Mobile Communication Co., Limited. From May 2000 to December 2005, he also served as an Executive Director of China Mobile (Hong Kong) Limited. Mr Li joined 中國聯合網絡通信集團有限公司 (China United Network Communications Group Company Limited#) in December 2005 and served as Vice President.

Mr Li graduated from Beijing University of Posts and Telecommunications and was awarded a master's degree in business administration by Jinan University. Mr Li has worked in the telecommunications industry for a long period of time and has rich management experience.

# WEI Zhe. David

#### Non-Executive Director

Mr Wei, aged 43, is a Non-Executive Director of PCCW. He was appointed an Independent Non-Executive Director of PCCW in November 2011 and was re-designated to a Non-Executive Director of PCCW in May 2012. He is also a member of the Remuneration Committee of the Board.

Mr Wei has over 15 years of experience in both investment and operational management in the People's Republic of China. Prior to launching Vision Knight Capital (China) Fund I, L.P., a private equity investment fund in 2011, Mr Wei was an executive director and chief executive officer of Alibaba.com Limited. a leading worldwide B2B e-commerce company, for about five years, where he successfully led the company through its initial public offering and listing on The Stock Exchange of Hong Kong Limited in 2007. Alibaba.com Limited was delisted in June 2012. Prior to Alibaba.com Limited, Mr Wei was the president, from 2002 to 2006, and chief financial officer, from 2000 to 2002, of B&Q China, a subsidiary of Kingfisher plc. a leading home improvement retailer in Europe and Asia. Under Mr Wei's leadership, B&Q China grew to become China's largest home improvement retailer. From 2003 to 2006, Mr Wei was also the chief representative for Kingfisher's China sourcing office, Kingfisher Asia Limited. Prior to that, Mr Wei served as the head of investment banking at Orient Securities Company Limited from 1998 to 2000, and as corporate finance manager at Coopers & Lybrand (now part of PricewaterhouseCoopers) from 1995 to 1998. Mr Wei was a non-executive director of HSBC Bank (China) Company Limited and The Hongkong and Shanghai Banking Corporation Limited, and was also the vice chairman of China Chain Store & Franchise Association. He was voted as one of "China's Best CEOs" by FinanceAsia magazine in 2010.

He holds a bachelor's degree in international business management from Shanghai International Studies University and has completed a corporate finance program at London Business School.

# INDEPENDENT NON-EXECUTIVE DIRECTORS

# Dr The Hon Sir David LI Kwok Po, GBM, GBS, OBE, JP

Independent Non-Executive Director

Sir David, aged 74, was appointed a Director of PCCW in October 2000. He was previously a Non-Executive Deputy Chairman of the former Hong Kong-listed Cable & Wireless HKT Limited and served as a Director from November 1987 to August 2000. He is a member of the Remuneration Committee, the Nomination Committee and the Regulatory Compliance Committee of the Board.

Sir David is the Chairman and Chief Executive of The Bank of East Asia, Limited. He is also a Director of CaixaBank, S.A., Guangdong Investment Limited, The Hong Kong and China Gas Company Limited, The Hongkong and Shanghai Hotels, Limited, Hong Kong Interbank Clearing Limited, The Hong Kong Mortgage Corporation Limited, San Miguel Brewery Hong Kong Limited, SCMP Group Limited and Vitasoy International Holdings Limited. He was a Director of COSCO Pacific Limited, China Overseas Land & Investment Limited and AFFIN Holdings Berhad.

Sir David is the Chairman of The Chinese Banks' Association Limited and a member of the Council of the Treasury Markets Association. He was a member of the Legislative Council of Hong Kong and a member of the Banking Advisory Committee.

# **Aman MEHTA**

# Independent Non-Executive Director

Mr Mehta, aged 67, became an Independent Non-Executive Director of PCCW in February 2004 and is Chairman of the Audit Committee, the Nomination Committee and the Remuneration Committee of the Board.

He joined the Board following a distinguished career in the international banking community. Mr Mehta held the position of Chief Executive Officer of The Hongkong and Shanghai Banking Corporation Limited (HSBC) until December 2003, when he retired.

Born in India in 1946, Mr Mehta joined HSBC group in Bombay in 1967. After a number of assignments throughout HSBC group, he was appointed Manager - Corporate Planning at HSBC's headquarters in Hong Kong in 1985. After a three-year posting to Riyadh in Saudi Arabia, he was appointed Group General Manager in 1991, and General Manager - International the following year, with responsibility for overseas subsidiaries. He subsequently held senior positions in the United States, overseeing HSBC group companies in the Americas and later becoming responsible for HSBC's operations in the Middle East.

In 1998, Mr Mehta was reappointed General Manager – International, after which he became Executive Director International. In 1999, he was appointed Chief Executive Officer, a position he held until retirement.

Following his retirement in December 2003, Mr Mehta took up residence in New Delhi. He is an Independent Director on the board of several public companies and institutions in India and internationally. He is an Independent Non-Executive Director of Vedanta Resources plc in the United Kingdom, Tata Consultancy Services Limited, Godrej Consumer Products Limited, Jet Airways (India) Limited and Wockhardt Limited in Mumbai, India: and Max India Limited and Cairn India Limited in New Delhi, India. He was an Independent Non-Executive Director of Emaar MGF Land Limited and an Independent Director on the Supervisory Board of ING Groep N.V., a Netherlands company.

Mr Mehta is also a member of the Governing Board of Indian School of Business, Hyderabad, and a member of the Advisory Panel of Prudential Financial Inc. in the United States.

#### Frances Waikwun WONG

# Independent Non-Executive Director

Ms Wong, aged 52, was appointed an Independent Non-Executive Director of PCCW in March 2012 and is the Chairman of the Regulatory Compliance Committee and a member of the Nomination Committee of the Board. She is also an Independent Non-Executive Director of Pacific Century Regional Developments Limited.

Ms Wong is currently a financial advisor of Good Harbour Finance Limited. She began her career as a management consultant at McKinsey & Company in the United States in 1986. Ms Wong returned to Hong Kong and joined the Hutchison Whampoa group of companies in 1988, taking on various positions. She was managing director of Weatherite Manufacturing Limited, an air conditioning manufacturer. Later, Ms Wong became chief executive officer of Metro Broadcast Corporation Limited. Eventually, she became chief financial officer of Star TV, Asia's first satellite television company. After leaving the Hutchison Whampoa Group in 1992, she became group chief financial officer for the Pacific Century Group. After she resigned from the Pacific Century Group in 1999, she founded the Independent Schools Foundation in Hong Kong.

Ms Wong was educated in the United States at Stanford University where she received a Bachelor of Science degree. She holds a Master of Science degree from the Massachusetts Institute of Technology. Ms Wong was a member of the Central Policy Unit, the Government of the Hong Kong Special Administrative Region (think tank). She has served on many educational boards including the Canadian International School of Hong Kong, The Open University of Hong Kong and was a member of the Joint Committee on Student Finance of Student Financial Assistance Agency.

# **Bryce Wayne LEE**

### Independent Non-Executive Director

Mr Lee, aged 49, was appointed an Independent Non-Executive Director of PCCW in May 2012 and is a member of the Audit Committee and the Remuneration Committee of the Board.

Mr Lee is a partner of Silver Lake Kraftwerk, an investment strategy that provides growth capital in the energy and resource sectors. Previously, he was a managing director of Credit Suisse Group AG ("Credit Suisse") in the Investment Banking division, serving as head of the Technology Group for the Americas and as co-head of the Alternative Energy Group. Mr Lee was instrumental in building Credit Suisse's investment banking franchises in Asia and in cleantech, and was named to Forbes magazine's "Midas List" of the top 100 technology dealmakers in the world. He was a member of Credit Suisse's Investment Banking Committee and served on the Managing Director Evaluation Committee. Mr Lee has led numerous transactions for industry leaders in the TMT (telecom, media and technology) and cleantech sectors in the United States and globally. Over his 19 years at Credit Suisse, Mr Lee has executed and advised on over US\$88.7 billion capital markets and M&A advisory transactions globally for public and private TMT and cleantech companies. Mr Lee holds a Bachelor of Arts degree in Economics and Asian Languages from Stanford University.

# Lars Eric Nils RODERT

## Independent Non-Executive Director

Mr Rodert, aged 52, was appointed an Independent Non-Executive Director of PCCW in November 2012 and is a member of the Audit Committee of the Board.

Mr Rodert has served as a director of Brookfield Property Partners L.P.'s General Partner since April 2013 and he served as a director of Brookfield Infrastructure Partners L.P.'s Managing General Partner from December 2010 to April 2013. He is a Senior Portfolio Manager for Inter IKEA Treasury in North America and Europe. Prior to this role, he was most recently Chief Investment Officer, Global Equities, at SEB Asset Management and prior to that he was Head of North American Equities at the same firm. Based in Belgium, Mr Rodert has an in depth knowledge of continental European markets and is seasoned in analyzing investment opportunities. He holds a Bachelor of Arts degree from Stockholm University, with a major in finance.

#### **David Christopher CHANCE**

#### Independent Non-Executive Director

Mr Chance, aged 56, was appointed an Independent Non-Executive Director of PCCW and the Independent Non-Executive Chairman and Director of PCCW Media Limited, an indirect wholly-owned subsidiary of PCCW in November 2013.

Mr Chance is the Non-Executive Chairman of Modern Times Group MTG AB and the Non-Executive Chairman of Top Up TV Ltd. He has significant senior management experience particularly in the area of pay television having been formerly the Executive Chairman of Top Up TV Ltd. between 2003 and 2011 and the Deputy Managing Director of British Sky Broadcasting Group plc between 1993 and 1998. He was also a Non-Executive Director of ITV plc and O2 plc. He graduated with a Bachelor of Arts degree, a Bachelor of Science degree and a Master of Business Administration degree from the University of North Carolina.

# CORPORATE GOVERNANCE REPORT

PCCW Limited ("PCCW" or the "Company") is committed to maintaining a high standard of corporate governance, the principles of which serve to uphold a high standard of ethics, transparency, responsibility and integrity in all aspects of business and to ensure that its affairs are conducted in accordance with applicable laws and regulations.

We have adopted a Corporate Responsibility Policy and a Corporate Social Responsibility Policy that apply to all employees, including directors and officers, of the Company and its subsidiaries (collectively the "Group").

The Corporate Responsibility Policy sets out standards for the way in which employees should conduct our business in the following areas: civic responsibilities, equal opportunities, preservation of company information and property, privacy of personal data, prevention of bribery, conflicts of interest and ensuring health and safety at work. This policy also describes procedures to enable employees to raise concerns with management and directors on a confidential basis.

The Corporate Social Responsibility Policy sets out standards for the way in which we should conduct our business to enhance its positive contribution to society and the environment.

### **CORPORATE STRATEGY**

PCCW, in conjunction with its listed subsidiary HKT Limited ("HKT"), offers Hong Kong's only integrated quadruple-play service with market leading positions in the fixed-line, broadband Internet and pay-TV businesses, as well as a rapidly growing mobile business. PCCW also owns one of the leading IT solutions providers in Hong Kong and mainland China, as part of its core business. PCCW's strategy for generating and preserving shareholder value is to invest prudently in its technology and service platforms to ensure that its fixed-line business remains the market leader, its broadband offering delivers increasingly fast connectivity and its mobile network coverage and speed continuously improve – and overall to invest in our people to continuously improve the quality of service that PCCW provides to its customers. PCCW also invests prudently in innovative new technology and attractive content offerings for its highly successful NOW TV service and to develop the scale and capabilities of its IT solutions business. PCCW generates and preserves value by investing in these businesses and pursuing growth opportunities. Its strategy is to continue to develop the growth businesses (IT solutions and TV & new media) which are wholly-owned by PCCW and to maintain its majority ownership of HKT.

#### **CORPORATE GOVERNANCE CODE**

PCCW has applied the principles and complied with all applicable code provisions of the Corporate Governance Code (the "CG Code") as set out in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") during the year ended December 31, 2013.

# MODEL CODE SET OUT IN APPENDIX 10 TO THE LISTING RULES

The Company has established its own code of conduct regarding securities transactions by directors, senior management and relevant employees as defined in the PCCW Code of Conduct for Securities Transactions by Directors, Senior Management and Nominated Persons (the "PCCW Code") in terms no less exacting than the required standard indicated by the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 to the Listing Rules.

Having made specific inquiries of all directors of the Company, confirmations have been received of compliance with the required standard set out in the Model Code and the PCCW Code during the accounting period covered by this annual report.

The directors' and chief executives' interests and short positions in shares, share stapled units, underlying shares, underlying share stapled units and debentures of the Company and its associated corporations are disclosed in the Report of the Directors on pages 34 to 53 of this annual report.

# **BOARD OF DIRECTORS**

The board of directors (the "Board") is responsible for the management of the Company. Key responsibilities of the Board include formulation of the overall strategies of the Group, the setting of management targets and supervision of management performance. The Board confines itself to making broad policy decisions and exercising a number of reserved powers as mentioned below, delegating responsibility for more detailed considerations to the Executive Committee under the leadership of the Chairman of PCCW:

- those functions and matters as set out in the terms of reference of various committees (as amended from time to time) for which Board approval must be sought from time to time;
- those functions and matters for which Board approval must be sought in accordance with the Group's internal policy (as amended from time to time):
- consideration and approval of financial statements in interim and annual reports, and announcements of interim and annual results;
- · consideration of dividend policy and dividend amounts; and
- monitoring of the corporate governance of the Group in order to comply with applicable rules and regulations.

The Chairman of PCCW is Li Tzar Kai, Richard and the Group Managing Director is Chan Ching Cheong, George. The role of the Chairman is separate from that of the Group Managing Director. The Chairman is responsible for overseeing the function of the Board while the Group Managing Director is responsible for managing the Group's business.

All directors have full and timely access to all relevant information, including monthly Board updates from the management, regular reports from the Board committees and briefings on significant legal, regulatory or accounting issues affecting the Group. Directors may take independent professional advice, which will be paid for by the Company.

The directors acknowledge their responsibility for preparing the financial statements for each financial year, which give a true and fair view of the state of affairs of the Company and the Group and of the profit and cash flows of the Group for the year in accordance with Hong Kong Financial Reporting Standards, the Hong Kong Companies Ordinance and the Listing Rules. In preparing the financial statements for the year ended December 31, 2013, the directors have selected suitable accounting policies and applied them consistently; made judgements and estimates that are prudent and reasonable, stated the reasons for any significant departure from applicable accounting standards in Hong Kong; and have prepared the financial statements on a going-concern basis. The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position, results of operations, cash flows and changes in equity of the Group. The statement of the external auditor of the Company relating to its reporting responsibilities on the financial statements of the Company is set out in the Independent Auditor's Report on page 54 of this annual report.

As at the date of this report, the Board is comprised of 16 directors including four executive directors, six non-executive directors and six independent non-executive directors. At least one-third of the Board are independent non-executive directors and at least one of them has appropriate professional qualifications, or accounting or related financial management expertise. Biographies of all the directors are set out on pages 10 to 14 of this annual report. The relationships (including financial, business, family or other material or relevant relationships), if any, among members of the Board have also been disclosed in the Report of the Directors of this annual report.

The Company has arranged appropriate directors and officers liability insurance cover for its directors and officers.

Biographies of senior corporate executives and heads of business units within the Group as at the date of this report are available on PCCW's website (www.pccw.com).

The Board held seven meetings in 2013. The annual general meeting of the Company was held on May 9, 2013 with the attendance of the external auditor to answer questions.

## **BOARD OF DIRECTORS** (CONTINUED)

The attendance of individual directors at the Board, the Board committee meetings and the annual general meeting held in 2013 is set out in the following table:

|   | Mee          | tings attended/el | igible to attend in | n 2013 (Note 1) |                 |
|---|--------------|-------------------|---------------------|-----------------|-----------------|
|   |              | Audit             | Nomination          | Remuneration    | Annual          |
| Directors   | Board        | Committee         | Committee           | Committee       | General Meeting |
| Executive Directors                                   |              |                   |                     |                 |                 |
| Li Tzar Kai, Richard (Chairman of the Board)          | 7/7          | N/A               | 2/2                 | N/A             | 1/1             |
| Chan Ching Cheong, George (Group Managing Director)   | 7/7          | N/A               | N/A                 | N/A             | 1/1             |
| Hui Hon Hing, Susanna (Group Chief Financial Officer) | 7/7          | N/A               | N/A                 | N/A             | 1/1             |
| Lee Chi Hong, Robert                                  | 7/7          | N/A               | N/A                 | N/A             | 1/1             |
| Non-Executive Directors                               |              |                   |                     |                 |                 |
| Sir David Ford  | 6/7          | N/A               | N/A                 | N/A             | 1/1             |
| Tse Sze Wing, Edmund                                  | 7/7          | N/A               | N/A                 | N/A             | 1/1             |
| Lu Yimin (Deputy Chairman of the Board)               | 5/7 (Note 3) | N/A               | N/A                 | N/A             | 1/1             |
| Li Fushen   | 6/7 (Note 3) | N/A               | 2/2                 | N/A             | 0/1             |
| Li Gang   | 4/7          | N/A               | N/A                 | 1/3             | 1/1             |
| Wei Zhe, David  | 7/7          | N/A               | N/A                 | 3/3             | 1/1             |
| Independent Non-Executive Directors                   |              |                   |                     |                 |                 |
| Dr The Hon Sir David Li Kwok Po                       | 5/7          | N/A               | 2/2                 | 2/3             | 1/1             |
| Aman Mehta (Chairman of the Audit Committee, the      |              |                   |                     |                 |                 |
| Nomination Committee & the Remuneration Committee)    | 7/7          | 3/3               | 2/2                 | 3/3             | 1/1             |
| Frances Waikwun Wong                                  | 6/7          | N/A               | 2/2                 | N/A             | 1/1             |
| Bryce Wayne Lee                                       | 6/7          | 3/3               | N/A                 | 3/3             | 1/1             |
| Lars Eric Nils Rodert                                 | 7/7          | 3/3               | N/A                 | N/A             | 1/1             |
| David Christopher Chance (Note 2)                     | 2/2          | N/A               | N/A                 | N/A             | N/A             |

### Notes:

- 1. Directors may attend meetings in person, by phone or through other means of video conference or by their alternate directors in accordance with the Company's articles of association (the "Articles of Association").
- 2. Appointed as an independent non-executive director of the Company and the independent non-executive chairman and director of PCCW Media Limited, an indirect wholly-owned subsidiary of the Company, both with effect from November 28, 2013.
- 3. Attendance at Board meetings by an alternate director in accordance with the Articles of Association was not counted as attendance by the director himself in accordance with the requirements of the CG Code.

The Company has received from each of its independent non-executive directors an annual confirmation of his/her independence pursuant to Rule 3.13 of the Listing Rules and considers that all six independent non-executive directors as at the date of this report, namely Dr The Hon Sir David Li Kwok Po, Aman Mehta, Frances Waikwun Wong, Bryce Wayne Lee, Lars Eric Nils Rodert and David Christopher Chance are still independent in accordance with the terms of the independence guidelines set out in Rule 3.13 of the Listing Rules. Please also refer to the details disclosed in the section headed "Independent Non-Executive Directors" in the Report of the Directors of this annual report.

According to the Articles of Association, any director so appointed by the Board to fill a casual vacancy or as an addition to the Board shall hold office only until the next following general meeting or the next annual general meeting of the Company respectively and shall then be eligible for re-election at that meeting. In addition, at each annual general meeting of the Company no less than one-third of the directors for the time being shall be subject to retirement by rotation at least once every three years. Apart from retirement by rotation pursuant to the Articles of Association, each non-executive director has a term of three years. Therefore, no director will remain in office for a term of more than three years.

#### **BOARD OF DIRECTORS** (CONTINUED)

The Board has a structured process to evaluate the performance of all directors on an annual basis including a self-evaluation questionnaire which is completed by all directors and presented to the Audit Committee and Board meetings for discussion in order to review each director's performance of his/her responsibilities and his/her time commitment to the Company's affairs in accordance with the relevant requirements of the CG Code, and to identify areas for improvement. This process has confirmed that the performance of the directors and the time commitment in discharging their duties as directors of the Company for the year ended December 31, 2013 were generally satisfactory.

# DIRECTORS' CONTINUOUS PROFESSIONAL DEVELOPMENT

As part of an ongoing process of director's training, the directors of the Company are updated on the latest developments regarding the Listing Rules and other applicable legal and regulatory requirements. They are provided with written materials from time to time to develop and refresh their knowledge and skills. The company secretary also organizes and arranges seminars on relevant topics which will count towards continuous professional development training. During the year, all directors of the Company, namely, Li Tzar Kai, Richard, Chan Ching Cheong, George, Hui Hon Hing, Susanna, Lee Chi Hong, Robert, Sir David Ford, Tse Sze Wing, Edmund, Lu Yimin, Li Fushen, Li Gang, Wei Zhe, David, Dr The Hon Sir David Li Kwok Po, Aman Mehta, Frances Waikwun Wong, Bryce Wayne Lee, Lars Eric Nils Rodert and David Christopher Chance, received regular updates on the Company's business and written materials describing changes to the Listing Rules and other relevant rules and regulations. Additionally, the company secretary also organized training seminars presented by qualified professionals on legal and regulatory requirements for the directors. The Company has received confirmation from all directors of their respective training records for the year ended December 31, 2013.

## **BOARD COMMITTEES**

The Board has established the following committees with defined terms of reference. The terms of reference of the Remuneration Committee, the Nomination Committee and the Audit Committee are of no less exacting terms than those set out in the CG Code. The Audit Committee has been structured to only include independent non-executive directors, and the Nomination Committee and the Remuneration Committee have been structured to include a majority of independent non-executive directors.

#### **Executive Committee and Sub-committees**

The Executive Committee of the Board operates as a general management committee with overall delegated authority from the Board. The Executive Committee determines group strategy, reviews trading performance, ensures adequate funding, examines major investments and monitors management performance. The Executive Committee reports through the Chairman to the Board.

The Executive Committee comprises five members, including four executive directors and one non-executive director.

The members of the Executive Committee are: Li Tzar Kai, Richard (Chairman) Chan Ching Cheong, George Hui Hon Hing, Susanna Lee Chi Hong, Robert Lu Yimin

Reporting to the Executive Committee are sub-committees comprising executive directors and members of senior management who oversee all key operating and functional areas within the Group. Each sub-committee has defined terms of reference covering its authority and duties, meets frequently and reports to the Executive Committee on a regular basis.

The *Operational Committee* is chaired by the Group Managing Director and meets from time to time to direct the business units/operations of PCCW Group companies.

The Controls and Compliance Committee, which reports to the Executive Committee, comprises senior members of PCCW's Group Finance, Group Legal Office and Corporate Secretariat, Group Communications, Group Internal Audit and Risk Management departments. The committee reviews procedures for the preparation of PCCW's annual and interim reports and corporate policies of the Group from time to time to ensure compliance with the various rules and obligations imposed on it as a company listed on The Stock Exchange of Hong Kong Limited.

The Corporate Social Responsibility Committee, which reports to the Executive Committee, comprises senior members of PCCW's Group Communications, Group Human Resources, Corporate Secretariat, Group Finance, Risk Management, Network Operations and Group Purchasing and Supplies departments, as well as management from individual business units. The committee ensures that the Company operates in a manner that enhances its positive contribution to society and the environment.

#### **Remuneration Committee**

The Remuneration Committee was formed in May 2003 with the primary objective of ensuring that PCCW is able to attract, retain and motivate high-caliber employees who will underpin the success of the Company and enhance the value of the Company to shareholders.

The Remuneration Committee is responsible for overseeing the establishment and operation of formal and transparent procedures for developing the remuneration packages of directors and senior management of the Company and determining, with delegated responsibility, the remuneration packages of individual executive directors and senior management of the Company and to make recommendations to the Board on the remuneration of non-executive directors. In addition, the committee provides effective supervision and administration of the Company's share option schemes, as well as other share incentive schemes. The committee's authority and duties are set out in written terms of reference that are posted on the Company's website at www.pccw.com/ir and the website of Hong Kong Exchanges and Clearing Limited (the "HKEx") at www.hkexnews.hk. This committee comprises five members, including three independent non-executive directors and two non-executive directors, and is chaired by an independent non-executive director.

The members of the Remuneration Committee are: Aman Mehta (Chairman) Dr The Hon Sir David Li Kwok Po Wei Zhe, David Li Gang Bryce Wayne Lee

The objective of the Company's remuneration policy is to maintain fair and competitive packages based on business requirements and industry practice. In order to determine the level of remuneration and fees paid to members of the Board, market rates and factors such as each director's workload, responsibility and job complexity are taken into account. The following factors are considered when determining the remuneration packages of directors and senior management of the Company:

- business requirements;
- individual performance and contribution to results;

- company performance and profitability;
- retention considerations and the potential of individuals:
- · corporate goals and objectives;
- changes in relevant markets, including supply and demand fluctuations and changes in competitive conditions; and
- general economic situation.

During the review process, no individual director is involved in decisions relating to his own remuneration.

The Remuneration Committee met three times in 2013. The attendance of individual directors at the committee meetings is set out on page 17 of this annual report.

The work performed by the Remuneration Committee during 2013 included:

- (i) review and approval of the 2012 bonus payment to executive directors:
- (ii) review and approval of the 2013 performance bonus scheme for executive directors;
- (iii) review and recommendation of the non-executive directors' fees for 2013 to the Board for approval;
- (iv) consideration and approval of long term incentives for staff;
- (v) review of the terms of reference of the Remuneration Committee.

Emoluments of directors of the Company for 2013 have been reviewed by the Remuneration Committee at its meeting held on February 27, 2014.

Details of emoluments of each director and senior executives are set out in the Financial Statements on pages 92 to 94 of this annual report.

#### **Nomination Committee**

The Nomination Committee was formed in May 2003 to make recommendations to the Board on the appointment and re-appointment of directors, structure, size and composition of the Board to ensure fair and transparent procedures for the appointment and re-appointment of directors to the Board. On February 27, 2013, the Board revised the terms of reference of the Nomination Committee to include in its primary duties an objective to maintain a balance of skills, experience and diversity of perspectives on the Board which are appropriate to the requirements of the Company's business. The committee's authority and duties are set out in written terms of reference that are posted on the websites of the Company and the HKEx.

The Board adopted a board diversity policy (the "Board Diversity Policy") on February 27, 2013 with the primary objective of enhancing the effectiveness of the Board of the Company and its corporate governance standard. The Company recognizes the importance of having a diverse team of board members, which is an essential element in maintaining a competitive advantage. The Nomination Committee has been delegated the authority to review and assess the diversity of the Board and its skills and experience by way of consideration of a number of factors, including but not limited to, gender, age, cultural and educational background, and professional experience. The committee will give consideration to the Board Diversity Policy when identifying and selecting suitably qualified candidates. The Board Diversity Policy will be reviewed on a regular basis.

The Nomination Committee comprises five members, including one executive director, one non-executive director and three independent non-executive directors. It is chaired by an independent non-executive director.

The members of the Nomination Committee are: Aman Mehta (Chairman) Dr The Hon Sir David Li Kwok Po Li Tzar Kai, Richard Li Fushen Frances Waikwun Wong

The Nomination Committee met two times in 2013. The attendance of individual directors at the committee meetings is set out on page 17 of this annual report.

The work performed by the Nomination Committee during 2013 included:

 review and assessment of the independence of all independent non-executive directors;

- (ii) consideration and recommendation to the Board for approval the list of retiring directors for re-election at the 2013 annual general meeting;
- (iii) annual review of the structure, size and composition of the Board, with a recommendation to the Board for approval;
- (iv) consideration and recommendation to the Board for approval and adoption the board diversity policy:
- (v) review of the terms of reference of the Nomination Committee and recommendation to the Board for approval the proposed amendments; and
- (vi) consideration and recommendation to the Board for approval the appointment of David Christopher Chance as an independent non-executive director of the Company and the independent non-executive chairman and director of PCCW Media Limited, an indirect wholly-owned subsidiary of the Company.

At its meeting held on February 27, 2014, the Nomination Committee reviewed the structure, size and composition of the Board and formed the view that the Board has a balance of skills, knowledge, experience, expertise and diversity of perspectives appropriate to the business requirements of the Company for the year ended December 31, 2013.

## **Audit Committee**

The Audit Committee of the Board is responsible for ensuring objectivity and credibility of financial reporting, and that the directors have exercised the care, diligence and skills prescribed by law when presenting results to shareholders. The Audit Committee is also responsible for ensuring an effective system of internal controls of the Company is in place and ensuring good corporate governance standards and practices are maintained. The committee's authority and duties are set out in written terms of reference that are posted on the websites of the Company and the HKEx.

The Audit Committee's responsibilities also include the appointment, compensation and supervision of the external auditors. To ensure external auditors' independence, procedures have been adopted by the Audit Committee for the monitoring and approval of all audit and permitted non-audit services to be undertaken by the external auditors.

At the Audit Committee meeting held on February 27, 2014, the Audit Committee recommended to the Board the re-appointment of PricewaterhouseCoopers to conduct statutory audits in respect of the Company for the financial year 2014 at the forthcoming annual general meeting.

#### **Audit Committee** (continued)

The Audit Committee comprises three members, each of them is an independent non-executive director.

The members of the Audit Committee are: Aman Mehta (Chairman) Bryce Wayne Lee Lars Eric Nils Rodert

The Audit Committee is provided with sufficient resources to discharge its duties and meets regularly with management, the internal auditor and external auditor and reviews their reports. During 2013, the committee met three times. The attendance of individual directors at the committee meetings is set out on page 17 of this annual report.

The work performed by the Audit Committee during 2013 included:

- (i) review of the terms of reference of the Audit Committee;
- (ii) review of the annual report and the annual results announcement for the year ended December 31, 2012, with a recommendation to the Board for approval;
- (iii) review and approval of PricewaterhouseCoopers' confirmation of independence, its report for the Audit Committee and the management representation letter for the year ended December 31, 2012, with a recommendation to the Board for the re-appointment of PricewaterhouseCoopers at the 2013 annual general meeting;
- (iv) review of the annual report on effectiveness of internal controls under the CG Code of the Listing Rules, with a recommendation to the Board for approval;
- (v) review and approval of the connected transactions and the continuing connected transactions (including PricewaterhouseCoopers' report on their review of the continuing connected transactions) for the year ended December 31, 2012;
- (vi) consideration and approval of the Group Internal Audit reports (including the internal audit workplan):
- (vii) review of the interim report and the interim results announcement for the six months ended June 30, 2013, with a recommendation to the Board for approval;

- (viii) review and approval of PricewaterhouseCoopers' confirmation of independence, its report for the Audit Committee and the management representation letter for the six months ended June 30, 2013;
- (ix) review and approval of the audit strategy memorandum for the year ending December 31, 2013;
- (x) review and approval of PricewaterhouseCoopers' pre-year end report for the Audit Committee;
- (xi) review and approval of the audit engagement letters for the year ending December 31, 2013;
- (xii) consideration and approval of the 2013 audit and non-audit services and pre-approval of the 2014 annual budget for audit and non-audit services:
- (xiii) review of the corporate governance report and practices for the year ended December 31, 2012 and the corporate governance disclosure for the six months ended June 30, 2013, with recommendations to the Board for approval;
- (xiv) review of the results of the directors' self-evaluation exercise for the year ended December 31, 2012 in order to review each director's performance of his/her responsibilities and his/her time commitment to the Company's affairs and to identify areas for improvement, with a recommendation to the Board for approval;
- (xv) review and monitoring of training and continuous professional development for directors and senior management; and
- (xvi) review of annual caps of continuing connected transactions with HKT and its subsidiaries for the three financial years ending December 31, 2016, with a recommendation to the Board for noting, confirmation and approval.

Subsequent to the year end, the Audit Committee reviewed the annual report and the annual results announcement for the year ended December 31, 2013, with a recommendation to the Board for approval.

#### **Audit Committee** (continued)

For the year ended December 31, 2013, fees paid and payable to the auditors of the Group amounted to approximately HK\$29 million for audit services (2012: HK\$25 million) and HK\$15 million for non-audit services (2012: HK\$13 million). The non-audit services included the following:

| Nature of services          | HK\$ million |
|-----------------------------|--------------|
| Tax services Other services | 5<br>10      |
|                             | 15           |

### **Regulatory Compliance Committee**

The Regulatory Compliance Committee comprises three members, including two independent non-executive directors and one non-executive director. It reviews and monitors dealings of the Group with the Hutchison Whampoa Group, the Cheung Kong Group and the Hong Kong Economic Journal Company Limited ("HKEJ") to ensure that all dealings with these entities are conducted on an arm's-length basis. The Regulatory Compliance Committee is chaired by an independent non-executive director. The committee's authority and duties are set out in written terms of reference that are posted on the websites of the Company and the HKEx.

The members of the Regulatory Compliance Committee during the year and up to the date of this annual report are:

Frances Waikwun Wong (Chairwoman)

(appointed with effect from November 15, 2013)
Tse Sze Wing, Edmund
Dr The Hon Sir David Li Kwok Po
Hui Hon Hing, Susanna

(resigned with effect from November 15, 2013)

# REGULATORY COMPLIANCE COMMITTEE OF PCCW MEDIA LIMITED

The Regulatory Compliance Committee of PCCW Media Limited ("PCCW Media") comprises the same members as the PCCW Regulatory Compliance Committee. It reviews and monitors dealings of PCCW Media with the Hutchison Whampoa Group, the Cheung Kong Group and HKEJ to ensure that all dealings with these entities are conducted on an arm's-length basis. The committee's authority and duties are set out in written terms of reference that are posted on the websites of the Company and the HKEx.

## **INTERNAL CONTROLS**

The directors are responsible for maintaining and reviewing the effectiveness of the Group's internal controls including material financial, operational and compliance controls, risk management functions and particularly the adequacy of resources, staff qualifications and experience, training programs and budget of the Group's accounting and financial reporting function. Appropriate policies and control procedures have been designed and established to ensure that assets are safeguarded against improper use or disposal, relevant rules and regulations are adhered to and complied with, reliable financial and accounting records are maintained in accordance with relevant accounting standards and regulatory reporting requirements, and key risks that may have impact on the Group's performance are appropriately identified and managed. Such procedures are designed to manage, rather than eliminate, the risk of failure to achieve business objectives. These procedures can only provide reasonable, and not absolute, assurance against material errors, losses and fraud.

The directors, through the Company's Audit Committee and other committees of the Board (as the case may be), are kept regularly apprised of significant risks that may have impact on the Group's performance. The Audit Committee has, at each of its regularly scheduled meetings throughout the year, received a report from Group Internal Audit on the results of their activities during the preceding period, including any significant matters pertaining to the adequacy and effectiveness of internal controls including, but not limited to any indications of failings or material weaknesses in those controls. The Risk Management department reviews significant aspects of risk management for PCCW group companies and makes recommendations to the Audit Committee and other committees (as the case may be) from time to time, including amongst other things, the appropriate mitigation and/or transfer of identified risk.

The Audit Committee of the Company has established and oversees a whistleblower policy and a set of comprehensive procedures whereby employees, customers, suppliers and other concerned parties have the right and the ability to report any actual or suspected occurrence of improper conduct involving the Company, and for such matters to be investigated and dealt with efficiently in an appropriate and transparent manner.

The Chairman of the Audit Committee has designated the Head of Group Internal Audit to receive on his behalf any such reports, to oversee the conduct of subsequent investigations, and to provide information, including recommendations, arising from any investigation to him for consideration by the Audit Committee of the Company.

# **INTERNAL CONTROLS** (CONTINUED)

The Company has adopted policies and procedures for assessing and, where prudent, improving the effectiveness of its internal controls and risk management functions, including requiring the management of the Company to regularly assess and at least annually to personally certify that such matters are appropriate and functioning effectively in the belief that this will enhance the corporate governance of the Company and the Company's business practices in the future.

Group Internal Audit provides independent assurance to the Board and executive management on the adequacy and effectiveness of internal controls for the Group. The Head of Group Internal Audit reports directly to the Chairman of the Audit Committee, the Group Managing Director and the Group Chief Financial Officer of the Company.

Group Internal Audit adopts a risk-and-control-based audit approach. The annual work plan of Group Internal Audit covers major activities and processes of the Group's business and service units. Special reviews are also performed at management's request. The results of these audit activities are communicated to the Audit Committee and key members of executive and senior management of the Company. Audit issues are tracked, followed up for proper implementation, and their progress are reported to the Audit Committee and executive and senior management of the Company (as the case may be) periodically.

Prior to the delisting of the Company's American Depositary Shares from the New York Stock Exchange, Inc., which became effective on May 18, 2007, the Company adopted policies and procedures to comply with the stringent requirements of the Sarbanes-Oxley Act ("SOA") of the United States. A key requirement of the SOA was to ensure the effectiveness of internal controls and financial reporting by requiring extensive detailed testing of its internal controls, as well as annual certification as to these matters by the management of the Company. Following the delisting, the Company has not changed its policies and procedures materially and believes that this will enhance the Company's corporate governance and business practices in the future.

During 2013, Group Internal Audit conducted selective reviews of the effectiveness of the Group's system of internal controls over financial, operational, compliance controls and risk management functions with emphasis on information technology, data privacy, systems contingency planning and procurement. Additionally, major heads of business and corporate functions were required to undertake a control self-assessment of their key controls. These results were assessed by Group Internal Audit and reported to the

Audit Committee, which then reviewed and reported the same to the Board. The Audit Committee and the Board were not aware of any areas of concern that would have a material adverse impact on the Company's financial position or results of operations and considered the internal control systems to be generally effective and adequate including the adequacy of resources, staff qualifications and experience, training programs and budget of the Group's accounting and financial reporting function.

In addition to the review of internal controls undertaken within the Company, from time to time, management and/or the directors will engage professional third parties to assess and comment on the adequacy of the system of internal controls and, where appropriate, recommendations will be adopted and enhancements to the internal controls will be made.

Further information on internal controls adopted and implemented by the Group is available under the "Corporate Governance" section on the Company's website.

#### **COMPANY SECRETARY**

Ms Philana WY Poon was re-appointed as the Group Company Secretary of the Company with effect from August 11, 2012, and was previously the Company Secretary of the Company from 2007 to November 2011. She is also the Group General Counsel and Company Secretary of the HKT Trust and HKT Limited.

During the year ended December 31, 2013, Ms Poon has received no less than 15 hours of relevant professional training to refresh her knowledge and skills.

# SHAREHOLDERS' RIGHTS

# Procedures to convene an extraordinary general meeting and put forward proposals at general meetings of the Company

Shareholder(s) of the Company holding not less than one-twentieth of the paid-up capital of the Company carrying the right of voting at general meetings of the Company may, in accordance with the requirements and procedures as provided by the Companies Ordinance, request the Board to convene an extraordinary general meeting pursuant to Article 65 of the Articles of Association. The objects of the meeting must be stated in the related requisition which must be signed by the requisitionist(s) and deposited at the registered office of the Company for the attention of the Group Company Secretary.

Shareholders can also refer to the detailed requirements and procedures as set forth in the relevant sections of the Companies Ordinance and the Articles of Association when making any requisitions or proposals for transaction at the general meetings of the Company.

## SHAREHOLDERS' RIGHTS (CONTINUED)

# Procedures by which enquiries may be put to the Board

Shareholders may send enquiries to the Board in writing c/o the Corporate Secretariat with the following contact details:

Attention: Group Company Secretary

Address: 41st Floor, PCCW Tower, TaiKoo Place,

979 King's Road, Quarry Bay, Hong Kong

Fax: +852 2962 5725 Email: co.sec@pccw.com

# INVESTOR RELATIONS AND COMMUNICATION WITH SHAREHOLDERS

The Company is committed to promoting and maintaining effective communication with the shareholders (both individual and institutional) and other stakeholders. A Shareholders Communication Policy has been adopted for ensuring the Company provides the shareholders and the investment community with appropriate and timely information about the Company in order to enable the shareholders to exercise their rights in an informed manner, and to allow the investment community to engage actively with the Company. The Shareholders Communication Policy is available on the Company's website (www.pccw.com/ir).

The Company encourages two-way communications with institutional and retail investors, as well as financial and industry analysts. Extensive information on the Company's activities is provided in the annual and interim reports and circulars, which are sent to the shareholders and are also available on the websites of the Company and the HKEx.

In addition to dispatching this annual report to the shareholders, financial and other information relating to the Group and its business activities is disclosed on the Company's website in order to promote effective communication.

Regular dialogue takes place with the investment community. Inquiries from individuals on matters relating to their shareholdings and the business of the Company are welcomed and dealt with in an informative and timely manner. The relevant contact information is provided on page 176 of this annual report and also provided in the Shareholders Communication Policy.

Shareholders are encouraged to attend the forthcoming annual general meeting of the Company for which at least 20 clear business days' notice is given. At the meeting, directors will be available to answer questions on the Group's business and external auditor will be available to answer questions about the conduct of the audit, the preparation and content of the auditor's reports, the accounting policies and the auditor independence.

#### **CONSTITUTIONAL DOCUMENTS**

During the year ended December 31, 2013, there were no changes to the Memorandum and Articles of Association of the Company. An up to date consolidated version of the Memorandum and Articles of Association of the Company is available on the websites of the Company and the HKEx.

On behalf of the Board

### Philana WY Poon

Group Company Secretary Hong Kong, February 27, 2014

# MANAGEMENT'S DISCUSSION AND ANALYSIS

- Core revenue increased by 10% to HK\$26,643 million; consolidated revenue (including PCPD) increased by 8% to HK\$27,317 million
- Core EBITDA increased by 6% to HK\$8,129 million; consolidated EBITDA (including PCPD) increased by 3% to HK\$8,033 million
- Consolidated profit attributable to equity holders of the Company increased by 13% to HK\$1,885 million; basic earnings per share amounted to 25.98 HK cents
- Final dividend of 13.85 HK cents per ordinary share

#### **MANAGEMENT REVIEW**

We are pleased to announce a set of robust financial results by PCCW for the year ended December 31, 2013 which were achieved on the back of another year of solid financial performance by HKT Limited and the HKT Trust (collectively "HKT") and the Media and Solutions businesses delivering on their growth potential.

Core revenue for the year ended December 31, 2013 increased by 10% to HK\$26,643 million and core EBITDA increased by 6% to HK\$8,129 million with strong contribution from the telecommunications business, enhanced profitability of the Media business and broad improvement in the Solutions business.

Including PCPD, consolidated revenue for the year ended December 31, 2013 increased by 8% to HK\$27,317 million and consolidated EBITDA increased by 3% to HK\$8,033 million. Consolidated profit attributable to equity holders of the Company increased by 13% to HK\$1,885 million. Basic earnings per share were 25.98 HK cents.

The board of Directors (the "Board") has recommended the payment of a final dividend of 13.85 HK cents per ordinary share for the year ended December 31, 2013.

#### **OUTLOOK**

Entering its second decade of operation, NOW TV will continue to strengthen its programming and production capabilities in order to bring viewers higher quality and differentiated content. As NOW TV has firmly established its leadership in the pay TV market, we look forward to also bringing better programming choices to viewers of free television in Hong Kong as soon as practicable, subject to agreement on the final license terms with the Government.

PCCW Solutions is expected to exhibit sustained growth capitalizing on its leading position in the IT services industry and riding on the endogenous growth of data center on the back of structural demand of data traffic. It will also explore opportunities to expand beyond Hong Kong and China as part of its longer-term growth strategy.

In 2014, HKT will continue to capitalize on its fiber-to-the-home ("FTTH") network advantages locally and on its global network coverage with additional capacity and resilience internationally to drive profitability and cashflow growth. In December 2013, HKT proposed to acquire CSL New World Mobility Limited. The transaction is subject to shareholder and regulatory approvals.

The PCCW team will continue to work diligently with a view to maximizing the return for shareholders.

# FINANCIAL REVIEW BY SEGMENT

|   |         | 2012                    |                         |         | 2013    |           | Better/          |
|---|---------|-------------------------|-------------------------|---------|---------|-----------|------------------|
| For the year ended December 31, HK\$ million                | H1      | H2                      | Full Year               | Н1      | Н2      | Full Year | (Worse)<br>y-o-y |
|   | (       | (Restated) <sup>4</sup> | (Restated) <sup>4</sup> |         |         |           |                  |
| Revenue   |         |                         |                         |         |         |           |                  |
| HKT   | 9,715   | 11,366                  | 21,081                  | 11,071  | 11,761  | 22,832    | 8%               |
| Media Business  | 1,262   | 1,546                   | 2,808                   | 1,299   | 1,721   | 3,020     | 8%               |
| Solutions Business  | 1,128   | 1,349                   | 2,477                   | 1,393   | 1,568   | 2,961     | 20%              |
| Other Businesses  | 38      | 33                      | 71                      | 28      | 30      | 58        | (18)%            |
| Eliminations  | (1,085) | (1,218)                 | (2,303)                 | (976)   | (1,252) | (2,228)   | 3%               |
| Core revenue  | 11,058  | 13,076                  | 24,134                  | 12,815  | 13,828  | 26,643    | 10%              |
| PCPD  | 848     | 336                     | 1,184                   | 499     | 175     | 674       | (43)%            |
| Consolidated revenue  | 11,906  | 13,412                  | 25,318                  | 13,314  | 14,003  | 27,317    | 8%               |
| Cost of sales   | (5,281) | (6,535)                 | (11,816)                | (6,343) | (6,768) | (13,111)  | (11)%            |
| Operating costs before depreciation,                        |         |                         |                         |         |         |           |                  |
| amortization, and (loss)/gain on disposal                   |         |                         |                         |         |         |           |                  |
| of property, plant and equipment and                        | (0.700) | (0.007)                 | (5.716)                 | (2.005) | (0.140) | (6.170)   | (0)0/            |
| intangible assets, net                                      | (2,789) | (2,927)                 | (5,716)                 | (3,025) | (3,148) | (6,173)   | (8)%             |
| EBITDA <sup>1</sup>   |         |                         |                         |         |         |           |                  |
| HKT   | 3,736   | 3,933                   | 7,669                   | 3,839   | 4,062   | 7,901     | 3%               |
| Media Business  | 217     | 274                     | 491                     | 223     | 285     | 508       | 3%               |
| Solutions Business  | 168     | 267                     | 435                     | 217     | 303     | 520       | 20%              |
| Other Businesses  | (312)   | (273)                   | (585)                   | (268)   | (286)   | (554)     | 5%               |
| Eliminations  | (139)   | (192)                   | (331)                   | (75)    | (171)   | (246)     | 26%              |
| Core EBITDA <sup>1</sup>                                    | 3,670   | 4,009                   | 7,679                   | 3,936   | 4,193   | 8,129     | 6%               |
| PCPD  | 166     | (59)                    | 107                     | 10      | (106)   | (96)      | NA               |
| Consolidated EBITDA <sup>1</sup>                            | 3,836   | 3,950                   | 7,786                   | 3,946   | 4,087   | 8,033     | 3%               |
| Core EBITDA¹ Margin   | 33%     | 31%                     | 32%                     | 31%     | 30%     | 31%       |                  |
| Consolidated EBITDA <sup>1</sup> Margin                     | 32%     | 29%                     | 31%                     | 30%     | 29%     | 29%       |                  |
| Depreciation and amortization                               | (2,134) | (2,287)                 | (4,421)                 | (2,266) | (2,305) | (4,571)   | (3)%             |
| Loss)/Gain on disposal of property, plant and equipment and |         |                         |                         |         |         |           |                  |
| intangible assets, net                                      | (3)     | (10)                    | (13)                    | 5       | 4       | 9         | NA               |
| Other gains, net  | 12      | 359                     | 371                     | 196     | 489     | 685       | 85%              |
| nterest income  | 27      | 35                      | 62                      | 37      | 43      | 80        | 29%              |
| Finance costs   | (469)   | (497)                   | (966)                   | (595)   | (516)   | (1,111)   | (15)%            |
| Share of results of associates and joint                    |         |                         |                         |         |         |           |                  |
| ventures  | (43)    | 21                      | (22)                    | 32      | 108     | 140       | NA               |
| Profit before income tax                                    | 1,226   | 1,571                   | 2,797                   | 1,355   | 1,910   | 3,265     | 17%              |

# **HKT**

| For the year ended December 31, |       | 2012   |           |        | 2013   |           | Better/<br>(Worse) |
|---------------------------------|-------|--------|-----------|--------|--------|-----------|--------------------|
| HK\$ million                    | H1    | H2     | Full Year | Н1     | H2     | Full Year | у-о-у              |
| HKT Revenue                     | 9,715 | 11,366 | 21,081    | 11,071 | 11,761 | 22,832    | 8%                 |
| HKT EBITDA <sup>1</sup>         | 3,736 | 3,933  | 7,669     | 3,839  | 4,062  | 7,901     | 3%                 |
| HKT EBITDA <sup>1</sup> margin  | 38%   | 35%    | 36%       | 35%    | 35%    | 35%       |                    |
| HKT Adjusted Funds Flow         | 1,430 | 1,242  | 2,672     | 1,484  | 1,417  | 2,901     | 8.6%               |

HKT reported another set of solid financial results for the year ended December 31, 2013. Total revenue for the year ended December 31, 2013 increased by 8% to HK\$22,832 million and total EBITDA for the year was HK\$7,901 million, an increase of 3% over the previous year. Adjusted funds flow for the year ended December 31, 2013 reached HK\$2,901 million, an increase of 8.6% over the previous year. Adjusted funds flow per Share Stapled Unit was 45.21 HK cents. As a result, HKT declared the payment of a final distribution of 24.21 HK cents per Share Stapled Unit for the year ended December 31, 2013. This brings the 2013 full-year distribution to 45.21 HK cents per Share Stapled Unit representing the complete payout of the adjusted funds flow per Share Stapled Unit.

The strong full year performance was driven by the resilience of HKT's local telephony business, healthy adoption of the FTTH service and broad improvement in the Mobile business. HKT's performance in 2013 also benefited from the successful integration and full-year consolidation of the Gateway branded business in Europe and Africa.

On December 20, 2013, PCCW and HKT jointly announced the proposed acquisition of the entire issued share capital of CSL New World Mobility Limited by HKT. The acquisition is subject to shareholders' and regulatory approvals.

For a more detailed review of the performance of HKT, please refer to its 2013 annual results announcement released on February 26, 2014.

Note 1 EBITDA represents earnings before interest income, finance costs, income tax, depreciation of property, plant and equipment, amortization of land lease premium and intangible assets, gain/loss on disposal of property, plant and equipment, investment properties, interests in leasehold land and intangible assets, net other gains/losses, losses on property, plant and equipment, restructuring costs, impairment losses on goodwill, tangible and intangible assets and interests in associates and joint ventures, and the Group's share of results of associates and joint ventures. While EBITDA is commonly used in the telecommunications industry worldwide as an indicator of operating performance, leverage and liquidity, it is not presented as a measure of operating performance in accordance with the Hong Kong Financial Reporting Standards and should not be considered as representing net cash flows from operating activities. The computation of the Group's EBITDA may not be comparable to similarly titled measures of other companies.

Note 2 Gross debt refers to the principal amount of short-term borrowings and long-term borrowings. Net debt refers to the principal amount of short-term borrowings and long-term borrowings minus cash and cash equivalents and short-term deposits.

Note 3 Group capital expenditure includes additions to property, plant and equipment and interests in leasehold land.

Note 4 Please refer to Note 2(b) of the audited consolidated financial statements for details.

## **Media Business**

| For the year ended December 31,           |       | 2012  |           |       | 2013  |           | Better/<br>(Worse) |
|---|-------|-------|-----------|-------|-------|-----------|--------------------|
| HK\$ million                              | H1    | H2    | Full Year | H1    | H2    | Full Year | у-о-у              |
| Media Business Revenue                    | 1,262 | 1,546 | 2,808     | 1,299 | 1,721 | 3,020     | 8%                 |
| Media Business EBITDA <sup>1</sup>        | 217   | 274   | 491       | 223   | 285   | 508       | 3%                 |
| Media Business EBITDA <sup>1</sup> margin | 17%   | 18%   | 17%       | 17%   | 17%   | 17%       |                    |

Revenue for the Media business for the year ended December 31, 2013 grew by 8% to HK\$3,020 million. The growth in revenue was driven by subscription revenue growth at NOW TV reflecting the encouraging take up of the Super Sports Pack. The total installed NOW TV subscriber base reached 1,237,000 by the end of December 2013 representing a net gain of 54,000 subscribers, an increase of 5% from 12 months ago. More importantly, NOW TV's exit average revenue per user ("ARPU") continued to increase, rising 8% from HK\$173 to HK\$187 per month.

NOW TV commenced the exclusive broadcast of the Barclays Premier League ("BPL") in August 2013. Promotion and marketing of the Super Sports Pack commenced early in 2013 and the take-up has been encouraging. To enhance the viewing experience, subscribers can watch BPL in Super HD format through a FTTH transmission and can enjoy many viewer-friendly interactive features such as TimeShift, where viewers can pause, resume and rewind the content during live broadcast.

The Media business made further progress in expanding outside of Hong Kong. Following the distribution of several NOW TV channels to Malaysia and Canada in 2012, the Media business continued to expand its international distribution through partnerships with Cable Thai Holding in Thailand, DISH, one of the largest satellite platforms in the U.S., and StarHub, Singapore's largest pay TV and Internet operator.

EBITDA for the Media business increased by 3% to HK\$508 million from HK\$491 million with the margin remaining steady at 17% in the midst of a four-month impact of the BPL costs and the start up costs associated with our efforts to tap the international markets.

# **Solutions Business**

| For the year ended December 31.               |       | 2012  |           |       | 2013  |           | Better/<br>(Worse) |
|---|-------|-------|-----------|-------|-------|-----------|--------------------|
| HK\$ million                                  | H1    | H2    | Full Year | Н1    | H2    | Full Year | у-о-у              |
| Solutions Business Revenue                    | 1,128 | 1,349 | 2,477     | 1,393 | 1,568 | 2,961     | 20%                |
| Solutions Business EBITDA <sup>1</sup>        | 168   | 267   | 435       | 217   | 303   | 520       | 20%                |
| Solutions Business EBITDA <sup>1</sup> margin | 15%   | 20%   | 18%       | 16%   | 19%   | 18%       |                    |

Revenue for the Solutions business for the year ended December 31, 2013 increased by an impressive 20% to HK\$2,961 million from HK\$2,477 million a year ago. The growth in revenue was achieved through the timely and successful execution of projects, growing demand for data centre capacity and cloud computing as well as the contributions from the newly acquired businesses.

The Solutions business has undertaken two strategic acquisitions, namely Vandasoft Technology Holdings Limited at the end of 2012 and Compass Solutions Holdings Limited ("Compass") in the first half of 2013 to complement its organic growth and plant the seeds of future expansion. Compass brings a 200-strong team of professionals with in-depth expertise in SAP Enterprise Resource Planning ("ERP") implementation and training to the Solutions business. Both acquisitions have been successfully integrated and have provided the Solutions business with additional capabilities and expanded its customer base.

EBITDA for the year rose by 20% to HK\$520 million from HK\$435 million a year ago largely due to growth of the organic business, with the margin being maintained at a healthy 18%. The strong growth in EBITDA reflects the healthy mix of project based and recurring revenue and prudent management of its staff costs. EBITDA contribution from the two newly acquired businesses was still limited during the year.

As at December 31, 2013, the Solutions business had secured orders with a value of HK\$6,392 million, representing an increase of 15% during the year. The growth in secured orders reflects the strong track record and reputation of the Solutions business, the recurring nature of its business and its increasing focus on cloud-related services, which will become an increasingly important segment of the IT outsourcing industry.

#### **PCPD**

PCPD recorded total revenue of HK\$674 million and negative EBITDA of HK\$96 million for the year ended December 31, 2013, compared with total revenue of HK\$1,184 million and EBITDA of HK\$107 million a year earlier.

In Hong Kong, PCPD has sold all of the remaining houses at Villa Bel-Air.

In mainland China, the average occupancy rate of the Pacific Century Place was approximately 59% for the year ended December 31, 2013 which has taken into account the increase in vacant space upon the expiry of the lease of the department store at the property.

For PCPD's overseas projects, the progress of the detailed designs of Hanazono all-season resort project in Hokkaido, Japan, is on schedule. As for the project in Phang-nga, Southern Thailand, the master plan for the project has reached an advanced stage. In May 2013, PCPD entered into an agreement for the acquisition of a plot of land in the central business district of Jakarta, Indonesia. The plan is to invest up to approximately US\$400 million for the development of a 40-storey Grade A office building. This project has now quickly proceeded to the design and planning stage. On January 21, 2014, PCPD was granted term loan facilities of up to an aggregate amount of US\$200 million for financing the development of this Indonesian project. Such facilities are secured by the shares and assets of certain subsidiaries of PCPD.

For more information about the performance of PCPD, please refer to its 2013 annual results announcement released on February 25, 2014.

#### **Other Businesses**

Other Businesses primarily comprised the wireless broadband business in the United Kingdom and corporate support functions. Revenue from Other Businesses was HK\$58 million for the year ended December 31, 2013 (2012: HK\$71 million), while the cost of the Group's Other Businesses decreased by 5% to HK\$554 million in 2013 (2012: HK\$585 million) as we continued our efforts to streamline back office support and processes to drive operating efficiency.

## **Eliminations**

Eliminations for the year ended December 31, 2013 were HK\$2,228 million (2012: HK\$2,303 million). Eliminations mainly represented eliminations of intra-group sale and transfer of rights to use certain equipment and assets in the ordinary course of business on an arm's length basis.

# COSTS Cost of Sales

| For the year ended December 31, |              | 2012         |               |              | 2013        |               | Better/<br>(Worse) |
|---------------------------------|--------------|--------------|---------------|--------------|-------------|---------------|--------------------|
| HK\$ million                    | H1           | H2           | Full Year     | Н1           | H2          | Full Year     | у-о-у              |
| The Group (excluding PCPD) PCPD | 4,801<br>480 | 6,384<br>151 | 11,185<br>631 | 6,073<br>270 | 6,722<br>46 | 12,795<br>316 | (14)%<br>50%       |
| Group Total                     | 5,281        | 6,535        | 11,816        | 6,343        | 6,768       | 13,111        | (11)%              |

The Group's consolidated total cost of sales for the year ended December 31, 2013 increased by 11% to HK\$13,111 million. This comprised a 14% increase in cost of sales for the core business which was in line with the increase in core revenue and lower cost of sales for PCPD.

# **General and Administrative Expenses**

During the year, the operating expenses before depreciation and amortization, and (loss)/gain on disposal of property, plant and equipment and intangible assets, net, increased to HK\$6,173 million, compared to HK\$5,716 million a year ago. The increase was to support the continued growth in each of HKT's business units and the business expansion of the Media and Solutions businesses. Other contributing factors included inflationary pressure on staff costs and rental expenses.

Depreciation and amortization expenses increased by 3% to HK\$4,571 million driven by an increase in amortization expenses which reflected prior year customer acquisition costs at HKT, particularly within the Mobile business, and a slight decline in depreciation expenses.

As a result, general and administrative expenses increased by 6% to HK\$10,735 million for the year ended December 31, 2013.

#### EBITDA1

Core EBITDA for the year ended December 31, 2013 increased by 6% to HK\$8,129 million representing a margin of 31%. Consolidated EBITDA increased by 3% to HK\$8,033 million for the year representing a margin of 29%.

# **Interest Income and Finance Costs**

Interest income for the year ended December 31, 2013 increased to HK\$80 million due to a higher average cash balance during the year. Finance costs increased by 15% to HK\$1,111 million due to the negative carry on the issue of US\$500 million 10-year guaranteed notes in March 2013 at HKT to refinance the US\$500 million 10-year guaranteed notes due in July 2013 which were subsequently repaid upon maturity, the full-year impact of US\$300 million 10-year guaranteed notes issued in April 2012 by PCCW and the drawdown of banking facilities by PCPD for its Indonesian project. In addition, there was a one-off, non-cash write-off of previously unamortized fees at HKT for banking facilities upon refinancing.

## **Income Tax**

Income tax expense for the year ended December 31, 2013 decreased to HK\$210 million, as compared to HK\$232 million a year ago. The decrease in tax expenses was primarily due to the utilization and recognition of previously unrecognized tax losses as certain loss-making companies had turned profitable during the year and the reversal of certain tax provision in respect of prior years.

# **Non-controlling Interests**

Non-controlling interests increased by 29% to HK\$1,170 million for the year ended December 31, 2013, which primarily represented the net profit attributable to the non-controlling shareholders of HKT and PCPD.

# Consolidated Profit Attributable to Equity Holders of the Company

Consolidated profit attributable to equity holders of the Company for the year ended December 31, 2013 increased by 13% to HK\$1,885 million (2012: HK\$1,661 million).

#### LIQUIDITY AND CAPITAL RESOURCES

The Group actively and regularly reviews and manages its capital structure to maintain a balance between shareholder return and a sound capital position. Adjustments are made, when necessary, to maintain an optimal capital structure in light of changes in economic conditions and to reduce the cost of capital.

Taking advantage of the favorable market environment and historically low Treasury yield in the United States, HKT raised US\$500 million through the issue of 10-year guaranteed notes at a coupon rate of 3.75% in March 2013 to refinance the US\$500 million 6% guaranteed notes due in July 2013 which was subsequently repaid upon maturity.

The Group's gross debt² increased to HK\$30,056 million as at December 31, 2013 (December 31, 2012: HK\$26,542 million). Cash and cash equivalents increased to HK\$5,509 million as at December 31, 2013 (December 31, 2012: HK\$4,553 million). Net debt² increased to HK\$24,537 million as at December 31, 2013 (December 31, 2012: HK\$21,989 million), largely due to the drawdown of banking facilities by PCPD to finance its project in Indonesia.

As at December 31, 2013, the Group had a total of HK\$24,150 million in committed bank loan facilities available for liquidity management, of which HK\$8,134 million remained undrawn. Of these committed bank loan facilities, HKT accounted for HK\$17,676 million, of which HK\$4,750 million remained undrawn.

The Group's gross debt<sup>2</sup> to total assets was 56% as at December 31, 2013 (December 31, 2012: 53%).

# CREDIT RATINGS OF HONG KONG TELECOMMUNICATIONS (HKT) LIMITED

As at December 31, 2013, Hong Kong Telecommunications (HKT) Limited, an indirect non-wholly owned subsidiary of the Company, had investment grade ratings with Moody's Investors Service (Baa2) and Standard & Poor's Ratings Services (BBB).

## CAPITAL EXPENDITURE<sup>3</sup>

Group capital expenditure for the year ended December 31, 2013 was HK\$2,607 million (2012: HK\$2,275 million), of which HKT accounted for about 78% in 2013 (2012: 85%). Major outlays for the year were mainly in network expansion and enhancement to meet demand for high-speed broadband fiber services, mobile services and international networks, while the remainder was mainly used to expand the data center capacity of the Solutions business and upgrade of equipment for the Media business.

Going forward, the Group will continue to invest in its delivery platform and networks taking into account the prevailing market conditions, and using assessment criteria including internal rate of return, net present value and payback period.

#### **HEDGING**

Market risk arises from foreign currency and interest rate exposure related to cash investments and borrowings. As a matter of policy, the Group continues to manage the market risk directly relating to its operations and financing and does not undertake any speculative derivative trading activities. The Group determines appropriate risk management activities with the aim of prudently managing the market risk associated with transactions undertaken in the normal course of the Group's business. All treasury risk management activities are carried out in accordance with the Group's policies and guidelines, which are reviewed on a regular basis.

More than three quarters of the Group's consolidated revenue and costs are denominated in Hong Kong dollars. For those operations with revenues denominated in foreign currencies, the related costs and expenses are usually denominated in the same foreign currencies and hence providing a natural hedge against each other. Therefore, the Group is not exposed to significant foreign currency fluctuation risk from operations.

As for financing, a significant portion of the Group's debt is denominated in United States dollars. Accordingly, the Group has entered into swap contracts in order to manage its exposure to adverse fluctuations in foreign currency exchange rates and interest rates. These instruments are executed with creditworthy financial institutions. As at December 31, 2013, all cross currency interest rate swap contracts were designated as cash flow hedges and/or fair value hedges for the Group's foreign currency denominated long-term borrowings.

As a result, the Group's operational and financial risks are considered minimal.

## **CHARGE ON ASSETS**

As at December 31, 2013, certain assets of the Group with an aggregate carrying value of HK\$6,657 million (2012: HK\$5,819 million) were pledged to secure loans and bank loan facilities of the Group.

# **CONTINGENT LIABILITIES**

| As at December 31,<br>HK\$ million | 2012      | 2013      |
|------------------------------------|-----------|-----------|
| Performance guarantee<br>Others    | 477<br>91 | 399<br>99 |
|                                    | 568       | 498       |

The Group is subject to certain corporate guarantee obligations to guarantee performance of its subsidiaries in the normal course of their businesses. The amount of liabilities arising from such obligations, if any, cannot be ascertained but the Directors are of the opinion that any resulting liability would not materially affect the financial position of the Group.

### **HUMAN RESOURCES**

As at December 31, 2013, the Group had approximately 22,200 employees (2012: 20,900). About 60% of these employees work in Hong Kong and the others are based mainly in mainland China and the Philippines. The Group has established incentive bonus schemes designed to motivate and reward employees at all levels to achieve the Group's business performance targets. Payment of bonuses is generally based on achievement of EBITDA and free cash flow targets for the Group as a whole and for each of the individual business units.

## **FINAL DIVIDEND**

The Board has recommended the payment of a final dividend of 13.85 HK cents (2012: 13.55 HK cents) per ordinary share for the year ended December 31, 2013 to shareholders whose names appear on the register of members of the Company on Thursday, May 15, 2014, subject to the approval of shareholders of the Company at the forthcoming annual general meeting which will be held on Thursday, May 8, 2014 ("AGM"). An interim dividend of 6.35 HK cents (2012: 5.51 HK cents) per ordinary share for the six months ended June 30, 2013 was paid by the Company in October 2013.

The final dividend will be payable in cash and the Board is proposing to offer shareholders eligible to participate the choice of a scrip dividend alternative (the "2013 Final Scrip Dividend Scheme"). The 2013 Final Scrip Dividend Scheme will be subject to (a) shareholders' approval of the final dividend at the AGM; and (b) The Stock Exchange of Hong Kong Limited granting the listing of and permission to deal in the new shares to be issued under the 2013 Final Scrip Dividend Scheme. Full details of the 2013 Final Scrip Dividend Scheme will be set out in a circular proposed to be despatched to shareholders on or around Thursday, May 22, 2014.

# FINANCIAL INFORMATION

| 34  | Report of the Directors                                  |
|-----|--|
| 54  | Independent Auditor's Report                             |
| 55  | Consolidated Income Statement                            |
| 56  | Consolidated Statement of Comprehensive Income           |
| 57  | Consolidated and Company Statements of Changes in Equity |
| 59  | Consolidated and Company Balance Sheets                  |
| 61  | Consolidated Statement of Cash Flows                     |
| 62  | Notes to the Consolidated Financial Statements           |
| 174 | Five Year Financial Summary                              |
| 175 | Schedule of Principal Properties                         |

# REPORT OF THE DIRECTORS

The board of directors (the "Board") presents its annual report together with the audited consolidated financial statements of PCCW Limited ("PCCW" or the "Company") and its subsidiaries (collectively the "Group") for the year ended December 31, 2013.

#### PRINCIPAL ACTIVITIES

The principal activities of the Group are the provision of local, mobile and international telecommunications services, Internet access services, interactive multimedia and pay-TV services, the sale and rental of telecommunications equipment, and the provision of computer, engineering and other technical services primarily in the Hong Kong Special Administrative Region ("Hong Kong"), and also in mainland China and elsewhere in the Asia Pacific region; investments in, and development of, systems integration, network engineering, and technology-related businesses; and investments in, and development of, infrastructure and properties in Hong Kong, mainland China and elsewhere in the Asia Pacific region.

Details of segment information are set out in note 6 to the consolidated financial statements.

### **RESULTS AND APPROPRIATIONS**

The results of the Group for the year ended December 31, 2013 are set out in the accompanying consolidated financial statements on page 55.

An interim dividend of 6.35 HK cents per ordinary share (2012: 5.51 HK cents per ordinary share), totaling approximately HK\$462 million, was paid to shareholders of the Company in October 2013.

The Board has recommended the payment of a final dividend of 13.85 HK cents per ordinary share (2012: 13.55 HK cents per ordinary share) for the year ended December 31, 2013 subject to the approval of shareholders of the Company at the forthcoming annual general meeting.

#### FINANCIAL SUMMARY

A summary of the consolidated results and of the assets and liabilities of the Group for the last five financial years is set out on page 174.

# SUBSIDIARIES, ASSOCIATES AND JOINT VENTURES

Particulars of the Company's principal subsidiaries, associates and joint ventures are set out in notes 21 to 23 to the consolidated financial statements.

#### **FIXED ASSETS**

Details of movements in the Group's property, plant and equipment, investment properties and interests in leasehold land during the year are set out in notes 15 to 17 to the consolidated financial statements.

## **BORROWINGS**

Particulars of the Group's and the Company's borrowings are set out in notes 25(f) and 26 to the consolidated financial statements.

# **SHARE CAPITAL**

Details of movements in the share capital of the Company during the year are set out in note 29 to the consolidated financial statements.

# **RESERVES**

Details of movements in reserves of the Group and the Company during the year are set out in note 32 to the consolidated financial statements.

# **MAJOR CUSTOMERS AND SUPPLIERS**

For the year ended December 31, 2013, the aggregate amount of turnover attributable to the Group's five largest customers represented less than 30% of the Group's total turnover. The aggregate amount of purchases attributable to the Group's five largest suppliers represented less than 30% of the Group's total purchases.

# **DIRECTORS**

The directors who held office during the year and up to the date of this report are:

#### **Executive Directors**

Li Tzar Kai, Richard (Chairman)
Chan Ching Cheong, George (Group Managing Director)
Hui Hon Hing, Susanna (Group Chief Financial Officer)
Lee Chi Hong, Robert

# Non-Executive Directors

Sir David Ford, KBE, LVO
Tse Sze Wing, Edmund, GBS
Lu Yimin (Deputy Chairman)
Li Fushen
Li Gang
Wei Zhe, David

# **Independent Non-Executive Directors**

Dr The Hon Sir David Li Kwok Po, GBM, GBS, OBE, JP Aman Mehta Frances Waikwun Wong Bryce Wayne Lee Lars Eric Nils Rodert David Christopher Chance

(appointed on November 28, 2013)

In accordance with Article 92 of the Company's articles of association, David Christopher Chance shall retire from office at the forthcoming annual general meeting and, being eligible, offer himself for re-election.

In accordance with Article 101A of the Company's articles of association, Hui Hon Hing, Susanna, Lee Chi Hong, Robert, Li Fushen, Li Gang and Wei Zhe, David shall retire from office by rotation at the forthcoming annual general meeting and, being eligible, offer themselves for re-election.

# INDEPENDENT NON-EXECUTIVE DIRECTORS

The Company has received from each of its independent non-executive directors an annual confirmation of his/her independence pursuant to Rule 3.13 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") and considers that all six independent non-executive directors as at the date of this report, namely, Dr The Hon Sir David Li Kwok Po, Aman Mehta, Frances Waikwun Wong, Bryce Wayne Lee, Lars Eric Nils Rodert and David Christopher Chance are still independent in accordance with the terms of the independence guidelines set out in Rule 3.13 of the Listing Rules.

On September 15, 2010, PCRD Services Pte Ltd ("PCRD Services"), a wholly-owned subsidiary of Pacific Century Regional Developments Limited ("PCRD") (a substantial shareholder of the Company), together with Aman Mehta (an independent non-executive director of the Company), Akash Mehta (the adult son of Aman Mehta) and Pasha Ventures Private Limited ("Pasha Ventures") entered into a share sale agreement with American International Group, Inc. ("AIG"), pursuant to which Pasha Ventures, PCRD Services, Aman Mehta and Akash Mehta agreed that Pasha Ventures would acquire the entire issued equity capital of AIG Home Finance India Limited (subsequently known as Indo Pacific Housing Finance Limited) ("AIGHFIL" or subsequently known as "Indo Pacific") and AIGHFIL's wholly-owned subsidiary, Consumer Financial Services Limited ("CFSL"), from AIG (the "Acquisition") for an aggregate consideration of Indian Rupees 20,000,006 (equivalent to approximately HK\$3.36 million). Pasha Ventures was an Indian private limited company incorporated for the purposes of acquiring AIGHFIL pursuant to the Acquisition, AIGHFIL was a public limited company incorporated in India and was an indirect wholly-owned subsidiary of AIG. AIGHFIL and its wholly-owned subsidiary, CFSL, originated secured housing loans and loans against properties (i.e. home equity loans). The Acquisition was completed on October 20, 2010. As of October 20, 2010, PCRD Services held 74% of the issued equity capital of Pasha Ventures, and Aman Mehta and Akash Mehta held 21% and 5% of the paid up issued equity capital of Pasha Ventures respectively. PCRD Services entered into a shareholders' agreement with Aman Mehta, Akash Mehta and Pasha Ventures under which there were provisions for a call option which gave PCRD Services the right to purchase up to 1% of the paid up issued equity capital of Pasha Ventures held by Aman Mehta at an exercise price of Indian Rupees 131 per share. In addition, Akash Mehta was one of the directors of Indo Pacific and CFSL. He did not have control over the board of directors of these companies. Akash Mehta was a director of Pasha Ventures. On March 11, 2012, Pasha Ventures, PCRD's indirect subsidiary, entered into a conditional share purchase agreement with L&T Finance Holdings Limited, Indo Pacific, PCRD Services, Aman Mehta and Akash Mehta for the sale of all the issued and paid up equity capital of Indo Pacific (the "Disposal"). As of March 11, 2012, PCRD Services held 74% of the issued equity capital of Pasha Ventures with the remaining 26% being held by Aman Mehta and Akash Mehta. On October 9, 2012, the Disposal was completed and Pasha Ventures no longer held any interest in Indo Pacific and Indo Pacific ceased to be a subsidiary of PCRD.

On February 15, 2013, PCRD announced the execution of a term sheet between PCRD Services and, amongst the others, KSH Distriparks Private Limited ("KSH"), Pasha Ventures, Aman Mehta and Akash Mehta (together, the "Mehta Family") and Sky Advance Associates Limited ("Sky Advance", a company owned by Akash Mehta) in relation to a proposed restructuring (the "Proposed Restructuring") of their respective interests in Pasha Ventures and KSH by way of a scheme of amalgamation. KSH is an Indian private limited logistics company with an inland container depot located in Pune, India and owned at that time as to 25.94% and 5.19% respectively by PCRD Services and Sky Advance. As a result of the Proposed Restructuring, Pasha Ventures was amalgamated with KSH and Pasha Ventures ceased to be a subsidiary of PCRD and was dissolved in June 2013. As a result, the shareholdings of PCRD Services, Sky Advance and the Mehta Family in KSH are now approximately 49.87%, 2.61% and 12.94% respectively. Aman Mehta is a passive investor in KSH and does not hold any directorship in KSH. Save as disclosed above, Aman Mehta is not in any way connected to PCRD, PCRD Services or PCCW.

Notwithstanding Aman Mehta's investment in KSH, the Company is of the view that Aman Mehta's continued independence in accordance with the terms of the independence guidelines set out in Rule 3.13 of the Listing Rules is not affected by this investment for the following reasons: (i) Aman Mehta's investment in KSH is a purely passive personal investment; he is not a director of KSH nor has he any involvement or participation in the daily operations and management of KSH; (ii) the business of KSH does not overlap or conflict with the businesses of the Company; and (iii) save as disclosed above, neither Aman Mehta nor Akash Mehta hold any interest, direct or indirect in PCRD and/or its subsidiaries.

## **DIRECTORS' SERVICE CONTRACTS**

No director proposed for re-election at the forthcoming annual general meeting has an unexpired service contract with the Group which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

# DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN SHARES, SHARE STAPLED UNITS, UNDERLYING SHARES, UNDERLYING SHARE STAPLED UNITS AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS

As at December 31, 2013, the directors and chief executives of the Company and their respective associates had the following interests and short positions in the shares, share stapled units jointly issued by the HKT Trust and HKT Limited (the "Share Stapled Units"), underlying shares, underlying Share Stapled Units and debentures of the Company and its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")) as recorded in the register required to be kept pursuant to Section 352 of the SFO or as otherwise notified to the Company and The Stock Exchange of Hong Kong Limited (the "Stock Exchange") pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") set out in Appendix 10 to the Listing Rules:

# 1. Interests in the Company

The table below sets out the aggregate long positions in the shares and underlying shares of the Company held by the directors and chief executives of the Company:

| Name of Director/<br>Chief Executive | Personal<br>interests  | Number of ordi<br>Family<br>interests | inary shares held<br>Corporate<br>interests | Other interests              | Number of<br>underlying<br>shares held<br>under equity<br>derivatives | Total         | Approximate percentage of issued share capital |
|--------------------------------------|------------------------|---------------------------------------|---|------------------------------|---|---------------|--|
| Li Tzar Kai, Richard                 | -                      | -                                     | 271,666,824<br>(Note 1(a))                  | 1,740,004,335<br>(Note 1(b)) | -   | 2,011,671,159 | 27.66%   |
| Chan Ching Cheong, George            | 1,610,600              | -                                     | 100,000<br>(Note 2(a))                      | 7,893,000<br>(Note 2(b))     | -   | 9,603,600     | 0.13%  |
| Hui Hon Hing, Susanna                | -                      | -                                     | -   | 1,301,177<br>(Note 3)        | -   | 1,301,177     | 0.02%  |
| Lee Chi Hong, Robert                 | 992,600<br>(Note 4(a)) | 511<br>(Note 4(b))                    | -   | -                            | -   | 993,111       | 0.01%  |
| Tse Sze Wing, Edmund                 | -                      | 340,000<br>(Note 5)                   | -   | -                            | -   | 340,000       | 0.005%   |
| Dr The Hon Sir David Li Kwok Po      | 1,000,000              | -                                     | -   | -                            | -   | 1,000,000     | 0.01%  |

#### Notes:

# (b) These interests represented:

(i) a deemed interest in 36,726,857 shares of the Company held by Yue Shun Limited ("Yue Shun"), a subsidiary of Hutchison Whampoa Limited ("HWL"). Cheung Kong (Holdings) Limited ("Cheung Kong") through certain subsidiaries held more than one-third of the issued share capital of HWL. Li Tzar Kai, Richard was a discretionary beneficiary of certain discretionary trusts which held units in unit trusts which in turn held interests in certain shares of Cheung Kong and HWL. Accordingly, Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 36,726,857 shares of the Company held by Yue Shun;

 <sup>(</sup>a) Of these shares, Pacific Century Diversified Limited ("PCD"), a wholly-owned subsidiary of Chiltonlink Limited ("Chiltonlink"), held 237,919,824 shares
and Eisner Investments Limited ("Eisner") held 33,747,000 shares. Li Tzar Kai, Richard owned 100% of the issued share capital of Chiltonlink
and Eisner.

# DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN SHARES, SHARE STAPLED UNITS, UNDERLYING SHARES, UNDERLYING SHARE STAPLED UNITS AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS (CONTINUED)

# 1. Interests in the Company (continued)

Notes: (continued)

- 1. (b) (continued)
  - (ii) a deemed interest in 154,785,177 shares of the Company held by Pacific Century Group Holdings Limited ("PCGH"). Li Tzar Kai, Richard was the founder of certain trusts which held 100% interests in PCGH. Accordingly, Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 154,785,177 shares of the Company held by PCGH;
  - (iii) a deemed interest in 1,548,211,301 shares of the Company held by PCRD, a company in which PCGH had, through itself and certain wholly-owned subsidiaries being Anglang Investments Limited, Pacific Century Group (Cayman Islands) Limited, Pacific Century International Limited and Borsington Limited, an aggregate of 75.98% interest. Li Tzar Kai, Richard was the founder of certain trusts which held 100% interests in PCGH. Accordingly, Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 1,548,211,301 shares of the Company held by PCRD. Li Tzar Kai, Richard was also deemed to be interested in 0.91% of the issued share capital of PCRD through Hopestar Holdings Limited, a company wholly-owned by Li Tzar Kai, Richard; and
  - (iv) a deemed interest in 281,000 shares of the Company held by PineBridge Investments LLC ("PBI LLC") in the capacity of investment manager. PBI LLC was an indirect subsidiary of Chiltonlink and Li Tzar Kai, Richard owned 100% of the issued share capital of Chiltonlink. Accordingly, Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 281,000 shares of the Company held by PBI LLC in the capacity of investment manager.
- 2. (a) These shares were held by Butternut Pacific Resources Limited ("Butternut"), which was 100% owned by Chan Ching Cheong, George.
  - (b) These interests represented share awards made to Chan Ching Cheong, George which were subject to certain vesting conditions pursuant to a share award scheme of the Company, namely the Purchase Scheme, the details of which are set out in the section below headed "Share Option Schemes and Share Award Schemes of the Company and its Subsidiaries".
- 3. These interests represented awards made to Hui Hon Hing, Susanna which were subject to certain vesting conditions pursuant to an award scheme of the Company, namely the Purchase Scheme.
- 4. (a) These shares were held jointly by Lee Chi Hong, Robert and his spouse.
  - (b) These shares were held by the spouse of Lee Chi Hong, Robert.
- 5. These shares were held by the spouse of Tse Sze Wing, Edmund.

# 2. Interests in the Associated Corporations of the Company

A. PCCW-HKT Capital No.4 Limited

FWD Life Insurance Company (Bermuda) Limited (formerly ING Life Insurance Company (Bermuda) Limited) ("FWD") held US\$9,000,000 of 4.25% guaranteed notes due 2016 issued by PCCW-HKT Capital No.4 Limited, an associated corporation of the Company. Li Tzar Kai, Richard indirectly owned an approximate 87.7% interest in FWD.

# DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN SHARES, SHARE STAPLED UNITS, UNDERLYING SHARES, UNDERLYING SHARE STAPLED UNITS AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS (CONTINUED)

# 2. Interests in the Associated Corporations of the Company (continued)

B. HKT Trust and HKT Limited

The table below sets out the aggregate long positions in the Share Stapled Units held by the directors and chief executives of the Company:

| Name of Director/<br>Chief Executive | Personal<br>interests | Number of Share<br>Family<br>interests | Stapled Units held<br>Corporate<br>interests | Other<br>interests         | Number of<br>underlying<br>Share Stapled<br>Units held<br>under equity<br>derivatives | Total       | Approximate<br>percentage<br>of issued<br>Share Stapled<br>Units |
|--------------------------------------|-----------------------|--|--|----------------------------|---|-------------|--|
| Li Tzar Kai, Richard                 | -                     | -                                      | 177,552,046<br>(Note 1(a))                   | 125,358,732<br>(Note 1(b)) | -   | 302,910,778 | 4.72%  |
| Chan Ching Cheong, George            | 46,413                | -                                      | 7,205<br>(Note 2(a))                         | 120,391<br>(Note 2(b))     | -   | 174,009     | 0.003%   |
| Hui Hon Hing, Susanna                | -                     | -                                      | -  | 330,374<br>(Note 3)        | -   | 330,374     | 0.01%  |
| Lee Chi Hong, Robert                 | 43,156<br>(Note 4(a)) | 22<br>(Note 4(b))                      | -  | -                          | -   | 43,178      | 0.0007%  |
| Tse Sze Wing, Edmund                 | -                     | 208,499<br>(Note 5)                    | -  | -                          | -   | 208,499     | 0.003%   |
| Dr The Hon Sir David Li Kwok Po      | 143,477               | -                                      | -  | -                          | -   | 143,477     | 0.002%   |

Each Share Stapled Unit confers an interest in:

- (a) one voting ordinary share of HK\$0.0005 in HKT Limited ("HKT"); and
- (b) one voting preference share of HK\$0.0005 in HKT,

for the purposes of Part XV of the SFO, in addition to an interest in one unit in the HKT Trust.

Under the trust deed dated November 7, 2011 constituting the HKT Trust entered into between HKT Management Limited (in its capacity as the trustee-manager of the HKT Trust) and HKT as supplemented, amended or substituted from time to time and the amended and restated articles of association of HKT, the number of ordinary shares and preference shares of HKT in issue must be the same at all times and must also, in each case, be equal to the number of units of the HKT Trust in issue; and each of them is equal to the number of Share Stapled Units in issue.

# Notes:

- 1. (a) Of these Share Stapled Units, PCD held 17,142,046 Share Stapled Units, Eisner held 39,000,000 Share Stapled Units and FWD held 121,410,000 Share Stapled Units.
  - (b) These interests represented:
    - (i) a deemed interest in 2,646,156 Share Stapled Units held by Yue Shun. Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 2,646,156 Share Stapled Units held by Yue Shun;
    - (ii) a deemed interest in 11,152,220 Share Stapled Units held by PCGH. Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 11,152,220 Share Stapled Units held by PCGH;
    - (iii) a deemed interest in 111,548,140 Share Stapled Units held by PCRD. Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 111,548,140 Share Stapled Units held by PCRD; and
    - (iv) a deemed interest in 12,216 Share Stapled Units held by PBI LLC in the capacity of investment manager. Li Tzar Kai, Richard was deemed, under the SFO, to have an interest in the 12,216 Share Stapled Units held by PBI LLC in the capacity of investment manager.

# DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN SHARES, SHARE STAPLED UNITS, UNDERLYING SHARES, UNDERLYING SHARE STAPLED UNITS AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS (CONTINUED)

# 2. Interests in the Associated Corporations of the Company (continued)

B. HKT Trust and HKT Limited (continued)

Notes: (continued)

- 2. (a) These Share Stapled Units were held by Butternut.
  - (b) These interests represented a contingent interest in respect of 120,391 Share Stapled Units held on trust for Chan Ching Cheong, George pursuant to a share award scheme of the Company, namely the Purchase Scheme, which were subject to certain vesting conditions.
- 3. These interests represented an award made to Hui Hon Hing, Susanna which was subject to certain vesting conditions pursuant to an award scheme of HKT, namely the HKT Share Stapled Units Purchase Scheme.
- 4. (a) These Share Stapled Units were held jointly by Lee Chi Hong, Robert and his spouse.
  - (b) These Share Stapled Units were held by the spouse of Lee Chi Hong, Robert.
- 5. These Share Stapled Units were held by the spouse of Tse Sze Wing, Edmund.

Save as disclosed in the foregoing, as at December 31, 2013, none of the directors or chief executives of the Company or their respective associates had any interests or short positions in any shares, Share Stapled Units, underlying shares, underlying Share Stapled Units and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept pursuant to Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code of the Listing Rules.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES

#### 1. The Company

A. Share Option Schemes

The Company adopted a share option scheme on September 20, 1994 (the "1994 Scheme") and unless otherwise cancelled or amended, is valid and effective for 10 years from that date. The 1994 Scheme was amended at an extraordinary general meeting of the Company held on May 23, 2002 in order to, among other things, comply with the requirements of Chapter 17 of the Listing Rules which came into effect on September 1, 2001. At the annual general meeting of the Company held on May 19, 2004, the shareholders of the Company approved the termination of the 1994 Scheme and adoption of a new share option scheme (the "2004 Scheme"). The 2004 Scheme will remain in force for 10 years from the date of its adoption, unless otherwise cancelled or amended.

The Company operates share option schemes, namely the 1994 Scheme and the 2004 Scheme (collectively the "Schemes"), under which the Board may, at its discretion, grant share options to any eligible person to subscribe for shares of the Company subject to the terms and conditions stipulated therein. Following the termination of the Schemes, no further share options will be granted thereunder, but in all other respects the provisions of such Schemes will remain in full force and effect.

The Schemes provide an opportunity for eligible persons to acquire proprietary interests in the Company and to encourage eligible persons to work towards enhancing the value of the Company and its shares for the benefit of the Company and its shareholders as a whole. Eligible persons include, but are not limited to, any director, officer, employee, consultant, adviser, supplier, customer or sub-contractor of the Group or any member of it or any other person who has contributed to the development, growth or benefit of the Group as determined by the Board.

The maximum number of shares in respect of which options may be granted under the 2004 Scheme shall not in aggregate exceed 10% of the shares of the Company in issue as at the date of approval of such scheme. As at December 31, 2013, there were no outstanding share options under both the 1994 Scheme and the 2004 Scheme. The maximum entitlement of any eligible person (other than a substantial shareholder or an independent non-executive director of the Company, or any of their respective associates) under the Schemes is the total number of shares issued and to be issued on exercise of all options granted and to be granted in any 12-month period up to and including the date of the latest grant up to a maximum of 1% of the shares of the Company in issue at the relevant time. Any further grant of share options in excess of this limit is subject to shareholders' approval at a general meeting.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES

#### (CONTINUED)

# 1. The Company (continued)

# A. Share Option Schemes (continued)

The period within which an option may be exercised under each of the Schemes will be determined by the Board at its absolute discretion, save that no option may be exercised later than 10 years from the date of grant of the option.

Under each of the Schemes, the exercise price in relation to each option shall be determined by the Board in its absolute discretion, but in any event shall not be less than the highest of (i) the closing price of the shares as stated in the Stock Exchange's daily quotation sheet on the date of grant of such option; (ii) the average closing price of the shares as stated in the Stock Exchange's daily quotation sheet for the five trading days immediately preceding the date of grant of such option; and (iii) the nominal value of a share on the date of grant of such option.

The 2004 Scheme will expire on May 18, 2014 and an ordinary resolution will be proposed at the forthcoming annual general meeting to approve the termination of the 2004 Scheme and the adoption of a new scheme. Following the termination of the 2004 Scheme, no further share option will be granted under such scheme, and the provisions of the 2004 Scheme will remain in full force and effect in all other respects.

Details of the share options outstanding and movements during the year ended December 31, 2013 are as follows:

#### (i) 1994 Scheme

# (1) Outstanding options as at January 1, 2013 and as at December 31, 2013

| Name or category<br>of participant | Date of grant<br>( <i>Note</i> ) | Vesting period<br>(Note)    | Exercise period<br>( <i>Note)</i> | Exercise<br>price<br>HK\$ | Number<br>Outstanding as<br>at 01.01.2013 | of options<br>Outstanding as<br>at 12.31.2013 |
|------------------------------------|----------------------------------|-----------------------------|-----------------------------------|---------------------------|---|---|
| Director/Chief Executive           |                                  |                             |                                   |                           |   |   |
| Lee Chi Hong, Robert               | 07.25.2003                       | 07.25.2004<br>to 07.25.2006 | 07.25.2004<br>to 07.23.2013       | 4.3500                    | 5,000,000                                 | _   |
| Sir David Ford                     | 07.25.2003                       | 07.25.2004<br>to 07.25.2006 | 07.25.2004<br>to 07.23.2013       | 4.3500                    | 1,000,000                                 | -   |
| Employees                          |                                  |                             |                                   |                           |   |   |
| In aggregate                       | 07.25.2003                       | 07.25.2004<br>to 07.25.2006 | 07.25.2004<br>to 07.23.2013       | 4.3500                    | 32,965,538                                | -   |
| Others                             | 07.25.2003                       | 07.25.2004<br>to 07.25.2006 | 07.25.2004<br>to 07.23.2013       | 4.3500                    | 1,000,000                                 | -   |

#### Note:

All dates are shown month/day/year.

# (2) Options exercised during the year ended December 31, 2013

During the year under review, no share options were exercised by any directors or chief executives of the Company, employees of the Group or other participants.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES (CONTINUED)

#### 1. The Company (continued)

- A. Share Option Schemes (continued)
  - (i) 1994 Scheme (continued)
  - (3) Options cancelled or lapsed during the year ended December 31, 2013

| Name or category of participant                  | Exercise<br>price<br>HK\$ | Number of options cancelled | Number of options lapsed |
|--|---------------------------|-----------------------------|--------------------------|
| Director/Chief Executive<br>Lee Chi Hong, Robert | 4.3500                    | -                           | 5,000,000                |
| Sir David Ford                                   | 4.3500                    | -                           | 1,000,000                |
| Employees In aggregate                           | 4.3500                    | -                           | 32,965,538               |
| Others   | 4.3500                    | _                           | 1,000,000                |

#### (ii) 2004 Scheme

There were no outstanding share options as at January 1, 2013 and December 31, 2013. No share options were granted to or exercised by any directors or chief executives of the Company or employees of the Group or other participants nor cancelled or lapsed during the year ended December 31, 2013.

# B. Share Award Schemes

In 2002, the Company established two employee share incentive award schemes, namely the Purchase Scheme and the Subscription Scheme, under which employees of participating subsidiaries of the Company (excluding directors of the Company) may be selected to participate in such schemes. Subject to the relevant scheme rules, each scheme provides that following the making of an award to an employee, the relevant shares are held in trust for that employee and then shall vest over a period of time provided that the employee remains an employee of the applicable subsidiary of the Company at the relevant time and satisfies any other conditions specified at the time the award is made, notwithstanding that the relevant committee of the Company's board of directors shall be at liberty to waive such condition. In May 2006, the rules of the Purchase Scheme were altered such that the directors of the Company were also eligible to participate in such scheme. The Purchase Scheme and the Subscription Scheme expired on November 15, 2012 however the shares which were previously awarded prior to the expiry date were not affected. New scheme rules in respect of the Purchase Scheme and the Subscription Scheme were adopted on November 15, 2012 so as to allow both schemes to continue to operate for a further 10 years and to accommodate the grant of the Share Stapled Units in addition or as an alternative to the shares of the Company, in the future.

During the year ended December 31, 2013, an aggregate of 10,775,218 shares of the Company and 17,450 Share Stapled Units were granted pursuant to the Purchase Scheme subject to certain vesting conditions, including awards in respect of 2,355,000 and 1,301,177 shares of the Company made respectively to Chan Ching Cheong, George and Hui Hon Hing, Susanna, who are directors of the Company. Additionally, 238,148 shares of the Company have lapsed and/or been forfeited and 3,629,285 shares of the Company have vested; and no Share Stapled Units have lapsed and/or been forfeited or have vested during the year. As at December 31, 2013, 18,552,903 shares of the Company and 17,450 Share Stapled Units granted pursuant to the Purchase Scheme remain unvested. During the year ended December 31, 2013, no awards have been made to any employees of the Company and/or its subsidiaries under the Subscription Scheme. As at December 31, 2013, none of the shares granted pursuant to the Subscription Scheme remain unvested. Further details of the two schemes are set out in note 31(b) to the consolidated financial statements.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES

(CONTINUED)

# 2. HKT Trust and HKT Limited

# A. Share Stapled Units Option Scheme

The HKT Trust and HKT conditionally adopted on November 7, 2011 (the "Adoption Date") a Share Stapled Units option scheme (the "HKT 2011-2021 Option Scheme") which became effective upon listing of the Share Stapled Units. Under the HKT 2011-2021 Option Scheme, the board of directors of HKT Management Limited (the "Trustee-Manager Board") and the board of directors of HKT (the "HKT Board") may, at their discretion, grant Share Stapled Unit options to the Eligible Participants (as defined below) to subscribe for such number of Share Stapled Units as the Trustee-Manager Board and the HKT Board may determine at a subscription price on and subject to the terms and conditions stipulated therein.

#### (1) Purpose

The purpose of the HKT 2011-2021 Option Scheme is to enable the HKT Trust and HKT, acting jointly by mutual agreement between them, to grant options to the Eligible Participants as incentives or rewards for their contribution to the growth of the HKT Trust and HKT and its subsidiaries (collectively the "HKT Group") and to provide the HKT Group with a more flexible means to reward, remunerate, compensate and/or provide benefits to the Eligible Participants.

# (2) Eligible Participant

Eligible Participants include (a) any full-time or part-time employee of HKT and/or any of its subsidiaries; (b) any director (including executive, non-executive or independent non-executive director) of HKT and/or any of its subsidiaries; and (c) any consultant or adviser (whether professional or otherwise and whether on an employment or contractual or honorary basis or otherwise and whether paid or unpaid), distributor, contractor, supplier, service provider, agent, customer and business partner of HKT and/or any of its subsidiaries.

HKT Management Limited is not an Eligible Participant under the HKT 2011-2021 Option Scheme.

# (3) Total number of Share Stapled Units available for issue

- (i) Notwithstanding any other provisions of the HKT 2011-2021 Option Scheme, no options may be granted under the HKT 2011-2021 Option Scheme if the exercise of the option may result in PCCW ceasing to hold at least 51% of the Share Stapled Units in issue (on a fully diluted basis assuming full conversion or exercise of all outstanding options and other rights of subscription, conversion and exchange for Share Stapled Units).
- (ii) Subject to the further limitation in (i) above, as required by the Listing Rules the total number of Share Stapled Units which may be issued upon exercise of all options to be granted under the HKT 2011-2021 Option Scheme and any other share option schemes of the HKT Trust and HKT must not, in aggregate, exceed 10% of the issued Share Stapled Units as at November 29, 2011 unless the approval of holders of Share Stapled Units has been obtained.
- (iii) In addition, as prescribed by the Listing Rules, the maximum aggregate number of Share Stapled Units which may be issued upon exercise of all outstanding options granted and yet to be exercised under the HKT 2011-2021 Option Scheme and any other share option schemes of the HKT Trust and HKT must not exceed 30% of the issued Share Stapled Units from time to time. No options may be granted under the HKT 2011-2021 Option Scheme if this will result in such limit being exceeded.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES (CONTINUED)

# 2. HKT Trust and HKT Limited (continued)

A. Share Stapled Units Option Scheme (continued)

# (4) The maximum entitlement of each Eligible Participant

The maximum entitlement of each Eligible Participant (other than a substantial holder of Share Stapled Units or an independent non-executive director of HKT and HKT Management Limited, or any of their respective associates) under the HKT 2011-2021 Option Scheme is that the total number of Share Stapled Units issued and to be issued upon exercise of all options granted and to be granted to such Eligible Participant (including exercised, cancelled and outstanding options under the HKT 2011-2021 Option Scheme) in the 12-month period up to and including the date of such further grant provided that such further grant does not exceed 1% of the issued Share Stapled Units as at the relevant time.

# (5) Option period

An option may be exercised in whole or in part in accordance with the terms of the HKT 2011-2021 Option Scheme at any time during a period to be notified by the Trustee-Manager Board and the HKT Board to each grantee, the expiry date of such period not to exceed ten (10) years from the date of grant of the option.

# (6) Minimum period for which an option must be held before it is vested

The period within which an option may be exercised under the HKT 2011-2021 Option Scheme will be determined by the Trustee-Manager Board and the HKT Board in their absolute discretion, provided that such terms and conditions shall not be inconsistent with any other terms and conditions of the HKT 2011-2021 Option Scheme.

#### (7) Payment on acceptance of the option

Upon acceptance of the offer, the grantee shall pay HK\$1.00 to HKT by way of consideration for the grant and the date on which the option is offered shall be deemed to be the date of grant of the relevant option, except in determining the date of grant for the purpose of calculating the subscription price in accordance with the provisions of the HKT 2011-2021 Option Scheme.

#### (8) Basis of determining the subscription price

The subscription price for Share Stapled Units in respect of any particular option granted shall be such price as the Trustee-Manager Board and the HKT Board shall determine, provided that such price shall not be less than the highest of (i) the closing price per Share Stapled Unit on the Main Board as stated in the Stock Exchange's daily quotation sheet on the date of offer of the option, which must be a business day; and (ii) the average of the closing prices of a Share Stapled Unit on the Main Board as stated in the Stock Exchange's daily quotation sheet for the five (5) business days immediately preceding the date of offer of the option; and (iii) the aggregate of the nominal values of the preference share and ordinary share components of a Share Stapled Unit.

# (9) The remaining life of the HKT 2011-2021 Option Scheme

Subject to the earlier termination by an ordinary resolution in general meeting of registered holders of Share Stapled Units or resolutions of the HKT Board, the HKT 2011-2021 Option Scheme shall be valid and effective for a period of ten (10) years commencing from the Adoption Date, after which period no further options will be offered or granted but the provisions of the HKT 2011-2021 Option Scheme shall remain in full force and effect in all other respects with respect to options granted during the life of the HKT 2011-2021 Option Scheme.

No Share Stapled Unit options have been granted under the HKT 2011-2021 Option Scheme since the Adoption Date and up to and including December 31, 2013.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES

(CONTINUED)

#### 2. HKT Trust and HKT Limited (continued)

# **B.** Share Stapled Units Award Schemes

On October 11, 2011, HKT conditionally adopted two award schemes pursuant to which awards of Share Stapled Units may be made, namely the HKT Share Stapled Units Purchase Scheme and the HKT Share Stapled Units Subscription Scheme (collectively the "HKT Share Stapled Units Award Schemes"). The HKT Share Stapled Units Award Schemes are on similar terms and were conditionally adopted by HKT and became effective upon listing of the Share Stapled Units as a potential means to incentivize and reward the eligible participants.

In the case of the HKT Share Stapled Units Purchase Scheme, the eligible participants include (a) any full-time or part-time employees of HKT and/or any of its subsidiaries; and (b) any director (including executive, non-executive and independent non-executive director) of HKT and/or any of its subsidiaries.

In the case of the HKT Share Stapled Units Subscription Scheme, the eligible participants are the same as the eligible participants in respect of the HKT Share Stapled Units Purchase Scheme, as referred to above, except that the directors of HKT or its subsidiaries and/or any other connected persons of HKT are not eligible participants. The reason why directors of HKT or any of its subsidiaries (or any other connected persons) are excluded from participation is to avoid the connected transactions that would otherwise arise on the allotment of new Share Stapled Units to the Trustee (as defined below) to be held in trust for such directors (or other connected persons).

The HKT Share Stapled Units Award Schemes are administered by the HKT Board and an independent trustee (the "Trustee"), as trustee appointed to hold the relevant Share Stapled Units until such time as the Share Stapled Units vest in the selected participants.

Subject to the rules of the HKT Share Stapled Units Award Schemes, each scheme provides that following the making of an award to an employee of HKT and its subsidiaries (collectively the "HKT Limited Group"), the relevant Share Stapled Units are held in trust for that employee and then shall vest over a period of time provided that the employee remains, at all times after the award date and on the relevant vesting date, an employee of the HKT Limited Group and satisfies any other conditions specified at the time the award is made, notwithstanding that the relevant committee of the HKT Board shall be at liberty to waive such condition.

During the year ended December 31, 2013, an aggregate of 2,387,498 Share Stapled Units were granted subject to certain vesting conditions pursuant to the HKT Share Stapled Units Purchase Scheme, including an award in respect of 330,374 Share Stapled Units made to Hui Hon Hing, Susanna, who is a director of the Company. Additionally, 37,578 Share Stapled Units have lapsed and/or been forfeited and 534,203 Share Stapled Units have vested during the year. As at December 31, 2013, 2,955,982 Share Stapled Units granted pursuant to the HKT Share Stapled Units Purchase Scheme remain unvested. No Share Stapled Units have been granted under the HKT Share Stapled Units Subscription Scheme since the date of its adoption and up to and including December 31, 2013. Please also refer to the details of the awards made to employees during the year ended December 31, 2013 which are set out in note 31(d)(ii) to the consolidated financial statements on pages 134 to 137.

# 3. Pacific Century Premium Developments Limited ("PCPD")

**Share Option Schemes** 

PCPD, an indirect non-wholly owned subsidiary of the Company, adopted a share option scheme on March 17, 2003 (the "2003 PCPD Scheme"), which was valid for 10 years after the date of adoption. In order to align the terms of the share option scheme of PCPD with those of the Company and in view of the limited number of shares capable of being issued under the 2003 PCPD Scheme relative to the then capital base of PCPD, the shareholders of PCPD approved the termination of the 2003 PCPD Scheme and the adoption of a new share option scheme (the "2005 PCPD Scheme") at PCPD's annual general meeting held on May 13, 2005. The 2005 PCPD Scheme became effective on May 23, 2005 following its approval by the shareholders of the Company. No further share options will be granted under the 2003 PCPD Scheme following its termination, but the provisions of such scheme will remain in full force and effect with respect to the options granted prior to its termination. The board of directors of PCPD may, at its discretion, grant share options to any eligible person to subscribe for shares of PCPD subject to the terms and conditions stipulated in the 2005 PCPD Scheme. Please also refer to note 31(c) to the consolidated financial statements for other details of the share option schemes of PCPD.

# SHARE OPTION SCHEMES AND SHARE AWARD SCHEMES OF THE COMPANY AND ITS SUBSIDIARIES (CONTINUED)

#### 3. Pacific Century Premium Developments Limited ("PCPD") (continued)

**Share Option Schemes** (continued)

Details of the share options outstanding under the 2003 PCPD Scheme and movements during the year ended December 31, 2013 are as follows:

#### 2003 PCPD Scheme

# (1) Outstanding options as at January 1, 2013 and as at December 31, 2013

| Name or category of participant               | Date<br>of grant<br>(Note) | Vesting<br>period<br>(Note) | Exercise<br>period<br>( <i>Note)</i> | Exercise<br>price<br>HK\$ | Number<br>Outstanding as at<br>01.01.2013 | of options Outstanding as at 12.31.2013 |
|---|----------------------------|-----------------------------|--------------------------------------|---------------------------|---|---|
| Director of PCPD's subsidiary<br>In aggregate | 12.20.2004                 | Fully vested on 12.20.2004  | 12.20.2004 to 12.19.2014             | 2.375                     | 5,000,000                                 | 5,000,000                               |

#### Note:

All dates are shown month/day/year.

As at December 31, 2013, the total number of shares of PCPD that might be issued upon exercise of all the share options granted and yet to be exercised under the 2003 PCPD Scheme was 5,000,000 shares, which represented approximately 1.26% of the issued share capital of PCPD as at that date.

# (2) Options granted during the year ended December 31, 2013

During the year under review, no share options were granted to any director or chief executive of the Company or other participants under the 2003 PCPD Scheme.

# (3) Options exercised during the year ended December 31, 2013

During the year under review, no share options were exercised by any director or chief executive of the Company.

# (4) Options cancelled or lapsed during the year ended December 31, 2013

During the year under review, no share options were cancelled or lapsed.

# 2005 PCPD Scheme

No share options have been granted under the 2005 PCPD Scheme since its adoption.

Save as disclosed above, at no time during the year under review was the Company or any of its subsidiaries, holding companies or fellow subsidiaries a party to any arrangement that may enable the directors of the Company to acquire benefits by means of the acquisition of shares or Share Stapled Units in, or debentures of, the Company or any other body corporate and none of the directors or chief executives of the Company or their spouses or children under 18 years of age had any right to subscribe for equity or debt securities of the Company or any of its associated corporations or had exercised any such right during the year under review.

# INTERESTS AND SHORT POSITIONS OF SUBSTANTIAL SHAREHOLDERS

As at December 31, 2013, the following persons (other than any directors or chief executives of the Company) were substantial shareholders of the Company (as defined in the Listing Rules) and had interests or short positions in the shares and underlying shares of the Company as recorded in the register required to be kept pursuant to Section 336 of the SFO:

| Name of shareholder   | Note(s) | Number of<br>shares/underlying<br>shares held | Approximate percentage of issued share capital |
|---|---------|---|--|
| Interests   |         |   |  |
| PCRD  |         | 1,548,211,301                                 | 21.29%   |
| PCGH  | 1       | 1,702,996,478                                 | 23.42%   |
| Star Ocean Ultimate Limited   | 2 and 3 | 1,702,996,478                                 | 23.42%   |
| The Ocean Trust   | 2       | 1,702,996,478                                 | 23.42%   |
| The Starlite Trust  | 2       | 1,702,996,478                                 | 23.42%   |
| OS Holdings Limited   | 2       | 1,702,996,478                                 | 23.42%   |
| Ocean Star Management Limited   | 2       | 1,702,996,478                                 | 23.42%   |
| The Ocean Unit Trust  | 2       | 1,702,996,478                                 | 23.42%   |
| The Starlite Unit Trust   | 2       | 1,702,996,478                                 | 23.42%   |
| Star Ocean Ultimate Holdings Limited                                    | 3       | 1,702,996,478                                 | 23.42%   |
| Fung Jenny Wai Ling   | 4       | 1,702,996,478                                 | 23.42%   |
| Huang Lester Garson   | 4       | 1,702,996,478                                 | 23.42%   |
| 中國聯合網絡通信集團有限公司  |         |   |  |
| (China United Network Communications Group Company Limited*) ("Unicom") | 5       | 1,343,571,766                                 | 18.48%   |

#### Notes:

- 1. These interests represented (i) PCGH's beneficial interests in 154,785,177 shares; and (ii) PCGH's interests (through itself and its controlled corporations, being its wholly-owned subsidiaries, Borsington Limited, Pacific Century International Limited, Pacific Century Group (Cayman Islands) Limited and Anglang Investments Limited, which together controlled 75.98% of the issued share capital of PCRD) in 1,548,211,301 shares held by PCRD.
- 2. On April 18, 2004, Li Tzar Kai, Richard transferred the entire issued share capital of PCGH to Ocean Star Management Limited as trustee of The Ocean Unit Trust and The Starlite Unit Trust. The entire issued share capital of Ocean Star Management Limited was held by OS Holdings Limited. The Ocean Trust and The Starlite Trust held all units of The Ocean Unit Trust and The Starlite Unit Trust respectively. Star Ocean Ultimate Limited was the discretionary trustee of The Ocean Trust and The Starlite Trust.
- 3. On November 4, 2013, Star Ocean Ultimate Limited became a controlled corporation of Star Ocean Ultimate Holdings Limited.
- 4. Fung Jenny Wai Ling and Huang Lester Garson were deemed to be interested in such shares under the SFO as each of them controlled the exercise of one-third or more of the voting power at general meetings of each of Ocean Star Investment Management Limited, OS Holdings Limited and Star Ocean Ultimate Holdings Limited
- 5. Unicom indirectly held these interests through China Unicom Group Corporation (BVI) Limited, a company wholly-owned by Unicom.

# INTERESTS AND SHORT POSITIONS OF OTHER PERSONS REQUIRED TO BE DISCLOSED UNDER THE SFO

As at December 31, 2013, the following person (not being a director or chief executive or substantial shareholder (as disclosed in the previous section headed "Interests and Short Positions of Substantial Shareholders") of the Company) had interests or short positions in the shares and underlying shares of the Company as recorded in the register required to be kept pursuant to Section 336 of the SFO:

| Name   |      | Number of shares/underlying shares held | Approximate percentage of issued share capital |
|--|------|---|--|
| Interests Ocean Star Investment Management Limited | Note | 1,702,996,478                           | 23.42%   |

#### Note:

Ocean Star Investment Management Limited was deemed interested under the SFO in the shares of the Company by virtue of it being the investment manager of The Ocean Unit Trust and The Starlite Unit Trust which together held 100% of PCGH (see the notes to the previous section headed "Interests and Short Positions of Substantial Shareholders").

Save as disclosed above in this section and the previous section headed "Interests and Short Positions of Substantial Shareholders", the Company has not been notified of any other persons (other than any directors or chief executives of the Company) who had an interest or a short position in the shares, underlying shares or debentures of the Company as recorded in the register required to be kept pursuant to Section 336 of the SFO as at December 31, 2013.

# **DIRECTORS' INTERESTS IN CONTRACTS OF SIGNIFICANCE**

No contract of significance in relation to the Group's business (as defined in the Listing Rules) to which the Company, its subsidiaries, its holding companies or any of its fellow subsidiaries was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

# **DIRECTORS' INTERESTS IN COMPETING BUSINESS**

During the year ended December 31, 2013, the interests of the directors of the Company in competing business required to be disclosed pursuant to Rule 8.10 of the Listing Rules were as follows:

| Name of Director     | Name of company  | Nature of business  | Nature of interests                                   |
|----------------------|--|---|---|
| Li Tzar Kai, Richard | Cheung Kong and its subsidiaries (the "Cheung Kong Group") | Property development and investment, hotel and serviced suite operation, property and project management and investment in securities                 | Deemed interests in Cheung Kong (Note 1)              |
|                      | HWL and its subsidiaries (the "Hutchison Group")           | Ports and related services;<br>property and hotels; retail;<br>infrastructure; energy;<br>telecommunications; and finance<br>& investments and others | Certain personal and deemed interests in HWL (Note 2) |

# **DIRECTORS' INTERESTS IN COMPETING BUSINESS (CONTINUED)**

| Name of Director | Name of company  | Nature of business  | Nature of interests   |
|------------------|--|---|---|
| Lu Yimin         | Unicom and its subsidiaries  | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Vice Chairman and President of Unicom                             |
|                  | China United Network<br>Communications Limited<br>("Unicom A-Share") and its<br>subsidiaries | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Director and President of<br>Unicom A-Share                       |
|                  | China Unicom (Hong Kong)<br>Limited ("Unicom HK") and its<br>subsidiaries                    | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Executive Director and President of Unicom HK                     |
| Li Fushen        | Unicom and its subsidiaries  | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Director, Vice President and<br>Chief Accountant of Unicom        |
|                  | Unicom A-Share and its<br>Subsidiaries   | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Director of Unicom A-Share  |
|                  | Unicom HK and its subsidiaries   | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Executive Director and<br>Chief Financial Officer of<br>Unicom HK |
| Li Gang          | Unicom and its subsidiaries  | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Vice President of Unicom  |
|                  | Unicom HK and its subsidiaries   | Provision of wireless, fixed-line,<br>broadband, data and related<br>value-added services | Senior Vice President of<br>Unicom HK                             |

In addition, Li Tzar Kai, Richard is a director of certain private companies (the "Private Companies"), which are engaged in property development and investment in Hong Kong and Japan. Lee Chi Hong, Robert was a director of certain Private Companies during the year ended December 31, 2013, and has resigned from his directorships during the year.

Further, Li Tzar Kai, Richard is a director and Chairman of PCRD. PCRD is an investment holding company with interests in telecommunications and media (through the Company), financial services, property and infrastructure investment and development in the Asia Pacific region.

The business interests of the Private Companies in Hong Kong are not significant when compared with the business of the Group and it is unlikely that such business interests will compete with the business of the Group. The business interests in Japan and the Asia Pacific region are also unlikely to compete with the existing business of the Group.

Li Tzar Kai, Richard has a controlling interest in some of the Private Companies. Further, he is or may be regarded as interested in PCRD and PCGH due to the interests as disclosed in the section headed "Directors' and Chief Executives' Interests and Short Positions in Shares, Share Stapled Units, Underlying Shares, Underlying Share Stapled Units and Debentures of the Company and its Associated Corporations" of this report.

# **DIRECTORS' INTERESTS IN COMPETING BUSINESS** (CONTINUED)

As PCRD and the Private Companies are involved in the development and/or investment of properties of different types and/or in different locations, the Group has been operating independently of, and at arm's length from, the businesses of those companies.

Furthermore, the Group holds minority equity interests in a number of Internet-related companies in which the Group is entitled to appoint, and has appointed, one or more directors to the respective boards of these companies to represent the interests of the Group. Some or all of these companies may compete directly or indirectly, with certain aspects of the Group's business.

Other than as disclosed above, none of the directors is interested in any business, apart from the Group's businesses, which competes or is likely to compete, either directly or indirectly, with the Group's businesses.

#### Notes:

- 1. Certain businesses of the Cheung Kong Group may compete with certain aspects of the business of the Group. Li Tzar Kai, Richard is one of the discretionary beneficiaries of certain discretionary trusts which hold units in unit trusts which in turn are interested in certain shares of Cheung Kong.
- 2. Li Tzar Kai, Richard was a director of HWL and certain of its subsidiaries until August 16, 2000, the day before the acquisition of Cable & Wireless HKT Limited (now known as PCCW-HKT Limited) became effective. Certain businesses of the Hutchison Group compete with certain aspects of the business of the Group. Li Tzar Kai, Richard has a personal interest in 110,000 shares in HWL, and is one of the discretionary beneficiaries of certain discretionary trusts which hold units in unit trusts which in turn are interested in certain shares of HWL.

# **CHARITABLE DONATIONS**

During the year, the Group made charitable donations of approximately HK\$0.03 million (2012: HK\$0.02 million).

# POST BALANCE SHEET EVENTS

Details of the significant post balance sheet events are set out in note 43 to the consolidated financial statements.

# PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES

During the year ended December 31, 2013, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the listed securities of the Company.

# **CONTINUING CONNECTED TRANSACTIONS**

During the year ended December 31, 2013, the Group has entered into certain transactions which constituted continuing connected transactions (as defined in the Listing Rules) of the Company and details of these transactions are set out below in accordance with the Listing Rules:

# 1. China United Network Communications Group Company Limited ("Unicom") and its subsidiaries and associates (collectively the "Unicom Group")

A wholly-owned subsidiary of Unicom is a substantial shareholder and connected person (as defined in the Listing Rules) of the Company. In addition, Unicom's indirect subsidiary is a substantial shareholder of 聯通黃頁信息有限公司 (Unicom Yellow Pages Information Co., Ltd.), an indirect subsidiary of the Company. Accordingly, members of the Unicom Group are connected persons of the Company and transactions between the Group and the Unicom Group constitute connected transactions for the Company under the Listing Rules.

The Group has, from time to time, entered into transactions with the Unicom Group relating to (i) the acquisition and provision of certain information technology services and products (the "Unicom Transactions"); and (ii) the lease and facility and management services as referred to in the Company's announcement dated January 4, 2008 (the "Lease and Facility and Management Services", together with the Unicom Transactions collectively referred to as the "CU Transactions"). These transactions constituted continuing connected transactions of the Company under the Listing Rules.

It is considered that the entering into of the Unicom Transactions with the Unicom Group is consistent with the commercial objectives of the Group and falls within the core business of the Group. It is anticipated that the entering into of the Unicom Transactions with the Unicom Group will further strengthen the Group's position as a provider of the information technology services in the People's Republic of China (the "PRC").

# **CONTINUING CONNECTED TRANSACTIONS** (CONTINUED)

1. China United Network Communications Group Company Limited ("Unicom") and its subsidiaries and associates (collectively the "Unicom Group") (continued)

It is considered that the entering into of the Lease and Facility and Management Services with the Unicom Group will complement and ensure stable, uninterrupted and reliable services to be provided by the Group and will allow the Group to achieve its commercial objectives and enhance the core business of the Group, which may enhance the business and performance of the Group.

As stated in the Company's announcement dated January 17, 2012, the Company set the annual caps for each of the following categories of the Unicom Transactions for the three financial years ending December 31, 2014 based on the nature of transactions from time to time entered into with the Unicom Group:

- (1) Provision of data services by the Group to the Unicom Group;
- (2) Provision of data services by the Unicom Group to the Group; and
- (3) Provision of systems integration services by the Group to the Unicom Group.

The consideration for each of the above categories of the Unicom Transactions is or will be a fixed sum set out in the relevant agreements between the relevant parties, settled in accordance with the terms set out therein and determined by arm's length negotiations between the relevant parties with reference to (i) the estimated costs of the provision of the relevant services to and/or from the Unicom Group; and (ii) if applicable, the estimated costs of the relevant hardware equipment and the resources to be incurred by the Group for installing the same. In general, the duration or term of each Unicom Transaction will not exceed three years, other than those capacity purchase and sale contracts relating to the grant of indefeasible rights to use bandwidth capacity within the economic life of the bandwidth capacity (the "IRU Contracts") available on both groups' networks to and/or from the Unicom Group.

The Group may from time to time enter into the IRU Contracts which are categorized under data services (as mentioned above) and are part of the normal commercial activities of the Group. Investec Capital Asia Limited, which was appointed as the Company's independent financial adviser in accordance with the Listing Rules to advise on the duration of the IRU Contracts, was of the opinion that it was (i) essential to safeguard the interests of the Company and its shareholders; and (ii) a normal business practice to enter into the IRU Contracts with duration exceeding three years and for up to 15 years.

During the year 2013, PCCW Global Limited, a subsidiary of HKT and the Company, entered into capacity purchase and sale contracts with China Unicom (Hong Kong) Operations Limited, a subsidiary of the Unicom Group, relating to the grant of rights to use bandwidth capacity available on both groups' networks to and/or from the Unicom Group for an initial fixed period of three years and six months with automatic renewal on yearly basis until the expiry of a term of ten years (the "2013 IRU Contracts"). The 2013 IRU Contracts are categorized as data services (as mentioned above) and are part of the normal commercial activities of the Group. As disclosed in the Company's announcement dated November 30, 2012, a waiver from strict compliance with Rule 14A.35(1) of the Listing Rules in relation to the execution of IRU Contracts with the Unicom Group with a duration exceeding three years was granted by the Stock Exchange to the Company. Such waiver applies until December 31, 2014.

# **CONTINUING CONNECTED TRANSACTIONS** (CONTINUED)

1. China United Network Communications Group Company Limited ("Unicom") and its subsidiaries and associates (collectively the "Unicom Group") (continued)

The approximate aggregate value and the annual caps of each category of the Unicom Transactions are set out below:

|  | Approximate aggregate value for the financial year ended December 31, 2013 | Annual cap<br>for the Unicom Group<br>for the financial<br>year ended<br>December 31, 2013 |
|--|--|--|
| Category   | HK\$'000   | HK\$'000   |
| (1) Provision of data services by the Group to the Unicom Group                | 159,376  | 450,000  |
| (2) Provision of data services by the Unicom Group to the Group                | 137,626  | 600,000  |
| (3) Provision of systems integration services by the Group to the Unicom Group | 164,928  | 450,000  |

Regarding the Lease and Facility and Management Services, 電訊盈科信息技術(廣州)有限公司 (PCCW Solutions (Guangzhou) Limited) ("PCCW GZ"), an indirect wholly-owned subsidiary of the Company, entered into a lease and facility and management services agreement (the "Agreement") with 中國網絡通信集團公司廣東省分公司 (China Network Communications Group Corporation Guangdong Branch) ("CNC GD"), the Guangdong branch of China Network Communications Group Corporation ("CNC") in January 2008 with duration exceeding three years. Pursuant to the Agreement, CNC GD leases to PCCW GZ an area for use as a service centre and provides PCCW GZ with facility and management services in respect of certain area in CNC Science Town Telecommunications Hub Building situated in the Guangzhou Science Town, Guangdong Province, the PRC. As disclosed in the Company's announcement dated January 4, 2008, Access Capital Limited (now known as Investec Capital Asia Limited), an independent financial adviser, which was appointed by the Company in accordance with the Listing Rules, was of the view that the transactions under the Agreement may enhance and safeguard the business and performance of the Group, and the interests of the Company and its shareholders as a whole, and given the nature of the lease and the services to be provided by CNC GD under the Agreement and any supplemental agreement when it is entered into, it is normal business practice for the Agreement and the supplemental agreement in relation to the optional extended areas (if and when it is entered into when the area extension option is exercised by PCCW GZ pursuant to the Agreement), if any, to have a duration of 15 years, with an option to renew for another five years. The approximate service fees charged by CNC GD for the year ended December 31, 2013 was HK\$18,064,949 which did not exceed the annual cap for the sixth year of the 15-year term of HK\$33,672,000.

# 2. Annual Review of Continuing Connected Transactions

The Company's external auditor was engaged to report on the CU Transactions entered into by the Group for the year ended December 31, 2013 in accordance with Hong Kong Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants. The external auditor has issued their unqualified letter containing their findings and conclusions in respect of the CU Transactions in accordance with Rule 14A.38 of the Listing Rules.

The Board, including the independent non-executive directors of the Company, has reviewed and confirmed that the CU Transactions for the year ended December 31, 2013 were entered into:

- (i) in the ordinary and usual course of business of the Group;
- (ii) either on normal commercial terms or on terms no less favourable to the Group than terms available to or from independent third parties; and
- (iii) in accordance with the relevant agreements governing them on terms that are fair and reasonable and in the interests of the shareholders of the Company as a whole.

# **RELATED PARTY TRANSACTIONS**

Details of the related party transactions undertaken in normal course of business are set out in note 4 to the consolidated financial statements. In relation to those related party transactions that constituted connected transactions under the Listing Rules, they have complied with applicable requirements in accordance with the Listing Rules.

# **PUBLIC FLOAT**

As at the date of this report, the Company has maintained the prescribed public float under the Listing Rules, based on the information that is publicly available to the Company and within the knowledge of the Company's directors.

# **AUDITOR**

The financial statements for the financial year ended December 31, 2013 have been audited by PricewaterhouseCoopers who will retire and, being eligible, offer themselves for re-appointment at the forthcoming annual general meeting of the Company. A resolution for the re-appointment of PricewaterhouseCoopers as auditor of the Company is to be proposed at the forthcoming annual general meeting.

On behalf of the Board

# Philana WY Poon

Group Company Secretary
Hong Kong, February 27, 2014

# INDEPENDENT AUDITOR'S REPORT



羅兵咸永道

#### TO THE SHAREHOLDERS OF PCCW LIMITED

(Incorporated in Hong Kong with limited liability)

We have audited the consolidated financial statements of PCCW Limited (the "Company") and its subsidiaries (together the "Group") set out on pages 55 to 173, which comprise the consolidated and company balance sheets as at December 31, 2013, and the consolidated income statement, the consolidated statement of comprehensive income, the consolidated and company statements of changes in equity and the consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

# Directors' responsibility for the consolidated financial statements

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants, and the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

# Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit and to report our opinion solely to you, as a body, in accordance with section 141 of the Hong Kong Companies Ordinance and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Company and of the Group as at December 31, 2013 and of the Group's profit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the Hong Kong Companies Ordinance.

# **PricewaterhouseCoopers**

Certified Public Accountants

Hong Kong, February 27, 2014

PricewaterhouseCoopers, 22/F, Prince's Building, Central, Hong Kong

# CONSOLIDATED INCOME STATEMENT For the year ended December 31, 2013

| In HK\$ million (except for earnings per share) | Note(s) | 2012<br>(Restated) | 2013               |
|---|---------|--------------------|--------------------|
| Turnover Cost of sales                          | 5 & 6   | 25,318<br>(11,816) | 27,317<br>(13,111) |
| General and administrative expenses             | 2(b)    | (10,150)           | (10,735)           |
| Other gains, net                                | 7       | 371                | 685                |
| Interest income                                 |         | 62                 | 80                 |
| Finance costs                                   | 9       | (966)              | (1,111)            |
| Share of results of associates                  |         | 31                 | 57                 |
| Share of results of joint ventures              |         | (53)               | 83                 |
| Profit before income tax                        | 6 & 8   | 2,797              | 3,265              |
| Income tax                                      | 11      | (232)              | (210)              |
| Profit for the year                             |         | 2,565              | 3,055              |
| Attributable to:                                |         |                    |                    |
| Equity holders of the Company                   |         | 1,661              | 1,885              |
| Non-controlling interests                       |         | 904                | 1,170              |
| Profit for the year                             |         | 2,565              | 3,055              |
| Earnings per share                              | 14      |                    |                    |
| Basic   |         | 22.87 cents        | 25.98 cents        |
| Diluted   |         | 22.87 cents        | 25.95 cents        |

The notes on pages 62 to 173 form part of these consolidated financial statements. Details of dividend payable to equity holders of the Company attributable to the profit for the year are set out in note 13.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME For the year ended December 31, 2013

| In HK\$ million   | Note | 2012<br>(Restated) | 2013           |
|---|------|--------------------|----------------|
| Profit for the year Other comprehensive (loss)/income   |      | 2,565              | 3,055          |
| Items that will not be reclassified subsequently to income statement: Remeasurements of defined benefit obligations Share of other comprehensive loss of an associate | 2(b) | (44)<br>-          | 85<br>(1)      |
|   |      | (44)               | 84             |
| Items that may be reclassified subsequently to income statement:  |      |                    |                |
| Translation exchange differences:  – exchange differences on translating foreign operations  Available-for-sale financial assets:                                     |      | 129                | (300)          |
| - changes in fair value  - transfer to income statement on impairment   |      | (12)               | 192<br>1       |
| Cash flow hedges:  – effective portion of changes in fair value   |      | (107)              | 30             |
| - transfer from equity to income statement  |      | 29                 | (45)           |
|   |      | 39                 | (122)          |
| Other comprehensive loss for the year   |      | (5)                | (38)           |
| Total comprehensive income for the year   |      | 2,560              | 3,017          |
| Attributable to:  |      |                    |                |
| Equity holders of the Company Non-controlling interests   |      | 1,646<br>914       | 1,871<br>1,146 |
| Total comprehensive income for the year   |      | 2,560              | 3,017          |

The notes on pages 62 to 173 form part of these consolidated financial statements.

# CONSOLIDATED AND COMPANY STATEMENTS OF CHANGES IN EQUITY For the year ended December 31, 2013

| In HK\$ million   |                    | The Group<br>2012                             |                           |                |              |  |
|---|--------------------|---|---------------------------|----------------|--------------|--|
|   | Note(s)            | Attributable to equity holders of the Company | Non-controlling interests | Total equity   | Total equity |  |
| At January 1, 2012, as previously reported  |                    | 6,104   | 1,476                     | 7,580          | 28,179       |  |
| Effect of change in accounting policy  – Adoption of HKAS 19 (2011)   | 2(b)               | (133)   | -                         | (133)          | -            |  |
| At January 1, 2012, as restated   |                    | 5,971   | 1,476                     | 7,447          | 28,179       |  |
| Total comprehensive income for the year   |                    |   |                           |                |              |  |
| Profit for the year, as restated  |                    | 1,661   | 904                       | 2,565          | 1,458        |  |
| Other comprehensive income/(loss)  Item that will not be reclassified subsequently to income statement:   | 20.                |   |                           |                |              |  |
| Remeasurements of defined benefit obligations Items that may be reclassified subsequently to income statement: Exchange differences on translating foreign                              | 2(b)               | (44)  | -                         | (44)           | -            |  |
| operations  |                    | 109   | 20                        | 129            | -            |  |
| Available-for-sale financial assets:  — changes in fair value   |                    | (15)  | 3                         | (12)           | -            |  |
| Cash flow hedges:  – effective portion of changes in fair value  – transfer from equity to income statement   |                    | (87)<br>22                                    | (20)<br>7                 | (107)<br>29    | (53)<br>4    |  |
| Other comprehensive (loss)/income, as restated  |                    | (15)  | 10                        | (5)            | (49)         |  |
| Total comprehensive income for the year, as restated  |                    | 1,646   | 914                       | 2,560          | 1,409        |  |
| Transactions with equity holders  |                    |   |                           |                |              |  |
| Purchases of shares of PCCW Limited ("PCCW Shares") under share award schemes Purchases of share stapled units of HKT Trust and HKT Limited ("Share Stapled Units") under Share Stapled |                    | (26)  | -                         | (26)           | -            |  |
| Units award schemes   |                    | (5)   | (2)                       | (7)            | -            |  |
| Employee share-based compensation   | 10.0.00            | 16  | 1                         | 17             | - (771)      |  |
| Dividend paid in respect of previous year  Dividend declared and paid in respect of the current year  Dividend declared and paid to non-controlling                                     | 13 & 32<br>13 & 32 | (//1)<br>(401)                                | -<br>-                    | (771)<br>(401) | (401)        |  |
| shareholders of subsidiaries Gain arising from distributions in specie of   |                    | -   | (595)                     | (595)          | -            |  |
| Share Stapled Units   |                    | 1,625   | (182)                     | 1,443          | -            |  |
| Total contributions by and distributions to equity holders  |                    | 438   | (778)                     | (340)          | (1,172)      |  |
| Increase in interests in subsidiaries   | 42                 | 745   | (2,304)                   | (1,559)        | -            |  |
| Contribution from non-controlling interests of<br>a subsidiary  |                    | -   | 30                        | 30             | -            |  |
| Total changes in ownership interests in subsidiaries that do not result in a loss of control  |                    | 745   | (2,274)                   | (1,529)        | _            |  |
| Total transactions with equity holders  |                    | 1,183   | (3,052)                   | (1,869)        | (1,172)      |  |
| At December 31, 2012, as restated   | 2(b)               | 8,800   | (662)                     | 8,138          | 28,416       |  |

| In HK\$ million  |                    | Attributable to                  | The Group 2013            | The Company 2013 |                |
|--|--------------------|----------------------------------|---------------------------|------------------|----------------|
|  | Note(s)            | equity holders<br>of the Company | Non-controlling interests | Total equity     | Total equity   |
| At January 1, 2013, as previously reported   |                    | 8,979                            | (662)                     | 8,317            | 28,416         |
| Effect of change in accounting policy  – Adoption of HKAS 19 (2011)  | 2(b)               | (179)                            | -                         | (179)            | -              |
| At January 1, 2013, as restated  |                    | 8,800                            | (662)                     | 8,138            | 28,416         |
| Total comprehensive income/(loss) for the year   |                    |                                  |                           |                  |                |
| Profit/(loss) for the year   |                    | 1,885                            | 1,170                     | 3,055            | (160)          |
| Other comprehensive income/(loss) Items that will not be reclassified subsequently to income statement: Remeasurements of defined benefit obligations Share of other comprehensive loss of an associate Items that may be reclassified subsequently to income statement:   | 2(b)               | 85                               | -                         | 85               | -              |
|  |                    | (1)                              | -                         | (1)              | -              |
| Exchange differences on translating foreign operations   |                    | (267)                            | (33)                      | (300)            | -              |
| Available-for-sale financial assets:  – changes in fair value  – transfer to income statement on impairment Cash flow hedges:  – effective portion of changes in fair value  – transfer from equity to income statement  |                    | 160<br>1                         | 32                        | 192<br>1         | -<br>-         |
|  |                    | 33<br>(25)                       | (3)<br>(20)               | 30<br>(45)       | 40<br>(4)      |
| Other comprehensive (loss)/income  |                    | (14)                             | (24)                      | (38)             | 36             |
| Total comprehensive income/(loss) for the year   |                    | 1,871                            | 1,146                     | 3,017            | (124)          |
| Transactions with equity holders Purchases of PCCW Shares under share award schemes Purchases of Share Stapled Units under Share Stapled   |                    | (42)                             | -                         | (42)             | -              |
| Units award schemes Employee share-based compensation Vesting of PCCW Shares under share award schemes and Share Stapled Units under Share Stapled Units award schemes Dividend paid in respect of previous year Dividend declared and paid in respect of the current year |                    | (35)<br>41                       | (17)<br>4                 | (52)<br>45       | -<br>-         |
|  | 13 & 32<br>13 & 32 | (1)<br>(985)<br>(462)            | 1<br>-<br>-               | (985)<br>(462)   | (985)<br>(462) |
| Dividend declared and paid to non-controlling<br>shareholders of subsidiaries<br>Dividend declared and payable to non-controlling  |                    | _                                | (1,011)                   | (1,011)          | -              |
| shareholders of a subsidiary   |                    | -                                | (37)                      | (37)             | -              |
| Total contributions by and distributions to equity holders   |                    | (1,484)                          | (1,060)                   | (2,544)          | (1,447)        |
| Effects of consolidation of a former associate   | 3x                 | _                                | 22                        | 22               | _              |
| Total changes in ownership interests in subsidiaries that do not result in a loss of control   |                    | -                                | 22                        | 22               | -              |
| Total transactions with equity holders   |                    | (1,484)                          | (1,038)                   | (2,522)          | (1,447)        |
| At December 31, 2013   |                    | 9,187                            | (554)                     | 8,633            | 26,845         |

The notes on pages 62 to 173 form part of these consolidated financial statements.

# CONSOLIDATED AND COMPANY BALANCE SHEETS As at December 31, 2013

| In HK\$ million   |         | The Group As at January 1, As at December 31, |                    | emher 31     | The Company As at December 31, |        |  |
|---|---------|---|--------------------|--------------|--------------------------------|--------|--|
|   | Note(s) | 2012 (Restated)                               | 2012<br>(Restated) | 2013         | 2012                           | 2013   |  |
| ASSETS AND LIABILITIES  |         |   |                    |              |                                |        |  |
| Non-current assets  |         |   |                    |              |                                |        |  |
| Property, plant and equipment                                     | 15      | 15,477  | 15,534             | 15,693       | -                              | -      |  |
| Investment properties   | 16      | 5,384   | 5,804              | 8,436        | -                              | -      |  |
| Interests in leasehold land                                       | 17      | 530   | 512                | 496          | -                              | -      |  |
| Properties held for/under development                             | 18      | 1,105   | 1,146              | 1,024        | _                              | -      |  |
| Goodwill  | 19      | 3,170   | 3,371              | 3,469        | -                              | -      |  |
| Intangible assets   | 20      | 2,812   | 3,385              | 3,574        | 10.000                         | 10.000 |  |
| Interests in subsidiaries   | 21      | 400   | -                  | -            | 12,089                         | 12,089 |  |
| Interests in associates   | 22      | 402   | 591                | 661          | -                              | -      |  |
| Interests in joint ventures                                       | 23      | 515<br>2                                      | 539<br>1           | 582<br>1     | _                              | _      |  |
| Held-to-maturity investments  Available-for-sale financial assets | 24      | 575   | 685                | 706          | -                              | _      |  |
| Derivative financial instruments                                  | 28      | 275   | 253                | 67           | _                              | _      |  |
| Deferred income tax assets  | 33(a)   | 148   | 703                | 1,078        | _                              | _      |  |
| Other non-current assets  | 33(a)   | 514   | 546                | 571          | _                              | _      |  |
| Other Horr-current assets   |         |   | J <del>1</del> 0   |              |                                | _      |  |
|   |         | 30,909  | 33,070             | 36,358       | 12,089                         | 12,089 |  |
| Current assets  |         |   |                    |              |                                |        |  |
| Properties for sale   | 18      | 455   | 214                | -            | -                              | -      |  |
| Amounts due from subsidiaries                                     | 21(b)   | -   | -                  | -            | 17,756                         | 16,749 |  |
| Sales proceeds held in stakeholders' accounts                     | 25(a)   | 632   | 678                | 541          | -                              | _      |  |
| Restricted cash   | 25(b)   | 735   | 1,319              | 1,032        | -                              | -      |  |
| Prepayments, deposits and other current assets                    | 25(c)   | 3,497   | 4,775              | 5,396        | 32                             | 8      |  |
| Inventories   | 25(d)   | 1,166   | 1,084              | 1,199        | -                              | -      |  |
| Amounts due from related companies                                | 4(c)    | _   | 93                 | 89           | _                              | _      |  |
| Derivative financial instruments                                  | 28      | 2.004   | 4 0 4 1            | 2.501        | _                              | _      |  |
| Trade receivables, net Tax recoverable                            | 25(e)   | 3,084<br>7                                    | 4,041<br>13        | 3,501<br>302 | _                              | _      |  |
|   |         | /   |                    | 10           | _                              | _      |  |
| Short-term deposits Cash and cash equivalents                     | 35(c)   | 5,365   | 4,553              | 5,509        | 888                            | 1,900  |  |
|   |         | 14,941  | 16,774             | 17,579       | 18,676                         | 18,657 |  |
| Current liabilities   |         |   |                    |              |                                |        |  |
| Short-term borrowings   | 25(f)   | (40)  | (8,540)            | (1)          | _                              | _      |  |
| Trade payables  | 25(g)   | (1,777)                                       | (2,380)            | (2,118)      | _                              | _      |  |
| Accruals and other payables                                       | 20(6)   | (4,134)                                       | (4,129)            | (4,420)      | (11)                           | (10)   |  |
| Amount payable to the Government under                            |         | ( ., = = . ,                                  | ( ,,=== ,          | (1,127       | (==,                           | (==,   |  |
| the Cyberport Project Agreement                                   | 27      | (603)   | (959)              | (521)        | _                              | _      |  |
| Carrier licence fee liabilities                                   | 34      | (187)   | (196)              | (205)        | _                              | _      |  |
| Amounts due to related companies                                  | 4(c)    | (27)  | (136)              | (126)        | -                              | _      |  |
| Advances from customers   |         | (1,750)                                       | (1,903)            | (1,929)      | _                              | _      |  |
| Current income tax liabilities                                    |         | (786)   | (1,169)            | (1,338)      | _                              | _      |  |
| Dividend payable  |         | (1,443)                                       | _                  | -            | -                              | _      |  |
|   |         | (10,747)                                      | (19,412)           | (10,658)     | (11)                           | (10)   |  |
| Net current assets/(liabilities)                                  |         | 4,194   | (2,638)            | 6,921        | 18,665                         | 18,647 |  |
| Total assets less current liabilities                             |         | 35,103  | 30,432             | 43,279       | 30,754                         | 30,736 |  |
|   |         |   |                    |              |                                |        |  |

# CONSOLIDATED AND COMPANY BALANCE SHEETS (CONTINUED)

As at December 31, 2013

| In HK\$ million                          |              | The Group As at January 1, As at December 31, |                    |          | As at Dece | The Company As at December 31, |  |
|--|--------------|---|--------------------|----------|------------|--------------------------------|--|
|  | Note(s)      | 2012<br>(Restated)                            | 2012<br>(Restated) | 2013     | 2012       | 2013                           |  |
| Non-current liabilities                  |              |   |                    |          |            |                                |  |
| Long-term borrowings                     | 26           | (23,470)                                      | (17,926)           | (29,074) | _          | (1,575)                        |  |
| Amount due to a subsidiary               | 21(c)        | -   | _                  | _        | (2,282)    | (2,010)                        |  |
| Derivative financial instruments         | 28           | _   | (56)               | (711)    | (56)       | (306)                          |  |
| Deferred income tax liabilities          | 33(a)        | (2,222)                                       | (2,321)            | (2,658)  | -          | -                              |  |
| Deferred income                          |              | (893)   | (989)              | (951)    | -          | -                              |  |
| Defined benefit liability                | 2(b) & 30(a) | (136)   | (182)              | (98)     | -          | -                              |  |
| Carrier licence fee liabilities          | 34           | (815)   | (719)              | (605)    | -          | -                              |  |
| Other long-term liabilities              |              | (120)   | (101)              | (549)    | -          | -                              |  |
|  |              | (27,656)                                      | (22,294)           | (34,646) | (2,338)    | (3,891)                        |  |
| Net assets                               |              | 7,447   | 8,138              | 8,633    | 28,416     | 26,845                         |  |
| CAPITAL AND RESERVES                     |              |   |                    |          |            |                                |  |
| Share capital                            | 29           | 1,818   | 1,818              | 1,818    | 1.818      | 1,818                          |  |
| Reserves                                 | 32           | 4,153   | 6,982              | 7,369    | 26,598     | 25,027                         |  |
| Equity attributable to equity holders of |              |   |                    |          |            |                                |  |
| the Company                              |              | 5,971   | 8,800              | 9,187    | 28,416     | 26,845                         |  |
| Non-controlling interests                |              | 1,476   | (662)              | (554)    | _          | _                              |  |
| Total equity                             |              | 7,447   | 8,138              | 8,633    | 28,416     | 26,845                         |  |

Approved and authorized for issue by the Board of Directors on February 27, 2014 and signed on behalf of the Board by

Chan Ching Cheong, George
Director

Hui Hon Hing, Susanna Director

# CONSOLIDATED STATEMENT OF CASH FLOWS For the year ended December 31, 2013

| In HK\$ million   | Note  | 2012        | 2013     |
|---|-------|-------------|----------|
| NET CASH GENERATED FROM OPERATING ACTIVITIES  | 35(a) | 6,168       | 7,312    |
| INVESTING ACTIVITIES  |       |             |          |
| Proceeds from disposals of property, plant and equipment                                  |       | 9           | 21       |
| Purchases of property, plant and equipment  |       | (2,236)     | (2,554)  |
| Purchases of leasehold land   |       | - (10)      | (8)      |
| Payment for investment properties   |       | (19)        | (1,434)  |
| Purchases of intangible assets  |       | (2,524)     | (2,512)  |
| Net outflow of cash and cash equivalents in respect of additions                          | 25/5) | (000)       | (40)     |
| upon business combinations  | 35(b) | (220)       | (49)     |
| Settlement of obligation assumed upon business combinations                               | 35(b) | (121)       | _        |
| Net inflow of cash and cash equivalents in respect of consolidation of a former associate | 3x    |             | 7        |
|   | SΧ    | (20)        | /        |
| Capital contribution to associates Capital contribution to a joint venture                |       | (29)<br>(4) | _        |
| Loan to an associate  |       | (139)       | (52)     |
| Loan to a joint venture   |       | (71)        | (140)    |
| Repayment of loan from an associate   |       | (/1)        | 25       |
| Proceeds from return on investment of a joint venture                                     |       | _           | 231      |
| Purchases of available-for-sale financial assets  |       | (129)       | (37)     |
| Proceeds from return of investments of available-for-sale financial assets                |       | 10          | 181      |
| Proceeds from repayment of held-to-maturity investments                                   |       | 10          | 101      |
| Proceeds from disposal of financial assets at fair value through profit or loss           |       | _           | 1        |
| Dividends received from associates  |       | 12          | 13       |
| Consideration paid to acquire non-controlling interests of subsidiaries                   | 42    | (1,559)     | -        |
| Increase in short-term deposits with maturity more than three months                      |       | (1,003)     | (10)     |
|   |       | (7.010)     |          |
| NET CASH USED IN INVESTING ACTIVITIES   |       | (7,019)     | (6,317)  |
| FINANCING ACTIVITIES  |       | (1.55)      |          |
| Listing expenses paid   |       | (167)       | _        |
| Finance fees paid for new borrowings raised   |       | (111)       | -        |
| New borrowings raised, net  |       | 6,747       | 18,995   |
| Interest paid   |       | (840)       | (904)    |
| Repayments of borrowings  |       | (3,884)     | (15,687) |
| Dividends paid to shareholders of the Company   |       | (1,172)     | (1,442)  |
| Dividends paid to non-controlling shareholders of subsidiaries                            |       | (595)       | (1,011)  |
| Decrease in restricted cash   |       | 32          | _        |
| Contribution from non-controlling interests of a subsidiary                               |       | 30          | - 11     |
| Shareholders' loans raised from non-controlling shareholders of a subsidiary              |       |             | 11       |
| NET CASH GENERATED FROM/(USED IN) FINANCING ACTIVITIES                                    |       | 40          | (38)     |
| NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS                                      |       | (811)       | 957      |
| Exchange differences  |       | (1)         | (1)      |
| CASH AND CASH EQUIVALENTS   |       |             |          |
| Beginning of year   |       | 5,365       | 4,553    |
|   | 25(2) |             |          |
| End of year   | 35(c) | 4,553       | 5,509    |

The notes on pages 62 to 173 form part of these consolidated financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# 1 GENERAL INFORMATION

PCCW Limited (the "Company") was incorporated in the Hong Kong Special Administrative Region ("Hong Kong") and its securities have been listed on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") since October 18, 1994. The address of its registered office is 41st Floor, PCCW Tower, TaiKoo Place, 979 King's Road, Quarry Bay, Hong Kong. The principal activities of the Company and its subsidiaries (together the "Group") are the provision of local, mobile and international telecommunications services, Internet access services, interactive multimedia and pay-TV services, the sale and rental of telecommunications equipment, and the provision of computer, engineering and other technical services primarily in Hong Kong, and also in mainland China and elsewhere in the Asia Pacific region; investments in, and development of, systems integration, network engineering, and technology-related businesses; and investments in, and development of, infrastructure and properties in Hong Kong, mainland China and elsewhere in the Asia Pacific region.

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES

# a. Statement of compliance

These consolidated financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs"), which is a collective term for all individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations ("Ints") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the requirements of the Hong Kong Companies Ordinance. A summary of the principal accounting policies adopted by the Group is set out below.

# b. Basis of preparation of the financial statements

The HKICPA has issued certain new and revised HKFRSs that are first effective or available for early adoption for the current accounting period of the Group. The Group has adopted the new and revised HKFRSs below, which are relevant to its operations, in the preparation of the financial statements.

- HKAS 19 (2011), 'Employee Benefits'. HKAS 19 (2011) amends the accounting for employment benefits. The Group has adopted this standard retrospectively in accordance with the transition provisions of the standard and the effect of adoption is summarized as below:
  - The standard requires past service cost to be recognized immediately in the income statement. This did not result in any adjustment to the Group's results and financial position.
  - The standard replaces the interest cost on the defined benefit obligation and the expected return on plan assets with a net interest cost based on the net defined benefit liability and the discount rate, measured at the beginning of the year. There is no change to the computation of the discount rate; this continues to reflect the yield on long-term government bonds. The adoption of this change resulted in an adjustment of HK\$2 million and HK\$1 million being recognized as staff costs under general and administrative expenses in the consolidated income statement for the years ended December 31, 2012 and 2013, respectively. Please refer to note 30(a)(v) for further details.
  - The standard introduces a new term "remeasurements" and is made up of actuarial gains and losses, the difference between actual investment returns and the return implied by the net interest cost. The "remeasurements" effects resulted in an adjustment of HK\$44 million being recognized as other comprehensive loss for the year ended December 31, 2012 and an adjustment of HK\$85 million being recognized as other comprehensive income for the year ended December 31, 2013.
  - "Defined benefit liability" as previously reported has been restated at the reporting dates to reflect the effect of the above.
     Balance of defined benefit liability has been restated as at January 1, 2012 to HK\$136 million (previously HK\$3 million);
     December 31, 2012 to HK\$182 million (previously HK\$3 million).
  - The change in accounting policy did not result in any adjustments to the consolidated statement of cash flows for the year ended December 31, 2012. The basic and diluted earnings per share for the year ended December 31, 2012 were restated from 22.90 HK cents to 22.87 HK cents to reflect the effects of the aforementioned adjustments to the consolidated income statement.

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

- b. Basis of preparation of the financial statements (continued)
- Amendment to HKAS 1, 'Presentation of Financial Statements' regarding other comprehensive income. The main change resulting from these amendments is a requirement for entities to group items presented in "other comprehensive income" on the basis of whether they are potentially reclassifiable to profit or loss subsequently (reclassification adjustments). Since the change in accounting standard only affects the presentation aspects of the financial statements, there is no impact on earnings per share. These consolidated financial statements for the year ended December 31, 2013 have been prepared under the revised disclosure requirements.
- HKFRS 12, 'Disclosures of Interests in Other Entities', provides the disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off balance sheet vehicles. Please refer to notes 21, 22 and 23 for further details of the required disclosure for interests in other entities as at December 31, 2013.
- HKFRS 13, 'Fair Value Measurement', aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across HKFRSs. The requirements, which are largely aligned with other HKFRSs, do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within HKFRSs. Please refer to notes 16 and 37 for further details.

The following new and revised HKFRSs are mandatory for the first time for the financial year beginning January 1, 2013, but have no material effect on the Group's results and financial position for the current and prior accounting periods.

- HKAS 27 (2011), 'Separate Financial Statements'.
- HKAS 28 (2011), 'Investments in Associates and Joint Ventures'.
- HKFRS 1 (Revised) (Amendment), Accounting for Government Loans.
- HKFRS 7 (Amendment), Offsetting Financial Assets and Financial Liabilities.
- HKFRS 10, 'Consolidated Financial Statements'.
- HKFRS 10 (Amendment), Transition Disclosures.
- HKFRS 11, 'Joint Arrangements'.
- HKFRS 11 (Amendment), Transition Disclosures.
- HKFRS 12 (Amendment), Transition Disclosures.
- HK(IFRIC) Int 20, 'Stripping Costs in the Production Phase of a Surface Mine'.
- Annual Improvements 2009-2011 Cycle published in June 2012 by HKICPA.

The Group has not adopted any new or revised standard or interpretation that is not yet effective for the current accounting period, details of which are set out in note 44.

The consolidated financial statements for the year ended December 31, 2013 comprise the financial statements of the Company and its subsidiaries, and the Group's interests in associates and joint ventures.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

# b. Basis of preparation of the financial statements (continued)

The measurement basis used in the preparation of the financial statements is the historical cost basis, except that the following assets and liabilities are stated at fair value as explained in the accounting policies set out below:

- investment properties (see note 2(g));
- available-for-sale financial assets (see note 2(m)(iii)); and
- derivative financial instruments (see note 2(o)).

The preparation of financial statements in conformity with HKFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of judgements about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of HKFRSs that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 3.

# c. Subsidiaries and non-controlling interests

Subsidiaries are entities (including structured entities) controlled by the Group. Control exists when the Group is exposed to, has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

An interest in a subsidiary is consolidated into the consolidated financial statements from the date that control commences until the date that control ceases.

The acquisition method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the aggregate fair value of the assets transferred, equity instruments issued and liabilities incurred or assumed at the date of exchange. The consideration transferred includes the fair value of any asset, liability or equity resulting from a contingent consideration arrangement. Subsequent changes to the fair values of the contingent consideration that is deemed to be an asset or a liability is recognized in accordance with HKAS 39 either in profit or loss or as a charge to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity. Acquisitionrelated costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognizes any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets. The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill (see note 2(k)). If this is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognized directly in the consolidated income statement. Where businesses are acquired and fair values of the net assets of the acquired business are finalized within 12 months of the acquisition date, all fair value adjustments are recorded with effect from the date of acquisition and consequently may result in the restatement of previously reported financial results (see note 41).

The Group treats transactions with non-controlling interests that do not result in a loss of control as transactions with equity owners of the subsidiary in their capacity as owners. For purchases from non-controlling interests, the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

# c. Subsidiaries and non-controlling interests (continued)

When the Group ceases to have control, any retained interest in the entity is re-measured to its fair value, with the change in carrying amount recognized in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint arrangement or financial asset. In addition, any amounts previously recognized in other comprehensive income in respect of that entity are accounted for as if the Group had disposed of the related assets or liabilities. This may mean that amounts previously recognized in other comprehensive income are reclassified to profit or loss.

For subsidiaries which have accounting year ends different from the Group, the subsidiaries prepare, for the purpose of consolidation, financial statements up to and as at the same date as the Group.

Adjustments have been made to the financial statements of the subsidiaries when necessary to align their accounting policies to ensure consistency with policies adopted by the Group.

Intra-group balances and transactions and any unrealized profits arising from intra-group transactions are eliminated in full in preparing the consolidated financial statements. Unrealized losses resulting from intra-group transactions are eliminated in the same way as unrealized gains.

In the Company's balance sheet, interests in subsidiaries are stated at cost less impairment losses (see note 2(n)(ii)). Cost is adjusted to reflect changes in consideration arising from contingent consideration amendments. Cost also includes direct attributable costs of investment. The results of subsidiaries are accounted for by the Company on the basis of dividends received and receivable.

# d. Associates

An associate is an entity over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights.

Investments in associates are accounted for in the consolidated financial statements under the equity method and are initially recorded at cost. The Group's interests in associates includes goodwill identified on acquisition, net of any accumulated impairment loss and adjusted thereafter for the post-acquisition change in the Group's share of the associates' net assets. The consolidated income statement includes the Group's share of post-acquisition, post-tax results of the associates and any impairment losses for the year. The consolidated statement of comprehensive income includes the Group's share of the post-acquisition, post-tax items of the associates' other comprehensive income.

When the Group's share of losses exceeds its interest in the associate, the Group's interest is reduced to nil and recognition of further losses is discontinued except to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the associate. For this purpose, the Group's interest in the associate is the carrying amount of the investment under the equity method together with the Group's long-term interests that in substance form part of the Group's net interest in the associate.

Unrealized profits and losses resulting from transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associate, except where unrealized losses provide evidence of an impairment of the asset transferred, in which case they are recognized immediately in the consolidated income statement.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognized in other comprehensive income are reclassified to profit or loss where appropriate.

Adjustments have been made to the financial statements of the associates when necessary to align their accounting policies to ensure consistency with policies adopted by the Group.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### e. Joint arrangements

Investments in joint arrangements are classified as either joint ventures or joint operations depending on the contractual rights and obligations of each investor.

The Group classified joint arrangements as joint ventures whereby the Group has rights to the net assets of the joint arrangement.

The Group has made investments in joint ventures in the People's Republic of China (the "PRC") in respect of which the partners' profit-sharing ratios during the joint venture period and share of net assets upon the expiration of the joint venture period may not be in proportion to their equity ratios, but are as defined in the respective joint venture contracts.

Interests in joint ventures are accounted for in the consolidated financial statements under the equity method, as described in note 2(d).

Adjustments have been made to the financial statements of the joint ventures when necessary to align their accounting policies to ensure consistency with policies adopted by the Group.

The Group classified joint arrangements as joint operations whereby the Group has rights to the assets, and obligations for the liabilities, relating to the arrangement.

The Group should recognize in relation to its interest in a joint operation:

- i. its assets, including its share of any assets held jointly;
- ii. its liabilities, including its share of any liabilities incurred jointly;
- iii. its revenue from the sale of its share of the output arising from the joint operation;
- iv. its share of the revenue from the sale of the output by the joint operation; and
- v. its expenses, including its share of any expenses incurred jointly.

The Group should account for the assets, liabilities, revenues and expenses relating to its interest in a joint operation in accordance with the HKFRSs applicable to the particular assets, liabilities, revenues and expenses.

# f. Property, plant and equipment

The following items of property, plant and equipment are stated in the balance sheet at cost less accumulated depreciation and impairment losses (see note 2(n)(ii)):

- buildings held for own use which are situated on leasehold/freehold land, where the fair value of the building could be measured separately from the fair value of the leasehold/freehold land at the inception of the lease (see note 2(h)); and
- other items of plant and equipment.

The cost of an item of property, plant and equipment comprises (i) its purchase price, (ii) any directly attributable costs of bringing the asset to its working condition and location for its intended use, and (iii) the initial estimate at the time of installation and during the period of use, where relevant, of the costs of dismantling and removing the items and restoring the site on which they are located.

Subsequent costs are included in the carrying amount of an item of property, plant and equipment or recognized as a separate item of property, plant and equipment, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other costs, such as repairs and maintenance and overhaul costs, are recognized in the income statement as an expense in the period in which they are incurred.

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

# f. Property, plant and equipment (continued)

Gains or losses arising from the retirement or disposal of an item of property, plant and equipment are determined as the difference between the net disposal proceeds and the carrying amount of the item and are recognized in the income statement on the date of retirement or disposal.

Freehold land and projects under construction are not depreciated. Depreciation on other property, plant and equipment is calculated to write off the cost of items of property, plant and equipment, less their expected residual value, if any, using the straight line method over their estimated useful lives as follows:

Land and buildings Over the shorter of the unexpired term of land lease and the estimated useful lives

Exchange equipment 5 to 13 years
Transmission plant 5 to 30 years

Other plant and equipment Over the shorter of 1 to 17 years and the term of lease

The assets' useful lives and residual values, if any, are reviewed, and adjusted if appropriate, at each balance sheet date.

#### g. Investment properties

Investment properties are land and/or buildings which are owned or held under a leasehold interest (see note 2(h)) to earn rental income and/or for capital appreciation, and which are not occupied by the companies in the consolidated Group. Property that is being constructed or developed for future use as investment property is classified as investment property.

Investment properties are stated in the balance sheet at fair value, based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, the Group uses alternative valuation methods such as recent prices on less active markets or discounted cash flow projections. These valuations are performed in accordance with the guidance issued by the International Valuation Standards Committee and are prepared or reviewed periodically by independent external valuers. The fair value of investment properties reflects, among other things, rental income from current leases and assumptions about rental income from future leases in the light of current market conditions. The fair value also reflects, on a similar basis, any cash outflows that could be expected in respect of the properties. Any gain or loss arising from a change in fair value or from the retirement or disposal of an investment property is recognized in the income statement. Rental income from investment properties is accounted for as described in note 2(x)(iv).

Subsequent costs are included in the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance costs are expensed in the income statement during the financial period in which they are incurred.

When the Group holds a property interest under an operating lease to earn rental income and/or for capital appreciation, the interest is classified and accounted for as an investment property on a property-by-property basis. Any such property interest which has been classified as an investment property is accounted for as if it were held under a finance lease (see note 2(h)), and the same accounting policies are applied to that interest as are applied to other investment properties leased under finance leases. Lease payments are accounted for as described in note 2(h).

When an item of property, plant and equipment is transferred to investment property following a change in its use, any differences between the carrying amount and the fair value of the item arising at the date of transfer is recognized directly in equity if it is a gain. Upon disposal of the item, the gain is transferred to retained earnings. Any loss arising in this manner is recognized immediately in the income statement.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment and its fair value at the date of reclassification becomes its cost for accounting purposes. Investment property that is being redeveloped for continued future use as investment property, continues to be measured at fair value and is not reclassified as property, plant and equipment during the redevelopment.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### h. Leased assets

An arrangement, comprising a transaction or a series of transactions, is or contains a lease if the Group determines that the arrangement conveys a right to use a specific asset or assets for an agreed period of time in return for a payment or a series of payments. Such a determination is made based on an evaluation of the substance of the arrangement and is regardless of whether the arrangement takes the legal form of a lease.

#### i. Classification of assets leased to the Group

Leases which do not transfer substantially all the risks and rewards of ownership to the Group are classified as operating leases, except for property held under operating leases that would otherwise meet the definition of an investment property, which is classified as an investment property on a property-by-property basis and, if classified as investment property, is accounted for as if held under a finance lease (see note 2(g)).

# ii. Assets leased out under operating leases

Where the Group leases out assets under operating leases, the assets are included in the balance sheet according to their nature and, where applicable, are depreciated in accordance with the Group's depreciation policies, as set out in note 2(f). Impairment losses are accounted for in accordance with the accounting policy as set out in note 2(n)(ii). Revenue arising from operating leases is recognized in accordance with the Group's revenue recognition policies, as set out in note 2(x)(iv).

# iii. Operating lease charges

Where the Group has the use of assets held under operating leases, payments made under the leases are charged to the income statement in equal instalments over the accounting periods covered by the lease term. Lease incentives received are recognized in the income statement as an integral part of the aggregate net lease payments made. Contingent rentals are charged to the income statement in the accounting period in which they are incurred.

The cost of acquiring land held under an operating lease is stated in the balance sheet as "Interests in leasehold land" and is amortized to the income statement on a straight-line basis over the period of the lease term except where the property is classified as an investment property (see note 2(g)) or is held for development (see note 2(i)).

#### i. Properties held for/under development

Properties under development are carried at the lower of cost and the estimated net realizable value. Cost includes original land acquisition costs, costs of land use rights, construction expenditures incurred and other direct development costs attributable to such properties, including interest incurred on loans directly attributable to the development prior to the completion of construction. The net realizable value is determined by reference to estimated sale proceeds of properties sold in the ordinary course of business less all estimated selling expenses.

Properties under development with the development expected to be completed within one year from the balance sheet date, which have either been pre-sold or are intended for sale, are classified under current assets.

Properties held for development represent interests in land held for future development which are stated in the balance sheet at cost less impairment losses.

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### j. Properties for sale

Properties for sale represent completed properties available for sale which are stated at the lower of cost and the estimated net realizable value. They are classified under current assets.

# k. Goodwill

Goodwill represents the excess of the cost of a business combination or an investment in an associate or a joint venture over the Group's interest in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities at the date of acquisition.

Goodwill is stated in the consolidated balance sheet at cost less accumulated impairment losses. Goodwill is allocated to cash-generating units ("CGUs") and is tested annually for impairment (see note 2(n)(ii)). In respect of associates and joint ventures, the carrying amount of goodwill is included in the carrying amount of the interests in associates and joint ventures.

On disposal of a CGU or part of a CGU, an associate or a joint venture during the year, any attributable amount of purchased goodwill is included in the calculation of the profit or loss on disposal.

## I. Intangible assets (other than goodwill)

# i. Customer acquisition costs

Costs incurred to acquire contractual relationships with customers are capitalized if it is probable that future economic benefits will flow from the customers to the Group and such costs can be measured reliably. Capitalized customer acquisition costs are amortized on a straight-line basis over the minimum enforceable contractual periods. By the end of the minimum enforceable contractual period, fully amortized customer acquisition costs will be written off.

In the event that a customer terminates the contract prior to the end of the minimum enforceable contractual period, the unamortized customer acquisition cost will be written off immediately in the income statement.

# ii. Carrier licences

The carrier licences to establish and maintain the telecommunication network and to provide telecommunication services are recorded as intangible assets. Upon the issuance of the licence, the cost thereof, which is the discounted value of the minimum annual fees payable over the period of the licence and directly attributable costs of preparing the asset for its intended use, is recorded together with the related obligations. Where the Group has the right to return a licence and expects to do so, the asset and the related obligation recorded reflect the expected period that the licence will be held. Amortization is provided on a straight-line basis over the estimated useful life of the licence, commencing from the date of launch of the relevant telecommunication services.

The difference between the discounted value and the total of the minimum annual fee payments represents the effective cost of financing. Such finance cost will be charged to the income statement in the period in which it is incurred using the effective interest method.

Variable annual payments on top of the minimum annual payments, if any, are recognized in the income statement as incurred.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

# I. Intangible assets (other than goodwill) (continued)

#### iii. Capitalized programme costs

Costs incurred to produce or acquire television rights for which the Group can determine the broadcasting schedules, are capitalized as "intangible assets". The intangible assets are amortized on an accelerated basis over the shorter of the expected economic life of 1 to 4 years and the licence period. Other costs incurred for the transmission rights for showing programmes, sports events and films on the Group's television channels, including sport rights for multiple seasons or competitions, of which the broadcasting schedules are determined by the content providers, are recognized in the income statement on a straight-line basis over the period of transmission rights across the season or competition. Other payments made in advance or in arrears of programme costs recognized are stated in the balance sheet as "Prepayments, deposits and other current assets" or "Accruals and other payables", as appropriate.

#### iv. Software

Costs incurred to acquire, develop or enhance scientific or technical knowledge, design and implementation of new process or systems are capitalized as "intangible assets" if they are identifiable and the Group has power to obtain future economic benefits flowing from the underlying resource.

Development costs that are directly attributable to the design and testing of the identifiable software are capitalized as intangible assets if the following criteria are met:

- it is technically feasible to complete the software so that it will be available for use;
- adequate technical, financial and other resources are available to complete the development and to use the software;
- the costs attributable to acquisition, development and enhancement of the software can be reliably measured; and
- the Group has power to obtain future economic benefits flowing from the underlying resource.

Development costs that do not meet the above criteria are expensed in the income statement as incurred.

Capitalized software costs are amortized on a straight-line basis over the estimated useful life of 8 years.

# v. Other intangible assets

Other intangible assets that are acquired by the Group are stated in the consolidated balance sheet at cost less accumulated amortization (where the estimated useful life is finite) and impairment losses (see note 2(n)(ii)). Expenditures on internally generated goodwill and brands are recognized as expenses in the period in which they are incurred.

Amortization of intangible assets with finite useful lives is charged to the income statement on a straight-line basis over their estimated useful lives. The following intangible assets with finite useful lives are amortized from the date they are available for use and their estimated useful lives are as follows:

Trademarks 2 to 20 years
Content licence 10 years

Wireless broadband licence Over the term of licence

The assets' useful lives and their amortization methods are reviewed annually.

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### m. Investments in debt and equity securities

The Group and the Company classify their investments in debt and equity securities, other than interests in subsidiaries, associates and joint arrangements, as (i) financial assets at fair value through profit or loss, (ii) held-to-maturity investments, or (iii) available-for-sale financial assets.

Investments in debt and equity securities are initially recognized at fair value plus transaction costs, except as indicated otherwise below. The fair value of quoted investments is based on current bid price. For unlisted securities or financial assets without an active market, the Group established fair value by using valuation techniques including the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis, and option pricing models, making maximum use of market inputs and relying as little as possible on entity-specific inputs. If none of the valuation techniques results in a reasonable estimate on the fair value, the investment is stated in the balance sheet at cost less impairment losses (see note 2(n)(i)). The investments are subsequently accounted for based on their classification as set out below:

## i. Financial assets at fair value through profit or loss

This category comprises financial assets held for trading and those designated as fair value through profit or loss at inception. A financial asset is classified as held for trading if acquired principally for the purpose of selling in the short term or if so designated by management.

Financial assets at fair value through profit or loss are classified as current assets, if they are either held for trading or are expected to be realized within 12 months from the balance sheet date. Any attributable transaction costs are recognized in the income statement as incurred. At each balance sheet date, the fair value is re-measured, with any unrealized holding gains or losses arising from the changes in fair value being recognized in the income statement in the period in which they arise. The net gain or loss recognized in the income statement does not include any interest earned or dividends on the financial assets as these are recognized in accordance with the policies set out in notes 2(x)(vii) and 2(x)(viii) respectively.

## ii. Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group and/or the Company have the positive intention and ability to hold to maturity. They are included in non-current assets, except for those with maturities less than 12 months from the balance sheet date, which are classified as current assets.

Held-to-maturity investments are stated in the balance sheet at amortized cost less impairment losses (see note 2(n)(i)).

#### iii. Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless the Group and/or the Company intend to dispose of the investment within 12 months from the balance sheet date.

At each balance sheet date, the fair value of available-for-sale financial assets is re-measured, with any unrealized holding gains or losses arising from the changes in fair value being recognized in other comprehensive income and accumulated separately in the available-for-sale financial assets reserve under equity, except for impairment losses (see note 2(n)(i)) and, in the case of monetary items such as debt securities, foreign exchange gains and losses which are recognized directly in the income statement. Dividend income from these investments is recognized in the income statement in accordance with the policy set out in note 2(x)(viii) and, where these investments are interest-bearing, interest calculated using the effective interest method is recognized in the income statement in accordance with the policy set out in note 2(x)(vii). When the investments are derecognized or impaired (see note 2(n)(i)), the cumulative gain or loss previously recognized directly in the equity is recognized in the income statement.

Investments in debt and equity securities are recognized or derecognized on the date the Group and/or the Company commit to purchase or sell the investments or they expire.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### n. Impairment of assets

- i. Impairment of investments in debt and equity securities and other receivables Investments in debt and equity securities (other than interests in subsidiaries, associates and joint arrangements: see note 2(n)(ii)) and other current and non-current receivables that are stated at cost or amortized cost or are classified as availablefor-sale financial assets are reviewed at each balance sheet date to determine whether there is objective evidence of impairment. Objective evidence of impairment includes observable data that comes to the attention of the Group about one or more of the following loss events:
  - significant financial difficulty of the debtor;
  - a breach of contract, such as a default or delinquency in interest or principal payments;
  - it becoming probable that the debtor will enter bankruptcy or other financial reorganization;
  - observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of financial assets; or
  - in the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is also evidence that the assets are impaired.

If any such evidence exists, any impairment loss is determined and recognized as follows:

- For unquoted equity securities carried at cost, the impairment loss is measured as the difference between the carrying amount of the financial asset and the estimated future cash flows, discounted at the current market rate of return for a similar financial asset where the effect of discounting is material. Impairment losses for equity securities are not reversed.
- For trade and other current receivables and other financial assets carried at amortized cost, the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition of these assets), where the effect of discounting is material. This assessment is made collectively where financial assets carried at amortized cost share similar risk characteristics, such as similar past due status, and have not been individually assessed as impaired. Future cash flows for financial assets which are assessed for impairment collectively are based on historical loss experience for assets with credit risk characteristics similar to the collective group.

If in a subsequent period the amount of an impairment loss decreases and the decrease can be linked objectively to an event occurring after the impairment loss was recognized, the impairment loss is reversed through the income statement. A reversal of an impairment loss shall not result in the asset's carrying amount exceeding that which would have been determined had no impairment loss been recognized in prior years.

For available-for-sale financial assets, when there is an impairment, the cumulative loss, if any, that had been recognized directly in the available-for-sale financial assets reserve under equity is removed from equity and is recognized in the income statement. The amount of the cumulative loss that is recognized in the income statement is the difference between the acquisition cost (net of any principal repayment and amortization) and current fair value, less any impairment loss on that asset previously recognized in the income statement.

Impairment losses recognized in the income statement in respect of equity instruments classified as available-for-sale financial assets are not reversed through the income statement. Any subsequent increase in the fair value of such assets is recognized in other comprehensive income and accumulated separately in the available-for-sale financial assets reserve under equity.

Impairment losses in respect of debt instruments classified as available-for-sale financial assets are reversed if the subsequent increase in fair value can be objectively related to an event occurring after the impairment loss was recognized. Reversals of impairment losses in such circumstances are recognized in the income statement.

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

### n. Impairment of assets (continued)

i. Impairment of investments in debt and equity securities and other receivables (continued)

Impairment losses are written off against the corresponding assets directly, except for impairment losses recognized in respect of trade receivables, whose recovery are considered doubtful but not remote. In this case, the impairment loss for doubtful debts is recorded using an allowance account. When the Group is satisfied that recovery is remote, the amount considered irrecoverable is written off against receivables directly and any amounts held in the allowance account relating to that debt are reversed.

Subsequent recoveries of amounts previously charged to the allowance account are reversed against the allowance account. Other changes in the allowance account and subsequent recoveries of amounts previously written off directly are recognized in the income statement.

#### ii. Impairment of other assets

Internal and external sources of information are reviewed at each balance sheet date, or whenever events or changes in circumstances indicate that the carrying amount may not be recoverable, to identify indications that the following assets may be impaired or, except in the case of goodwill, an impairment loss previously recognized no longer exists or may have decreased:

- property, plant and equipment;
- interests in leasehold land;
- intangible assets;
- interests in associates and joint arrangements;
- goodwill; and
- interests in subsidiaries (at Company level).

If any such indication exists, the asset's recoverable amount is estimated. In addition, for goodwill, intangible assets that are not yet available for use and intangible assets that have indefinite useful lives, the recoverable amount is estimated annually whether or not there is any indication of impairment.

### Calculation of recoverable amount

The recoverable amount of an asset is the higher of its fair value less cost to sell and value in use. Fair value less cost to sell is the amount obtainable from the sale of an asset in an arm's length transaction between knowledgeable, willing parties, less the costs of disposal. In assessing value in use, the estimated future cash flows are discounted to their present value using a pretax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. Where an asset does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the smallest group of assets that generates cash inflows independently (i.e. a CGU).

### Recognition of impairment losses

An impairment loss is recognized in the income statement whenever the carrying amount of an asset, or the CGU to which it belongs, exceeds its recoverable amount. Impairment losses recognized in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the CGU and then, to reduce the carrying amount of the other assets in the CGU on a pro rata basis, except that the carrying value of an asset will not be reduced below its individual fair value less costs to sell, or value in use, if determinable.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### n. Impairment of assets (continued)

- ii. Impairment of other assets (continued)
  - Reversals of impairment losses
     In respect of assets other than goodwill, an impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount. An impairment loss in respect of goodwill is not allowed to be reversed.

A reversal of an impairment loss is limited to the asset's carrying amount that would have been determined had no impairment loss been recognized in prior years. Reversals of impairment losses are credited to the income statement in the period in which the reversals are recognized.

#### iii. Interim financial reporting and impairment

Under the Rules Governing the Listing of Securities on the Stock Exchange, the Group is required to prepare an interim financial report in compliance with HKAS 34 'Interim Financial Reporting', in respect of the first six months of the financial year. At the end of the interim period, the Group applies the same impairment testing, recognition, and reversal criteria as it would at the end of the financial year (see notes 2(n)(i) and 2(n)(ii)).

Impairment losses recognized in an interim period in respect of goodwill are not reversed in a subsequent period. This is the case even if no loss, or a smaller loss, would have been recognized had the impairment been assessed only at the end of the financial year to which the interim period relates.

#### o. Derivative financial instruments

Derivative financial instruments are initially recognized at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value at each balance sheet date. The gain or loss on remeasurement to fair value is recognized immediately in the income statement, except where the derivatives are designated and qualify for hedge accounting, in which case recognition of any resultant gain or loss depends on the nature of the item being hedged (see note 2(p)).

The full fair value of a hedging derivative is classified as non-current asset or liability when the remaining maturity of the hedged item is more than 12 months, and as a current asset or liability when the remaining maturity of the hedged item is less than 12 months. Trading derivatives are classified as a current asset or liability.

### p. Hedging

#### i. Fair value hedge

Where a derivative financial instrument is designated as a hedge of the fair value of a recognized asset or liability or an unrecognized firm commitment (or an identified portion of such asset, liability or firm commitment), changes in the fair value of the derivative are recorded in the income statement within "Finance costs", together with any changes in fair value of the hedged asset or liability that are attributable to the hedged risk.

When a hedging instrument expires or is sold, terminated or exercised, or no longer meets the criteria for hedge accounting; or the Group revokes designation of the hedge relationship, the cumulative adjustment to the carrying amount of a hedged item for which the effective interest method is used is amortized to the income statement over the residual period to maturity.

### ii. Cash flow hedge

Where a derivative financial instrument is designated as a hedge of the variability in cash flows of a recognized asset or liability, or a highly probable forecast transaction or the foreign currency risk of a committed future transaction, the effective portion of changes in the fair value of the derivative is recognized in other comprehensive income and accumulated separately in the hedging reserve under equity. The ineffective portion of any gain or loss is recognized immediately in the income statement.

If a hedge of a forecast transaction subsequently results in the recognition of a non-financial asset or a non-financial liability, the associated cumulative gain or loss is removed from equity and included in the initial cost or other carrying amount of the non-financial asset or liability.

### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### p. Hedging (continued)

#### ii. Cash flow hedge (continued)

If a hedge of a forecast transaction subsequently results in the recognition of a financial asset or a financial liability, the associated cumulative gain or loss is removed from equity and recognized in the income statement in the same period or periods during which the asset acquired or liability assumed affects the income statement (such as when the interest income or expense is recognized).

For cash flow hedges, other than those covered by the preceding two policy statements, the associated cumulative gain or loss is removed from equity and recognized in the income statement in the same period or periods during which the hedged forecast transaction affects the income statement.

When a hedging instrument expires or is sold, terminated or exercised, or no longer meets the criteria for hedge accounting; or the Group revokes designation of the hedge relationship but the hedged forecast transaction is still expected to occur, the associated cumulative gain or loss at that point remains in equity and is recognized in accordance with the above policy when the transaction occurs. If the hedged transaction is no longer expected to occur, the cumulative unrealized gain or loss recognized in equity is recognized immediately in the income statement.

#### q. Inventories

Inventories consist of trading inventories, work-in-progress and consumable inventories.

Trading inventories are carried at the lower of cost and net realizable value. Net realizable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

Work-in-progress is stated at the lower of cost, which comprises labor, materials and overheads where appropriate, and the net realizable value.

Consumable inventories, held for use in the maintenance and expansion of the Group's telecommunications systems, are stated at cost less provision for deterioration and obsolescence.

Cost is calculated using the weighted average cost formula and comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition.

#### r. Construction contracts

The accounting policy for contract revenue is set out in note 2(x)(v). When the outcome of a construction contract can be estimated reliably, contract costs are recognized as an expense by reference to the stage of completion of the contract at the balance sheet date. When it is probable that total contract costs will exceed total contract revenue, the expected loss is recognized as an expense immediately. When the outcome of a construction contract cannot be estimated reliably, contract revenue is recognized only to the extent of contract costs incurred that are likely to be recoverable and the contract costs are recognized as an expense in the period in which they are incurred.

Construction contracts in progress at the balance sheet date are recorded in the balance sheet at the net amount of costs incurred plus recognized profits less recognized losses and estimated value of work performed, including progress billing, and are presented in the balance sheet as the "Gross amounts due from customers for contract work" (as an asset) or the "Gross amounts due to customers for contract work" (as a liability), as applicable. Progress billings for work performed on a contract not yet paid by customers are included in the balance sheet under "Trade receivables, net".

#### s. Trade and other receivables

Trade and other receivables are initially recognized at fair value and thereafter stated at amortized cost using the effective interest method, less allowance for impairment of doubtful debts (see note 2(n)(i)).

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### t. Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and on hand, demand deposits with banks and other financial institutions (other than restricted cash), and short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition, less bank overdrafts that are repayable on demand and form an integral part of the Group's cash management.

#### u. Trade and other payables

Trade and other payables are initially recognized at fair value and subsequently stated at amortized cost using the effective interest method.

#### v. Borrowings

Borrowings are recognized initially at fair value less attributable transaction costs. Subsequent to initial recognition, borrowings are stated at amortized cost with any difference between the amount initially recognized, being the proceeds net of transaction costs, and the redemption value being recognized in the income statement over the period of the borrowings, using the effective interest method.

#### w. Provisions and contingent liabilities

Provisions are recognized when (i) the Group or the Company has a present legal or constructive obligation arising as a result of a past event; (ii) it is probable that an outflow of economic benefits will be required to settle the obligation; and (iii) a reliable estimate can be made of the amount of the obligation. Where the time value of money is material, provisions are stated at the present value of the expenditure expected to settle the obligation. The increase in provision due to the passage of time is recognized as interest expense.

Where it is not probable that an outflow of economic benefits will be required, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefits is remote. Possible obligations, whose existence will only be confirmed by the occurrence or non-occurrence of one or more future events, are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.

#### x. Revenue recognition

Provided it is probable that the economic benefits will flow to the Group and the revenue and costs, if applicable, can be measured reliably, revenue is recognized in the income statement as follows:

#### i. Telecommunications and other services

Telecommunications services comprise the fixed-line and mobile telecommunications network services, and equipment businesses mainly in Hong Kong.

Telecommunications service revenue based on usage of the Group's network and facilities is recognized when the services are rendered. Telecommunications revenue for services provided for fixed periods is recognized on a straight-line basis over the applicable fixed period.

Up-front fees received for installation of equipment and activation of customer service are deferred and recognized over the estimated customer relationship period.

Other service income is recognized when services are rendered to customers.

## ii. Sales of goods

Revenue from sale of goods is recognized when goods are delivered to customers which generally coincides with the time when the customer has accepted the goods and the related risks and rewards of ownership. Revenue is recorded after deduction of any trade discounts.

## iii. Sales of properties

Revenue and profits arising from sales of completed properties are recognized upon execution of legally binding unconditional sales contracts upon which the beneficial interest in the properties passes to the purchasers together with the significant risks and rewards of ownership.

### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### x. Revenue recognition (continued)

#### iv. Rental income from operating leases

Rental income receivable under operating leases is recognized in the income statement in equal instalments over the periods covered by the lease term. Lease incentives granted are recognized in the income statement as an integral part of the aggregate net lease payments receivable. Contingent rentals are recognized as income in the accounting period in which they are earned.

#### v. Contract revenue

Revenue from a fixed price contract is recognized using the percentage of completion method, measured by reference to the percentage of contract costs incurred to date to estimated total contract costs for the contract.

When the outcome of a construction contract cannot be estimated reliably, revenue is recognized only to the extent that it is probable the contract costs incurred will be recoverable.

#### vi. Interest income

Interest income is recognized on a time-apportioned basis using the effective interest method.

#### vii. Commission income

Commission income is recognized when entitlement to the income is ascertained.

## viii. Dividend income

Dividend income is recognized when the shareholder's right to receive payment is established.

#### y. Borrowing costs

Borrowing costs are expensed in the income statement in the period in which they are incurred, except to the extent that they are capitalized as being directly attributable to the acquisition, construction or production of an asset which necessarily takes a substantial period of time to get ready for its intended use or sale.

The capitalization of borrowing costs as part of the cost of a qualifying asset commences when expenditure for the asset is being incurred, borrowing costs are being incurred and activities that are necessary to prepare the asset for its intended use or sale are in progress. Capitalization of borrowing costs is suspended or ceases when substantially all the activities necessary to prepare the qualifying asset for its intended use or sale are interrupted or completed.

Discounts or premiums relating to borrowings, ancillary costs incurred in connection with arranging borrowings, to the extent that they are regarded as adjustments to interest costs, are recognized as expenses over the period of the borrowing using the effective interest method.

### z. Income tax

- i. Income tax for the year comprises current income tax and movements in deferred income tax assets and liabilities. Current income tax and movements in deferred income tax assets and liabilities are recognized in the income statement except to the extent that they relate to items recognized in other comprehensive income or directly in equity, in which case the relevant amounts are recognized in other comprehensive income or directly in equity, respectively.
- ii. Current income tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to income tax payable in respect of previous years.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### z. Income tax (continued)

iii. Deferred income tax assets and liabilities arise from deductible and taxable temporary differences respectively, being the differences between the carrying amounts of assets and liabilities for financial reporting purposes and the tax bases. Deferred income tax assets also arise from unused tax losses and unused tax credits.

All deferred income tax liabilities, and all deferred income tax assets to the extent that it is probable that future taxable profits will be available against which the asset can be utilized, are recognized. Future taxable profits that may support the recognition of deferred income tax assets arising from deductible temporary differences include those that will arise from the reversal of existing taxable temporary differences, provided those differences relate to the same taxation authority and the same taxable entity, and are expected to reverse either in the same period as the expected reversal of the deductible temporary difference or in periods into which a tax loss arising from the deferred income tax asset can be carried back or forward. The same criteria are adopted when determining whether existing taxable temporary differences support the recognition of deferred income tax assets arising from unused tax losses and credits, that is, those differences are taken into account if they relate to the same taxation authority and the same taxable entity, and are expected to reverse in a period, or periods, in which the tax loss or credit can be utilized.

The amount of deferred income tax recognized is measured based on the expected manner of realization or settlement of the carrying amount of the assets and liabilities, using tax rates enacted or substantively enacted at the balance sheet date and are expected to apply when the related deferred income tax asset is realized and the deferred income tax liability is settled. Deferred income tax assets and liabilities are not discounted.

The carrying amount of a deferred income tax asset is reviewed at each balance sheet date and is reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow the related tax benefit to be utilized. Any such reduction is reversed to the extent that it becomes probable that sufficient taxable profits will be available.

- iv. Current income tax balances and deferred income tax balances, and movements therein, are presented separately from each other and are not offset. Current income tax assets are offset against current income tax liabilities, and deferred income tax assets against deferred income tax liabilities, if the Company or the Group has the legally enforceable right to set off current income tax assets against current income tax liabilities and the following additional conditions are met:
  - in the case of current income tax assets and liabilities, the Company or the Group intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously; or
  - in the case of deferred income tax assets and liabilities, if they relate to income taxes levied by the same taxation authority on either:
    - the same taxable entity; or
    - different taxable entities, which, in each future period in which significant amounts of deferred income tax liabilities or assets are expected to be settled or recovered, intend to realize the current income tax assets and settle the current income tax liabilities on a net basis or realize and settle simultaneously.

### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### aa. Employee benefits

#### i. Short-term employee benefits

Salaries, annual bonuses, paid annual leave and the cost of non-monetary benefits are accrued in the year in which the associated services are rendered by employees. Where payment or settlement is deferred and the effect would be material, these amounts are stated at their present values.

#### ii. Retirement benefits

The Group operates both defined benefit and defined contribution retirement schemes (including the Mandatory Provident Fund) for its employees, the assets of which are generally held in separate trustee-administered funds. The schemes are generally funded by contributions from the relevant Group companies and, in some cases, employees themselves, taking account of the recommendations of independent qualified actuaries if applicable.

The Group's contributions to the defined contribution schemes are recognized as an expense in the income statement in the period to which the contributions relate.

The Group's defined benefit liability recognized in the consolidated balance sheet in respect of defined benefit retirement schemes is the present value of the defined benefit obligation at the balance sheet date less the fair value of scheme assets. The calculation is performed annually by independent qualified actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates with reference to market bond yields at the balance sheet date, which have terms approximating the terms of the related liability.

In calculating the Group's defined benefit liability in respect of defined benefit retirement schemes, any actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise.

## iii. Share-based payments

The Group operates share option schemes where employees (and including directors) are granted options to acquire shares of the Company at specified exercise prices. The fair value of the employee services received in exchange for the grant of the options is recognized as staff costs in the income statement with a corresponding increase in an employee share-based compensation reserve under equity. The fair value of the options granted is measured at grant date using the trinomial option pricing model, taking into account the terms and conditions upon which the options were granted, and spread over the respective vesting period during which the employees become unconditionally entitled to the options. During the vesting period, the number of share options that is expected to vest is reviewed. Any adjustment to the cumulative fair value recognized in prior years is charged or credited in the income statement for the year of the review, unless the original staff costs qualify for recognition as an asset, with a corresponding adjustment to the employee share-based compensation reserve. On vesting date, the amount recognized as staff costs is adjusted to reflect the actual number of share options that vest (with a corresponding adjustment to the employee sharebased compensation reserve). The equity amount is recognized in the employee share-based compensation reserve until either the share options are exercised (when it is transferred to the share premium account) or the share options expire (when it is released directly to retained profits or accumulated loss). Share options granted before November 7, 2002 or granted after November 7, 2002 but vested on or before December 31, 2004 are not expensed as they are not subject to the requirements of HKFRS 2. When the share options are exercised, the proceeds received, net of any directly attributable transaction cost, are credited to share capital (nominal value) and share premium.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

### aa. Employee benefits (continued)

#### iii. Share-based payments (continued)

The Group also grants shares of the Company to employees at nil consideration under its share award schemes, under which the awarded shares are either newly issued at par value (the "Subscription Scheme") or are purchased from the open market (the "Purchase Scheme"). The cost of shares purchased from the open market is recognized in equity as treasury stock. The fair value of the employee services received in exchange for the grant of shares under both schemes is recognized as staff costs in the income statement with a corresponding increase in an employee share-based compensation reserve under equity. The fair value of the awarded shares is measured by the quoted market price of the shares at grant date and is charged to the income statement over the respective vesting period. During the vesting period, the number of awarded shares that is expected to vest is reviewed. Any adjustment to the cumulative fair value recognized in prior years is charged or credited in the income statement for the year of the review, unless the original staff costs qualify for recognition as an asset, with a corresponding adjustment to the employee share-based compensation reserve. On vesting date, the amount recognized as staff costs is adjusted to reflect the actual number of awarded shares that vest (with a corresponding adjustment to the employee share-based compensation reserve) and the cost of awarded shares recognized in equity as treasury stock is transferred to the employee share-based compensation reserve. Shares awarded before November 7, 2002 or awarded after November 7, 2002 but vested on or before December 31, 2004 are not expensed as they are not subject to the requirements of HKFRS 2.

Shares of the Company granted to employees of the Group by the principal shareholder of the Company are accounted for in accordance with the same policy for the awarded shares under share award schemes as described above. The fair value of the shares granted by principal shareholder is measured by the quoted market price of the shares at grant date and is charged to the income statement over the respective vesting period.

#### iv. Termination benefits

Termination benefits are recognized only after either an agreement is in place with the appropriate employee representatives specifying the terms of redundancy and the numbers of employees affected, or, after individual employees have been advised of the specific terms.

#### bb. Share-based payment transactions with cash alternatives

Share-based payment transactions are those arrangement which the terms provide either the Group or the counterparty with a choice of whether the Group settles the transaction in cash (or other assets) or by issuing equity instruments. Upon the vesting conditions, if any, are met, the Group shall account for that transaction, or the components of that transaction, as a cash-settled share-based payment transaction if, and to the extent that, the Group has incurred a liability to settle in cash (or other assets). Otherwise, the share-based payment transaction is accounted for as an equity-settled share-based payment transaction if, and to the extent that, no such liability has been incurred.

## cc. Translation of foreign currencies

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the "functional currency"). The consolidated financial statements are presented in Hong Kong dollars (HK\$), which is the Company's functional and the Group's presentation currency.

Foreign currency transactions during the year are translated at the foreign exchange rates ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated at the foreign exchange rates ruling at the balance sheet date. Exchange gains and losses are recognized in the income statement.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the foreign exchange rates ruling at the transaction dates. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated using the foreign exchange rates ruling at the dates the fair value was determined. Exchange differences arising on translation of non-monetary assets and liabilities, such as financial assets at fair value through profit or loss, are reported as part of the fair value gain or loss in the income statement. Exchange differences arising on translation of non-monetary assets and liabilities, such as available-for-sale financial assets, are included in the fair value gain or loss in the available-for-sale financial assets reserve under equity.

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### cc. Translation of foreign currencies (continued)

The results of foreign operations are translated into Hong Kong dollars at the exchange rates approximating the foreign exchange rates ruling at the dates of transactions. Balance sheet items of foreign operations, including goodwill arising on consolidation of foreign operations acquired on or after January 1, 2005, are translated into Hong Kong dollars at the foreign exchange rates ruling at the balance sheet date. Goodwill arising on consolidation of a foreign operation acquired before January 1, 2005 is translated at the foreign exchange rate that applied at the date of acquisition of the foreign operation. The resulting exchange differences are recognized in other comprehensive income and accumulated separately in the currency translation reserve under equity.

On consolidation, exchange differences arising from the translation of the net investment in foreign operations, and of borrowings and other currency instruments designated as hedges of such investments, if any, are taken to other comprehensive income and accumulated separately in currency translation reserve under equity. On disposal of a foreign operation, the cumulative amount of the exchange differences recognized in the currency translation reserve under equity which relate to that foreign operation is included in the calculation of the profit or loss on disposal.

#### dd. Related parties

For the purposes of these financial statements, a party is considered to be related to the Group if:

- i. the party has the ability, directly or indirectly through one or more intermediaries, to control the Group or exercise significant influence over the Group in making financial and operating policy decisions, or has joint control over the Group;
- ii. the Group and the party are subject to common control;
- iii. the party is an associate of the Group or a joint venture in which the Group is a venturer;
- iv. the party is a member of key management personnel of the Group or the Group's parent, or a close family member of such an individual, or is an entity under the control, joint control or significant influence of such individuals;
- v. the party is a close family member of a party referred to in note i above or is an entity under the control, joint control or significant influence of such individuals; or
- vi. the party is a post-employment benefit plan which is for the benefit of employees of the Group or of any entity that is a related party of the Group.

Close family members of an individual are those family members who may be expected to influence, or be influenced by, that individual in their dealings with the entity.

### ee. Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker (the "CODM"). The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Group's senior executive management.

Segment revenue, expenses, results and assets include items directly attributable to a segment as well as those that can be allocated on a reasonable basis to that segment. Segment revenue, expenses and segment performance include transactions between segments. Inter-segment pricing is based on similar terms as those available to other external parties for similar services. These transactions are eliminated upon consolidation.

Segment capital expenditure is the total cost incurred during the year to acquire segment assets (including property, plant and equipment and interests in leasehold land) that are expected to be used for more than one year.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (CONTINUED)

#### ff. Dividend distribution

Dividend distribution to the Company's shareholders is recognized as a liability in the Group's and the Company's financial statements in the period in which the dividends are approved by the Company's shareholders or directors, where appropriate.

Payable for dividend in specie of the Group's interests in its subsidiaries is measured at the fair value of the interests in the subsidiaries to be distributed. Upon the settlement of dividend payable, any difference between the carrying amount of the interests in the subsidiaries distributed and the carrying amount of the dividend payable is recognized in equity if the Group continues to control the subsidiaries after distribution.

#### 3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. Notes 19, 30(a) and 37 contain information about the assumptions and their risk factors relating to goodwill impairment, defined benefit liability and financial instruments. Management has also made judgements in applying the Group's accounting policies. These judgements and other key sources of estimation uncertainty are discussed below:

i. Useful lives of property, plant and equipment and intangible assets (other than goodwill)
The Group has significant property, plant and equipment and intangible assets (other than goodwill). The Group is required to estimate the useful lives of property, plant and equipment and intangible assets (other than goodwill) in order to ascertain the amount of depreciation and amortization charges for each reporting period.

The useful lives are estimated at the time of purchase of these assets after considering future technology changes, business developments and the Group's strategies. The Group performs annual reviews to assess the appropriateness of the estimated useful lives. Such review takes into account any unexpected adverse changes in circumstances or events, including declines in projected operating results, negative industry or economic trends and rapid advancement in technology. The Group extends or shortens the useful lives and/or makes impairment provisions according to the results of the review.

During the year ended December 31, 2013, the Group performed a review to reassess the useful lives of certain exchange equipment and transmission plant of the Group, based on the expectations of the Group's operational management and technological trend. The reassessment has resulted in a change in the estimated useful lives of these assets. The Group considers this to be a change in accounting estimate and has therefore accounted for the change prospectively from January 1, 2013. As a result of this change in accounting estimate, the Group's profit for the year ended December 31, 2013 increased by HK\$87 million and the net assets as at December 31, 2013 increased by HK\$87 million.

- ii. Impairment of assets (other than investments in debt and equity securities and other receivables)
  At each balance sheet date, the Group reviews internal and external sources of information to identify indications that the following classes of asset may be impaired or, except in the case of goodwill, an impairment loss previously recognized no longer exists or may have decreased:
  - property, plant and equipment;
  - interests in leasehold land;
  - intangible assets;
  - interests in associates and joint arrangements;
  - goodwill; and
  - interests in subsidiaries (at Company level).

### 3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

ii. Impairment of assets (other than investments in debt and equity securities and other receivables) (continued)

If any such indication exists, the asset's recoverable amount is estimated. In addition, for goodwill, intangible assets that are not yet available for use and intangible assets that have indefinite useful lives, the recoverable amount is estimated annually whether or not there is any indication of impairment. An impairment loss is recognized in the income statement whenever the carrying amount of an asset exceeds its recoverable amount.

The sources utilized to identify indications of impairment are often subjective in nature and the Group is required to use judgement in applying such information to its business. The Group's interpretation of this information has a direct impact on whether an impairment assessment is performed as at any given balance sheet date. Such information is particularly significant as it relates to the Group's telecommunications services and infrastructure businesses in Hong Kong.

If an indication of impairment is identified, such information is further subject to an exercise that requires the Group to estimate the recoverable value, representing the greater of the asset's fair value less cost to sell or its value in use. Depending on the Group's assessment of the overall materiality of the asset under review and complexity of deriving reasonable estimates of the recoverable value, the Group may perform such assessments utilizing internal resources or the Group may engage external advisors to counsel the Group. Regardless of the resources utilized, the Group is required to make many assumptions to make these assessments, including the utilization of such asset, the cash flows to be generated, appropriate market discount rates and the projected market and regulatory conditions. Changes in any of these assumptions could result in a material change to future estimates of the recoverable value of any asset.

#### iii. Revenue recognition

Telecommunications service revenue based on usage of the Group's network and facilities is recognized when the services are rendered. Telecommunications revenue for services provided for fixed periods is recognized on a straight-line basis over the respective period. In addition, up-front fees received for installation of equipment and activation of customer service are deferred and recognized over the expected customer relationship period. The Group is required to exercise considerable judgement in revenue recognition particularly in the areas of customer discounts and customer disputes. Significant changes in management estimates may result in material revenue adjustments.

The Group offers certain arrangements whereby a customer can purchase telecommunications equipment together with a fixed period of telecommunications service arrangement. When such multiple-element arrangements exist, the amount recognized as revenue upon the sale of the telecommunications equipment is the fair value of the equipment in relation to the fair value of the arrangement taken as a whole. The revenue relating to the service element, which represents the fair value of the servicing arrangement in relation to the fair value of the arrangement taken as a whole, is recognized over the service period. The fair values of each element are determined based on the current market price of each of the elements when sold separately.

Where the Group is unable to determine the fair value of each of the elements in an arrangement, it uses the residual value method. Under this method, the Group determines the fair value of the delivered element by deducting the fair value of the undelivered element from the total contract consideration.

To the extent that there is a discount on the arrangement, such discount is allocated between the elements of the contract in such a manner as to reflect the fair value of the elements.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

#### iv. Amount payable to the Government under the Cyberport Project Agreement

Pursuant to an agreement dated May 17, 2000 entered into with the Government of Hong Kong (the "Government") in respect of the Cyberport project (the "Cyberport Project Agreement"), the Government is entitled to receive approximately 65% of the surplus cash flow earned from the Cyberport project. The amounts paid and payable to the Government are part of the Group's costs of developing the Cyberport project.

The estimated cost of developing the Cyberport project, including construction costs and the amounts paid and payable to the Government, is allocated to the cost of properties sold on a systematic basis over the life of the project using a relative value approach. This approach considers the value of development costs attributable to phases for which revenue has been recognized to date relative to the total expected value of development costs for the development as a whole. The revision of estimates of these relative values during the year ended December 31, 2013 has resulted in the costs of properties sold recorded in the year being decreased by HK\$6 million.

#### v. Deferred income tax

While deferred income tax liabilities are provided in full on all taxable temporary differences, deferred income tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. In assessing the amount of deferred income tax assets that need to be recognized, the Group considers future taxable income and ongoing prudent and feasible tax planning strategies. In the event that the Group's estimates of projected future taxable income and benefits from available tax strategies are changed, or changes in current income tax regulations are enacted that would impact the timing or extent of the Group's ability to utilize the tax benefits of net operating loss carry-forwards in the future, adjustments to the recorded amount of net deferred income tax assets and income tax expense would be made.

#### vi. Current income tax

The Group makes a provision for current income tax based on estimated taxable income for the year. The estimated income tax liabilities are primarily computed based on the tax computations as prepared by the Group. Nevertheless, from time to time, there are cases of disagreements with the tax authorities of Hong Kong and elsewhere on the tax treatment of items included in the tax computations and certain non-routine transactions. If the Group considers it probable that these disputes or judgements will result in different tax positions, the most likely amounts of the outcome will be estimated and adjustments to the income tax expense and income tax liabilities will be made accordingly.

#### vii. Recognition of intangible asset - Carrier licences

In order to measure the intangible assets, HKAS 39 (revised) 'Financial Instruments: Recognition and Measurement' is applied for recognition of the minimum annual fee and royalty payments as they constitute contractual obligations to deliver cash and, hence, should be considered as financial liabilities. To establish the fair value of the minimum annual fee and royalty payments for the right of use of the carrier licences, the discount rate used is an indicative incremental borrowing rate estimated by the Group. Had a different discount rate been used to determine the fair value, the Group's results of operations and financial position could be materially different.

### viii. Estimated valuation of investment properties

The best evidence of fair value is current prices in an active market for similar leases and other contracts. In the absence of such information, the Group determines the amount within a range of reasonable fair values estimates. In making its estimates, the Group considers both (i) information from the valuations of investment properties performed by external professional valuers on a market value basis and (ii) other principal assumptions, including the current and expected market yield, market price, market rent and the outstanding development costs in view of the current usage and condition of the investment properties to determine the fair value of the investment properties. Had the Group used different market yields, market prices, market rents or other assumptions, the fair value of the investment properties would be different and thus caused impact to the consolidated income statement. As at December 31, 2013, the fair value of the investment properties was HK\$8,436 million.

### 3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

ix. Recognition and fair value of identifiable intangible assets through business combination

The Group applies the acquisition method of accounting to account for acquisitions of businesses. In business combinations of multiple companies or businesses, HKFRS 3 (revised), 'Business Combinations', requires that one of the businesses that existed before the combination shall be identified as the accounting acquirer on the basis of the evidence available. Identification of the accounting acquirer requires significant judgement and it involves the considerations of the relative size of the combining businesses' revenues and assets and the management structure to determine the appropriate accounting acquirer.

The cost of an acquisition is measured as the aggregate of the fair values at the date of exchange of the assets given, liabilities incurred, equity instruments issued, and costs directly attributable to the acquisition. Identifiable assets, liabilities and contingent liabilities acquired or assumed are measured separately at their fair values as of the acquisition date. The excess of the cost of the acquisition over the fair value of the identifiable net assets acquired is recorded as goodwill.

The determination and allocation of fair values to the identifiable assets acquired and liabilities assumed is based on various assumptions and valuation methodologies requiring considerable management judgement. The most significant variables in these valuations are discount rates, terminal values, the number of years on which the cash flow projections are based, as well as the assumptions and estimates used to determine the cash inflows and outflows. Management determines discount rates to be used based on the risk inherent in the related activity's current business model and industry comparisons. Terminal values are based on the expected life of products and forecasted life cycle and forecasted cash flows over that period. Although the assumptions applied in the determination are reasonable based on information available at the date of acquisition, actual results may differ from the forecasted amounts and the difference could be material.

Upon an acquisition of a business it is necessary to attribute fair values to any intangible assets acquired (provided they meet the criteria to be recognized). The fair values of these intangible assets are dependent on estimates of attributable future revenue, margin, cash flow, useful lives and discount rate used.

- x. Consolidation of entities in which the Group holds less than 50% equity interest
  The Group made significant judgements that the following subsidiaries are controlled by the Group, even though the Group holds less than 50% equity interest of these subsidiaries:
  - Unihub China Information Technology Company Limited: the Group owns more than one half of the voting rights in the board
    of directors of this company.
  - All's Well Media Company Limited ("AWL"): the Group has a 35.02% equity interest in AWL. With effect from January 1, 2013, the shareholders' agreement was amended such that the Group has sufficient dominant voting interest and power to direct the key financing and operating decisions of AWL. As a result, AWL has been consolidated into these consolidated financial statements. Previously AWL was classified as an associate of the Group and accounted for using the equity method.

#### xi. Classification of joint arrangements

The Group has made investments in joint arrangements in respect of which the partners' profit-sharing ratios during the joint venture period and share of net assets upon the expiration of the joint venture period may not be in proportion to their equity ratios, but are as defined in the respective joint venture contracts. Therefore these joint arrangements are classified as joint ventures of the Group.

The Group classified joint arrangements as joint operations whereby the Group has rights to assets and obligations for the liabilities of the arrangement.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

xii. Purchase consideration for a plot of land in Indonesia

On May 23, 2013, Pacific Century Premium Developments Limited ("PCPD") and its subsidiaries (collectively the "PCPD Group") entered into the Land Sale and Purchase Agreement (the "Land SPA") for the acquisition of a plot of land for the development of a Grade A office building in Jakarta, Indonesia. The total consideration under the Land SPA is US\$184 million (equivalent to approximately HK\$1,428 million), which is subject to various downward adjustments in certain circumstances.

Management expected that the seller of the land will be able to fulfill the conditions as set out in the Land SPA and the deductions from the outstanding consideration is unlikely, as such the total consideration of US\$184 million is recorded as the cost of the land and the outstanding consideration to be paid is recorded as payables as at December 31, 2013.

In case there is any downward adjustment from the consideration to be paid for the land acquisition, it would affect the payable to the seller recorded in the balance sheet as at December 31, 2013.

#### 4 RELATED PARTY TRANSACTIONS

During the year, the Group had the following significant transactions with related parties:

| In HK\$ million   | The Group |      |      |  |  |
|---|-----------|------|------|--|--|
|   | Note      | 2012 | 2013 |  |  |
| Telecommunications service fees, facility management service charges and          |           |      |      |  |  |
| interest income received or receivable from joint ventures                        | а         | 87   | 57   |  |  |
| System integration service fees, consultancy service charges, interest income and |           |      |      |  |  |
| sales of equipment income received or receivable from associates                  | а         | 64   | 44   |  |  |
| Telecommunications service fees and systems integration charges received or       |           |      |      |  |  |
| receivable from a substantial shareholder   | а         | 263  | 332  |  |  |
| Telecommunications service fees and rental charges paid or payable to joint       |           |      |      |  |  |
| ventures  | а         | 307  | 299  |  |  |
| Telecommunications service fees and facility management service charges paid or   |           |      |      |  |  |
| payable to a substantial shareholder  | а         | 143  | 149  |  |  |
| Consideration paid or payable for the purchase of equipment from an associate     | а         | _    | 150  |  |  |
| Key management compensation   | b         | 53   | 72   |  |  |

**a.** These transactions were carried out after negotiations between the Group and the related parties in the ordinary course of business and on the basis of estimated market value as determined by the directors. In respect of transactions for which the price or volume has not yet been agreed with the relevant related parties, the directors have determined the relevant amounts based on their best estimation.

#### b. Details of key management compensation

| In HK\$ million                                 | The Group |      |  |  |  |
|---|-----------|------|--|--|--|
|   | 2012      | 2013 |  |  |  |
| Salaries and other short-term employee benefits | 44        | 56   |  |  |  |
| Share-based compensation                        | 7         | 14   |  |  |  |
| Post-employment benefits                        | 2         | 2    |  |  |  |
|   | 53        | 72   |  |  |  |

### 4 RELATED PARTY TRANSACTIONS (CONTINUED)

#### c. Amounts due from/(to) related companies

Other than as specified in notes 22 and 23, balances with related parties are unsecured and non-interest bearing, and have no fixed repayment terms.

## **5 TURNOVER**

| In HK\$ million  | The Group |        |  |  |  |
|--|-----------|--------|--|--|--|
|  | 2012      | 2013   |  |  |  |
| Telecommunications and other service revenue                         | 22,197    | 24,842 |  |  |  |
| Amounts received and receivable in respect of goods sold             | 2,049     | 1,920  |  |  |  |
| Amounts received and receivable in respect of properties sold        | 791       | 283    |  |  |  |
| Amounts received and receivable from rental of investment properties | 281       | 272    |  |  |  |
|  | 25,318    | 27,317 |  |  |  |

#### **6 SEGMENT INFORMATION**

The CODM is the Group's senior executive management. The CODM reviews the Group's internal reporting in order to assess performance and allocate resources and the segment information is reported below in accordance with this internal reporting.

The CODM considers the business from both product and geographic perspectives. From a product perspective, management assesses the performance of the following segments:

- HKT Limited ("HKT") is Hong Kong's premier telecommunications service provider. It provides a range of services including local telephony, local data and broadband, international telecommunications, mobile and other telecommunications businesses such as customer premises equipment sales, outsourcing, consulting, and contact centers. It operates primarily in Hong Kong and maintains a presence in mainland China as well as other parts of the world.
- Media Business includes interactive pay-TV service, Internet portal multimedia entertainment platform and the Group's directories operations in Hong Kong and mainland China.
- Solutions Business offers Information and Communications Technologies services and solutions in Hong Kong and mainland China.
- PCPD covers the Group's property portfolio in Hong Kong, mainland China and elsewhere in Asia.
- Other Businesses include the Group's wireless broadband business in the United Kingdom and all corporate support functions.

The CODM assesses the performance of the operating segments based on a measure of adjusted earnings before interest, tax, depreciation and amortization ("EBITDA"). The EBITDA represents earnings before interest income, finance costs, income tax, depreciation of property, plant and equipment, amortization of land lease premium and intangible assets, gain/loss on disposal of property, plant and equipment, investment properties, interests in leasehold land and intangible assets, net other gains/losses on property, plant and equipment, restructuring costs, impairment losses on goodwill, tangible and intangible assets and interests in associates and joint ventures, and the Group's share of results of associates and joint ventures.

Segment revenue, expense and segment performance include transactions between segments. Inter-segment pricing is based on similar terms as those available to other external parties for similar services. The revenue from external parties reported to the CODM is measured in a manner consistent with that in the consolidated income statement.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **6 SEGMENT INFORMATION (CONTINUED)**

Information regarding the Group's reportable segments as provided to the Group's CODM is set out below:

| In HK\$ million   | НКТ    | Media<br>Business | Solutions<br>Business | 2012<br>Other<br>Businesses<br>(Restated) | PCPD  | Eliminations | Consolidated<br>(Restated) |
|---|--------|-------------------|-----------------------|---|-------|--------------|----------------------------|
| REVENUE   |        |                   |                       |   |       |              |                            |
| External revenue  | 20,695 | 1,639             | 1,740                 | 71  | 1,173 | -            | 25,318                     |
| Inter-segment revenue (note a)  | 386    | 1,169             | 737                   | _   | 11    | (2,303)      | _                          |
| Total revenue   | 21,081 | 2,808             | 2,477                 | 71  | 1,184 | (2,303)      | 25,318                     |
| RESULTS   |        |                   |                       |   |       |              |                            |
| EBITDA  | 7,669  | 491               | 435                   | (585)                                     | 107   | (331)        | 7,786                      |
| OTHER INFORMATION  Capital expenditure (including property, plant and equipment and interests in leasehold land) incurred during the year, excluding additions upon business combinations | 1,945  | 113               | 106                   | 96  | 15    | -            | 2,275                      |
| In HK\$ million   | НКТ    | Media<br>Business | Solutions<br>Business | 2013<br>Other<br>Businesses               | PCPD  | Eliminations | Consolidated               |
| REVENUE   |        |                   |                       |   |       |              |                            |
| External revenue  | 22,429 | 1,849             | 2,324                 | 58  | 657   | _            | 27,317                     |
| Inter-segment revenue (note a)  | 403    | 1,171             | 637                   | -   | 17    | (2,228)      | -                          |
| Total revenue   | 22,832 | 3,020             | 2,961                 | 58  | 674   | (2,228)      | 27,317                     |
| RESULTS<br>EBITDA   | 7,901  | 508               | 520                   | (554)                                     | (96)  | (246)        | 8,033                      |
| OTHER INFORMATION  Capital expenditure (including property, plant and equipment and interests in leasehold land) incurred during the year, excluding additions upon business combinations | 2,025  | 201               | 250                   | 124                                       | 7     | _            | 2,607                      |

**a.** The inter-segment revenue included certain sales by respective business segment to external customers through the other segment's billing platform.

## **6 SEGMENT INFORMATION (CONTINUED)**

A reconciliation of total segment EBITDA to profit before income tax is provided as follows:

| In HK\$ million   | The Group  |         |  |  |
|---|------------|---------|--|--|
|   | 2012       | 2013    |  |  |
|   | (Restated) |         |  |  |
| Total segment EBITDA  | 7,786      | 8,033   |  |  |
| (Loss)/Gain on disposal of property, plant and equipment and intangible assets, net | (13)       | 9       |  |  |
| Depreciation and amortization   | (4,421)    | (4,571) |  |  |
| Other gains, net  | 371        | 685     |  |  |
| Interest income   | 62         | 80      |  |  |
| Finance costs   | (966)      | (1,111) |  |  |
| Share of results of associates and joint ventures                                   | (22)       | 140     |  |  |
| Profit before income tax  | 2,797      | 3,265   |  |  |

The following table sets out information about the geographical location of the Group's revenue from external customers. In presenting information on the basis of geographical segments, segment revenue is based on the geographical location of customers.

| In HK\$ million                                 | Revenue from external custo |        |  |  |  |
|---|-----------------------------|--------|--|--|--|
|   | 2012                        | 2013   |  |  |  |
| Hong Kong (place of domicile)                   | 20,198                      | 20,304 |  |  |  |
| Mainland China (excluding Hong Kong) and Taiwan | 2,117                       | 2,116  |  |  |  |
| Others  | 3,003                       | 4,897  |  |  |  |
|   | 25,318                      | 27,317 |  |  |  |

The total non-current assets other than financial instruments and deferred income tax assets located in Hong Kong is HK\$20,694 million (2012: HK\$20,394 million), and the total of these non-current assets located in other countries is HK\$13,812 million (2012: HK\$11,034 million).

## 7 OTHER GAINS, NET

| In HK\$ million  | The Group |      |  |  |
|--|-----------|------|--|--|
|  | 2012      | 2013 |  |  |
| Fair value gains on investment properties                                  | 349       | 631  |  |  |
| Net gains on cash flow hedging instruments transferred from equity         | 13        | 9    |  |  |
| Net gains on fair value hedging instruments                                | _         | 42   |  |  |
| Net gains from return of investment in available-for-sale financial assets | _         | 64   |  |  |
| Recovery of impairment loss on an interest in a joint venture              | _         | 22   |  |  |
| Provision for impairment of available-for-sale financial assets            | _         | (78) |  |  |
| Others   | 9         | (5)  |  |  |
|  | 371       | 685  |  |  |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **8 PROFIT BEFORE INCOME TAX**

Profit before income tax is stated after charging and crediting the following:

## a. Staff costs

| In HK\$ million   | The 0<br>2012<br>(Restated) | 2013  |
|---|-----------------------------|-------|
| Retirement costs for directors Retirement costs for other staff                         | 1                           | 2     |
| <ul> <li>pension cost for defined benefit retirement schemes (note 30(a)(v))</li> </ul> | 2                           | 1     |
| - contributions to defined contribution retirement scheme                               | 267                         | 281   |
|   | 270                         | 284   |
| Share-based compensation expenses   | 17                          | 45    |
| Salaries, bonuses and other benefits  | 2,137                       | 2,406 |
|   | 2,424                       | 2,735 |

## b. Other items

| In HK\$ million  | The G | Group  |
|--|-------|--------|
|  | 2012  | 2013   |
| Crediting:   |       |        |
| Gain on disposal of property, plant and equipment, net                       | _     | 9      |
| Gross rental income  | 281   | 272    |
| Less: Outgoings  | (27)  | (42)   |
| Write-back of provision for inventory obsolescence                           | _     | 10     |
| Exchange gains, net  | _     | 12     |
| Less: Cash flow hedges: transferred from equity                              | _     | (34)   |
| Less: Fair value hedges: transferred to finance costs                        | _     | 3      |
|  |       |        |
| Charging:  |       |        |
| Impairment loss for doubtful debts   | 186   | 149    |
| Provision for inventory obsolescence   | 7     | _      |
| Depreciation of property, plant and equipment                                | 2,482 | 2,347  |
| Amortization of land lease premium   |       |        |
| - interests in leasehold land  | 22    | 24     |
| Amortization of intangible assets  | 1,917 | 2,200  |
| Cost of inventories sold   | 2,029 | 1,939  |
| Cost of properties sold  | 547   | 223    |
| Cost of sales, excluding inventories and properties sold                     | 9,240 | 10,949 |
| Loss on disposal of property, plant and equipment and intangible assets, net | 13    | _      |
| Exchange gains, net  | (32)  | _      |
| Less: Cash flow hedges: transferred from equity                              | 41    | _      |
| Auditors' remuneration   | 25    | 29     |
| Operating lease rental   |       |        |
| - equipment  | 61    | 85     |
| - other assets (including property rentals)                                  | 753   | 1,014  |

## 9 FINANCE COSTS

| In HK\$ million   | The Group |       |  |  |
|---|-----------|-------|--|--|
|   | 2012      | 2013  |  |  |
| Interest paid/payable for:  |           |       |  |  |
| Overdrafts and bank borrowings wholly repayable within 5 years                  | 318       | 412   |  |  |
| Other borrowings wholly repayable within 5 years                                | 525       | 467   |  |  |
| Other borrowings not wholly repayable within 5 years                            | 82        | 199   |  |  |
| Notional accretion on carrier licence fee liabilities                           | 74        | 66    |  |  |
| Other borrowing costs   | 1         | 20    |  |  |
| Cash flow hedges: transferred from equity                                       | 1         | 1     |  |  |
| Losses on fair value hedges   | 4         | 6     |  |  |
| Fair value hedges: exchange difference transferred from exchange gains, net     | _         | (3)   |  |  |
| Adjustment of borrowings attributable to foreign currency risk                  | _         | 3     |  |  |
|   | 1,005     | 1,171 |  |  |
| Interest capitalized in property, plant and equipment and investment properties | (39)      | (60)  |  |  |
|   | 966       | 1,111 |  |  |

- **a.** Losses on fair value hedges represent fair value losses on derivative financial instruments on fair value hedges of HK\$748 million (2012: gains of HK\$31 million) and fair value credit adjustment of borrowings attributable to interest rate risk of HK\$742 million (2012: charge of HK\$35 million).
- **b.** The capitalization rate used to determine the amount of interest eligible for capitalization for the year ranged from 3.68% to 4.50% (2012: 4.54% to 4.70%).

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 10 DIRECTORS' AND SENIOR EXECUTIVES' EMOLUMENTS

Details of directors' emoluments are set out below:

## a. Directors' emoluments - cash and cash equivalents paid/payable

| In HK\$ million  | The Group<br>2012                |               |  |      |                                      |   |   |      |                                       |   |                             |               |
|--|----------------------------------|---------------|--|------|--------------------------------------|---|---|------|---------------------------------------|---|-----------------------------|---------------|
|  | Directors' PCCW (excluding PCPD) | 'fees<br>PCPD | Salaries, allowa<br>benefits in<br>PCCW<br>(excluding<br>PCPD) |      | Bonus<br>PCCW<br>(excluding<br>PCPD) |   | Retirement<br>contribu<br>PCCW<br>(excluding<br>PCPD) |      | Share-to compen PCCW (excluding PCPD) |   | PCCW<br>(excluding<br>PCPD) | Total<br>PCPD |
|  |                                  |               |  |      |                                      |   |   |      |                                       |   |                             |               |
| Executive directors<br>Li Tzar Kai, Richard                        |                                  |               |  |      |                                      |   |   |      |                                       |   |                             |               |
| Chan Ching Cheong, George  | _                                | _             | 10.31  | _    | _                                    | _ | 0.01  | _    | 7.14                                  | _ | 17.46                       | _             |
| Hui Hon Hing, Susanna  | _                                | _             | 6.54   | _    | 4.63                                 | _ | 0.01  | _    | 7.14                                  | _ | 11.58                       | _             |
| Lee Chi Hong, Robert   | -                                | -             | -  | 7.80 | -                                    | - | -   | 0.82 | -                                     | - | -                           | 8.62          |
| Non-executive directors  |                                  |               |  |      |                                      |   |   |      |                                       |   |                             |               |
| Sir David Ford   | _                                | -             | 1.27   | -    | -                                    | _ | -   | _    | _                                     | _ | 1.27                        | -             |
| Lu Yimin   | 0.212                            | -             | -  | -    | -                                    | - | -   | -    | -                                     | - | 0.21                        | -             |
| Li Fushen  | 0.213                            | -             | -  | -    | -                                    | - | -   | -    | -                                     | - | 0.21                        | -             |
| Li Gang  | 0.214                            | -             | -  | -    | -                                    | - | -   | -    | -                                     | - | 0.21                        | -             |
| Tse Sze Wing, Edmund   | 0.21                             | -             | -  | -    | -                                    | - | -   | -    | -                                     | - | 0.21                        | -             |
| Wei Zhe, David⁵  | 0.21                             | -             | -  | -    | -                                    | - | -   | -    | -                                     | - | 0.21                        | -             |
| Independent non-executive directors                                |                                  |               |  |      |                                      |   |   |      |                                       |   |                             |               |
| Dr The Hon Sir David   |                                  |               |  |      |                                      |   |   |      |                                       |   |                             |               |
| Li Kwok Po   | 0.21                             | -             | -  | -    | -                                    | - | -   | -    | -                                     | - | 0.21                        | -             |
| Aman Mehta   | 0.536                            | -             | 0.53   | -    | -                                    | - | -   | -    | -                                     | - | 1.06                        | -             |
| Frances Waikwun Wong <sup>7</sup>                                  | 0.18                             | -             | - 0.00   | -    | -                                    | - | -   | -    | -                                     | - | 0.18                        | -             |
| Bryce Wayne Lee <sup>8</sup><br>Lars Eric Nils Rodert <sup>9</sup> | 0.14                             | -             | 0.26   | -    | -                                    | - | -   | -    | -                                     | - | 0.40                        | -             |
| Lars end inits roderts   | 0.02                             |               | 0.13   |      |                                      |   |   | _    |                                       | _ | 0.15                        |               |
|  | 2.13                             | -             | 19.04  | 7.80 | 4.63                                 | - | 0.42  | 0.82 | 7.14                                  | - | 33.36                       | 8.62          |

#### Notes:

- 1 Bonus amounts shown above represent the portion of 2011 bonuses that were paid in 2012.
- 2 Fee receivable as a non-executive director in 2012 was surrendered to a subsidiary of China United Network Communications Group Company Limited, in accordance with an arrangement between Mr Lu Yimin and China United Network Communications Group Company Limited, a substantial shareholder of the Company.
- 3 Fee receivable as a non-executive director in 2012 was surrendered to a subsidiary of China United Network Communications Group Company Limited, in accordance with an arrangement between Mr Li Fushen and China United Network Communications Group Company Limited, a substantial shareholder of the Company
- 4 Fee receivable as a non-executive director in 2012 was surrendered to a subsidiary of China United Network Communications Group Company Limited, in accordance with an arrangement between Mr Li Gang and China United Network Communications Group Company Limited, a substantial shareholder of the Company.
- 5 Re-designated as a non-executive director with effect from May 4, 2012.
- 6 Includes HK\$105,000 fee as Chairman of Nomination Committee, HK\$105,000 fee as Chairman of Audit Committee and HK\$105,000 fee as Chairman of Remuneration Committee.
- 7 Appointed as an independent non-executive director with effect from March 1, 2012.
- 8 Appointed as an independent non-executive director with effect from May 4, 2012.
- 9 Appointed as an independent non-executive director with effect from November 30, 2012.

## 10 DIRECTORS' AND SENIOR EXECUTIVES' EMOLUMENTS (CONTINUED)

a. Directors' emoluments – cash and cash equivalents paid/payable (continued)

| In HK\$ million                       |                                 |                 |  |      |                                      |      | Group<br>013  |      |  |   |                                    |             |
|---------------------------------------|---------------------------------|-----------------|--|------|--------------------------------------|------|---|------|--|---|------------------------------------|-------------|
|                                       | Directors PCCW (excluding PCPD) | s' fees<br>PCPD | Salaries, allowater benefits PCCW (excluding PCPD) |      | Bonus<br>PCCW<br>(excluding<br>PCPD) |      | Retirement<br>contribu<br>PCCW<br>(excluding<br>PCPD) |      | Share-i<br>compen<br>PCCW<br>(excluding<br>PCPD) |   | Tot<br>PCCW<br>(excluding<br>PCPD) | tal<br>PCPD |
| Executive directors                   |                                 |                 |  |      |                                      |      |   |      |  |   |                                    |             |
| Li Tzar Kai, Richard                  | -                               | _               | _  | _    | _                                    | _    | _   | _    | _  | _ | _                                  | _           |
| Chan Ching Cheong, George             | -                               | -               | 5.90   | -    | 2.28                                 | _    | 0.01  | -    | 9.36   | _ | 17.55                              | _           |
| Hui Hon Hing, Susanna                 | -                               | -               | 9.71   | _    | 7.20                                 | -    | 0.76  | -    | 4.17   | - | 21.84                              | _           |
| Lee Chi Hong, Robert                  | -                               | -               | -  | 8.09 | -                                    | 6.05 | -   | 0.85 | -  | - | -                                  | 14.99       |
| Non-executive directors               |                                 |                 |  |      |                                      |      |   |      |  |   |                                    |             |
| Sir David Ford                        | -                               | -               | 1.26   | -    | -                                    | -    | -   | -    | _  | - | 1.26                               | -           |
| Lu Yimin                              | 0.222                           | -               | -  | -    | -                                    | -    | -   | -    | -  | - | 0.22                               | -           |
| Li Fushen                             | 0.22 <sup>3</sup>               | -               | -  | -    | -                                    | -    | -   | -    | -  | - | 0.22                               | -           |
| Li Gang                               | 0.224                           | -               | -  | -    | -                                    | -    | -   | -    | -  | - | 0.22                               | -           |
| Tse Sze Wing, Edmund                  | 0.22                            | -               | -  | -    | -                                    | -    | -   | -    | -  | - | 0.22                               | -           |
| Wei Zhe, David                        | 0.22                            | -               | -  | -    | -                                    | -    | -   | -    | -  | - | 0.22                               | -           |
| Independent non-executive directors   |                                 |                 |  |      |                                      |      |   |      |  |   |                                    |             |
| Dr The Hon Sir David<br>Li Kwok Po    | 0.22                            |                 |  |      |                                      |      |   |      |  | _ | 0.22                               |             |
| Aman Mehta                            | 0.22<br>0.55 <sup>5</sup>       | -               | 0.53   | -    | -                                    | _    | _   | _    | -  | _ | 1.08                               | -           |
| Frances Waikwun Wong                  | 0.55                            | _               | 0.55   | _    | _                                    | _    | _   | _    | _  | _ | 0.22                               | _           |
| Bryce Wayne Lee                       | 0.22                            | _               | 0.40   | _    | _                                    | _    | _   | _    | _  | _ | 0.62                               | _           |
| Lars Eric Nils Rodert                 | 0.22                            | _               | 0.53   | _    | _                                    | _    | _   | _    | _  | _ | 0.75                               | _           |
| David Christopher Chance <sup>6</sup> | 0.037                           | -               | 0.13   | -    | -                                    | -    | -   | -    | -  | - | 0.16                               | -           |
|                                       | 2.56                            | -               | 18.46  | 8.09 | 9.48                                 | 6.05 | 0.77  | 0.85 | 13.53  | - | 44.80                              | 14.99       |

#### Notes:

- 1 Bonus amounts shown above represent the portion of 2012 bonuses that were paid in 2013.
- 2 Fee receivable as a non-executive director in 2013 was surrendered to a subsidiary of China United Network Communications Group Company Limited, in accordance with an arrangement between Mr Lu Yimin and China United Network Communications Group Company Limited, a substantial shareholder of the Company.
- 3 Fee receivable as a non-executive director in 2013 was surrendered to a subsidiary of China United Network Communications Group Company Limited, in accordance with an arrangement between Mr Li Fushen and China United Network Communications Group Company Limited, a substantial shareholder of the Company
- 4 Fee receivable as a non-executive director in 2013 was surrendered to a subsidiary of China United Network Communications Group Company Limited, in accordance with an arrangement between Mr Li Gang and China United Network Communications Group Company Limited, a substantial shareholder of the Company.
- 5 Includes HK\$109,200 fee as Chairman of Nomination Committee, HK\$109,200 fee as Chairman of Audit Committee and HK\$109,200 fee as Chairman of Remuneration Committee.
- 6 Appointed as an independent non-executive director with effect from November 28, 2013.
- 7 Includes HK\$10,172 fee as independent non-executive Chairman of PCCW Media Limited, a wholly-owned subsidiary of the Company.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 10 DIRECTORS' AND SENIOR EXECUTIVES' EMOLUMENTS (CONTINUED)

## b. Individuals with highest emoluments

i. Of the five individuals with the highest emoluments, three (2012: two) are directors of the Company whose emoluments are disclosed in note 10(a). The emoluments in respect of the two (2012: three) non-director individuals were as follows:

| In HK\$ million   | The Group |       |  |
|---|-----------|-------|--|
|   | 2012      | 2013  |  |
| Salaries, share-based compensation, allowances and benefits in kind | 34.47     | 35.97 |  |
| Bonuses   | 17.94     | 14.06 |  |
| Retirement scheme contributions                                     | 2.85      | 2.28  |  |
|   | 55.26     | 52.31 |  |

ii. The emoluments of the two (2012: three) non-director individuals were within the following emolument ranges:

|                                 | The Group<br>Number of individuals |      |
|---------------------------------|------------------------------------|------|
|                                 | 2012                               | 2013 |
| HK\$9,500,001 – HK\$10,000,000  | 1                                  | _    |
| HK\$14,000,001 – HK\$14,500,000 | _                                  | 1    |
| HK\$14,500,001 – HK\$15,000,000 | 1                                  | -    |
| HK\$30,500,001 – HK\$31,000,000 | 1                                  | -    |
| HK\$38,000,001 – HK\$38,500,000 | -                                  | 1    |
|                                 | 3                                  | 2    |

## 11 INCOME TAX

a. Income tax in the consolidated income statement represents:

| In HK\$ million  | The Group |       |
|--|-----------|-------|
|  | 2012      | 2013  |
| Hong Kong profits tax  |           |       |
| – provision for current year   | 636       | 417   |
| – over provision in respect of prior years                           | (8)       | (175) |
| Overseas tax   |           |       |
| - provision for current year   | 50        | 52    |
| <ul> <li>under/(over) provision in respect of prior years</li> </ul> | 18        | (2)   |
| Movement of deferred income tax (note 33(a))                         | (464)     | (82)  |
|  | 232       | 210   |

Hong Kong profits tax has been provided at the rate of 16.5% (2012: 16.5%) on the estimated assessable profits for the year.

Overseas tax has been calculated on the estimated assessable profits for the year at the rates of taxation prevailing in the respective jurisdictions.

## 11 INCOME TAX (CONTINUED)

## b. Reconciliation between income tax expense and accounting profit at applicable tax rate:

| In HK\$ million The 201 (Restated   |                 |
|---|-----------------|
| Profit before income tax 2,79   | 7 <b>3,265</b>  |
| Notional tax on profit before income tax, calculated at applicable tax rate 46    | 2 <b>539</b>    |
| Effect of different tax rates of subsidiaries operating overseas                  | 8 80            |
| Income not subject to tax (1  | <b>(20)</b>     |
| Expenses not deductible for tax purposes 15                                       | 8 <b>232</b>    |
| Tax losses not recognized 21  | <b>84</b>       |
| Under/(over) provision in prior years, net  | 0 (177)         |
| Utilization of previously unrecognized tax losses (6                              | 4) (102)        |
| Recognition of previously unrecognized tax losses (59)                            | 6) <b>(443)</b> |
| Recognition of previously unrecognized temporary differences                      | - 40            |
| Loss not deductible/(income not subject to tax) for associates and joint ventures | 4 (23)          |
| Income tax expense 23   | 2 <b>210</b>    |

## 12 LOSS OR PROFIT ATTRIBUTABLE TO EQUITY HOLDERS OF THE COMPANY

Loss of HK\$160 million (2012: profit of HK\$1,458 million) attributable to equity holders of the Company was dealt with in the financial statements of the Company.

## **13 DIVIDENDS**

| In HK\$ million   | 2012     | 2013       |
|---|----------|------------|
| Interim dividend declared and paid in respect of current year of 6.35 HK cents (2012: 5.51 HK cents) per ordinary share Less: dividend for PCCW Shares held by share award schemes                                      | 401<br>- | 462<br>(2) |
|   | 401      | 460        |
| Final dividend declared in respect of previous financial year, approved and paid during the year of 13.55 HK cents (2012: 10.60 HK cents) per ordinary share Less: dividend for PCCW Shares held by share award schemes | 771<br>- | 985<br>(4) |
|   | 771      | 981        |
|   | 1,172    | 1,441      |
| Final dividend proposed after the balance sheet date of 13.85 HK cents (2012: 13.55 HK cents) per ordinary share  | 985      | 1,007      |

- a. The final dividend proposed after the balance sheet date has not been recognized as a liability as at the balance sheet date.
- **b.** The 2013 final dividend will be payable in cash with a scrip dividend alternative subject to (a) shareholders' approval of the final dividend at the annual general meeting; and (b) the Stock Exchange granting the listing of and permission to deal in the new shares to be issued.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 14 EARNINGS PER SHARE

The calculations of basic and diluted earnings per share are based on the following data:

|  | 2012<br>(Restated)                | 2013                                       |
|--|-----------------------------------|--|
| Earnings (in HK\$ million) Earnings for the purpose of basic and diluted earnings per share  | 1,661                             | 1,885                                      |
| Number of shares Weighted average number of ordinary shares Effect of PCCW Shares purchased from the market under the Company's share award schemes Effect of PCCW Shares vested under the Company's share award schemes | 7,272,294,654<br>(9,092,300)<br>– | 7,272,294,654<br>(18,985,730)<br>2,226,513 |
| Weighted average number of ordinary shares for the purpose of basic earnings per share<br>Effect of PCCW Shares awarded under the Company's share award schemes  | 7,263,202,354<br>-                | 7,255,535,437<br>9,811,488                 |
| Weighted average number of ordinary shares for the purpose of diluted earnings per share   | 7,263,202,354                     | 7,265,346,925                              |

## 15 PROPERTY, PLANT AND EQUIPMENT

| In HK\$ million                      |           |           | The G<br>201 | •         |              |        |
|--------------------------------------|-----------|-----------|--------------|-----------|--------------|--------|
|                                      |           |           |              | Other     | Projects     |        |
|                                      | Land and  | Exchange  | Transmission | plant and | under        |        |
|                                      | buildings | equipment | plant        | equipment | construction | Total  |
| Cost                                 |           |           |              |           |              |        |
| Beginning of year                    | 1,338     | 12,077    | 15,335       | 11,170    | 697          | 40,617 |
| Additions                            | 5         | 273       | 174          | 364       | 1,459        | 2,275  |
| Additions upon business combinations | 4         | 41        | 121          | 24        | _            | 190    |
| Transfers                            | _         | 176       | 118          | 165       | (508)        | (49)   |
| Disposals                            | (1)       | (544)     | (11)         | (177)     | _            | (733)  |
| Exchange differences                 | (12)      | 82        | 81           | 2         | _            | 153    |
| End of year                          | 1,334     | 12,105    | 15,818       | 11,548    | 1,648        | 42,453 |
| Accumulated depreciation and         |           |           |              |           |              |        |
| impairment                           |           |           |              |           |              |        |
| Beginning of year                    | 362       | 8,514     | 7,863        | 8,394     | 7            | 25,140 |
| Charge for the year                  | 49        | 944       | 821          | 668       | -            | 2,482  |
| Transfers                            | _         | (49)      | _            | _         | -            | (49)   |
| Disposals                            | _         | (529)     | (11)         | (172)     | -            | (712)  |
| Exchange differences                 | (1)       | 54        | 6            | (1)       | -            | 58     |
| End of year                          | 410       | 8,934     | 8,679        | 8,889     | 7            | 26,919 |
| Net book value                       |           |           |              |           |              |        |
| End of year                          | 924       | 3,171     | 7,139        | 2,659     | 1,641        | 15,534 |
| Beginning of year                    | 976       | 3,563     | 7,472        | 2,776     | 690          | 15,477 |

## 15 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

In HK\$ million The Group

|   |           |           | 20.          | 13        |              |        |
|---|-----------|-----------|--------------|-----------|--------------|--------|
|   |           |           |              | Other     | Projects     |        |
|   | Land and  | Exchange  | Transmission | plant and | under        |        |
|   | buildings | equipment | plant        | equipment | construction | Total  |
| Cost                                    |           |           |              |           |              |        |
| Beginning of year                       | 1,334     | 12,105    | 15,818       | 11,548    | 1,648        | 42,453 |
| Additions                               | 4         | 630       | 147          | 570       | 1,248        | 2,599  |
| Additions upon business combinations    | _         | _         | _            | 1         | _            | 1      |
| Effects of consolidation of a former    |           |           |              |           |              |        |
| associate (note 3x)                     | _         | _         | _            | 2         | _            | 2      |
| Transfers                               | _         | 348       | 627          | 366       | (1,341)      | _      |
| Disposals                               | (13)      | (373)     | (35)         | (314)     | _            | (735)  |
| Exchange differences                    | (23)      | 3         | (75)         | (18)      | _            | (113)  |
| End of year                             | 1,302     | 12,713    | 16,482       | 12,155    | 1,555        | 44,207 |
| Accumulated depreciation and impairment |           |           |              |           |              |        |
| Beginning of year                       | 410       | 8,934     | 8,679        | 8,889     | 7            | 26,919 |
| Charge for the year                     | 48        | 829       | 804          | 666       | _            | 2,347  |
| Disposals                               | (6)       | (373)     | (35)         | (309)     | _            | (723)  |
| Exchange differences                    | (3)       | 4         | (16)         | (14)      | _            | (29)   |
| End of year                             | 449       | 9,394     | 9,432        | 9,232     | 7            | 28,514 |
| Net book value                          |           |           |              |           |              |        |
| End of year                             | 853       | 3,319     | 7,050        | 2,923     | 1,548        | 15,693 |
| Beginning of year                       | 924       | 3,171     | 7,139        | 2,659     | 1,641        | 15,534 |

Certain property, plant and equipment with an aggregate carrying value of approximately HK\$39 million (2012: HK\$42 million) were pledged as security for certain bank borrowings of the Group as at December 31, 2013. Please refer to note 40 for details of the Group's bank loan facilities.

The carrying amount of land and buildings of the Group by the lease term of the land is analyzed as follows:

| In HK\$ million                    | The Group |      |  |
|------------------------------------|-----------|------|--|
|                                    | 2012      | 2013 |  |
| Held in Hong Kong                  |           |      |  |
| On long-term lease (over 50 years) | 93        | 90   |  |
| On medium-term lease (10–50 years) | 681       | 643  |  |
| Held outside Hong Kong             |           |      |  |
| Freehold                           | 110       | 86   |  |
| Leasehold                          |           |      |  |
| On medium-term lease (10–50 years) | 40        | 34   |  |
|                                    | 924       | 853  |  |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

### **16 INVESTMENT PROPERTIES**

| In HK\$ million                     | The Group |       |
|-------------------------------------|-----------|-------|
|                                     | 2012      | 2013  |
| Beginning of year                   | 5,384     | 5,804 |
| Addition                            | _         | 2,071 |
| Capitalized subsequent expenditures | 19        | 25    |
| Exchange differences                | 52        | (95)  |
| Fair value gains                    | 349       | 631   |
| End of year                         | 5,804     | 8,436 |

The change in unrealized gains of the investment properties in 2013 amounted to HK\$631 million (2012: HK\$349 million) was credited to the consolidated income statement as "Fair value gains on investment properties".

In the consolidated income statement, cost of sales includes direct operating expenses of HK\$36 million (2012: HK\$27 million) that generate rental income while direct operating expenses of HK\$21 million (2012: HK\$4 million) relating to investment properties that were unlet.

## a. Estimation of fair values and valuation techniques

The tables below analyze non-financial assets carried at fair value as at December 31, 2013. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices that are observable either directly (that is, as prices) or indirectly (that is, derived from prices)
   (level 2)
- Inputs for asset or liability that are not based on observable market data (level 3).

| In HK\$ million                   |         | The Grou <b>2013</b> | p       |       |
|-----------------------------------|---------|----------------------|---------|-------|
|                                   | Level 1 | Level 2              | Level 3 | Total |
| Recurring fair value measurements |         |                      |         |       |
| Investment properties             |         |                      |         |       |
| Mainland China                    | _       | _                    | 6,605   | 6,605 |
| Indonesia                         | _       | _                    | 1,805   | 1,805 |
| Hong Kong                         | _       | 26                   | _       | 26    |
|                                   | _       | 26                   | 8,410   | 8,436 |

The fair value of investment properties in Hong Kong included in level 2 have been estimated using current prices in an active market for similar locations and type.

During the year ended December 31, 2013, there were no transfers between different levels.

#### **16 INVESTMENT PROPERTIES** (CONTINUED)

#### a. Estimation of fair values and valuation techniques (continued)

| Information about level 3 fair value measurements | Valuation                         |   |  |
|---|-----------------------------------|---|--|
| Investment properties                             | technique                         | inputs  | Rate   |
| Mainland China                                    | Income capitalization<br>approach | Market yield<br>Monthly gross<br>market rent        | 5.5% to 6.0%<br>RMB200/sq.m. to<br>RMB890/sq.m.                                |
| Indonesia   | Residual value<br>approach        | Price per net<br>saleable area<br>Construction cost | US\$5,750/sq.m. to<br>US\$6,450/sq.m.<br>US\$1,300/sq.m. to<br>US\$1,684/sq.m. |

The fair value of investment properties located in mainland China is determined by an independent professional valuer, who is a fellow of the Royal Institution of Chartered Surveyors, using income capitalization approach. The Group's finance department has discussion with the valuer on the valuation methodology and valuation results twice a year when the valuation is performed for interim and annual financial reporting. The valuation takes into account expected market rental and market yield. A significant decrease/increase in the market yield and a significant increase/decrease in the rental would result in a significant increase/decrease in the fair value of the investment properties. Certain furnished equipment and furniture amounted to HK\$38 million (2012: HK\$58 million) included in the valuation of the investment property is recognized separately as property, plant and equipment.

On July 24, 2013, the Group has completed the acquisition of a plot of land for the development of a Grade A office building in Jakarta, Indonesia. The property located in Indonesia is held by the Group for investment which the construction is in progress. Management has performed the valuation which the fair value of the property is determined by using residual value approach with reference to the sale evidence as available in the market and allowed for the outstanding development costs including mainly construction cost, sales and marketing cost and finance cost. A significant increase/decrease in the price and a significant decrease/increase in construction cost would result in a significant increase/decrease in the fair value of the investment properties. In addition, the exchange rate movement between Indonesian Rupiah and the United States dollars could also affect the price and construction costs.

#### b. The carrying amount of investment properties of the Group is analyzed as follows:

| In HK\$ million                    | The Group | р     |
|------------------------------------|-----------|-------|
|                                    | 2012      | 2013  |
| Held in Hong Kong                  |           |       |
| On medium-term lease (10–50 years) | 25        | 26    |
| Held outside Hong Kong             |           |       |
| On long-term lease (over 50 years) | 1,031     | 1,239 |
| On medium-term lease (10–50 years) | 4,748     | 7,171 |
|                                    | 5,804     | 8,436 |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **16 INVESTMENT PROPERTIES** (CONTINUED)

- **c.** The Group leases out properties under operating leases. The majority of the leases typically run for a period of 2 to 15 years. None of the leases include contingent rentals.
- **d.** As at December 31, 2013, the total future minimum lease receipts in respect of investment properties under non-cancellable operating leases were receivables as follows:

| In HK\$ million                 | The ( | Group |
|---------------------------------|-------|-------|
|                                 | 2012  | 2013  |
| Within 1 year                   | 201   | 254   |
| After 1 year but within 5 years | 319   | 374   |
| After 5 years                   | 69    | 38    |
|                                 | 589   | 666   |

**e.** Investment properties with a carrying value of approximately HK\$6,603 million (2012: HK\$5,777 million) were pledged as security for certain bank borrowings of the Group as at December 31, 2013. Please refer to note 40 for details of the Group's bank loan facilities.

## 17 INTERESTS IN LEASEHOLD LAND

| In HK\$ million The Group            |               |
|--------------------------------------|---------------|
| 201                                  | 2 <b>2013</b> |
| Cost                                 |               |
| Beginning of year 82                 | 3 <b>827</b>  |
| Additions                            | - 8           |
| Additions upon business combinations | 4 –           |
| End of year 82                       | 7 <b>835</b>  |
| Accumulated amortization             |               |
| Beginning of year 29                 | 3 <b>315</b>  |
| Charge for the year 2                | 2 <b>24</b>   |
| End of year 31                       | 5 <b>339</b>  |
| Net book value                       |               |
| End of year 51                       | 2 <b>496</b>  |
| Beginning of year 53                 | 0 <b>512</b>  |

## 17 INTERESTS IN LEASEHOLD LAND (CONTINUED)

The carrying amount of interests in leasehold land of the Group is analyzed as follows:

| In HK\$ million                    | The Group |      |  |
|------------------------------------|-----------|------|--|
|                                    | 2012      | 2013 |  |
| Held in Hong Kong                  |           |      |  |
| On long-term lease (over 50 years) | 82        | 80   |  |
| On medium-term lease (10–50 years) | 417       | 403  |  |
| Held outside Hong Kong             |           |      |  |
| On medium-term lease (10–50 years) | 13        | 13   |  |
|                                    | 512       | 496  |  |

As at December 31, 2013, there was no leasehold land included in properties under development (2012: nil).

## 18 PROPERTIES HELD FOR/UNDER DEVELOPMENT/FOR SALE

| In HK\$ million  | The G   | Group   |
|--|---------|---------|
|  | 2012    | 2013    |
| Properties under development   | 468     | 379     |
| Properties held for development (note a)                                     | 678     | 645     |
|  | 1,146   | 1,024   |
| Less: Properties held for/under development classified as non-current assets | (1,146) | (1,024) |
| Properties held for/under development classified as current assets           | _       | _       |
| Properties for sale classified as current assets (note b)                    | 214     | -       |
|  | 214     | -       |

- **a.** Properties held for development represent freehold land in Thailand, which the Group intends for future development projects.
- **b.** Properties for sale in 2012 represent the residential portion of the Cyberport project which have all been sold during the year (see note 27).

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 19 GOODWILL

| In HK\$ million   | The 0<br>2012     | Group <b>2013</b> |
|---|-------------------|-------------------|
| Cost Beginning of year Additions upon business combinations (note 41) Exchange differences  | 3,336<br>196<br>5 | 3,537<br>97<br>1  |
| End of year   | 3,537             | 3,635             |
| Accumulated impairment Beginning and end of year  | 166               | 166               |
| Carrying amount  End of year  | 3,371             | 3,469             |
| Beginning of year   | 3,170             | 3,371             |
| Impairment tests for CGUs containing goodwill Goodwill is allocated to the Group's CGUs identified according to operating segment as follows: |                   |                   |
| In HK\$ million   | The 0<br>2012     | Group <b>2013</b> |

| n HK\$ million The Group                       |       |
|--|-------|
| 2012   | 2013  |
| HKT  |       |
| Mobile 1,939                                   | 1,939 |
| PCCW Global 714                                | 735   |
| IP BPO Holdings Pte. Ltd. and its subsidiaries | 205   |
| 2,860  | 2,879 |
| Media Business 162                             | 162   |
| Solutions Business 193                         | 271   |
| PCPD 91  | 91    |
| Others   |       |
| UK Broadband Limited and its subsidiaries 61   | 62    |
| Others 4                                       | 4     |
| 65   | 66    |
| Total 3,371                                    | 3,469 |

The recoverable amounts of the CGUs are determined based on value-in-use calculations. These calculations use cash flow projections based on financial budgets approved by management covering a five to six-year period. Cash flows beyond the projection period are extrapolated using the estimated growth rates stated below. The terminal growth rate does not exceed the long-term average growth rate for the business in which the CGU operates.

## 19 GOODWILL (CONTINUED)

## Impairment tests for CGUs containing goodwill (continued)

The key assumptions used for value-in-use calculations in 2012 and 2013 are as follows:

|  |        | 2012<br>Terminal |          |        | 2013<br>Terminal |          |
|--|--------|------------------|----------|--------|------------------|----------|
|  | Gross  | growth           | Discount | Gross  | growth           | Discount |
|  | margin | rate             | rate     | margin | rate             | rate     |
| Mobile   | 76%    | 2%               | 14%      | 81%    | 2%               | 16%      |
| PCCW Global                                    | 15%    | 3%               | 10%      | 19%    | 3%               | 10%      |
| IP BPO Holdings Pte. Ltd. and its subsidiaries | 34%    | 2%               | 11%      | 35%    | 2%               | 13%      |
| Media Business                                 | 45%    | 2%               | 15%      | 46%    | 2%               | 15%      |
| Solutions Business                             | 27%    | 2%               | 10%      | 26%    | 2%               | 12%      |

These assumptions have been used for the analysis of each CGU within the operating segment.

There was no indication of impairment arising from the review on goodwill as at October 31, 2013.

Management determined budgeted gross margin based on past performance and its expectations for market development. The weighted average growth rates used are consistent with the forecasts included in industry reports. The discount rates used are pre-tax and reflect specific risks relating to the relevant CGUs.

## **20 INTANGIBLE ASSETS**

| In HK\$ million                        |            |   |                                   | The Group<br>2012 |                            |          |        |         |
|--|------------|---|-----------------------------------|-------------------|----------------------------|----------|--------|---------|
|  | Trademarks | Content<br>licence and<br>capitalized<br>programme<br>costs | Wireless<br>broadband<br>licences | Carrier licences  | Customer acquisition costs | Software | Others | Total   |
| Cost                                   |            |   |                                   |                   |                            |          |        |         |
| Beginning of year                      | 1,518      | 425   | 329                               | 790               | 2,620                      | _        | 36     | 5,718   |
| Additions                              | _          | 97  | _                                 | 68                | 1,845                      | 347      | 6      | 2,363   |
| Additions upon business combinations   | 71         | -   | -                                 | -                 | -                          | _        | 49     | 120     |
| Write-off                              | -          | (396)   | -                                 | -                 | (1,258)                    | -        | (2)    | (1,656) |
| Exchange differences                   | -          | -   | 13                                | -                 | -                          | -        | -      | 13      |
| End of year                            | 1,589      | 126   | 342                               | 858               | 3,207                      | 347      | 89     | 6,558   |
| Accumulated amortization and impairmen | t          |   |                                   |                   |                            |          |        |         |
| Beginning of year                      | 863        | 391   | 158                               | 165               | 1,317                      | -        | 12     | 2,906   |
| Charge for the year (note a)           | 75         | 85  | 27                                | 120               | 1,587                      | 23       | -      | 1,917   |
| Write-off                              | -          | (396)   | -                                 | -                 | (1,258)                    | -        | (1)    | (1,655) |
| Exchange differences                   | -          | -   | 5                                 | -                 | -                          | -        | -      | 5       |
| End of year                            | 938        | 80  | 190                               | 285               | 1,646                      | 23       | 11     | 3,173   |
| Net book value                         |            |   |                                   |                   |                            |          |        |         |
| End of year                            | 651        | 46  | 152                               | 573               | 1,561                      | 324      | 78     | 3,385   |
| Beginning of year                      | 655        | 34  | 171                               | 625               | 1,303                      | -        | 24     | 2,812   |
|  |            |   |                                   |                   |                            |          |        |         |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **20 INTANGIBLE ASSETS** (CONTINUED)

In HK\$ million The Group 2013

|  | Trademarks | Content<br>licence and<br>capitalized<br>programme<br>costs | Wireless<br>broadband<br>licences | Carrier<br>licences | Customer acquisition costs | Software | Others | Total   |
|--|------------|---|-----------------------------------|---------------------|----------------------------|----------|--------|---------|
| Cost   |            |   |                                   |                     |                            |          |        |         |
| Beginning of year                              | 1,589      | 126   | 342                               | 858                 | 3,207                      | 347      | 89     | 6,558   |
| Additions                                      | -          | 189   | 83                                | 98                  | 1,626                      | 339      | 6      | 2,341   |
| Effects of consolidation of a former associate |            |   |                                   |                     |                            |          |        |         |
| (note 3x)                                      | -          | 30  | -                                 | -                   | -                          | -        | -      | 30      |
| Write-off                                      | _          | (21)  | _                                 | -                   | (1,608)                    | -        | (3)    | (1,632) |
| Exchange differences                           | 6          | -   | 11                                | -                   | _                          | -        | 5      | 22      |
| End of year                                    | 1,595      | 324   | 436                               | 956                 | 3,225                      | 686      | 97     | 7,319   |
| Accumulated amortization and impairment        |            |   |                                   |                     |                            |          |        |         |
| Beginning of year                              | 938        | 80  | 190                               | 285                 | 1,646                      | 23       | 11     | 3,173   |
| Charge for the year (note a)                   | 80         | 134   | 26                                | 148                 | 1,759                      | 45       | 8      | 2,200   |
| Write-off                                      | _          | (21)  | _                                 | _                   | (1,608)                    | _        | (3)    | (1,632) |
| Exchange differences                           | -          | -   | 4                                 | -                   | -                          | -        | -      | 4       |
| End of year                                    | 1,018      | 193   | 220                               | 433                 | 1,797                      | 68       | 16     | 3,745   |
| Net book value                                 |            |   |                                   |                     |                            |          |        |         |
| End of year                                    | 577        | 131   | 216                               | 523                 | 1,428                      | 618      | 81     | 3,574   |
| Beginning of year                              | 651        | 46  | 152                               | 573                 | 1,561                      | 324      | 78     | 3,385   |

**a.** The amortization charge for the year is included in "General and administrative expenses" in the consolidated income statement.

## **21 INTERESTS IN SUBSIDIARIES**

| In HK\$ million  | The Company |           |
|--|-------------|-----------|
|  | 2012        | 2013      |
| Unlisted shares, at cost   | 130,780     | 132,425   |
| Capital contribution in respect of employee share-based compensation | 283         | 276       |
|  | 131,063     | 132,701   |
| Less: Provision for impairment in value                              | (118,974)   | (120,612) |
|  | 12,089      | 12,089    |

The provision for impairment in value of approximately HK\$120,612 million (2012: HK\$118,974 million) relates to certain subsidiaries of the Company.

Dividends from the PRC entities accounted for as subsidiaries will be declared based on the profits in the statutory financial statements of these PRC entities which are prepared using accounting principles generally accepted in the PRC. Such profits may be different from the amounts reported under HKFRSs.

# **21 INTERESTS IN SUBSIDIARIES** (CONTINUED)

**a.** As at December 31, 2013, particulars of the principal subsidiaries of the Company are as follows:

|   |   |  |                                       | Į,       | nterest he          | ld by                 |
|---|---|--|---------------------------------------|----------|---------------------|-----------------------|
|   | Place of  |  | Nominal value of                      |          |                     | non-                  |
| Company name  | incorporation/<br>operations                    | Principal activities   | issued capital/<br>registered capital |          | mpany<br>Indirectly | controlling interests |
| Соптрану паше   | operations ———————————————————————————————————— | Frincipal activities   | registereu capitai                    | Directly | mulrectly           | IIILETESIS            |
| HKT Limited   | Cayman Islands/                                 | Investment holding   | HK\$3,208,365.396                     | -        | 63.1%               | 36.9%                 |
|   | Hong Kong                                       |  | ordinary shares and                   |          |                     |                       |
|   |   |  | HK\$3,208,365.396                     |          |                     |                       |
|   |   |  | preference shares                     |          |                     |                       |
| HKT Group Holdings Limited <sup>4</sup><br>("HKTGH")                | Cayman Islands                                  | Investment holding   | US\$636,000,003                       | -        | 63.1%               | 36.9%                 |
| Hong Kong Telecommunications<br>(HKT) Limited <sup>4</sup> ("HKTL") | Hong Kong                                       | Provision of telecommunications services   | HK\$2,488,200,001                     | -        | 63.1%               | 36.9%                 |
| HKT Services Limited <sup>4</sup>                                   | Hong Kong                                       | Provision of management services to group companies  | HK\$1                                 | -        | 63.1%               | 36.9%                 |
| Esencia Investments Limited   | British Virgin Islands                          | Investment holding   | US\$1                                 | _        | 100%                | _                     |
| Great Epoch Holdings Limited  | British Virgin Islands                          | Investment holding   | US\$1                                 | _        | 100%                | _                     |
| PCCW-HKT Technical Services   | Hong Kong                                       | Provision of technical support services, electronics   | HK\$700,002                           | _        | 100%                | _                     |
| Limited   | 0 0   | and communications engineering, products and solutions   | ` '                                   |          |                     |                       |
| PCCW Mobile HK Limited <sup>4</sup>                                 | Hong Kong                                       | Provision of mobile services to its customers,   | HK\$100 ordinary shares               | _        | 63.1%               | 36.9%                 |
|   |   | which is procured from HKTL and the sale of  | and HK\$1,254,000,000                 |          |                     |                       |
|   |   | mobile phones and accessories  | non-voting deferred shares            |          |                     |                       |
| PCCW Media Limited  | Hong Kong                                       | Provision of pay television programme services,  | HK\$3,500,000,097                     | _        | 100%                | _                     |
|   | 0 0   | interactive multimedia services, the sale of   | ordinary shares,                      |          |                     |                       |
|   |   | advertising in various telephone directories, the  | HK\$1 "A" Class share                 |          |                     |                       |
|   |   | publishing of those directories in Hong Kong   | and HK\$4 "B" Class                   |          |                     |                       |
|   |   | and the sale of advertising on the Internet  | shares                                |          |                     |                       |
| PC Music Holdings Limited   | British Virgin Islands                          | Investment holding   | US\$11                                | -        | 100%                | -                     |
| PCCW Productions Limited  | Hong Kong                                       | Production of content for different media  | HK\$2                                 | -        | 100%                | -                     |
| PCCW Teleservices (Hong Kong)<br>Limited <sup>4</sup>               | Hong Kong                                       | Provision of customer relationship management and customer contact management solutions  | HK\$12                                | -        | 63.1%               | 36.9%                 |
|   |   | and services   |                                       |          |                     |                       |
| PCCW Teleservices Operations<br>(Hong Kong) Limited <sup>4</sup>    | Hong Kong                                       | Provision of customer relationship management and customer contact management solutions  | HK\$2                                 | -        | 63.1%               | 36.9%                 |
|   |   | and services   |                                       |          |                     |                       |
| 廣州電盈綜合客戶服務技術發展<br>有限公司 <sup>2,4</sup>                               | The PRC   | Customer service and consultancy   | HK\$93,240,000                        | -        | 63.1%               | 36.9%                 |
| (PCCW Customer Management   |   |  |                                       |          |                     |                       |
| Technology and Services   |   |  |                                       |          |                     |                       |
| (Guangzhou) Limited*)   |   |  |                                       |          |                     |                       |
| PCCW (Macau), Limitada <sup>3, 4</sup>                              | Macau   | Selling customer premises equipment and related  | MOP2,000,000                          | -        | 47.3%               | 52.7%                 |
|   |   | solutions, conducting systems integration projects   |                                       |          |                     |                       |
|   |   | and providing outsourced call center services  |                                       |          |                     |                       |
| PCCW Teleservices (US), Inc. <sup>4</sup>                           | Nebraska, U.S.                                  | Telemarketing and direct marketing services  | US\$1,169                             | -        | 63.1%               | 36.9%                 |
| PCCW Global B.V. <sup>4</sup>                                       | Netherlands/France                              | Sales, distribution and marketing of integrated global communications solutions and products of PCCW Global Limited and PCCW Global (HK) | EUR18,000                             | -        | 63.1%               | 36.9%                 |
|   |   | Limited  |                                       |          |                     |                       |
| PCCW Global (HK) Limited <sup>4</sup>                               | Hong Kong                                       | Provision of satellite-based and network-based telecommunications services   | HK\$10                                | -        | 63.1%               | 36.9%                 |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **21 INTERESTS IN SUBSIDIARIES** (CONTINUED)

a. As at December 31, 2013, particulars of the principal subsidiaries of the Company are as follows: (continued)

| Company name  | Place of   | Principal activities  | Nominal value of issued capital/registered capital | Interest held by |            |             |
|---|--|---|--|------------------|------------|-------------|
|   | incorporation/<br>operations                         |   |  | the Company      |            | controlling |
|   |  |   |  | Directly         | Indirectly | interests   |
| PCCW Global Limited <sup>4</sup>  | Hong Kong/Dubai<br>Technology and<br>Media Free Zone | Provision of network-based telecommunications services  | HK\$3  | -                | 63.1%      | 36.9%       |
| PCCW Global, Inc. <sup>4</sup>  | Delaware, U.S.                                       | Supply of broadband internet access solutions and web services  | US\$18.01  | -                | 63.1%      | 36.9%       |
| HKT Global (Singapore)<br>Pte. Ltd. <sup>4</sup>  | Singapore  | Provision of telecommunications solutions related services  | \$\$60,956,485.64                                  | -                | 63.1%      | 36.9%       |
| Gateway Global Communications<br>Limited <sup>4</sup>   | United Kingdom                                       | Provision of network-based telecommunications services to customers, and the provision of sales and marketing services to related companies | GBP1   | -                | 63.1%      | 36.9%       |
| 電訊盈科(北京)有限公司 <sup>2</sup><br>(PCCW (Beijing) Limited*)  | The PRC  | Systems integration, consulting and informatization project   | US\$10,250,000                                     | -                | 100%       | -           |
| Unihub China Information<br>Technology Company<br>Limited <sup>1,3,4</sup>                            | The PRC  | Selling of hardware and software and information system consulting services   | RMB200,000,000                                     | -                | 24.1%      | 75.9%       |
| PCCW Solutions Limited  | Hong Kong  | Provision of computer services and IP/IT related value-added services to business customers   | HK\$1,201  | -                | 100%       | -           |
| 電訊盈科信息技術(廣州)<br>有限公司 <sup>2</sup><br>(PCCW Solutions (Guangzhou)<br>Limited*)                         | The PRC  | Systems integration and technology consultancy  | HK\$12,600,000                                     | -                | 100%       | -           |
| PCCW Business eSolutions Limited  | Hong Kong  | Provision of IP/IT related value-added services to business customers   | HK\$2  | -                | 100%       | -           |
| PCCW Powerbase Data Center<br>Services (HK) Limited   | Hong Kong  | Provision of data center services   | HK\$2  | -                | 100%       | -           |
| Power Logistics Limited   | Hong Kong  | Logistics, printing, business process and ICT solutions   | HK\$100,000  | -                | 100%       | -           |
| Pacific Century Premium Developments Limited  | Bermuda/<br>Hong Kong                                | Investment holding  | HK\$198,834,156.50                                 | -                | 74.5%      | 25.5%       |
| Cyber-Port Limited <sup>5</sup>   | Hong Kong  | Property development  | HK\$2  | _                | 74.5%      | 25.5%       |
| 北京京威房地產開發有限公司 <sup>2,5</sup><br>(Beijing Jing Wei House and<br>Land Estate Development Co.,<br>Ltd.*) | The PRC  | Property development  | US\$100,000,000                                    | -                | 74.5%      | 25.5%       |
| Talent Master Investments Limited <sup>5</sup>  | British Virgin<br>Islands/<br>Hong Kong              | Property development  | US\$1  | -                | 74.5%      | 25.5%       |
| Nihon Harmony Resorts KK <sup>5</sup>   | Japan  | Ski operation   | JPY405,000,000                                     | -                | 74.5%      | 25.5%       |
| UK Broadband Limited  | United Kingdom                                       | Public fixed wireless access licence businesses   | GBP1   | -                | 100%       | -           |

<sup>\*</sup> Unofficial company name

Certain subsidiaries which do not materially affect the results or financial position of the Group are not included.

### **21 INTERESTS IN SUBSIDIARIES** (CONTINUED)

- **a.** As at December 31, 2013, particulars of the principal subsidiaries of the Company are as follows: *(continued) Notes:*
- 1 Represents a sino-foreign equity joint venture.
- 2 Represents a wholly foreign owned enterprise.
- 3 These companies are consolidated by the Group as the Group owns more than one half of the shareholders' voting rights and/or more than one half of the voting rights in the board of directors of these companies.
- 4 These companies are subsidiaries of HKT Trust and HKT, Share Stapled Units of which are listed on the Main Board of the Stock Exchange, which prepares its consolidated financial statements for HKT Trust, HKT and its subsidiaries (collectively the "HKT Group") in accordance with HKFRSs.
- 5 These companies are subsidiaries of PCPD, shares of which are listed on the Main Board of the Stock Exchange, which prepares its consolidated financial statements for PCPD Group in accordance with HKFRSs.

During the year, the Company entered into transactions with certain subsidiaries in the ordinary course of business. Details of the amounts due from subsidiaries are as follows:

#### b. Amounts due from subsidiaries

| In HK\$ million   | The Co<br>2012     | mpany <b>2013</b>  |
|---|--------------------|--------------------|
| Amounts due from subsidiaries<br>Less: Provision for impairment | 59,595<br>(41,839) | 56,944<br>(40,195) |
|   | 17,756             | 16,749             |

Amounts due from subsidiaries are unsecured, non-interest bearing and repayable on demand.

As at December 31, 2013, the Group financed the operations of certain subsidiaries in the PRC amounting to approximately US\$112 million (2012: US\$112 million) which were not registered with the State Administration of Foreign Exchange. As a result, remittances in foreign currency of these amounts outside the PRC might be restricted. The balances were unsecured, non-interest bearing and had no fixed terms of repayment.

## c. Amount due to a subsidiary

On April 17, 2012, PCCW entered into an unsecured term loan facility with PCCW Capital No. 4 Limited up to an aggregate amount of US\$300 million repayable in 10 years at a fixed rate of 5.75% per annum. As at December 31, 2013, US\$300 million (2012: US\$300 million) of such facility was utilized.

#### d. Significant restrictions

Please refer to note 21(b) for the balances held by the Group's subsidiaries in the PRC which are subject to foreign currency remittances control and note 25(b) for the restricted cash balance that relates to PCPD included within the consolidated financial statements which is subject to the Cyberport Project Agreement.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# **21 INTERESTS IN SUBSIDIARIES** (CONTINUED)

## e. Summarized financial information on subsidiaries with material non-controlling interests

Set out below is the summarized financial information for HKT Group and PCPD Group which are subsidiaries that have non-controlling interests that are material to the Group.

Summarized balance sheets as at December 31, 2012 and 2013 are as follows:

| In HK\$ million                             | HKT Group            |                     | PCPD Group         |                    |
|---|----------------------|---------------------|--------------------|--------------------|
|   | 2012                 | 2013                | 2012               | 2013               |
| Non-current assets<br>Current assets        | 56,810<br>9,563      | 56,348<br>9,471     | 7,317<br>3,208     | 9,773<br>2,564     |
| Total assets                                | 66,373               | 65,819              | 10,525             | 12,337             |
| Current liabilities Non-current liabilities | (16,005)<br>(19,251) | (7,157)<br>(27,857) | (1,377)<br>(3,454) | (3,906)<br>(2,932) |
| Net assets<br>Non-controlling interests     | 31,117<br>(183)      | 30,805<br>(182)     | 5,694<br>-         | 5,499<br>-         |
| Net assets after non-controlling interests  | 30,934               | 30,623              | 5,694              | 5,499              |

Summarized financial information for the years ended December 31, 2012 and 2013 is as follows:

| In HK\$ million   | HKT (<br>2012  | Group <b>2013</b> | PCPD<br>2012 | Group <b>2013</b> |
|---|----------------|-------------------|--------------|-------------------|
| Turnover  | 21,081         | 22,832            | 1,184        | 674               |
| Profit before income tax Income tax                               | 2,115<br>(455) | 2,515<br>(16)     | 232<br>(165) | 293<br>(216)      |
| Profit for the year Other comprehensive income/(loss)             | 1,660<br>76    | 2,499<br>1        | 67<br>3      | 77<br>(272)       |
| Total comprehensive income/(loss) Non-controlling interests       | 1,736<br>(50)  | 2,500<br>(39)     | 70<br>-      | (195)<br>–        |
| Total comprehensive income/(loss) after non-controlling interests | 1,686          | 2,461             | 70           | (195)             |
| Dividends paid to non-controlling interests                       | 595            | 1,011             | _            | _                 |

### **21 INTERESTS IN SUBSIDIARIES** (CONTINUED)

**e.** Summarized financial information on subsidiaries with material non-controlling interests (continued) Summarized cash flows for the years ended December 31, 2012 and 2013 are as follows:

| In HK\$ million  | HKT G    | Group        | PCPD    | PCPD Group |  |
|--|----------|--------------|---------|------------|--|
|  | 2012     | 2013         | 2012    | 2013       |  |
| Cash flows from operating activities                                       |          |              |         |            |  |
| Cash generated from/(used in) operations                                   | 7,220    | 7,460        | (287)   | 34         |  |
| Other borrowing costs paid   | _        | _            | (94)    | _          |  |
| Interest received  | 7        | 14           | 29      | 18         |  |
| Income tax paid, net of tax refund   | (203)    | (331)        | (74)    | (8)        |  |
| Net cash generated from/(used in) operating activities                     | 7,024    | 7,143        | (426)   | 44         |  |
| Net cash used in investing activities                                      | (4,182)  | (4,223)      | (40)    | (1,454)    |  |
| Net cash (used in)/generated from financing activities                     | (2,672)  | (3,184)      | (1,562) | 1,437      |  |
| Net increase/(decrease) in cash and cash equivalents  Exchange differences | 170<br>5 | (264)<br>(3) | (2,028) | 27<br>10   |  |
| Exeriange unferences   | 5        | (3)          | 2       | 10         |  |
| Cash and cash equivalents at January 1,                                    | 2,226    | 2,401        | 2,855   | 829        |  |
| Cash and cash equivalents at December 31,                                  | 2,401    | 2,134        | 829     | 866        |  |

The information above represents balances before inter-company eliminations and group consolidation adjustments.

The total comprehensive income after group consolidation adjustments of HKT Group for the year ended December 31, 2013 was HK\$3,058 million (2012: HK\$2,397 million), of which HK\$1,167 million (2012: HK\$911 million) was allocated to the non-controlling interests.

The total comprehensive loss after group consolidation adjustments of PCPD Group for the year ended December 31, 2013 was HK\$82 million (2012: total comprehensive income of HK\$162 million), of which a loss of HK\$5 million (2012: income of HK\$8 million) was allocated to the non-controlling interests.

The net liabilities after group consolidation adjustments of HKT Group as at December 31, 2013 was HK\$2,983 million (2012: HK\$3,271 million) and the net assets after group consolidation adjustments of PCPD Group as at December 31, 2013 was HK\$5,395 million (2012: HK\$5,481 million).

The total non-controlling interests as at December 31, 2013 were a debit balance of HK\$554 million (2012: HK\$662 million), of which a debit balance of HK\$917 million (2012: HK\$1,024 million) and a credit balance of HK\$346 million (2012: HK\$351 million) were attributed to HKT Group and PCPD Group, respectively.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 22 INTERESTS IN ASSOCIATES

| In HK\$ million                   | The G | Group |
|-----------------------------------|-------|-------|
|                                   | 2012  | 2013  |
| Share of net assets of associates | 450   | 513   |
| Loans due from associates         | 278   | 285   |
| Amount due from an associate      | 34    | 34    |
|                                   | 762   | 832   |
| Provision for impairment          | (171) | (171) |
|                                   | 591   | 661   |
| Investments at cost, unlisted     | 664   | 765   |

As at December 31, 2012, loans due from an associate comprised two unsecured loans of approximately HK\$31 million and HK\$43 million, which were interest bearing at 5% per annum, and repayable in 1 to 2 years and 1 year, respectively, and certain secured loans of HK\$12 million and HK\$124 million, which were interest bearing at 6.5% per annum and 6% per annum, respectively, and repayable in 1 year.

As at December 31, 2013, loans due from an associate comprised two unsecured loans totaling HK\$74 million which bear interest at 5% per annum and repayable in 1 year, and certain secured loans totaling HK\$167 million which bear interest at 6% per annum and repayable in 1 year.

**a.** As at December 31, 2013, particulars of the principal associates of the Group are as follows:

| Company name   | Principal place of<br>business/Place of<br>incorporation | Principal activities   | Nominal value of issued capital/registered capital | Interest held by<br>the Company<br>Directly Indirectly | Measurement<br>method |
|--|--|--|--|--|-----------------------|
| 石化盈科信息技術有限責任公司<br>(Petro-CyberWorks Information<br>Technology Company<br>Limited*) ("PCITC") | The PRC  | Design and development of Enterprise<br>Resource Planning systems, and customer<br>relationship management systems | RMB300,000,000                                     | - 45%  | Equity                |
| 東莞捷通達電訊有限公司<br>(Dongguan Jietongda<br>Telecommunications<br>Company Limited*) ("DJTCL")      | The PRC  | Provision of support service for mobile service subscription, sales of mobile phones and accessories               | RMB40,000,000                                      | - 22.1%  | Equity                |

<sup>\*</sup> Unofficial company name

PCITC is strategic for the Group's growth in solutions business and provides the Group with the access to expertise in design and development of enterprise resources planning, logistics management, supply chain management, customer relationship management and information system supervision, consultation and testing. DJTCL is a strategic intent for the Group's growth in telecommunications business in the PRC market, providing telecommunications subscription services and sales of mobile phones and accessories.

The above associates are private companies and there are no quoted market prices available for their shares or equity.

#### **22 INTERESTS IN ASSOCIATES (CONTINUED)**

## b. Commitments and contingent liabilities in respect of associates

As at December 31, 2013, the Group had the following share of its associates' commitments:

| In HK\$ million                 | n HK\$ million The Gro |      |
|---------------------------------|------------------------|------|
|                                 | 2012                   | 2013 |
| Operating lease commitments     |                        |      |
| Within 1 year                   | 17                     | 17   |
| After 1 year but within 5 years | 20                     | 12   |
|                                 | 37                     | 29   |

The Group's contingent liabilities relating to its associates were disclosed in note 39. As at December 31, 2013, the Group's share of the contingent liability of an associate relating to performance guarantee was HK\$12 million (2012: HK\$7 million).

## c. Summarized unaudited financial information of the Group's associates

Set out below is the summarized unaudited financial information for associates that are material to the Group and are accounted for using equity method.

Summarized unaudited financial information is as follows:

| In HK\$ million  | PCI        | TC              | DJTCL     |                 |
|--|------------|-----------------|-----------|-----------------|
|  | As at Dece | ember 31,       | As at Dec | ember 31,       |
|  | 2012       | 2013            | 2012      | 2013            |
| Non-current assets   | 523        | 566             | 51        | 45              |
| Current assets   | 1,440      | 2,070           | 162       | 153             |
| Current liabilities  | (1,147)    | (1,680)         | (279)     | (365)           |
| Non-current liabilities  | (65)       | (35)            | (30)      | _               |
| L 111/4 '11'   | DO         | T-0             | D.13      | FO!             |
| In HK\$ million  | PCI        |                 |           | TCL             |
|  |            | ed December 31, | -         | ed December 31, |
|  | 2012       | 2013            | 2012      | 2013            |
| Turnover   | 2,352      | 2,641           | 405       | 620             |
| Profit/(loss) after income tax and total comprehensive income/(loss) | 133        | 168             | (99)      | (68)            |
| Dividends received from associates                                   | 4          | 5               | -         | _               |

The information above reflects the amounts presented in the financial statements of the associates (not the Group's share of those amounts) adjusted for differences in accounting policies between the Group and the associates.

For the year ended December 31, 2013, the aggregate amount of the Group's shares of the profit after income tax, other comprehensive loss and total comprehensive income in individually immaterial associates that are accounted for using the equity method were HK\$6 million (2012: HK\$5 million), HK\$1 million (2012: nil) and HK\$5 million (2012: HK\$5 million), respectively.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### **22 INTERESTS IN ASSOCIATES (CONTINUED)**

## d. Reconciliation of summarized unaudited financial information

Reconciliation of the summarized unaudited financial information presented to the carrying amount of the Group's interests in the associates.

| In HK\$ million   | PCI  | TC   | DJ   | ГСL   |
|---|------|------|------|-------|
|   | 2012 | 2013 | 2012 | 2013  |
| Net assets/(liabilities)                                |      |      |      |       |
| Beginning of year                                       | 621  | 751  | 3    | (96)  |
| Profit/(loss) and total comprehensive income/(loss) for |      |      |      |       |
| the year  | 133  | 168  | (99) | (68)  |
| Exchange differences                                    | 6    | 13   | _    | (3)   |
| Dividend  | (9)  | (11) | _    | _     |
| End of year   | 751  | 921  | (96) | (167) |
| Interests in associates                                 | 45%  | 45%  | 35%* | 35%*  |
| Interests in associates                                 | 338  | 414  | (34) | (58)  |
| Goodwill  | _    | _    | 24   | 24    |
| Loans due from associates                               | _    | _    | 210  | 241   |
| Carrying value  | 338  | 414  | 200  | 207   |

<sup>\*</sup> The Company indirectly held 22.1% effective interest in equity of DJTCL as at December 31, 2012 and 2013.

As at December 31, 2013, the aggregate carrying amount of interests in individually immaterial associates that are accounted for using the equity method was HK\$40 million (2012: HK\$53 million).

During the year ended December 31, 2013, the Group did not have any unrecognized share of losses of associates (2012: nil). As at December 31, 2013, the accumulated share of losses of the associates unrecognized by the Group was nil (2012: nil).

## **23 INTERESTS IN JOINT VENTURES**

| In HK\$ million   | The G<br>2012      | aroup <b>2013</b>  |
|---|--------------------|--------------------|
| Share of net assets of joint ventures Loans due from joint ventures Amounts due from joint ventures | 3,021<br>380<br>23 | 2,876<br>544<br>25 |
| Provision for impairment  | 3,424<br>(2,885)   | 3,445<br>(2,863)   |
|   | 539                | 582                |
| Investments at cost, unlisted shares  | 3,657              | 3,657              |

Balances with joint ventures are unsecured and non-interest bearing, and have no fixed terms of repayment except that the loan due from a joint venture of HK\$524 million (2012: HK\$372 million) bears interests at HIBOR plus 3% (2012: HIBOR plus 3%) per annum with no fixed terms of repayment and the loan due from a joint venture of HK\$12 million (2012: nil) bears interests at 4% per annum and repayable over two years but not exceeding five years, respectively.

# **23 INTERESTS IN JOINT VENTURES** (CONTINUED)

a. As at December 31, 2013, particulars of the principal joint ventures of the Group are as follows:

| Company name  | Principal place of business/Place of incorporation |  | Nominal value of issued capital/registered capital | Interest held by<br>the Company<br>Directly Indirectly | Measurement<br>method |
|---|--|--|--|--|-----------------------|
| China Netcom Broadband Corporation Limited ("CNBC") | The PRC  | Internet access services business, information services business and resale of broadband resources, etc. | RMB644,518,697                                     | - 31.5%  | Equity                |
| Genius Brand Limited ("GBL")                        | Hong Kong  | Provision of mobile telecommunications services in Hong Kong   | HK\$10,000   | - 31.5%  | Equity                |

CNBC provides broadband access and value-added services in the PRC. It is a strategic alliance for the Group's growth in broadband business in the PRC. GBL is a strategic partnership for the Group, providing access to advance connectivity services in Hong Kong for the development of mobile business.

The principal joint ventures are private companies and there is no quoted market price available for their shares.

## b. Commitments and contingent liabilities in respect of joint ventures

As at December 31, 2013, the Group had the following share of its joint ventures' commitments:

| In HK\$ million Th               | e Group 2013             |
|----------------------------------|--------------------------|
| Commitment to provide funding 16 | 4 <b>132</b>             |
| In HK\$ million Th               | e Group<br>2 <b>2013</b> |
|                                  | 4 4 6 6                  |
| 1                                | 10                       |

There were no contingent liabilities relating to the Group's interests in the joint ventures. As at December 31, 2013, the Group's share of contingent liabilities relating to its joint ventures comprised bank guarantees of HK\$39 million (2012: HK\$110 million) and corporate guarantee of HK\$249 million (2012: nil).

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# **23 INTERESTS IN JOINT VENTURES** (CONTINUED)

## c. Summarized unaudited financial information of the Group's joint ventures

Set out below is the summarized unaudited financial information for joint ventures that are material to the Group and accounted for using the equity method.

Summarized unaudited financial statements are as follows:

| In HK\$ million   | CN         | BC        | GI        | BL    |
|---|------------|-----------|-----------|-------|
|   | As at Dece | ember 31, | As at Dec |       |
|   | 2012       | 2013      | 2012      | 2013  |
| Non-current assets  | 780        | 94        | 696       | 1,119 |
| Current assets  |            |           |           |       |
| Cash and cash equivalents   | 111        | 446       | 119       | 20    |
| Other current assets (excluding cash and cash equivalents)                  | 111        | 113       | 13        | 19    |
| equivalents)  | 111        | 113       |           | 19    |
| Total current assets  | 222        | 559       | 132       | 39    |
| Current liabilities   |            |           |           |       |
| Financial liabilities (excluding trade payables, other                      |            |           |           |       |
| payables and accruals) Other current liabilities (including trade payables, | _          | _         | (189)     | (240) |
| other payables and accruals)  | (458)      | (298)     | (14)      | (30)  |
| Total current liabilities   | (458)      | (298)     | (203)     | (270) |
| Non-current liabilities   |            |           |           |       |
| Financial liabilities (excluding trade payables, other                      |            |           |           |       |
| payables and accruals)  | _          | -         | (635)     | (897) |
| Other non-current liabilities (including trade                              | (21)       |           |           |       |
| payables, other payables and accruals)                                      | (21)       | _         |           | _     |
| Total non-current liabilities   | (21)       | _         | (635)     | (897) |
| Net assets/(liabilities)  | 523        | 355       | (10)      | (9)   |
| Non-controlling interests   | (190)      | (306)     | -         | _     |
| Equity attributable to equity holders                                       | 333        | 49        | (10)      | (9)   |

#### 23 INTERESTS IN JOINT VENTURES (CONTINUED)

## c. Summarized unaudited financial information of the Group's joint ventures (continued)

| In HK\$ million   | CNBC For the year ended December 31, |            | GBL For the year ended December 31, |      |
|---|--------------------------------------|------------|-------------------------------------|------|
|   | 2012                                 | 2013       | 2012                                | 2013 |
| Turnover  | 653                                  | 651        | 83                                  | 194  |
| Depreciation and amortization Interest income                     | (131)                                | (101)<br>5 | (43)                                | (79) |
| Interest income Interest expense                                  | (3)                                  | (2)        | (17)                                | (31) |
| (Loss)/profit before income tax                                   | (66)                                 | 239        | (9)                                 | 1    |
| Income tax (Loss)/profit after income tax and total comprehensive | (12)                                 | (71)       | -                                   | _    |
| (loss)/income   | (78)                                 | 168        | (9)                                 | 1    |
| Dividends received from joint ventures                            |                                      | _          | _                                   | _    |

The information above reflects the amounts presented in the financial statements of the joint ventures (not the Group's share of those amounts) adjusted for differences in accounting policies between the Group and the joint ventures.

For the year ended December 31, 2013, the aggregate amount of the Group's shares of the loss after income tax, other comprehensive income and total comprehensive loss in individually immaterial joint ventures that are accounted for using the equity method were HK\$1 million (2012: HK\$8 million), nil (2012: nil) and HK\$1 million (2012: HK\$8 million), respectively.

#### d. Reconciliation of summarized unaudited financial information

Reconciliation of the summarized unaudited financial information presented to the carrying amount of the Group's interests in joint ventures.

| In HK\$ million   | CN   | BC    | GE   | 3L   |
|---|------|-------|------|------|
|   | 2012 | 2013  | 2012 | 2013 |
| Net assets/(liabilities)                                      |      |       |      |      |
| Beginning of year   | 409  | 333   | (1)  | (10) |
| (Loss)/profit and total comprehensive (loss)/income for       |      |       |      |      |
| the year  | (78) | 168   | (9)  | 1    |
| Transactions with shareholders                                | -    | (462) | -    | -    |
| Exchange differences  | 2    | 10    | _    | -    |
| End of year   | 333  | 49    | (10) | (9)  |
| Interests in joint ventures                                   | 50%* | 50%*  | 50%* | 50%* |
| Interests in joint ventures                                   | 167  | 25    | (5)  | (5)  |
| Recovery of impairment loss on an interest in a joint venture |      | 22    |      |      |
|   | _    | 22    | 372  | 524  |
| Loan due from a joint venture                                 | _    | _     | 372  | 524  |
| Carrying value  | 167  | 47    | 367  | 519  |
|   |      |       |      |      |

<sup>\*</sup> The Company indirectly held 31.5% effective interest in equity of CNBC and GBL respectively as at December 31, 2012 and 2013.

As at December 31, 2013, the aggregate carrying amount of interests in individually immaterial joint ventures that are accounted for using the equity method was HK\$16 million (2012: HK\$5 million).

During the year ended December 31, 2013, the Group had unrecognized share of losses of joint ventures of HK\$11 million (2012: nil). As at December 31, 2013, the accumulated share of losses of the joint ventures unrecognized by the Group was HK\$11 million (2012: nil).

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 24 AVAILABLE-FOR-SALE FINANCIAL ASSETS

| In HK\$ million The C                         | Group |
|---|-------|
| 2012  | 2013  |
| Beginning of year 575                         | 685   |
| Additions 129                                 | 37    |
| Return of investment (7)                      | (131) |
| Impairment loss recognized –                  | (77)  |
| Net (losses)/gains transferred to equity (12) | 192   |
| End of year 685                               | 706   |
| In HK\$ million The C                         | Group |
| 2012  | 2013  |
| Listed equity securities – overseas 98        | 197   |
| Unlisted equity securities 587                | 509   |
| 685   | 706   |
| Market value of listed equity securities 98   | 197   |

During the year ended December 31, 2013, provision for impairment of HK\$77 million (2012: nil) was included in other gains, net in the consolidated income statement and there was a transfer of HK\$1 million (2012: nil) from equity to the consolidated income statement on impairment. This was a result of the estimated recoverable amount being lower than its carrying amount. The Group does not hold any collateral over these balances.

## **25 CURRENT ASSETS AND LIABILITIES**

#### a. Sales proceeds held in stakeholders' accounts

The balance represents proceeds from the sales of the residential portion of the Cyberport project retained in bank accounts opened and maintained by stakeholders. These amounts will be transferred to specific bank accounts, which are restricted in use, pursuant to certain conditions and procedures as stated in the Cyberport Project Agreement.

#### b. Restricted cash

The balance of the Group included a restricted cash balance of approximately HK\$1,022 million as at December 31, 2013 (2012: HK\$1,319 million) held in specific bank accounts. The uses of the funds are specified in the Cyberport Project Agreement.

The remaining balance of HK\$10 million (2012: nil) as at December 31, 2013 represents cash balances held in specific interest reserve accounts for bank borrowing purposes.

## c. Prepayments, deposits and other current assets

Included in prepayments, deposits and other current assets of the Group were prepaid programme costs of approximately HK\$240 million as at December 31, 2013 (2012: HK\$280 million).

# **25 CURRENT ASSETS AND LIABILITIES** (CONTINUED)

#### d. Inventories

| In HK\$ million        | The G | Group |
|------------------------|-------|-------|
|                        | 2012  | 2013  |
| Work-in-progress       | 547   | 686   |
| Finished goods         | 405   | 444   |
| Consumable inventories | 132   | 69    |
|                        | 1,084 | 1,199 |
|                        |       |       |

## e. Trade receivables, net

| In HK\$ million   | The Group 2012 <b>2013</b> |                |
|---|----------------------------|----------------|
| Trade receivables (note i) Less: Impairment loss for doubtful debts (note ii) | 4,282<br>(241)             | 3,725<br>(224) |
| Trade receivables, net  | 4,041                      | 3,501          |

# i. Aging of trade receivables

| In HK\$ million | The Group |       |  |
|-----------------|-----------|-------|--|
|                 | 2012      | 2013  |  |
| 0–30 days       | 2,028     | 1,784 |  |
| 31–60 days      | 600       | 555   |  |
| 61–90 days      | 332       | 270   |  |
| 91–120 days     | 162       | 129   |  |
| Over 120 days   | 1,160     | 987   |  |
|                 | 4,282     | 3,725 |  |

## ii. Impairment loss for doubtful debts

The movement in the provision for doubtful debts during the year, including both specific and collective loss components, is as follows:

| In HK\$ million                   | The Group |       |
|-----------------------------------|-----------|-------|
|                                   | 2012      | 2013  |
| Beginning of year                 | 172       | 241   |
| Impairment loss recognized        | 186       | 149   |
| Uncollectible amounts written off | (117)     | (166) |
| End of year                       | 241       | 224   |

As at December 31, 2013, the Group's trade receivables of HK\$125 million (2012: HK\$120 million) were individually determined to be impaired. The individually impaired receivables related to customers that were in financial difficulties and management assessed that only a portion of the receivables is expected to be recovered. Consequently, specific provision for doubtful debts of HK\$125 million (2012: HK\$120 million) was recognized. The Group does not hold any collateral over these balances.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **25 CURRENT ASSETS AND LIABILITIES** (CONTINUED)

## e. Trade receivables, net (continued)

iii. Trade receivables that are not impaired

The aging of trade receivables that are neither individually nor collectively considered to be impaired is as follows:

| In HK\$ million               | The Group |       |
|-------------------------------|-----------|-------|
|                               | 2012      | 2013  |
| Neither past due nor impaired | 1,624     | 1,350 |
| 0–30 days past due            | 810       | 846   |
| 31–60 days past due           | 311       | 290   |
| 61–90 days past due           | 252       | 169   |
| Over 90 days past due         | 1,044     | 846   |
| Past due but not impaired     | 2,417     | 2,151 |
|                               | 4,041     | 3,501 |

Trade receivables that were neither past due nor impaired relate to a wide range of customers for whom there was no recent history of default.

Trade receivables that were past due but not impaired relate to customers that have a good track record with the Group or a sound credit quality. Based on past experience and regular credit risk assessment performed on all significant outstanding trade receivables, management believes that no provision for impairment is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable.

Included in trade receivables, net of the Group was the amounts due from related parties of HK\$155 million (2012: HK\$41 million).

# f. Short-term borrowings

| In HK\$ million                                       | The Group |      |  |
|---|-----------|------|--|
|   | 2012      | 2013 |  |
| US\$500 million 6% guaranteed notes due 2013 (note i) | 3,873     | _    |  |
| Bank borrowings (note ii)                             | 4,667     | 1    |  |
|   | 8,540     | 1    |  |
| Secured   | -         | _    |  |
| Unsecured   | 8,540     | 1    |  |

#### i. US\$500 million 6% guaranteed notes due 2013

On July 17, 2003, PCCW-HKT Capital No.2 Limited, an indirect non-wholly owned subsidiary of the Company, issued US\$500 million 6% guaranteed notes due 2013 which were listed on the Luxembourg Stock Exchange. The notes were irrevocably and unconditionally guaranteed by PCCW-HKT Telephone Limited ("HKTC"), HKTGH and HKTL and ranked pari passu with all other outstanding unsecured and unsubordinated obligations of HKTC, HKTGH and HKTL.

The notes were fully redeemed in July 2013 and were delisted from the Luxembourg Stock Exchange.

### ii. Bank borrowings

The bank borrowings as at December 31, 2012 mainly represented certain loans maturing in 2013.

Please refer to note 40 for details of the Group's bank loan facilities.

## **25 CURRENT ASSETS AND LIABILITIES** (CONTINUED)

## g. Trade payables

The aging of trade payables is set out below:

| In HK\$ million | The Group |       |  |
|-----------------|-----------|-------|--|
|                 | 2012      | 2013  |  |
| 0–30 days       | 837       | 1,033 |  |
| 31–60 days      | 311       | 172   |  |
| 61–90 days      | 85        | 99    |  |
| 91–120 days     | 137       | 25    |  |
| Over 120 days   | 1,010     | 789   |  |
|                 | 2,380     | 2,118 |  |

Included in trade payables of the Group was the amounts due to related parties of HK\$36 million (2012: HK\$63 million).

# **26 LONG-TERM BORROWINGS**

| In HK\$ million  | The Group |        |
|--|-----------|--------|
|  | 2012      | 2013   |
| Repayable within a period                                |           |        |
| - over one year, but not exceeding two years             | 2,292     | 6,910  |
| - over two years, but not exceeding five years           | 13,352    | 16,774 |
| – over five years  | 2,282     | 5,390  |
|  | 17,926    | 29,074 |
| Representing:  |           |        |
| US\$500 million 5.25% guaranteed notes due 2015 (note a) | 3,861     | 3,868  |
| US\$500 million 4.25% guaranteed notes due 2016 (note b) | 4,016     | 3,961  |
| US\$300 million 5.75% guaranteed notes due 2022 (note c) | 2,282     | 2,010  |
| US\$500 million 3.75% guaranteed notes due 2023 (note d) | _         | 3,380  |
| Bank borrowings  | 7,767     | 15,855 |
|  | 17,926    | 29,074 |
| Secured  | -         | 1,467  |
| Unsecured  | 17,926    | 27,607 |

# a. US\$500 million 5.25% guaranteed notes due 2015

On July 20, 2005, PCCW-HKT Capital No.3 Limited, an indirect non-wholly owned subsidiary of the Company, issued US\$500 million 5.25% guaranteed notes due 2015, which are listed on the Singapore Exchange Securities Trading Limited. The notes are irrevocably and unconditionally guaranteed by HKTC, HKTGH and HKTL and rank pari passu with all other outstanding unsecured and unsubordinated obligations of HKTC, HKTGH and HKTL.

# b. US\$500 million 4.25% guaranteed notes due 2016

On August 24, 2010, PCCW-HKT Capital No.4 Limited, an indirect non-wholly owned subsidiary of the Company, issued US\$500 million 4.25% guaranteed notes due 2016, which are listed on the Singapore Exchange Securities Trading Limited. The notes are irrevocably and unconditionally guaranteed by HKTGH and HKTL and rank pari passu with all other outstanding unsecured and unsubordinated obligations of HKTGH and HKTL.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### **26 LONG-TERM BORROWINGS** (CONTINUED)

#### c. US\$300 million 5.75% guaranteed notes due 2022

On April 17, 2012, PCCW Capital No. 4 Limited, a direct wholly-owned subsidiary of the Company, issued US\$300 million 5.75% guaranteed notes due 2022, which are listed on the Singapore Exchange Securities Trading Limited. The notes are irrevocably and unconditionally guaranteed by the Company and rank pari passu with all other outstanding unsecured and unsubordinated obligations of the Company.

#### d. US\$500 million 3.75% guaranteed notes due 2023

On March 8, 2013, PCCW-HKT Capital No.5 Limited, an indirect non-wholly owned subsidiary of the Company, issued US\$500 million 3.75% guaranteed notes due 2023, which are listed on the Singapore Exchange Securities Trading Limited. The notes are irrevocably and unconditionally guaranteed by HKTGH and HKTL and rank pari passu with all other outstanding unsecured and unsubordinated obligations of HKTGH and HKTL.

Please refer to note 40 for details of the Group's bank loan facilities.

#### 27 AMOUNT PAYABLE TO THE GOVERNMENT UNDER THE CYBERPORT PROJECT AGREEMENT

|  | The Group<br><b>2013</b> |        |       |
|--|--------------------------|--------|-------|
| In HK\$ million                                |                          |        |       |
|  | Government               |        |       |
|  | share under              |        |       |
|  | the Cyberport            |        |       |
|  | Project                  |        |       |
|  | Agreement                | Others | Total |
| Beginning of year                              | 954                      | 5      | 959   |
| Addition to amount payable                     | 8                        | _      | 8     |
| Settlement during the year                     | (446)                    | -      | (446) |
| End of year, classified as current liabilities | 516                      | 5      | 521   |

Pursuant to the Cyberport Project Agreement, the Group was granted an exclusive right and obligation to design, develop, construct and market the Cyberport project at Telegraph Bay on the Hong Kong Island. The Cyberport project consists of commercial and residential portions. The completed commercial portion was transferred to the Government at no consideration. The associated costs incurred have formed part of the development costs of the residential portion. The construction of residential portion of the Cyberport project was completed in November 2008.

Pursuant to the Cyberport Project Agreement, the Government shall be entitled to receive payments of approximately 65% from the surplus cash flow arising from the sales of the residential portion of the Cyberport project, net of certain allowable costs incurred on the project, as stipulated under certain terms and conditions of the Cyberport Project Agreement. Amount payable to the Government is considered as a part of the development costs for the Cyberport project. The amount payable to the Government is based on sales proceeds of the residential portion of the Cyberport project and the estimated development costs of the Cyberport project.

#### 28 DERIVATIVE FINANCIAL INSTRUMENTS

| In HK\$ million                                 | The Group |       | The Co | The Company |  |
|---|-----------|-------|--------|-------------|--|
|   | 2012      | 2013  | 2012   | 2013        |  |
| Non-current assets                              |           |       |        |             |  |
| Fixed-to-fixed cross currency swap contracts    |           |       |        |             |  |
| - cash flow hedges (note a)                     | 65        | 67    | -      | _           |  |
| Fixed-to-floating cross currency swap contracts |           |       |        |             |  |
| <ul><li>cash flow hedges (note b)</li></ul>     | 22        | _     | -      | _           |  |
| Fixed-to-floating cross currency swap contracts |           |       |        |             |  |
| – fair value hedges (note b)                    | 166       | -     | _      | -           |  |
|   | 253       | 67    | -      | _           |  |
| Current assets                                  |           |       |        |             |  |
| Fixed-to-fixed cross currency swap contracts    |           |       |        |             |  |
| - cash flow hedges (note a)                     | 4         | -     | -      | -           |  |
| Non-current liabilities                         |           |       |        |             |  |
| Fixed-to-floating cross currency swap contracts |           |       |        |             |  |
| - cash flow hedges (note b)                     | (56)      | (16)  | (56)   | (16)        |  |
| Fixed-to-floating cross currency swap contracts |           |       |        |             |  |
| - fair value hedges (note b)                    | _         | (695) | -      | (290)       |  |
|   | (56)      | (711) | (56)   | (306)       |  |

As at December 31, 2013, the Group had outstanding cross currency swap contracts with notional contract amounts of US\$1,300 million (approximately HK\$10,081 million) (2012: US\$1,800 million (approximately HK\$13,952 million)) at various rates, to manage the Group's exposure to foreign currency fluctuations and interest rate risk.

The full fair value of a hedging derivative is classified as non-current asset or liability when the remaining maturity of the hedged item is more than 12 months, and as a current asset or liability when the remaining maturity of the hedged item is less than 12 months.

- **a.** The fixed-to-fixed cross currency swap contract outstanding as at December 31, 2013 with notional contract amounts of U\$\$500 million (approximately HK\$3,877 million) (2012: U\$\$1,000 million (approximately HK\$7,751 million)) was designated as cash flow hedge of the foreign exchange rate risk in the Group's foreign currency denominated borrowings. Maturity of this swap matches with the maturity of the underlying borrowings and has fixed the USD/HKD exchange rate at 7.7790 (2012: 7.7790 to 7.8014) for the notional amounts (see note 37(c)(i)). Gains and losses recognized in the hedging reserve under equity on such cross currency swap contract will be continuously released to the income statement until the repayment of the borrowings.
- **b.** The Group has entered into fixed-to-floating cross currency swap contracts outstanding as at December 31, 2013 with notional contract amounts of US\$800 million (approximately HK\$6,204 million) (2012: US\$800 million (approximately HK\$6,201 million)). Maturity of these swaps matches with the maturity of the underlying fixed rate borrowings and has fixed the USD/HKD exchange rate at 7.7555 to 7.7570 (2012: 7.7555 to 7.7711) for the notional amounts (see note 37(c)(i)). The swaps also pre-determined the interest rates at HIBOR+2.115% to HIBOR+4.43% (2012: HIBOR+2.24% to HIBOR+4.43%) (see note 37(c)(ii)).

These swap contracts were designated as (i) cash flow hedges of the foreign exchange rate risk in the Group's foreign currency denominated borrowings and (ii) fair value hedges of the interest rate risk in the Group's borrowings at fixed interest rates.

Gains and losses recognized in the hedging reserve under equity on these swap contracts designated as cash flow hedges will be continuously released to the income statement until the repayment of the borrowings.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **28 DERIVATIVE FINANCIAL INSTRUMENTS** (CONTINUED)

Those swap contracts designated as fair value hedges will offset the impact of future changes in interest rates on the fair value of the underlying fixed-rate debt obligations. The swap contracts were reflected at fair value in the consolidated balance sheet and the related portion of fixed-rate debt being hedged was reflected at an amount equal to the sum of its carrying amount plus an adjustment representing the change in fair value of the debt obligations attributable to the interest rate risk being hedged. Changes in the fair value of the swap contracts and the corresponding changes in the adjusted carrying amount of the related portion of the fixed-rate debt being hedged, are recognized as adjustments in "Finance costs" in the consolidated income statement. The net effect recognized in the "Finance costs" represents the ineffective portion of the hedging relationship, amounted to approximately a loss of HK\$6 million for the current year (2012: HK\$4 million).

## **29 SHARE CAPITAL**

|                                  | 2012           | 2013          |                |               |
|----------------------------------|----------------|---------------|----------------|---------------|
|                                  | Number of      | Nominal value | Number of      | Nominal value |
|                                  | shares         | HK\$ million  | shares         | HK\$ million  |
| Authorized:                      |                |               |                |               |
| Ordinary shares of HK\$0.25 each |                |               |                |               |
| Beginning and end of year        | 10,000,000,000 | 2,500         | 10,000,000,000 | 2,500         |
| Issued and fully paid:           |                |               |                |               |
| Ordinary shares of HK\$0.25 each |                |               |                |               |
| Beginning and end of year        | 7,272,294,654  | 1,818         | 7,272,294,654  | 1,818         |

#### **30 EMPLOYEE RETIREMENT BENEFITS**

### a. Defined benefit retirement schemes

The Group operates defined benefit retirement schemes ("DB Schemes") that provide monthly pension payments for employees retired on or before July 1, 2003. The DB Schemes are final salary defined benefit schemes. The scheme assets are administered by an independent trustee and maintained independently of the Group's finances.

The DB Schemes are funded by contributions from the Group and employees in accordance with qualified independent actuaries' recommendation from time to time on the basis of periodic valuations.

The latest independent actuarial valuation of the DB Schemes, prepared in accordance with HKAS 19 (2011), was carried out on December 31, 2013 by Ms Wing Lui of Towers Watson Hong Kong Limited, a fellow of the Society of Actuaries of the United States of America, using the projected unit credit method. The actuary was of the opinion that the fair value of the scheme assets was sufficient to cover 65% (2012: 51%) of the present value of the defined benefit obligations as at December 31, 2013.

No employer's contributions are expected to be paid to the DB Schemes in 2014.

The weighted average duration of the defined benefit obligations is 12.6 years.

## **30 EMPLOYEE RETIREMENT BENEFITS** (CONTINUED)

- a. Defined benefit retirement schemes (continued)
- i. The amount recognized in the consolidated balance sheet is as follows:

| In HK\$ million   | The G<br>2012<br>(Restated) | 2013         |
|---|-----------------------------|--------------|
| Present value of the defined benefit obligations (note iii) Fair value of scheme assets (note iv) | 368<br>(186)                | 283<br>(185) |
| Defined benefit liability in the consolidated balance sheet                                       | 182                         | 98           |

ii. Major categories of scheme assets as a percentage of total scheme assets are as follows:

|                         | The Group |      |  |
|-------------------------|-----------|------|--|
|                         | 2012      | 2013 |  |
| Equities                | 50%       | 52%  |  |
| Fixed income securities | 42%       | 42%  |  |
| Cash and alternatives   | 8%        | 6%   |  |
| Total                   | 100%      | 100% |  |

The Group ensures that the investment positions are managed within an asset-liability matching framework with the objective to match assets to the defined benefit obligations (i.e. to match the benefit payments as they fall due and in the appropriate currency). The scheme assets are invested in globally diversified portfolio equities, fixed income securities, cash and alternatives to achieve the best returns over the long term within an acceptable level of risk.

Through the DB Schemes, the Group is exposed to a number of risks, the most significant of which are detailed below:

- Changes in bond yields: a decrease in bond yields will increase the schemes' liabilities, although this will be partially offset by an increase in the value of the schemes' bond holding.
- Inflation risk: the future pension increase rate is set by reference to the inflation, and higher inflation will lead to higher liabilities.
- Life expectancy: the schemes' obligations are to provide benefits for the life of the member, so increase in life expectancy will
  result in an increase in the schemes' liabilities.
- iii. Movements in the present value of the defined benefit obligations are as follows:

| In HK\$ million                                  | The Group  |      |  |  |
|--|------------|------|--|--|
|  | 2012       | 2013 |  |  |
|  | (Restated) |      |  |  |
| Beginning of year                                | 324        | 368  |  |  |
| Interest cost                                    | 5          | 3    |  |  |
| Remeasurements                                   |            |      |  |  |
| Experience losses                                | 4          | _    |  |  |
| Loss/(gain) from change in financial assumptions | 34         | (74) |  |  |
| Loss from change in demographic assumptions      | 15         | _    |  |  |
| Benefits paid                                    | (14)       | (14) |  |  |
| End of year                                      | 368        | 283  |  |  |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# **30 EMPLOYEE RETIREMENT BENEFITS** (CONTINUED)

#### a. Defined benefit retirement schemes (continued)

iv. Movements in the fair value of scheme assets are as follows:

| In HK\$ million                                    | The C      | The Group |  |  |
|--|------------|-----------|--|--|
|  | 2012       | 2013      |  |  |
|  | (Restated) |           |  |  |
| Beginning of year                                  | 188        | 186       |  |  |
| Interest income on scheme assets                   | 3          | 2         |  |  |
| Return on scheme assets greater than discount rate | 9          | 11        |  |  |
| Benefits paid                                      | (14)       | (14)      |  |  |
| End of year  | 186        | 185       |  |  |

v. Pension cost for defined benefit retirement schemes recognized in the consolidated income statement is as follows:

| In HK\$ million   | The G<br>2012<br>(Restated) | 2013 |
|---|-----------------------------|------|
| Net interest on net defined benefit liability (note 2(b))   | 2                           | 1    |
| Total included in General and administrative expenses  – retirement costs for other staff (note 8(a)) | 2                           | 1    |

vi. The significant actuarial assumptions used (expressed as weighted averages) are as follows:

| The C   | The Group      |  |  |
|---|----------------|--|--|
| 2012  | 2013           |  |  |
| Discount rate 0.80% Pension increase rate 3.00% | 2.50%<br>3.00% |  |  |

Based on the Hong Kong Life Tables 2011 released by the Government and upon observing the past experience of the DB Schemes, the Group adopted the Hong Kong Life Tables 2011 with a 3-year age set forward for the years ended December 31, 2012 and 2013.

#### **30 EMPLOYEE RETIREMENT BENEFITS** (CONTINUED)

#### a. Defined benefit retirement schemes (continued)

vi. The significant actuarial assumptions used (expressed as weighted averages) are as follows: (continued) The sensitivity of the defined benefit obligations to changes in the weighted principal assumptions is:

The Group

|                       | 2013                             |             |             |  |
|-----------------------|----------------------------------|-------------|-------------|--|
|                       | Impact on defined benefit obliga |             |             |  |
|                       | Change in                        | Increase in | Decrease in |  |
|                       | assumption                       | assumption  | assumption  |  |
| Discount rate         | 0.25%                            | (3.10%)     | 3.30%       |  |
| Pension increase rate | 0.25%                            | 3.10%       | n/a*        |  |
| Mortality             | 1 year                           | (4.50%)**   | 4.50%**     |  |
|                       |                                  |             |             |  |

<sup>\*</sup> Certain pension payments of the DB Schemes are subject to a minimum pension increase rate of 3.00% per annum taking into account of inflation and other market factors.

The above sensitivity analyzes are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligations to significant actuarial assumptions, the same method (the projected unit credit method used to calculate the present value of defined benefit obligations at the end of reporting period) has been applied as when calculating the pension liability recognized in the balance sheet.

vii. Expected maturity analysis of undiscounted defined benefits as at December 31, 2013 are as follows:

| In HK\$ million               | The Group <b>2013</b> |  |   |                      |       |
|-------------------------------|-----------------------|--|---|----------------------|-------|
|                               | Within<br>1 year      | More than<br>1 year<br>but within<br>2 years | More than<br>2 years<br>but within<br>5 years | More than<br>5 years | Total |
| Undiscounted defined benefits | 14                    | 14   | 42  | 332                  | 402   |

#### b. Defined contribution retirement schemes

The Group also operates defined contribution schemes, including the Mandatory Provident Fund Scheme (the "MPF scheme") under the Hong Kong Mandatory Provident Fund Schemes Ordinance, for employees employed under the jurisdiction of the Hong Kong Employment Ordinance. The schemes are administered by independent trustees.

Under the defined contribution scheme, the employer is required to make contributions to the scheme at rates specified under the rules of the scheme. Where employees leave the scheme prior to the full vesting of the employer's contributions, the amount of forfeited contributions is used to reduce the contributions payable by the Group.

Under the MPF scheme, the employer and its employees are each required to make contributions to the scheme at 5% of the employees' relevant income, subject to a cap of monthly relevant income of HK\$25,000. Contributions to the scheme vest immediately upon the completion of the service in the relevant service period.

<sup>\*\*</sup> Increase in assumption means the Hong Kong Life Tables 2011 with a 4-year age set forward, whereas decrease in assumption means the Hong Kong Life Tables 2011 with a 2-year age set forward.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 31 SHARE-BASED PAYMENT TRANSACTIONS

#### a. Share option schemes of the Company

The Company had a share option scheme (the "1994 Scheme") which was adopted in September 1994 and amended in May 2002 under which the board of directors (the "Board") of the Company may, at its discretion, invite employees of the Group, including directors of any company in the Group, and other eligible persons, to take up options to subscribe for shares of the Company. The vesting period and exercise period of the options are determined by the Board but in any case no options can be exercised later than 10 years from the date of grant. Each option gives the holder the right to subscribe for one share.

At the Company's annual general meeting held on May 19, 2004, the shareholders of the Company approved the termination of the 1994 Scheme and the adoption of a new share option scheme (the "2004 Scheme"). Since May 19, 2004, the Board may, at its discretion, grant share options to any eligible person to subscribe for shares in the Company subject to the terms and conditions stipulated in the 2004 Scheme. The overall limit on the number of shares which may be issued upon exercise of all outstanding options granted and yet to be exercised under the 2004 Scheme and any other share option schemes including 1994 Scheme must not exceed 30% of the shares in issue from time to time. In addition, the maximum number of shares which may be granted under the 2004 Scheme must not exceed 10% of the Company's issued share capital as at May 19, 2004 (or some other date if renewal of this limit is approved by shareholders). The exercise price of the options under the 2004 Scheme shall be determined by the Board at its absolute discretion but in any event shall not be less than the highest of (i) the closing price of the shares as stated in the daily quotation sheet of the Stock Exchange on the date of grant, (ii) the average closing price of the shares as stated in the daily quotation sheet of the Stock Exchange for the five days last preceding the date of grant on which days it has been possible to trade shares on the Stock Exchange, and (iii) the nominal value of a share on the date of grant. The vesting period and exercise period of the options are determined by the Board, but no option can be exercised later than the day last preceding the tenth anniversary of the date of grant in respect of such option. In general, the subscription price is determined by reference to the closing prices of the shares as stated in the daily quotation sheet of the Stock Exchange. The basis for determination of the subscription price and the total number of shares that can be granted to eligible persons are precisely specified in the rules of the 2004 Scheme. The 2004 Scheme does not specify a minimum period for which an option must be held nor a performance target which must be achieved before an option can be exercised. The Group has no legal or constructive obligation to repurchase or settle the options in cash.

The 2004 Scheme will expire on May 18, 2014 and an ordinary resolution will be proposed at the forthcoming annual general meeting to approve the termination of the 2004 Scheme and the adoption of a new scheme. Following the termination of the 2004 Scheme, no further share option will be granted under such scheme, and the provisions of the 2004 Scheme will remain in full force and effect in all other respects.

i. Movements in the number of share options outstanding and their related weighted average exercise prices

|   | 203  | .2                        | 2013                                       |                            |  |
|---|--|---------------------------|--|----------------------------|--|
|   | Weighted average<br>exercise price<br>HK\$ | Number of options         | Weighted average<br>exercise price<br>HK\$ | Number of options          |  |
| Beginning of year<br>Cancelled/Lapsed <i>(note iii)</i> | 4.58<br>5.88                               | 47,094,238<br>(7,128,700) | 4.35<br>4.35                               | 39,965,538<br>(39,965,538) |  |
| End of year (note ii)                                   | 4.35                                       | 39,965,538                | N/A  | _                          |  |
| Exercisable at end of year                              | 4.35                                       | 39,965,538                | N/A  | _                          |  |

# **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

- a. Share option schemes of the Company (continued)
- ii. Terms of unexpired and unexercised share options at balance sheet date

| Date of grant | Vesting period                 | Exercise period                | Exercise price<br>HK\$ | Number o<br>2012 | f options 2013 |
|---------------|--------------------------------|--------------------------------|------------------------|------------------|----------------|
| July 25, 2003 | July 25, 2004 to July 25, 2006 | July 25, 2004 to July 23, 2013 | 4.35                   | 39,965,538       | -              |
|               |                                |                                |                        | 39,965,538       | -              |

The range of exercise prices and the weighted average remaining contractual life of any share options outstanding are as follows:

|                          | 201  | 2                 | 2013   | <b>,</b>          |
|--------------------------|--|-------------------|--|-------------------|
| Range of exercise prices | Weighted average<br>remaining<br>contractual life<br>(years) | Number of options | Weighted average<br>remaining<br>contractual life<br>(years) | Number of options |
| HK\$4.01 to 5.04         | 0.56   | 39,965,538        | N/A  | -                 |
|                          |  | 39,965,538        |  | _                 |

# iii. Details of share options cancelled or lapsed during the year

|  | Number of opt  |           |            |
|--|----------------|-----------|------------|
| Exercise period                          | Exercise price | 2012      | 2013       |
|  | HK\$           |           |            |
| April 11, 2003 to April 11, 2012         | 7.9150         | 86,700    | -          |
| August 1, 2003 to July 31, 2012          | 8.0600         | 200,000   | _          |
| November 13, 2003 to November 12, 2012   | 6.1500         | 5,480,000 | -          |
| July 25, 2004 to July 23, 2013           | 4.3500         | 1,355,000 | 39,965,538 |
| September 16, 2004 to September 14, 2013 | 4.9000         | 7,000     | _          |
|  |                | 7,128,700 | 39,965,538 |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 31 SHARE-BASED PAYMENT TRANSACTIONS (CONTINUED)

#### b. Share award schemes of the Company

In 2002, the Company established two employee share incentive award schemes under which awards of shares may be granted to employees of participating subsidiaries. Directors of the Company are not eligible to participate in either scheme. On June 10, 2002, the Company approved the establishment of the Purchase Scheme under which selected employees are awarded shares purchased in the market. On November 12, 2002, the Company approved the establishment of the Subscription Scheme under which selected employees are awarded newly issued shares. The purpose of both the Purchase Scheme and the Subscription Scheme is to recognize the contributions of certain employees of the Group, to retain them for the continued operation and development of the Group, and to attract suitable personnel for the further development of the Group. Under both schemes, following the making of an award to an employee, the relevant shares are held on trust for that employee and then vest over a period of time provided that the employee remains an employee of the Group at the relevant time and satisfies any other conditions specified at the time the award is made, notwithstanding that the relevant committee of the Company's Board shall be at liberty to waive such condition. In May 2006, the Purchase Scheme was altered such that the directors of the Company are also eligible to participate in this scheme. The maximum aggregate number of shares that can be awarded under the two schemes is limited to 1% of the issued share capital of the Company (excluding shares that have already been transferred to employees on vesting).

The Purchase Scheme and the Subscription Scheme expired on November 15, 2012 however the shares which were previously awarded prior to the expiry date were not affected. New scheme rules in respect of the Purchase Scheme and the Subscription Scheme were adopted on November 15, 2012 so as to allow both schemes to continue to operate for a further 10 years and to accommodate the grant of the Share Stapled Units in addition or as an alternative to the shares of the Company, in the future.

No awards have been made or agreed to be made, under the Subscription Scheme for the years ended December 31, 2012 and 2013.

A summary of movements in PCCW Shares and Share Stapled Units held under the Purchase Scheme during the year is as follows:

Number of PCCW Shares

|   | 2012                   | 2013                      |
|---|------------------------|---------------------------|
| Beginning of year   | 2,519,109              | 11,713,109                |
| Purchase from market by the trustee at weighted average market price of HK\$3.81 (2012: HK\$2.95) per PCCW Share PCCW Shares vested | 9,194,000              | 11,021,000<br>(3,629,285) |
| End of year   | 11,713,109             | 19,104,824                |
|   | Number of Shar<br>2012 | re Stapled Units 2013     |
| Beginning of year   | _                      | 181,500                   |
| Share Stapled Units obtained from subscription at the global offering of the Share Stapled Units                                    | 71,974                 | _                         |
| Share Stapled Units obtained from distributions in specie   | 109,526                | -                         |
| Purchase from market by the trustee at weighted average market price of HK\$7.11 (2012: nil) per Share Stapled Unit                 | _                      | 18,000                    |
| Share Stapled Units vested  | -                      | (30,087)                  |
| End of year   | 181,500                | 169,413                   |

# **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

## **b.** Share award schemes of the Company (continued)

Details of PCCW Shares and Share Stapled Units awarded pursuant to the Purchase Scheme during the year and the PCCW Shares and the Share Stapled Units unvested, are as follows:

i. Movements in the number of unvested PCCW Shares and Share Stapled Units and their related weighted average fair value on the date of award

|                                | 20:               | 12            | 201               | 13            |
|--------------------------------|-------------------|---------------|-------------------|---------------|
|                                | Weighted average  | Nila a a f    | Weighted average  | Normalian of  |
|                                | fair value on the | Number of     | fair value on the | Number of     |
|                                | date of award     | PCCW Shares   | date of award     | PCCW Shares   |
|                                | HK\$              |               | HK\$              |               |
| Beginning of year              | N/A               | _             | 2.89              | 11,645,118    |
| Awarded (note iii)             | 2.89              | 11,659,940    | 3.65              | 10,775,218    |
| Forfeited (note iv)            | 2.80              | (14,822)      |                   | (238,148)     |
| Vested (note v)                | N/A               | -             | 2.87              | (3,629,285)   |
| End of year (note ii)          | 2.89              | 11,645,118    | 3.33              | 18,552,903    |
|                                |                   |               |                   |               |
|                                | 203               |               | 201               | -             |
|                                | Weighted average  | Number of     | Weighted average  | Number of     |
|                                | fair value on the | Share Stapled | fair value on the | Share Stapled |
|                                | date of award     | Units         | date of award     | Units         |
|                                | HK\$              |               | HK\$              |               |
| Beginning of year              | N/A               | _             | N/A               | _             |
| Awarded (note iii)             | N/A               | _             | 7.59              | 17,450        |
| End of year (note ii)          | N/A               |               | 7.59              | 17,450        |
| Life of year ( <i>Hote II)</i> | IVA               | _             | 7.59              | 17,430        |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

- **b.** Share award schemes of the Company (continued)
- ii. Terms of unvested PCCW Shares and Share Stapled Units at balance sheet date

|   |   | Fair value   | Number of PO  | CCW Shares   |
|---|---|--|---|--|
| Date of award   | Vesting period  | on the date<br>of award<br>HK\$  | 2012  | 2013   |
| March 5, 2012 March 5, 2012 March 5, 2012 April 11, 2012 April 11, 2012 June 15, 2012 June 15, 2012 March 21, 2013 March 21, 2013 May 10, 2013 May 10, 2013 July 5, 2013 July 5, 2013 | March 5, 2012 to July 8, 2013 March 5, 2012 to July 8, 2014 March 5, 2012 to July 8, 2015 April 11, 2012 to April 11, 2013 April 11, 2012 to April 11, 2014 June 15, 2012 to June 15, 2013 June 15, 2012 to June 15, 2014 March 21, 2013 to March 21, 2014 March 21, 2013 to March 21, 2015 May 10, 2013 to May 10, 2014 May 10, 2013 to May 10, 2015 July 5, 2013 to July 8, 2016 July 5, 2013 to July 8, 2017 | 2.93<br>2.93<br>2.93<br>2.80<br>2.80<br>2.97<br>2.97<br>3.62<br>3.62<br>4.17<br>4.17<br>3.61<br>3.61 | 1,384,000<br>2,077,000<br>3,461,000<br>1,829,796<br>2,053,593<br>419,865<br>419,864 | 2,077,000<br>3,461,000<br>-<br>2,004,251<br>-<br>419,864<br>4,053,930<br>4,190,786<br>308,036<br>308,036<br>519,000<br>1,211,000 |
|   |   |  | 11,645,118  | 18,552,903   |
| Date of award   | Vesting period  | Fair value<br>on the date<br>of award<br>HK\$  | Number of Share   | e Stapled Units  |
| March 21, 2013<br>March 21, 2013  | March 21, 2013 to March 21, 2014<br>March 21, 2013 to March 21, 2015  | 7.59<br>7.59   | -<br>-  | 8,725<br>8,725   |
|   |   |  | _   | 17,450   |

The PCCW Shares and Share Stapled Units unvested at December 31, 2013 had a weighted average remaining vesting period of 1.03 years (2012: 1.42 years) and 0.72 years (2012: nil), respectively.

# **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

# **b.** Share award schemes of the Company (continued)

iii. Details of PCCW Shares and Share Stapled Units awarded during the year

|                |                                  |                                       | Number of PC    | CW Shares      |
|----------------|----------------------------------|---------------------------------------|-----------------|----------------|
| Date of award  | Vesting period                   | Fair value<br>on the date<br>of award | 2012            | 2013           |
|                |                                  | HK\$                                  |                 |                |
| March 5, 2012  | March 5, 2012 to July 8, 2013    | 2.93                                  | 1,384,000       | _              |
| March 5, 2012  | March 5, 2012 to July 8, 2014    | 2.93                                  | 2,077,000       | _              |
| March 5, 2012  | March 5, 2012 to July 8, 2015    | 2.93                                  | 3,461,000       | _              |
| April 11, 2012 | April 11, 2012 to April 11, 2013 | 2.80                                  | 1,837,208       | _              |
| April 11, 2012 | April 11, 2012 to April 11, 2014 | 2.80                                  | 2,061,003       | _              |
| June 15, 2012  | June 15, 2012 to June 15, 2013   | 2.97                                  | 419,865         | _              |
| June 15, 2012  | June 15, 2012 to June 15, 2014   | 2.97                                  | 419,864         | _              |
| March 21, 2013 | March 21, 2013 to March 21, 2014 | 3.62                                  | _               | 4,146,161      |
| March 21, 2013 | March 21, 2013 to March 21, 2015 | 3.62                                  | _               | 4,282,985      |
| May 10, 2013   | May 10, 2013 to May 10, 2014     | 4.17                                  | _               | 308,036        |
| May 10, 2013   | May 10, 2013 to May 10, 2015     | 4.17                                  | _               | 308,036        |
| July 5, 2013   | July 5, 2013 to July 8, 2016     | 3.61                                  | _               | 519,000        |
| July 5, 2013   | July 5, 2013 to July 8, 2017     | 3.61                                  | -               | 1,211,000      |
|                |                                  |                                       | 11,659,940      | 10,775,218     |
|                |                                  |                                       | N b of Ch       | Charled Heite  |
|                |                                  | Falmonton                             | Number of Share | Stapled Utilis |
|                |                                  | Fair value                            |                 |                |
| Data of accord | Marking or a mind                | on the date                           | 2010            | 2013           |
| Date of award  | Vesting period                   | of award                              | 2012            | 2013           |
|                |                                  | HK\$                                  |                 |                |
| March 21, 2013 | March 21, 2013 to March 21, 2014 | 7.59                                  | _               | 8,725          |
| March 21, 2013 | March 21, 2013 to March 21, 2015 | 7.59                                  | _               | 8,725          |
|                |                                  |                                       | _               | 17,450         |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 31 SHARE-BASED PAYMENT TRANSACTIONS (CONTINUED)

#### b. Share award schemes of the Company (continued)

iv. Details of PCCW Shares forfeited during the year

|                |                                  |   | Number of PCC | CW Shares |
|----------------|----------------------------------|---|---------------|-----------|
| Date of award  | Vesting period                   | Fair value<br>on the date<br>of award<br>HK\$ | 2012          | 2013      |
| April 11, 2012 | April 11, 2012 to April 11, 2013 | 2.80  | 7,412         | 4,376     |
| April 11, 2012 | April 11, 2012 to April 11, 2014 | 2.80  | 7,410         | 49,342    |
| March 21, 2013 | March 21, 2013 to March 21, 2014 | 3.62  | _             | 92,231    |
| March 21, 2013 | March 21, 2013 to March 21, 2015 | 3.62  | -             | 92,199    |
|                |                                  |   | 14,822        | 238,148   |

## v. Details of PCCW Shares vested during the year

| Date of award                                    | Vesting period  | Fair value<br>on the date<br>of award<br>HK\$ | Number of PC<br>2012 | CW Shares                         |
|--|---|---|----------------------|-----------------------------------|
| March 5, 2012<br>April 11, 2012<br>June 15, 2012 | March 5, 2012 to July 8, 2013<br>April 11, 2012 to April 11, 2013<br>June 15, 2012 to June 15, 2013 | 2.93<br>2.80<br>2.97                          | -<br>-<br>-          | 1,384,000<br>1,825,420<br>419,865 |
|  |   |   | _                    | 3,629,285                         |

The fair value of the PCCW Shares and Share Stapled Units awarded during the year at date of award is measured by the quoted market price of the PCCW Shares and Share Stapled Units at the respective award dates respectively.

During the year, share-based compensation expenses in respect of the PCCW Shares and Share Stapled Units of HK\$32 million (2012: HK\$13 million) are recognized in the consolidated income statement and HK\$32 million (2012: HK\$13 million) are recognized in the employee share-based compensation reserve.

#### c. Share option schemes of PCPD

PCPD approved and adopted a share option scheme on March 17, 2003 (the "2003 PCPD Scheme"), which was valid for 10 years after the date of adoption. In order to align the terms of the share option scheme of PCPD with those of the Company and in view of the limited number of shares capable of being issued under the 2003 PCPD Scheme relative to the then capital base of PCPD, the shareholders of PCPD approved the termination of the 2003 PCPD Scheme and the adoption of a new share option scheme (the "2005 PCPD Scheme") at PCPD's annual general meeting held on May 13, 2005. The 2005 PCPD Scheme became effective on May 23, 2005 following its approval by the shareholders of the Company. No further share options will be granted under the 2003 PCPD Scheme following its termination, but the provisions of such scheme will remain in full force and effect with respect to the options granted prior to its termination.

#### 31 SHARE-BASED PAYMENT TRANSACTIONS (CONTINUED)

#### c. Share option schemes of PCPD (continued)

Under the 2005 PCPD Scheme, the board of directors of PCPD may, at its discretion, grant share options to any eligible person to subscribe for shares in PCPD subject to the terms and conditions stipulated in the 2005 PCPD Scheme. The exercise price of the options under the 2005 PCPD Scheme is determined by the board of directors of PCPD at its absolute discretion but in any event shall not be less than the highest of (i) the closing price of the shares of PCPD as stated in the daily quotation sheet of the Stock Exchange on the date of grant; (ii) the average closing price of the shares of PCPD as stated in the daily quotation sheet of the Stock Exchange for the five days last preceding the date of grant on which days it has been possible to trade shares on the Stock Exchange; and (iii) the nominal value of the share of PCPD on the date of grant. The overall limit on the number of shares which may be issued upon exercise of all outstanding options granted and yet to be exercised under the 2005 PCPD Scheme and any other share option schemes of PCPD must not exceed 30% of the shares in issue from time to time. In addition, the maximum number of shares of PCPD in respect of which options may be granted under the 2005 PCPD Scheme shall not (when aggregated with any shares subject to any grants made after May 23, 2005 pursuant to any other share option schemes of PCPD) exceed 10% of the issued share capital of PCPD on May 23, 2005 (or some other date if renewal of this limit is approved by shareholders). The maximum entitlement of any eligible person (other than a substantial shareholder or an independent non-executive director of PCPD, or any of their respective associates) under the 2005 PCPD Scheme is the total number of shares issued and to be issued on exercise of all options granted and to be granted in any 12-month period up to and including the date of the latest grant up to a maximum of 1% of the shares of PCPD in issue at the relevant time. Any further grant of share options in excess of this limit is subject to approval of the shareholders of PCPD at a general meeting.

No share options have been granted under the 2005 PCPD Scheme during the years ended December 31, 2012 and 2013 and no share options were outstanding at December 31, 2013 under such scheme.

Details of share options granted by PCPD pursuant to the 2003 PCPD Scheme and the share options outstanding, are as follows:

i. Movements in the number of share options outstanding and their related weighted average exercise prices

|                                     | 2012                                       |                   | 2013                                       |                   |
|-------------------------------------|--|-------------------|--|-------------------|
|                                     | Weighted average<br>exercise price<br>HK\$ | Number of options | Weighted average<br>exercise price<br>HK\$ | Number of options |
| Beginning and end of year (note ii) | 2.375                                      | 5,000,000         | 2.375                                      | 5,000,000         |
| Exercisable at end of year          | 2.375                                      | 5,000,000         | 2.375                                      | 5,000,000         |

#### ii. Terms of unexpired and unexercised share options at balance sheet date

| Date of grant     | Vesting period    | Exercise period                        | Exercise price<br>HK\$ | Number of 2012 | f options 2013 |
|-------------------|-------------------|--|------------------------|----------------|----------------|
| December 20, 2004 | December 20, 2004 | December 20, 2004 to December 19, 2014 | 2.375                  | 5,000,000      | 5,000,000      |
|                   |                   |  |                        | 5,000,000      | 5,000,000      |

The options outstanding at December 31, 2013 had a weighted average remaining contractual life of 1 year (2012: 2 years).

As the share options were vested before January 1, 2005, there was no expense recognized in the consolidated income statement.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 31 SHARE-BASED PAYMENT TRANSACTIONS (CONTINUED)

#### d. Equity compensation benefit of HKT Trust and HKT

i. 2011-2021 Share Stapled Units option scheme of the HKT Trust and HKT

On November 7, 2011 (the "Adoption Date"), the HKT Trust and HKT conditionally adopted a Share Stapled Units option scheme ("HKT 2011-2021 Option Scheme") which became effective upon listing of the Share Stapled Units, to enable the HKT Trust and HKT, acting jointly by mutual agreement between them, to grant options to (a) any full-time or part-time employees of HKT and/or any of its subsidiaries, (b) any director (including executive, non-executive and independent non-executive director) of HKT and/or any of its subsidiaries; and (c) any consultant or adviser (whether professional or otherwise and whether on an employment or contractual or honorary basis or otherwise and whether paid or unpaid), distributor, contractor, supplier, service provider, agent, customer and business partner of HKT and/or any of its subsidiaries (the "Eligible Participants") as incentives or rewards for their contribution to the growth of the HKT Group and to provide the HKT Group with a more flexible means to reward, remunerate, compensate and/or provide benefits to the Eligible Participants.

No Share Stapled Unit options have been granted under the HKT 2011-2021 Option Scheme since the Adoption Date. Accordingly, there were no outstanding options under the HKT 2011-2021 Option Scheme as at December 31, 2013 and no options were granted to or exercised by any directors or chief executives of HKT and the trustee-manager or employees of the HKT Group or other participants nor cancelled or lapsed during the years ended December 31, 2012 and 2013.

## ii. Share Stapled Units award schemes of HKT

On October 11, 2011, HKT conditionally adopted two award schemes pursuant to which awards of Share Stapled Units may be made, namely the HKT Share Stapled Units Purchase Scheme and the HKT Share Stapled Units Subscription Scheme (collectively the "HKT Share Stapled Units Award Schemes").

The HKT Share Stapled Units Award Schemes are on similar terms and were conditionally adopted by HKT which became effective upon listing of the Share Stapled Units as a potential means to incentivize and reward the eligible participants as follows:

In the case of the HKT Share Stapled Units Purchase Scheme:

- (i) any full-time or part-time employees of HKT and/or any of its subsidiaries; and
- (ii) any director (including executive, non-executive and independent non-executive director) of HKT and/or any of its subsidiaries.

In the case of the HKT Share Stapled Units Subscription Scheme:

The same group of potential eligible participants as referred to above except for any directors of HKT or its subsidiaries and/or any other connected persons of HKT.

The eligible participants are awarded Share Stapled Units purchased in the market under the HKT Share Stapled Units Purchase Scheme and newly issued Share Stapled Units under the HKT Share Stapled Units Subscription Scheme respectively.

The HKT Share Stapled Units Award Schemes are administered by the board of directors of HKT (the "HKT Board") and an independent trustee (the "Trustee"), as trustee appointed to hold the relevant Share Stapled Units until such time as the Share Stapled Units vest in the selected participants. Under both schemes, following the making of an award to an eligible participant, the relevant Share Stapled Units are held by the Trustee for that eligible participant and then shall vest over a period of time provided that the eligible participant remains an employee of the HKT Group at the relevant time and satisfies any other conditions specified at the time the award is made, notwithstanding that the relevant committee of the HKT Board shall be at liberty to waive such condition.

## **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

## d. Equity compensation benefit of HKT Trust and HKT (continued)

ii. Share Stapled Units award schemes of HKT (continued)

Awards may be made by the HKT Board or any committee, sub-committee or person duly delegated, such as the remuneration committee and, in the case of Share Stapled Units that are not vested or transferred as originally intended, the Trustee may hold such units and income deriving therefrom for the purpose of any eligible participants, having taken into consideration the recommendations of the HKT Board.

No awards have been made or agreed to be made, under the HKT Share Stapled Units Subscription Scheme for the years ended December 31, 2012 and 2013.

A summary of movements in Share Stapled Units held under the HKT Share Stapled Units Purchase Scheme during the year is as follows:

|   | Number of Share 2012 | e Stapled Units 2013   |
|---|----------------------|------------------------|
| Beginning of year   | -                    | 1,158,000              |
| Purchase from market by the Trustee at weighted average market price of HK\$7.71 (2012: HK\$6.07) per Share Stapled Unit Share Stapled Units vested | 1,158,000            | 6,737,000<br>(534,203) |
| ·   | 1 150 000            |                        |
| End of year   | 1,158,000            | 7,360,797              |

Details of Share Stapled Units awarded pursuant to the HKT Share Stapled Units Purchase Scheme during the year and the Share Stapled Units unvested, are as follows:

(i) Movements in the number of unvested Share Stapled Units and their related weighted average fair value on date of award

|                         | 20                | 201           | .3                |               |
|-------------------------|-------------------|---------------|-------------------|---------------|
|                         | Weighted average  | Number of     | Weighted average  | Number of     |
|                         | fair value on the | Share Stapled | fair value on the | Share Stapled |
|                         | date of award     | Units         | date of award     | Units         |
|                         | HK\$              |               | нк\$              |               |
| Beginning of year       | N/A               | _             | 5.98              | 1,140,265     |
| Awarded (note (iii))    | 5.98              | 1,145,831     | 7.59              | 2,387,498     |
| Forfeited (note (iv))   | 5.98              | (5,566)       | 6.84              | (37,578)      |
| Vested (note (v))       | N/A               | -             | 5.98              | (534,203)     |
| End of year (note (ii)) | 5.98              | 1,140,265     | 7.27              | 2,955,982     |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

# **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

- d. Equity compensation benefit of HKT Trust and HKT (continued)
- ii. Share Stapled Units award schemes of HKT (continued)
- (ii) Terms of unvested Share Stapled Units at balance sheet date

|                |                                  |   | Number of Share | e Stapled Units |
|----------------|----------------------------------|---|-----------------|-----------------|
| Date of award  | Vesting period                   | Fair value<br>on the date<br>of award<br>HK\$ | 2012            | 2013            |
| April 11, 2012 | April 11, 2012 to April 11, 2013 | 5.98  | 534,748         | _               |
| April 11, 2012 | April 11, 2012 to April 11, 2014 | 5.98  | 605,517         | 588,460         |
| March 21, 2013 | March 21, 2013 to March 21, 2014 | 7.59  | _               | 1,183,919       |
| March 21, 2013 | March 21, 2013 to March 21, 2015 | 7.59  | -               | 1,183,603       |
|                |                                  |   | 1,140,265       | 2,955,982       |

The Share Stapled Units unvested at December 31, 2013 had a weighted average remaining vesting period of 0.63 years (2012: 0.81 years).

(iii) Details of Share Stapled Units awarded during the year

|                |                                  | Stapled Units                                 |           |           |
|----------------|----------------------------------|---|-----------|-----------|
| Date of award  | Vesting period                   | Fair value<br>on the date<br>of award<br>HK\$ | 2012      | 2013      |
| April 11, 2012 | April 11, 2012 to April 11, 2013 | 5.98  | 537,532   | -         |
| April 11, 2012 | April 11, 2012 to April 11, 2014 | 5.98  | 608,299   | -         |
| March 21, 2013 | March 21, 2013 to March 21, 2014 | 7.59  | _         | 1,193,910 |
| March 21, 2013 | March 21, 2013 to March 21, 2015 | 7.59  | _         | 1,193,588 |
|                |                                  |   | 1,145,831 | 2,387,498 |

(iv) Details of Share Stapled Units forfeited during the year

| Date of award  | Vesting period                   | Fair value<br>on the date<br>of award<br>HK\$ | Number of Shar<br>2012 | e Stapled Units 2013 |
|----------------|----------------------------------|---|------------------------|----------------------|
| April 11, 2012 | April 11, 2012 to April 11, 2013 | 5.98  | 2,784                  | 545                  |
| April 11, 2012 | April 11, 2012 to April 11, 2014 | 5.98  | 2,782                  | 17,057               |
| March 21, 2013 | March 21, 2013 to March 21, 2014 | 7.59  | _                      | 9,991                |
| March 21, 2013 | March 21, 2013 to March 21, 2015 | 7.59  | -                      | 9,985                |
|                |                                  |   | 5,566                  | 37,578               |

### **31 SHARE-BASED PAYMENT TRANSACTIONS** (CONTINUED)

- d. Equity compensation benefit of HKT Trust and HKT (continued)
- ii. Share Stapled Units award schemes of HKT (continued)
- (v) Details of Share Stapled Units vested during the year

|                |                                  |   | Number of Share | Stapled Units |
|----------------|----------------------------------|---|-----------------|---------------|
| Date of award  | Vesting period                   | Fair value<br>on the date<br>of award<br>HK\$ | 2012            | 2013          |
| April 11, 2012 | April 11, 2012 to April 11, 2013 | 5.98  | -               | 534,203       |
|                |                                  |   | -               | 534,203       |

The fair value of the Share Stapled Units awarded during the year at the date of award is measured by the quoted market price of the Share Stapled Units at the respective award dates.

During the year, share-based compensation expenses in respect of the Share Stapled Units of HK\$13 million (2012: HK\$4 million) are recognized in the consolidated income statement, HK\$9 million (2012: HK\$3 million) are recognized in the employee share-based compensation reserve and HK\$4 million (2012: HK\$1 million) are recognized in the non-controlling interests.

## e. Share-based payment transactions with cash alternatives

i. On May 23, 2013, the PCPD Group entered into a supporting agreement with an affiliated company of the seller of a plot of land in Jakarta, Indonesia (the "Supporter") of which the PCPD Group will settle part of the supporting services received amounted to US\$23 million (subjected to certain downward adjustments) by means of 6.388% shares in an indirect wholly-owned subsidiary of PCPD ("Melati") ("Supporter Shares") and by assignment of the shareholder's loan to Melati ("Supporter Shareholder's Loans").

In addition, the PCPD Group granted to the Supporter a right (but not an obligation) to require the PCPD Group, after the expiry of 5 years from the date of the Supporter Shares issued and the Supporter Shareholder's Loans assigned, to purchase from the Supporter all (but not part) of the Supporter Shares and to take assignment of all the then outstanding Supporter Shareholder's Loans ("Supporter Put Option"). The Supporter Put Option is granted at no premium.

When the consolidated net asset value of Melati is positive, Supporter Shareholder's Loans are to be assigned at the face amount and the Supporter Shares are to be sold and purchased at its corresponding portion of the consolidated net asset value of Melati; or when the consolidated net asset value of Melati is negative, the Supporter Shareholder's Loans are to be assigned at the face amount after deduction of the absolute value of the corresponding portion of the consolidated net asset value of Melati. The Supporter Shares are to be sold and purchased at nominal value of US\$1.

Management considered the fair value of the Supporter Shares is positively correlated to the consolidated net asset value of Melati which is minimal as at December 31, 2013, therefore the fair value of the Supporter Shares is nil.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 31 SHARE-BASED PAYMENT TRANSACTIONS (CONTINUED)

- e. Share-based payment transactions with cash alternatives (continued)
- ii. On May 23, 2013, the PCPD Group entered into an investor subscription agreement and an investor loan purchase agreement with an independent third party (the "Investor"), the PCPD Group will allot 9.99% shares of an indirect wholly-owned subsidiary of PCPD ("Rafflesia") ("Investor Shares") and assign 9.99% of all the unsecured and non-interest bearing shareholder's loan to Rafflesia ("Investor Shareholder's Loans") to the Investor at the time when the occupation permit of the office building to be erected on Lot 10 is issued. This arrangement will allow the Investor to invest 9.99% of the PCPD Group's Indonesian development project at a consideration of same percentage (9.99%) of the total investment cost by the PCPD Group in the Indonesian development project plus finance charge from the completion date of the land acquisition to the time of the share subscribed.

In addition, the PCPD Group granted to the Investor a right (but not an obligation) to require the PCPD Group, at any time on or after May 23, 2023, to purchase from the Investor all (but not part) of the Investor Shares and to take assignment of all the then outstanding Investor Shareholder's Loans ("Investor Put Option"). The Investor Put Option is to protect the PCPD Group to have the right to obtain back the full control of Rafflesia when the Investor disposes the shares while it ensure the Investor could protect their interest in the PCPD Group's Indonesian development project. The Investor Put Option is granted at no premium.

When the consolidated net asset value of Rafflesia is positive, Investor Shareholder's Loans are to be assigned at the face amount and the Investor Shares are to be sold and purchased at its corresponding portion of the consolidated net asset value of Rafflesia; or when the consolidated net asset value of Rafflesia is negative, the Investor Shareholder's Loans are to be assigned at the face amount after deduction of the absolute value of the corresponding portion of the consolidated net asset value of Rafflesia. In case of any shortfall after the deduction, Investor is required to settle the shortfall. The Investor Shares are to be sold and purchased at nominal value of US\$1.

Management considered the fair value of the Investor Shares is positively correlated to the consolidated net asset value of Rafflesia which is minimal as at December 31, 2013, therefore the fair value of the Investor Shares is nil.

# **32 RESERVES**

| In HK\$ million  | Share<br>premium | Special<br>capital<br>reserve<br>(note (a)) | Capital<br>redemption<br>reserve | Treasury<br>stock | Employee<br>share-based<br>compensation<br>reserve | 2012<br>Currency<br>translation<br>reserve | Hedging<br>reserve | Available-<br>for-sale<br>financial<br>assets<br>reserve | Other<br>reserve | (Accumulated<br>losses)/<br>Retained<br>profits | Total          |
|--|------------------|---|----------------------------------|-------------------|--|--|--------------------|--|------------------|---|----------------|
| THE GROUP At January 1, 2012, as previously reported Effect of change in accounting policy — Adoption of HKAS 19 (2011) (note 2(b))  | 9,143            | 8,560                                       | 3                                | (18)              | 96   | 1,079                                      | 154                | 181  | (31)             | (14,881)  | 4,286<br>(133) |
| At January 1, 2012, as restated  | 9,143            | 8,560                                       | 3                                | (18)              | 96   | 1,079                                      | 154                | 181  | (31)             | (15,014)  | 4,153          |
| Total comprehensive income/(loss) for the year Profit for the year, as restated Other comprehensive income/(loss) Item that will not be reclassified subsequently to income statement: | -                | -   | -                                | -                 | -  | -  | -                  | -  | -                | 1,661   | 1,661          |
| Remeasurements of defined benefit obligations (note 2(b))  Items that may be reclassified subsequently to income statement:  | -                | -   | -                                | -                 | -  | -  | -                  | -  | -                | (44)  | (44)           |
| Exchange differences on translating foreign operations  Available-for-sale financial assets:   | -                | -   | -                                | -                 | -  | 109  | -                  | -  | -                | -   | 109            |
| – changes in fair value<br>Cash flow hedges:   | -                | -   | -                                | -                 | -  | -  | -                  | (15)   | -                | -   | (15)           |
| – effective portion of changes in<br>fair value<br>– transfer from equity to   | -                | -   | -                                | -                 | -  | -  | (87)               | -  | -                | -   | (87)           |
| income statement   | -                | -   | -                                | -                 | -  | -  | 22                 | -  | -                | -   | 22             |
| Total comprehensive income/(loss) for the year, as restated  | -                | -   | -                                | -                 | -  | 109  | (65)               | (15)   | -                | 1,617   | 1,646          |
| Transactions with equity holders Purchases of PCCW Shares under share award schemes  | -                | -   | -                                | (26)              | -  | -  | -                  | -  | -                | -   | (26)           |
| Purchases of Share Stapled Units under<br>Share Stapled Units award schemes  | -                | -   | -                                | -                 | -  | -  | -                  | -  | -                | (5)   | (5)            |
| Employee share-based compensation<br>Reclassification due to expiry of share   | -                | -   | -                                | -                 | 16   | -  | -                  | -  | -                | - 10  | 16             |
| options  Dividend paid in respect of previous year  Dividend declared and paid in respect of   | -                | (771)                                       | -                                | -                 | (12)   | -  | -                  | -  | -                | 12<br>-   | (771)          |
| the current year  Gain arising from distributions in specie of   | -                | (401)                                       | -                                | -                 | -  | -  | -                  | -  | -                | -   | (401)          |
| Share Stapled Units  | -                | -   | -                                | -                 | -  | -  | -                  | -  | -                | 1,625   | 1,625          |
| Total contributions by and distributions to equity holders   | -                | (1,172)                                     | -                                | (26)              | 4  | -  | -                  | -  | -                | 1,632   | 438            |
| Increase in interests in subsidiaries (note 42)  | -                | -   | -                                | -                 | -  | -  | -                  | -  | -                | 745   | 745            |
| Total changes in ownership interests in<br>subsidiaries that do not result in<br>a loss of control   | -                | -   | -                                | -                 | -  | -  | -                  | -  | -                | 745   | 745            |
| Total transactions with equity holders   | -                | (1,172)                                     | -                                | (26)              | 4  | -  | -                  | -  | -                | 2,377   | 1,183          |
| At December 31, 2012, as restated (note 2(b))  | 9,143            | 7,388                                       | 3                                | (44)              | 100  | 1,188                                      | 89                 | 166  | (31)             | (11,020)  | 6,982          |

December 31, 2013 (Amount expressed in Hong Kong dollars unless otherwise stated)

# **32 RESERVES** (CONTINUED)

| In HK\$ million   | Share premium | Special<br>capital<br>reserve<br>(note (a)) | Capital redemption reserve | Treasury<br>stock | Employee<br>share-based<br>compensation<br>reserve | 2012 Currency translation reserve | Hedging<br>reserve | Available-<br>for-sale<br>financial<br>assets<br>reserve | Other reserve | (Accumulated<br>losses)/<br>Retained<br>profits | Total               |
|---|---------------|---|----------------------------|-------------------|--|-----------------------------------|--------------------|--|---------------|---|---------------------|
| THE COMPANY<br>At January 1, 2012   | 9,143         | 8,560                                       | 3                          | -                 | 95   | -                                 | -                  | -  | -             | 8,560   | 26,361              |
| Total comprehensive income/(loss) for the year Profit for the year Other comprehensive income/(loss) Items that may be reclassified subsequently to income statement: Cash flow hedges: | -             | -   | -                          | -                 | -  | -                                 | -                  | -  | -             | 1,458   | 1,458               |
| – effective portion of changes in<br>fair value<br>– transfer from equity to<br>income statement  | -             | -   | -                          | -                 | -  | -                                 | (53)<br>4          | -  | -             | -   | (53)<br>4           |
| Total comprehensive income/(loss) for the year  | -             | -   | -                          | -                 | -  | -                                 | (49)               | -  | -             | 1,458   | 1,409               |
| Transactions with equity holders Reclassification due to expiry of share options Dividend paid in respect of previous year Dividend declared and paid in respect of the current year    | -<br>-        | -<br>(771)<br>(401)                         | -<br>-<br>-                | -<br>-<br>-       | (12)<br>-<br>-                                     | -<br>-<br>-                       | -<br>-<br>-        | -<br>-   | -<br>-<br>-   | 12<br>-<br>-                                    | -<br>(771)<br>(401) |
| Total transactions with equity holders  | -             | (1,172)                                     | -                          | -                 | (12)   | -                                 | -                  | -  | -             | 12  | (1,172)             |
| At December 31, 2012  | 9,143         | 7,388                                       | 3                          | -                 | 83   | -                                 | (49)               | -  | -             | 10,030  | 26,598              |

# **32 RESERVES** (CONTINUED)

| In HK\$ million  |                  |   |                            |                   |  | 2013                               |                    | Available-                                 |               |   |            |
|--|------------------|---|----------------------------|-------------------|--|------------------------------------|--------------------|--|---------------|---|------------|
|  | Share<br>premium | Special<br>capital<br>reserve<br>(note (a)) | Capital redemption reserve | Treasury<br>stock | Employee<br>share-based<br>compensation<br>reserve | Currency<br>translation<br>reserve | Hedging<br>reserve | for-sale<br>financial<br>assets<br>reserve | Other reserve | (Accumulated<br>losses)/<br>Retained<br>profits | Total      |
| THE GROUP At January 1, 2013, as previously reported Effect of change in accounting policy | 9,143            | 7,388                                       | 3                          | (44)              | 100  | 1,188                              | 89                 | 166  | (31)          | (10,841)  | 7,161      |
| - Adoption of HKAS 19 (2011) (note 2(b))   | -                | -   | -                          | -                 | -  | -                                  | -                  | -  | -             | (179)   | (179)      |
| At January 1, 2013, as restated  | 9,143            | 7,388                                       | 3                          | (44)              | 100  | 1,188                              | 89                 | 166  | (31)          | (11,020)  | 6,982      |
| Total comprehensive income/(loss)  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| for the year<br>Profit for the year  |                  |   |                            |                   |  |                                    |                    |  |               | 1,885   | 1,885      |
| Other comprehensive income/(loss)  | -                | -   | -                          | -                 | -  | -                                  | -                  | -  | -             | 1,000   | 1,000      |
| Items that will not be reclassified subsequently to income statement:                      |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| Remeasurements of defined benefit  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| obligations (note 2(b))  | -                | -   | -                          | -                 | -  | -                                  | -                  | -  | -             | 85  | 85         |
| Share of other comprehensive loss of<br>an associate                                       | _                | _   | _                          | _                 | _  | _                                  | _                  | _  | _             | (1)   | (1)        |
| Items that may be reclassified   |                  |   |                            |                   |  |                                    |                    |  |               | (1)   | (1)        |
| subsequently to income statement:  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| Exchange differences on translating  |                  |   |                            |                   |  | (267)                              |                    |  |               |   | (267)      |
| foreign operations<br>Available-for-sale financial assets:                                 | -                | -   | -                          | -                 | -  | (267)                              | -                  | -  | -             | -   | (267)      |
| - changes in fair value  | _                | _   | _                          | _                 | _  | _                                  | _                  | 160  | _             | _   | 160        |
| - transfer to income statement on  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| impairment<br>Cash flow hedges:  | -                | -   | -                          | -                 | -  | -                                  | -                  | 1  | -             | -   | 1          |
| – effective portion of changes in  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| fair value   | -                | -   | -                          | -                 | -  | -                                  | 33                 | -  | -             | -   | 33         |
| – transfer from equity to  |                  |   |                            |                   |  |                                    | (25)               |  |               |   | (25)       |
| income statement   |                  |   |                            |                   |  |                                    | (25)               |  |               |   | (25)       |
| Total comprehensive income/(loss)  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| for the year   | -                | -   | -                          | -                 | -  | (267)                              | 8                  | 161  | -             | 1,969   | 1,871      |
| - " " " " " " " " " " " " " " " " " " "  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| Transactions with equity holders Purchases of PCCW Shares under share                      |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| award schemes  | -                | -   | -                          | (42)              | -  | -                                  | -                  | -  | -             | -   | (42)       |
| Purchases of Share Stapled Units under   |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| Share Stapled Units award schemes  | -                | -   | -                          | -                 | 41   | -                                  | -                  | -  | -             | (35)  | (35)<br>41 |
| Employee share-based compensation<br>Reclassification due to expiry of share               | -                | -   | -                          | -                 | 41   | -                                  | -                  | -  | -             | -   | 41         |
| options  | -                | -   | -                          | -                 | (63)   | -                                  | -                  | -  | -             | 63  | -          |
| Vesting of PCCW Shares under share award   |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| schemes and Share Stapled Units under<br>Share Stapled Units award schemes                 | _                | _   | _                          | 12                | (12)   | _                                  | _                  | _  | _             | (1)   | (1)        |
| Dividend paid in respect of previous year  | -                | (981)                                       | -                          | -                 | (4)  | -                                  | -                  | -  | -             | (1)   | (985)      |
| Dividend declared and paid in respect of   |                  |   |                            |                   |  |                                    |                    |  |               |   |            |
| the current year   | -                | (460)                                       | -                          | -                 | (2)  | -                                  | -                  | -  | -             | -   | (462)      |
| Total transactions with equity holders   | -                | (1,441)                                     | -                          | (30)              | (40)   |                                    | -                  | -  | -             | 27  | (1,484)    |
| At December 31, 2013   | 9,143            | 5,947                                       | 3                          | (74)              | 60   | 921                                | 97                 | 327  | (31)          | (9,024)   | 7,369      |
|  |                  |   |                            |                   |  |                                    |                    |  |               |   |            |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

#### 32 RESERVES (CONTINUED)

| In HK\$ million   | Share<br>premium | Special<br>capital<br>reserve<br>(note (a)) | Capital<br>redemption<br>reserve | Treasury<br>stock | Employee<br>share-based<br>compensation<br>reserve | 2013  Currency translation reserve | Hedging<br>reserve | Available-<br>for-sale<br>financial<br>assets<br>reserve | Other reserve | (Accumulated<br>losses)/<br>Retained<br>profits | Total      |
|---|------------------|---|----------------------------------|-------------------|--|------------------------------------|--------------------|--|---------------|---|------------|
| <b>THE COMPANY</b> At January 1, 2013   | 9,143            | 7,388                                       | 3                                | -                 | 83   | -                                  | (49)               | -  | -             | 10,030  | 26,598     |
| Total comprehensive income/(loss) for the year Loss for the year Other comprehensive income/(loss) Items that may be reclassified subsequently to income statement: Cash flow hedges: | -                | -   | -                                | -                 | -  | -                                  | -                  | -  | -             | (160)   | (160)      |
| effective portion of changes in<br>fair value     transfer from equity to<br>income statement   | -                | -   | -                                | -                 | -  | -                                  | 40<br>(4)          | -  | -             | -   | 40<br>(4)  |
| Total comprehensive income/(loss) for the year  | -                | -   | -                                | -                 | -  | -                                  | 36                 | -  | -             | (160)   | (124)      |
| Transactions with equity holders Reclassification due to expiry of share options Dividend paid in respect of previous year Dividend declared and paid in respect of                   | -                | -<br>(985)                                  | -<br>-                           | -                 | (63)<br>-  | -<br>-                             | <u>-</u><br>-      | -<br>-   | -             | 63<br>-   | -<br>(985) |
| the current year  Total transactions with equity holders  | -                | (462)                                       | -                                |                   | (63)   | -                                  | -                  | -  | -             | 63  | (1,447)    |
| At December 31, 2013  | 9,143            | 5,941                                       | 3                                | -                 | 20   | -                                  | (13)               | -  | -             | 9,933   | 25,027     |

**a.** The special capital reserve was created as a result of capital reduction in 2004 where the Company applied its entire share premium balance to eliminate accumulated losses as at June 30, 2004. The special capital reserve was not treated as realized profit and (for so long as the Company remains a listed company) was treated as an undistributable reserve for the purposes of section 79C of the Hong Kong Companies Ordinance.

On January 10, 2006, the High Court of Hong Kong (the "High Court") made an order which permitted the Company to distribute dividend out of the special capital reserve providing that the Company setting aside sums totalling approximately US\$544 million (approximately HK\$4,243 million) and HK\$106 million for the sole purpose of discharging certain debts or liabilities of the Company existing at the date of the capital reduction, principally being the aggregate amount of principal, accrued interest and redemption premium payable on maturity of the US\$450 million 1% guaranteed convertible bonds due 2007 issued by PCCW Capital No. 2 Limited. Those amounts were set aside, and the High Court order thereby became effective, on March 27, 2006. As at December 31, 2013, there was no cash (2012: nil) set aside and recorded under "Restricted cash" in the balance sheet of the Company. Accordingly, as at December 31, 2013, the Company had special capital reserve, which can be distributed as dividend in accordance with above, of HK\$5,941 million (2012: HK\$7,388 million). Inclusive of retained profits of HK\$9,933 million (2012: HK\$10,030 million), the Company has total distributable reserves of HK\$15,874 million as at December 31, 2013 (2012: HK\$17,418 million).

## **33 DEFERRED INCOME TAX**

## a. Movement in deferred income tax liabilities/(assets) during the year is as follows:

| In HK\$ million  |                              |  | The Gr<br>201                       | ·                |                |                |
|--|------------------------------|--|-------------------------------------|------------------|----------------|----------------|
|  |                              | Valuation<br>adjustment<br>resulting   | 201                                 | _                |                |                |
|  | Accelerated                  | from   |                                     |                  |                |                |
|  | tax                          | acquisition of   | Revaluation                         |                  |                |                |
|  | depreciation                 | subsidiaries   | of properties                       | Tax losses       | Others         | Total          |
| Beginning of year Charged/(Credited) to consolidated                               | 1,654                        | 204  | 310                                 | (74)             | (20)           | 2,074          |
| income statement (note 11(a))  | 87                           | (20)   | 63                                  | (597)            | 3              | (464)          |
| Additions through business combinations  | _                            | _  | _                                   | _                | 2              | 2              |
| Exchange differences   | 4                            | -  | 3                                   | -                | (1)            | 6              |
| End of year  | 1,745                        | 184  | 376                                 | (671)            | (16)           | 1,618          |
|  |                              |  |                                     |                  |                |                |
| In HK\$ million  |                              |  | The Gr<br><b>201</b>                | •                |                |                |
| In HK\$ million  | Accelerated tax              | Valuation<br>adjustment<br>resulting<br>from<br>acquisition of                   | 201<br>Revaluation                  | 3                | Others         | Tabl           |
| In HK\$ million  |                              | adjustment<br>resulting<br>from  | 201                                 | •                | Others         | Total          |
| In HK\$ million  Beginning of year Charged/(Credited) to consolidated              | tax                          | adjustment<br>resulting<br>from<br>acquisition of                                | 201<br>Revaluation                  | 3                | Others<br>(16) | Total<br>1,618 |
| Beginning of year  | tax<br>depreciation          | adjustment<br>resulting<br>from<br>acquisition of<br>subsidiaries                | 201<br>Revaluation<br>of properties | Tax losses       |                |                |
| Beginning of year<br>Charged/(Credited) to consolidated                            | tax<br>depreciation<br>1,745 | adjustment<br>resulting<br>from<br>acquisition of<br>subsidiaries                | Revaluation of properties           | Tax losses (671) | (16)           | 1,618          |
| Beginning of year Charged/(Credited) to consolidated income statement (note 11(a)) | tax<br>depreciation<br>1,745 | adjustment<br>resulting<br>from<br>acquisition of<br>subsidiaries<br>184<br>(20) | Revaluation of properties           | Tax losses (671) | (16)           | 1,618          |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **33 DEFERRED INCOME TAX (CONTINUED)**

a. Movement in deferred income tax liabilities/(assets) during the year is as follows: (continued)

| In HK\$ million   | The G<br>2012 | Group <b>2013</b> |
|---|---------------|-------------------|
| Deferred income tax assets:  Deferred income tax assets to be recovered after more than 12 months  Deferred income tax assets to be recovered within 12 months                | (644)<br>(59) | (919)<br>(159)    |
| Net deferred income tax assets recognized in the consolidated balance sheet   | (703)         | (1,078)           |
| Deferred income tax liabilities:  Deferred income tax liabilities to be recovered after more than 12 months  Deferred income tax liabilities to be recovered within 12 months | 2,112<br>209  | 2,463<br>195      |
| Net deferred income tax liabilities recognized in the consolidated balance sheet  | 2,321         | 2,658             |
|   | 1,618         | 1,580             |

**b.** During the year, deferred income tax assets of HK\$443 million (2012: HK\$597 million) had been recognized for tax losses carry-forward to the extent that realization of the related tax benefit through utilization against future taxable profits is probable. As at December 31, 2013, the Group had unutilized estimated tax losses for which no deferred income tax assets had been recognized of HK\$11,248 million (2012: HK\$14,519 million) to carry forward for deduction against future taxable income. Estimated tax losses of HK\$227 million (2012: HK\$242 million) and HK\$201 million (2012: HK\$59 million) will expire within 1–5 years and after 5 years from December 31, 2013 respectively. The remaining portion of the tax losses, mainly relating to Hong Kong companies, can be carried forward indefinitely.

## 34 CARRIER LICENCE FEE LIABILITIES

As at December 31, 2013, the Group had carrier licence fee liabilities repayable as follows:

| In HK\$ million  | The Group                                |  |                                 |   |   |                                 |  |
|--|--|--|---------------------------------|---|---|---------------------------------|--|
|  | Present value of the minimum annual fees | 2012 Interest expense relating to future periods | Total<br>minimum<br>annual fees | Present<br>value of<br>the minimum<br>annual fees | 2013<br>Interest<br>expense<br>relating to<br>future<br>periods | Total<br>minimum<br>annual fees |  |
| Repayable within a period                                  |  |  |                                 |   |   |                                 |  |
| <ul> <li>not exceeding one year</li> </ul>                 | 196                                      | 13   | 209                             | 205   | 14  | 219                             |  |
| - over one year, but not exceeding two                     |  |  |                                 |   |   |                                 |  |
| years  | 153                                      | 28   | 181                             | 162   | 29  | 191                             |  |
| <ul> <li>over two years, but not exceeding five</li> </ul> |  |  |                                 |   |   |                                 |  |
| years  | 334                                      | 108  | 442                             | 239   | 62  | 301                             |  |
| <ul><li>over five years</li></ul>                          | 232                                      | 118  | 350                             | 204   | 96  | 300                             |  |
|  | 915                                      | 267  | 1,182                           | 810   | 201   | 1,011                           |  |
| Less: Amounts repayable within one                         |  |  |                                 |   |   |                                 |  |
| year included under current<br>liabilities                 | (196)                                    | (13)   | (209)                           | (205)   | (14)  | (219)                           |  |
|  | 719                                      | 254  | 973                             | 605   | 187   | 792                             |  |

## 35 NOTES TO THE CONSOLIDATED STATEMENT OF CASH FLOWS

## a. Reconciliation of profit before income tax to net cash generated from operating activities

| In HK\$ million   | The Grou<br>2012<br>(Restated) | p<br><b>2013</b> |
|---|--------------------------------|------------------|
| Profit before income tax, as restated   | 2,797                          | 3,265            |
| Adjustment for:   |                                |                  |
| Provision/(Write-back of provision) for inventory obsolescence                        | 7                              | (10)             |
| Interest income   | (62)                           | (80)             |
| Interest expense  | 825                            | 925              |
| Finance charges   | 136                            | 179              |
| Cash flow hedges: transferred from equity   | 1                              | 1                |
| Losses on fair value hedges   | 4                              | 6                |
| Depreciation of property, plant and equipment   | 2,482                          | 2,347            |
| Net gains from return of investment in available-for-sale financial assets            | (3)                            | (64)             |
| Net gains on cash flow hedging instruments transferred from equity                    | (13)                           | (9)              |
| Net gain on fair value hedging instruments  | (15)                           | (42)             |
| Fair value gains on investment properties   | (349)                          | (631)            |
|   | (349)                          |                  |
| Recovery of impairment loss on an interest in a joint venture                         | _                              | (22)             |
| Provision for impairment of available-for-sale financial assets                       |                                | 78               |
| Loss/(Gain) on disposal of property, plant and equipment and intangible assets, net   | 13                             | (9               |
| Impairment loss for doubtful debts  | 186                            | 149              |
| Amortization of intangible assets   | 1,917                          | 2,200            |
| Amortization of land lease premium  |                                |                  |
| - interests in leasehold land   | 22                             | 24               |
| Share of results of associates and joint ventures                                     | 22                             | (140             |
| Increase in treasury stock for the purchases of PCCW Shares under share award schemes | (26)                           | (42              |
| Decrease in equity for the purchases of Share Stapled Units under Share Stapled Units | (20)                           | (                |
| award schemes   | (5)                            | (35)             |
|   | (5)                            | (33)             |
| Decrease in non-controlling interests for the purchases of Share Stapled Units under  | (0)                            | (17              |
| Share Stapled Units award schemes   | (2)                            | (17)             |
| Share-based compensation expenses   | 17                             | 45               |
| Pension cost for defined benefit retirement schemes                                   | 2                              | 1                |
| Decrease/(Increase) in operating assets   |                                |                  |
| <ul> <li>properties held for/under development/for sale</li> </ul>                    | 170                            | 199              |
| - inventories   | 75                             | (105)            |
| - trade receivables   | (240)                          | 406              |
| <ul> <li>prepayments, deposits and other current assets</li> </ul>                    | (1,144)                        | (674)            |
| - sales proceeds held in stakeholders' accounts                                       | (46)                           | 137              |
| - restricted cash   | (616)                          | 287              |
| - amounts due from related companies  | (75)                           | 19               |
| - other non-current assets  | (32)                           | (25)             |
|   | (32)                           | (25)             |
| (Decrease)/Increase in operating liabilities  | (011)                          | (016             |
| - trade payables, accruals and other payables and deferred income                     | (211)                          | (216             |
| – amount payable to the Government under the Cyberport Project Agreement              | 356                            | (438)            |
| – amounts due to related companies  | 109                            | (10)             |
| <ul> <li>advances from customers</li> </ul>   | 145                            | 4                |
| - other long-term liabilities   | (20)                           | (18)             |
| ASH GENERATED FROM OPERATIONS   | 6,442                          | 7,685            |
| nterest received  | 49                             | 42               |
| ncome tax paid, net of tax refund   | 13                             | -72              |
| - Hong Kong profits tax paid  | (265)                          | (361             |
|   |                                |                  |
| - overseas profits tax paid   | (58)                           | (54)             |
| NET CASH GENERATED FROM OPERATING ACTIVITIES  | 6,168                          | 7,312            |
|   |                                |                  |

## 35 NOTES TO THE CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)

## b. Additions upon business combinations

| In HK\$ million  |                     |       | The (   | Group |
|--|---------------------|-------|---------|-------|
|  |                     |       | 2012    | 2013  |
| Net assets acquired:                                   |                     |       |         |       |
| Property, plant and equipment                          |                     |       | 190     | 1     |
| Interests in leasehold land                            |                     |       | 4       | _     |
| Intangible assets                                      |                     |       | 120     | _     |
| Financial assets at fair value through profit or loss  |                     |       | _       | 1     |
| Trade receivables, prepayments, deposits and other     | current assets      |       | 956     | 29    |
| Cash and cash equivalents                              |                     |       | 56      | 16    |
| Short-term borrowings                                  |                     |       | (78)    | (1)   |
| Trade payables, accruals, other payables and advar     | nces from customers |       | (1,039) | (40)  |
| Current income tax liabilities                         |                     |       | (6)     | (5)   |
| Deferred income tax liabilities                        |                     |       | (2)     | _     |
|  |                     |       | 201     | 1     |
| Goodwill on acquisition                                |                     |       | 196     | 78    |
| Settlement of obligations assumed upon business com    | nbinations          |       | (121)   | _     |
| Purchase consideration                                 |                     |       | 276     | 79    |
| Satisfied by:  |                     |       |         |       |
| Cash   |                     |       | 276     | 65    |
| Acquisition-related contingent consideration payable   | е                   |       | -       | 14    |
|  |                     |       | 276     | 79    |
| Analysis of the net outflow of cash and cash equivalen | ts in respect of    |       |         |       |
| additions upon business combinations:                  | ·                   |       |         |       |
| Purchase consideration settled in cash                 |                     |       | (276)   | (65)  |
| Cash and cash equivalents of subsidiaries acquire      | ed                  |       | 56      | 16    |
|  |                     |       | (220)   | (49)  |
| Settlement of obligations assumed upon business com    | nbinations          |       | (121)   | _     |
| c. Analysis of cash and cash equivalents               |                     |       |         |       |
| In HK\$ million  | The G               | iroup | The Co  | mpany |
|  | 2012                | 2013  | 2012    | 2013  |
| Cash and bank balances                                 | 5,872               | 6,551 | 888     | 1,900 |
| Ol   |                     | (10)  |         |       |

(10)

(1,032)

5,509

888

1,900

(1,319)

4,553

Cash and cash equivalents as at December 31,

Short-term deposits

Restricted cash

## **36 CAPITAL MANAGEMENT**

The Group's primary objectives when managing capital are to safeguard the Group's ability to continue as a going concern, so that it can continue to provide returns for shareholders, and benefits for other stakeholders, to support the Group's stability and growth; and to earn a margin commensurate with the level of business and market risks in the Group's operation.

The Group monitors capital by reviewing the level of capital that is at the disposal of the Group ("Adjusted Capital"), taking into consideration the future capital requirements of the Group, prevailing and projected profitability, projected operating cash flows, projected capital expenditures and projected strategic investment opportunities. Adjusted Capital comprises share capital, share premium, special capital reserve, capital redemption reserve, treasury stock, employee share-based compensation reserve, currency translation reserve, hedging reserve, available-for-sale financial assets reserve and other reserve.

The Adjusted Capital at December 31, 2012 and 2013 was as follows:

| In HK\$ million                                      | The Group  |        |  |  |
|--|------------|--------|--|--|
|  | 2012       | 2013   |  |  |
|  | (Restated) |        |  |  |
| Equity attributable to equity holders of the Company | 8,800      | 9,187  |  |  |
| Add back: Accumulated losses                         | 11,020     | 9,024  |  |  |
| Adjusted Capital                                     | 19,820     | 18,211 |  |  |

Neither the Company nor any of its subsidiaries are subject to externally imposed capital requirements, except for the debt covenant requirement of the loan agreements with external parties and the minimum capital requirement of a subsidiary regulated by Bermuda Monetary Authority.

December 31, 2013 (Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS**

The tables below analyse financial instruments by category:

| In HK\$ million                              |             |             | The Group<br>2012 |            |        |
|--|-------------|-------------|-------------------|------------|--------|
|  |             |             | 2012              | Available- |        |
|  | Held-to-    |             | Derivatives       | for-sale   |        |
|  | maturity    | Loans and   | used for          | financial  |        |
|  | investments | receivables | hedging           | assets     | Total  |
| Non-current assets                           |             |             |                   |            |        |
| Held-to-maturity investments                 | 1           | _           | _                 | _          | 1      |
| Available-for-sale financial assets          | _           | _           | _                 | 685        | 685    |
| Derivative financial instruments             | _           | _           | 253               | _          | 253    |
| Other non-current assets                     | _           | 45          | _                 | -          | 45     |
|  | 1           | 45          | 253               | 685        | 984    |
| Current assets                               |             |             |                   |            |        |
| Sale proceeds held in stakeholders' accounts | _           | 678         | _                 | _          | 678    |
| Restricted cash                              | _           | 1,319       | _                 | _          | 1,319  |
| Prepayments, deposits and other current      |             |             |                   |            |        |
| assets (excluding prepayments)               | _           | 3,732       | _                 | _          | 3,732  |
| Amounts due from related companies           | _           | 93          | _                 | _          | 93     |
| Derivative financial instruments             | _           | _           | 4                 | _          | 4      |
| Trade receivables, net                       | _           | 4,041       | _                 | _          | 4,041  |
| Cash and cash equivalents                    | _           | 4,553       | _                 | _          | 4,553  |
|  | -           | 14,416      | 4                 | -          | 14,420 |
| Total  | 1           | 14,461      | 257               | 685        | 15,404 |

The tables below analyse financial instruments by category: (continued)

| In HK\$ million  |             | The Group       |        |
|--|-------------|-----------------|--------|
|  |             | 2012            |        |
|  | Derivatives | Other financial |        |
|  | used for    | liabilities at  |        |
|  | hedging     | amortized cost  | Total  |
| Current liabilities  |             |                 |        |
| Short-term borrowings  | -           | 8,540           | 8,540  |
| Trade payables   | _           | 2,380           | 2,380  |
| Accruals and other payables  | -           | 4,129           | 4,129  |
| Amount payable to the Government under the Cyberport Project Agreement | _           | 959             | 959    |
| Carrier licence fee liabilities  | _           | 196             | 196    |
| Amounts due to related companies                                       | _           | 136             | 136    |
|  | -           | 16,340          | 16,340 |
| Non-current liabilities  |             |                 |        |
| Long-term borrowings   | _           | 17,926          | 17,926 |
| Derivative financial instruments                                       | 56          | _               | 56     |
| Carrier licence fee liabilities  | _           | 719             | 719    |
| Other long-term liabilities  | _           | 101             | 101    |
|  | 56          | 18,746          | 18,802 |
| Total  | 56          | 35,086          | 35,142 |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

The tables below analyse financial instruments by category: (continued)

In HK\$ million The Group 2013

|  | Held-to-<br>maturity<br>investments | Loans and receivables | Derivatives<br>used for<br>hedging | Available-<br>for-sale<br>financial<br>assets | Total  |
|--|-------------------------------------|-----------------------|------------------------------------|---|--------|
| Non-current assets                           |                                     |                       |                                    |   |        |
| Held-to-maturity investments                 | 1                                   | _                     | _                                  | _   | 1      |
| Available-for-sale financial assets          | _                                   | _                     | _                                  | 706   | 706    |
| Derivative financial instruments             | _                                   | _                     | 67                                 | _   | 67     |
| Other non-current assets                     | -                                   | 45                    | -                                  | _   | 45     |
|  | 1                                   | 45                    | 67                                 | 706   | 819    |
| Current assets                               |                                     |                       |                                    |   |        |
| Sale proceeds held in stakeholders' accounts | _                                   | 541                   | _                                  | _   | 541    |
| Restricted cash                              | _                                   | 1,032                 | _                                  | _   | 1,032  |
| Prepayments, deposits and other current      |                                     |                       |                                    |   |        |
| assets (excluding prepayments)               | _                                   | 4,466                 | _                                  | _   | 4,466  |
| Amounts due from related companies           | -                                   | 89                    | _                                  | _   | 89     |
| Trade receivables, net                       | -                                   | 3,501                 | _                                  | _   | 3,501  |
| Short-term deposits                          | -                                   | 10                    | _                                  | _   | 10     |
| Cash and cash equivalents                    | -                                   | 5,509                 | -                                  | _   | 5,509  |
|  | -                                   | 15,148                | -                                  | -   | 15,148 |
| Total  | 1                                   | 15,193                | 67                                 | 706   | 15,967 |

The tables below analyse financial instruments by category: (continued)

| In HK\$ million  | used for | The Group 2013 Other financial liabilities at amortized cost | Total    |
|--|----------|--|----------|
| Current liabilities  |          |  |          |
| Short-term borrowings  | _        | 1  | 1        |
| Trade payables   | _        | 2,118  | 2,118    |
| Accruals and other payables  | _        | 4,420  | 4,420    |
| Amount payable to the Government under the Cyberport Project Agreement | _        | 521  | 521      |
| Carrier licence fee liabilities  | _        | 205  | 205      |
| Amounts due to related companies                                       | -        | 126  | 126      |
|  | -        | 7,391  | 7,391    |
| Non-current liabilities  |          |  |          |
| Long-term borrowings   | _        | 29,074   | 29,074   |
| Derivative financial instruments                                       | 711      | _  | 711      |
| Carrier licence fee liabilities  | _        | 605  | 605      |
| Other long-term liabilities  | -        | 549  | 549      |
|  | 711      | 30,228   | 30,939   |
| Total  | 711      | 37,619   | 38,330   |
| In HK\$ million  |          | The Com  | oany     |
|  |          | Loans and red  | eivables |
|  |          | 2012   | 2013     |
| Current assets   |          |  |          |
| Amounts due from subsidiaries  |          | 17,756   | 16,749   |
| Prepayments, deposits and other current assets (excluding prepayments) |          | 31   | 7        |
| Cash and cash equivalents  |          | 888  | 1,900    |
| Total  |          | 18,675   | 18,656   |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

The tables below analyse financial instruments by category: (continued)

| In HK\$ million  |                               | The Company 2012   |                |
|--|-------------------------------|--|----------------|
|  | Derivatives                   | Other financial  |                |
|  | used for                      | liabilities at   |                |
|  | hedging                       | amortized cost   | Total          |
| Current liabilities  |                               |  |                |
| Accruals and other payables  | _                             | 11   | 11             |
| Non-current liabilities  |                               |  |                |
| Amount due to a subsidiary   | _                             | 2,282  | 2,282          |
| Derivative financial instruments   | 56                            | -  | 56             |
|  | 56                            | 2,282  | 2,338          |
| Total  | 56                            | 2,293  | 2,349          |
|  |                               |  |                |
| In HK\$ million  | used for                      | The Company 2013 Other financial liabilities at amortized cost | Total          |
|  | used for                      | 2013<br>Other financial<br>liabilities at                      | Total          |
| In HK\$ million  Current liabilities  Accruals and other payables  | used for                      | 2013<br>Other financial<br>liabilities at                      | Total<br>10    |
| Current liabilities  | used for<br>hedging           | 2013<br>Other financial<br>liabilities at<br>amortized cost    |                |
| Current liabilities Accruals and other payables Non-current liabilities  | used for<br>hedging           | 2013<br>Other financial<br>liabilities at<br>amortized cost    |                |
| Current liabilities Accruals and other payables  | used for<br>hedging           | 2013 Other financial liabilities at amortized cost             | 10             |
| Current liabilities Accruals and other payables  Non-current liabilities Long-term borrowings                            | used for<br>hedging           | 2013 Other financial liabilities at amortized cost  10         | 10<br>1,575    |
| Current liabilities Accruals and other payables  Non-current liabilities Long-term borrowings Amount due to a subsidiary | used for<br>hedging<br>-<br>- | 2013 Other financial liabilities at amortized cost  10         | 1,575<br>2,010 |

Exposures to credit, liquidity, and market risks (including foreign currency risk and interest rate risk) arise in the normal course of the Group's business. The Group is also exposed to equity price risk arising from its equity investments in other entities. Exposures to these risks are controlled by the Group's financial management policies and practices described below.

#### a. Credit risk

The Group's credit risk is primarily attributable to trade receivables, amounts due from related companies, interest receivable, foreign exchange and swap contracts and cash transactions entered into for risk and cash management purposes. Management has policies in place and exposures to these credit risks are monitored on an ongoing basis.

Trade receivables in respect of properties sold are payable by the purchasers pursuant to the terms of the sales contracts. Other trade receivables have a normal credit period ranging up to 30 days from the date of invoice unless there is a separate mutual agreement on extension of the credit period. The Group maintains a well-defined credit policy and individual credit evaluations are performed on all customers requiring credit over a certain amount. These evaluations focus on the customer's past history of making payments when due and current ability to pay, and take into account information specific to the customer as well as pertaining to the economic environment in which the customer operates. Debtors who have overdue payable are requested to settle all outstanding balances before any further credit is granted. Normally, the Group does not obtain collateral from customers. As at December 31, 2012 and 2013, the Group did not have a significant exposure to any individual debtors or counterparties.

Further quantitative disclosures in respect of the Group's exposure to credit risk arising from trade receivables are set out in note 25(e).

Amounts due from related companies and other receivables are continuously monitored by assessing the credit quality of the counterparty, taking into account its financial position, past experience and other factors. Where necessary, impairment loss is made for estimated irrecoverable amounts. As at December 31, 2012 and 2013, the amounts due from related companies and other receivables were fully performing.

Investments, derivative financial instruments, interest receivable and cash transactions are executed with financial institutions or investment counterparties with sound credit ratings and the Group does not expect any significant counterparty risk. Moreover, credit limits are set for individual counterparties and periodic reviews are conducted to ensure that the limits are strictly followed.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset, including derivative financial instruments, in the consolidated balance sheet. Except for the guarantees given by the Group as disclosed in note 39, the Group does not provide any other guarantees which would expose the Group to credit risk.

#### b. Liquidity risk

The Group's policy is to regularly monitor current and expected liquidity requirements and its compliance with debt covenants, to ensure that it maintains sufficient reserves of cash and adequate committed lines of funding from major financial institutions to meet its liquidity requirements in the short and longer term. Management believes there is no significant liquidity risk as the Group has sufficient cash and committed facilities to fund its operations and debt servicing requirements.

The Group is subject to certain corporate guarantee obligations to guarantee performance of its subsidiaries in the normal course of their businesses. Please refer to note 39 for details.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

## b. Liquidity risk (continued)

The following tables detail the remaining contractual maturities at the balance sheet date of the Group's and the Company's non-derivative financial liabilities and derivative financial liabilities, which are based on contractual undiscounted cash flows (including interest payments computed using contractual rates or, if floating, based on rates current at the balance sheet date) and the earliest date the Group and the Company can be required to pay:

| In HK\$ million                  | The Group<br>2012 |            |            |           |              |          |  |  |
|----------------------------------|-------------------|------------|------------|-----------|--------------|----------|--|--|
|                                  |                   |            | 201        | 2         | Total        |          |  |  |
|                                  |                   | More than  | More than  |           | contractual  |          |  |  |
|                                  | Within            | 1 year     | 2 years    |           | undiscounted |          |  |  |
|                                  | 1 year or         | but within | but within | More than | cash inflow/ | Carrying |  |  |
|                                  | on demand         | 2 years    | 5 years    | 5 years   | (outflow)    | amount   |  |  |
| Current liabilities              |                   |            |            |           |              |          |  |  |
| Short-term borrowings            | (8,757)           | _          | _          | _         | (8,757)      | (8,540)  |  |  |
| Trade payables                   | (2,380)           | _          | _          | _         | (2,380)      | (2,380)  |  |  |
| Accruals and other payables      | (4,129)           | _          | _          | _         | (4,129)      | (4,129)  |  |  |
| Amount payable to the Government |                   |            |            |           |              |          |  |  |
| under the Cyberport Project      |                   |            |            |           |              |          |  |  |
| Agreement                        | (959)             | _          | _          | _         | (959)        | (959)    |  |  |
| Carrier licence fee liabilities  | (209)             | _          | -          | -         | (209)        | (196)    |  |  |
| Amounts due to related companies | (136)             | _          | -          | -         | (136)        | (136)    |  |  |
|                                  | (16,570)          | _          | _          | -         | (16,570)     | (16,340) |  |  |
| Non-current liabilities          |                   |            |            |           |              |          |  |  |
| Long-term borrowings             | (523)             | (2,780)    | (13,992)   | (2,812)   | (20,107)     | (17,926) |  |  |
| Derivative financial instruments | 20                | 14         | (23)       | (243)     | (232)        | (56)     |  |  |
| Carrier licence fee liabilities  | _                 | (181)      | (442)      | (350)     | (973)        | (719)    |  |  |
| Other long-term liabilities      | (25)              | (28)       | (11)       | (77)      | (141)        | (101)    |  |  |
|                                  | (528)             | (2,975)    | (14,468)   | (3,482)   | (21,453)     | (18,802) |  |  |
| Total                            | (17,098)          | (2,975)    | (14,468)   | (3,482)   | (38,023)     | (35,142) |  |  |

## b. Liquidity risk (continued)

In HK\$ million The Group 2013

|  | Within<br>1 year or<br>on demand | More than<br>1 year<br>but within<br>2 years | More than<br>2 years<br>but within<br>5 years | More than<br>5 years | Total<br>contractual<br>undiscounted<br>cash inflow/<br>(outflow) | Carrying<br>amount |
|--|----------------------------------|--|---|----------------------|---|--------------------|
| Current liabilities  |                                  |  |   |                      |   |                    |
| Short-term borrowings  | (1)                              | _  | _   | -                    | (1)   | (1)                |
| Trade payables   | (2,118)                          | _  | _   | _                    | (2,118)   | (2,118)            |
| Accruals and other payables                                  | (4,420)                          | _  | _   | _                    | (4,420)   | (4,420)            |
| Amount payable to the Government under the Cyberport Project |                                  |  |   |                      |   |                    |
| Agreement  | (521)                            | _  | _   | _                    | (521)   | (521)              |
| Carrier licence fee liabilities                              | (219)                            | _  | _   | _                    | (219)   | (205)              |
| Amounts due to related companies                             | (126)                            | -  | -   | -                    | (126)   | (126)              |
|  | (7,405)                          | _  | _   | -                    | (7,405)   | (7,391)            |
| Non-current liabilities                                      |                                  |  |   |                      |   |                    |
| Long-term borrowings   | (847)                            | (7,713)                                      | (17,640)                                      | (6,988)              | (33,188)  | (29,074)           |
| Derivative financial instruments                             | 68                               | 45   | (193)   | (808)                | (888)   | (711)              |
| Carrier licence fee liabilities                              | _                                | (191)  | (301)   | (300)                | (792)   | (605)              |
| Other long-term liabilities                                  | (13)                             | (331)  | (35)  | (255)                | (634)   | (549)              |
|  | (792)                            | (8,190)                                      | (18,169)                                      | (8,351)              | (35,502)  | (30,939)           |
| Total  | (8,197)                          | (8,190)                                      | (18,169)                                      | (8,351)              | (42,907)  | (38,330)           |

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

## b. Liquidity risk (continued)

| In HK\$ million | The Company |
|-----------------|-------------|
|                 | 2012        |

|                                  | Within<br>1 year or<br>on demand | More than<br>1 year<br>but within<br>2 years | More than<br>2 years<br>but within<br>5 years | More than<br>5 years | Total<br>contractual<br>undiscounted<br>cash inflow/<br>(outflow) | Carrying<br>amount |
|----------------------------------|----------------------------------|--|---|----------------------|---|--------------------|
| Current liabilities              |                                  |  |   |                      |   |                    |
| Accruals and other payables      | (11)                             | -  | _   | _                    | (11)  | (11)               |
|                                  | (11)                             | -  | -   | -                    | (11)  | (11)               |
| Non-current liabilities          |                                  |  |   |                      |   |                    |
| Amount due to a subsidiary       | (112)                            | (112)  | (336)   | (2,812)              | (3,372)   | (2,282)            |
| Derivative financial instruments | 20                               | 14   | (23)  | (243)                | (232)   | (56)               |
|                                  | (92)                             | (98)   | (359)   | (3,055)              | (3,604)   | (2,338)            |
| Total                            | (103)                            | (98)   | (359)   | (3,055)              | (3,615)   | (2,349)            |

In HK\$ million The Company

2013

|                                  | Within<br>1 year or<br>on demand | More than 1 year but within 2 years | More than<br>2 years<br>but within<br>5 years | More than<br>5 years | Total<br>contractual<br>undiscounted<br>cash inflow/<br>(outflow) | Carrying<br>amount |
|----------------------------------|----------------------------------|-------------------------------------|---|----------------------|---|--------------------|
| Current liabilities              |                                  |                                     |   |                      |   |                    |
| Accruals and other payables      | (10)                             | _                                   | _   | _                    | (10)  | (10)               |
|                                  | (10)                             | _                                   | _   | -                    | (10)  | (10)               |
| Non-current liabilities          |                                  |                                     |   |                      |   |                    |
| Long-term borrowings             | (32)                             | (1,607)                             | _   | -                    | (1,639)   | (1,575)            |
| Amount due to a subsidiary       | (112)                            | (112)                               | (336)   | (2,700)              | (3,260)   | (2,010)            |
| Derivative financial instruments | 22                               | 13                                  | (80)  | (343)                | (388)   | (306)              |
|                                  | (122)                            | (1,706)                             | (416)   | (3,043)              | (5,287)   | (3,891)            |
| Total                            | (132)                            | (1,706)                             | (416)   | (3,043)              | (5,297)   | (3,901)            |

#### c. Market risk

Market risk composed of foreign currency, interest rate and equity price exposure deriving from the Group's operation, investment and funding activities. As a matter of policy, the Group enters into cross currency swap contracts and other financial instruments to manage its exposure to market risk directly related to its operations and financing. The Group does not undertake any speculative trading activities in connection with these financial instruments or enter into or acquire market risk sensitive instruments for trading purposes.

The Group determines the appropriate risk management activities with the aim of prudently managing the market risk associated with transactions entered into in the normal course of business.

All treasury risk management activities are carried out in accordance with policies and guidelines approved by the Group, which are reviewed on a regular basis. Early termination and amendments to the terms of the transaction would typically occur when there are changes in the underlying assets or liabilities or in the risk management strategy of the Group.

In the normal course of business, the Group uses the above-mentioned financial instruments to limit its exposure to adverse fluctuations in foreign currency exchange rates and interest rates. These instruments are executed with creditworthy financial institutions and all contracts are denominated in major currencies.

## i. Foreign currency risk

The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposure. Foreign exchange risk arises when the Group's recognized assets and liabilities are denominated in a currency that is not the entity's functional currency.

The Group's borrowings are mainly denominated in either Hong Kong dollars or United States dollars. As at December 31, 2012 and 2013, majority of the Group's borrowings denominated in foreign currencies were swapped into Hong Kong dollars by cross currency swap contracts. Given this, management does not expect that there will be any significant currency risk associated with the Group's borrowings. Certain portion of the cross currency swap contracts outstanding as at December 31, 2013 with an aggregate notional contract amount of US\$1,300 million (approximately HK\$10,081 million) (2012: US\$1,800 million (approximately HK\$13,952 million)) were designated as cash flow hedges and fair value hedges against foreign exchange rate risk.

In respect of trade receivables and payables held in currencies other than the functional currency of the operations to which they relate, the Group ensures that the net exposure is kept to an acceptable level by buying or selling foreign currencies at spot rates where necessary to address short-term imbalances.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

## c. Market risk (continued)

i. Foreign currency risk (continued)

The following tables detail the Group's and the Company's exposure at the balance sheet date to currency risk arising from significant recognized financial assets or liabilities denominated in foreign currencies.

| In HK\$ million  | The Group <b>2013</b> |          |               |          |  |
|--|-----------------------|----------|---------------|----------|--|
|  | United States         | Chinese  | United States | Chinese  |  |
|  | Dollars               | Renminbi | Dollars       | Renminbi |  |
| Available-for-sale financial assets                      | 582                   | _        | 503           | -        |  |
| Amounts due from related companies                       | _                     | 45       | _             | 20       |  |
| Trade receivables  | 774                   | 427      | 547           | 521      |  |
| Cash and cash equivalents                                | 597                   | 1,127    | 864           | 1,020    |  |
| Trade payables   | (664)                 | (243)    | (482)         | (364)    |  |
| Amounts due to related companies                         | (286)                 | _        | (211)         | _        |  |
| Short-term borrowings                                    | (3,873)               | (78)     | _             | -        |  |
| Long-term borrowings                                     | (10,159)              | -        | (13,219)      | -        |  |
| Gross exposure arising from recognized financial         |                       |          |               |          |  |
| (liabilities)/assets                                     | (13,029)              | 1,278    | (11,998)      | 1,197    |  |
| Net financial assets denominated in respective entities' | (,,                   | _,       | (,,           | _,       |  |
| functional currencies                                    | (464)                 | (1,034)  | (608)         | (1,206)  |  |
| Notional amounts of cross currency swap contracts        | (121)                 | (=,== :, | (333)         | (=,===;  |  |
| designated as cash flow hedges and fair value            |                       |          |               |          |  |
| hedges   | 13,952                | _        | 10,081        | -        |  |
| Overall net exposure                                     | 459                   | 244      | (2,525)       | (9)      |  |
| La LIVA de Silia de                                      |                       | Th- 0    |               |          |  |
| In HK\$ million  | 2012                  | The Co   | 7013          |          |  |
|  |                       | Oleite   |               | Chinana  |  |
|  | United States         | Chinese  | United States | Chinese  |  |
|  | Dollars               | Renminbi | Dollars       | Renminbi |  |
| Cash and cash equivalents                                | 139                   | 231      | 16            | 1        |  |
| Amount due to a subsidiary                               | (2,282)               | _        | (2,010)       | -        |  |
| Gross exposure arising from recognized financial         |                       |          |               |          |  |
| (liabilities)/assets                                     | (2,143)               | 231      | (1,994)       | 1        |  |
| Notional amounts of cross currency swap contracts        | (2,110)               | 251      | (2,557)       | •        |  |
| realism amounts of cross currency swap contracts         |                       |          |               |          |  |

2,325

182

231

2,326

332

1

hedges

Overall net exposure

designated as cash flow hedges and fair value

#### c. Market risk (continued)

## i. Foreign currency risk (continued)

As at December 31, 2013, if Hong Kong dollar had weakened/strengthened by 1% against the United States dollar, with all other variables held constant, the Group's profit after tax for the year would have been decreased/increased by approximately HK\$21 million (2012: increased/decreased by approximately HK\$4 million) and the Company's profit after tax for the year would have been increased/decreased by approximately HK\$3 million (2012: HK\$2 million), mainly as a result of foreign exchange gains/losses on translation of United States dollar denominated recognized assets and liabilities which are not hedged by hedging instruments. Meanwhile, the hedging reserve of the Group as at December 31, 2013 would have been decreased/increased by approximately HK\$39 million (2012: HK\$140 million) and, there would have no impact to the hedging reserve of the Company as at December 31, 2013 (2012: decreased/increased by approximately HK\$23 million), mainly as a result of foreign exchange losses/gains on the long-term borrowings being hedged by cross currency swap contracts.

As at December 31, 2013, if Hong Kong dollar had weakened/strengthened by 5% against the Chinese Renminbi, with all other variables held constant, the Group's and the Company's profit after tax for the year would have been increased/decreased by an immaterial amount (2012: HK\$10 million) respectively, mainly as a result of foreign exchange gains/losses on translation of Chinese Renminbi denominated recognized assets and liabilities which are not hedged by hedging instruments.

The sensitivity analysis has been determined assuming that the change in foreign exchange rates had occurred at the balance sheet date and had been applied to the Group's exposure to currency risk for recognized assets and liabilities in existence at the date, and that all other variables, in particular interest rates, remain constant.

The stated changes represent management's assessment of reasonably possible changes in foreign exchange rates over the period until the next annual balance sheet date. In this respect, it is assumed that the pegged rate between the Hong Kong dollar and the United States dollar would be materially unaffected by any change in the movement in value of the United States dollar against other currencies. The analysis is performed on the same basis for 2012.

## ii. Interest rate risk

As the Group has no significant interest-bearing assets, the Group's income and operating cash flows are substantially independent of changes in market interest rates.

The Group's interest rate risk arises primarily from short-term and long-term borrowings. Borrowings at variable rates and fixed rates expose the Group to cash flow interest rate risk and fair value interest rate risk respectively. In addition, from time to time, the Group draws under long-term revolving credit and term facilities which are denominated in Hong Kong dollars and pays interest at floating rate.

The Group has entered into fixed-to-floating cross currency swap contracts to hedge the fair value interest rate risk arising from certain of its fixed rate long-term borrowings.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

#### c. Market risk (continued)

ii. Interest rate risk (continued)

The following table details the interest rate profile of the Group's and the Company's borrowings and the Company's amount due to a subsidiary at the balance sheet date, after taking into account the effect of cross currency swap contracts designated as cash flow and fair value hedging instruments.

| In HK\$ million, except for %                |                   | The G  | Group             |        |                   | The Co | mpany            |       |
|--|-------------------|--------|-------------------|--------|-------------------|--------|------------------|-------|
|  | 2012<br>Effective |        | 2013<br>Effective |        | 2012<br>Effective |        | 201<br>Effective | 3     |
|  | interest rate     |        | Interest rate     |        | interest rate     |        | Interest rate    |       |
|  | %                 |        | %                 |        | %                 |        | %                |       |
| Net fixed rate borrowings:                   |                   |        |                   |        |                   |        |                  |       |
| Short-term borrowings with cash flow hedging |                   |        |                   |        |                   |        |                  |       |
| instruments                                  | 6.13              | 3,873  | -                 | -      | -                 | -      | -                | -     |
| Long-term borrowings with cash flow hedging  | F 40              | 2.061  | <b>5</b> 40       | 2 000  |                   |        |                  |       |
| instruments                                  | 5.42              | 3,861  | 5.42              | 3,868  | -                 | -      | -                | -     |
| Fixed rate guaranteed notes                  |                   |        | 3.17              | 3,961  |                   |        |                  | -     |
|  |                   | 7,734  |                   | 7,829  |                   | -      |                  | -     |
| Variable rate borrowings:                    |                   |        |                   |        |                   |        |                  |       |
| Bank borrowings                              | 1.64              | 12,434 | 1.77              | 15,856 | -                 | -      | 2.06             | 1,575 |
| Long-term borrowings with fair value hedging |                   |        |                   |        |                   |        |                  |       |
| instruments                                  | 5.01              | 6,298  | 4.70              | 5,390  | -                 | -      | -                | -     |
| Variable rate balance with a subsidiary:     |                   |        |                   |        |                   |        |                  |       |
| Amount due to a subsidiary with fair value   |                   |        |                   |        |                   |        |                  |       |
| hedging instruments                          | -                 | -      | -                 | -      | 5.97              | 2,282  | 5.97             | 2,010 |
|  |                   | 18,732 |                   | 21,246 |                   | 2,282  |                  | 3,585 |
| Total borrowings                             |                   | 26,466 |                   | 29,075 |                   | 2,282  |                  | 3,585 |

At December 31, 2013, if interest rates on variable rate borrowings had been increased/decreased by 10 basis points, with all other variables held constant, the Group's and the Company's profit after tax for the year would have been decreased/increased by approximately HK\$16 million (2012: HK\$14 million) and HK\$3 million (2012: HK\$1 million) respectively, mainly as a result of higher/lower interest expense on floating rate borrowings.

The sensitivity analysis above has been determined assuming that the change in interest rate had occurred at the balance sheet date and had been applied to the exposure to interest rate risk for the Group's floating rate borrowings in existence at that date. The 10 basis points increase or decrease represents management's assessment of a reasonably possible change in interest rates over the period until the next annual balance sheet date. The analysis was performed on the same basis for 2012.

#### c. Market risk (continued)

iii. Equity price risk

The Group is exposed to equity price changes arising from equity investments classified as available-for-sale financial assets (see note 24). Other than unquoted equity securities held for strategic purposes, all of these investments are listed on a recognized stock exchange.

To manage its equity price risk, the portfolio is diversified in accordance with the limits set by the Group. Given the insignificant portfolio of listed equity securities held by the Group, management believes that the Group's equity price risk is minimal.

Performance of the Group's unquoted investments held for long term strategic purposes is assessed at least semi-annually against performance of their business as well as similar listed entities, based on the limited information available to the Group, together with an assessment of their relevance to the Group's long term strategic plans.

## d. Fair values of financial liabilities measured at amortized cost

All financial instruments are carried at amounts not materially different from their fair values as at December 31, 2012 and 2013 except as follows, with fair value calculated by quoted prices:

| In HK\$ million       | The Group |            |          |            |  |  |
|-----------------------|-----------|------------|----------|------------|--|--|
|                       | 2012      | 2012       |          |            |  |  |
|                       | Carrying  |            | Carrying |            |  |  |
|                       | amount    | Fair value | amount   | Fair value |  |  |
| Short-term borrowings | (8,540)   | (8,635)    | (1)      | (1)        |  |  |
| Long-term borrowings  | (17,926)  | (18,661)   | (29,074) | (29,893)   |  |  |

The fair values of short-term and long-term borrowings are the net present value of the estimated future cash flows discounted at the prevailing market rates. The fair values are within level 2 of the fair value hierarchy.

## e. Estimation of fair values

The tables below analyze financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices that are observable either directly (that is, as prices) or indirectly (that is, derived from prices)
  (level 2).
- Inputs for asset or liability that are not based on observable market data (level 3).

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

#### e. Estimation of fair values (continued)

The following tables present the Group's and the Company's financial assets and liabilities that are measured at fair value at December 31, 2013:

| In HK\$ million                                | The Group<br>2012 |                         |         |       |  |
|--|-------------------|-------------------------|---------|-------|--|
|  | Level 1           | Level 2                 | Level 3 | Total |  |
| Assets   |                   |                         |         |       |  |
| Available-for-sale financial assets            |                   |                         |         |       |  |
| <ul> <li>Listed equity securities</li> </ul>   | 98                | _                       | _       | 98    |  |
| <ul> <li>Unlisted equity securities</li> </ul> | _                 | _                       | 587     | 587   |  |
| Derivative financial instruments (non-current) | _                 | 253                     | _       | 253   |  |
| Derivative financial instruments (current)     | _                 | 4                       | _       | 4     |  |
| Total assets                                   | 98                | 257                     | 587     | 942   |  |
| Liabilities                                    |                   |                         |         |       |  |
| Derivative financial instruments (non-current) | _                 | (56)                    | -       | (56)  |  |
| In HK\$ million                                |                   | The Gro<br><b>201</b> 3 |         |       |  |
|  | Level 1           | Level 2                 | Level 3 | Total |  |
| Assets   |                   |                         |         |       |  |
| Available-for-sale financial assets            |                   |                         |         |       |  |
| <ul> <li>Listed equity securities</li> </ul>   | 197               | _                       | _       | 197   |  |
| <ul> <li>Unlisted equity securities</li> </ul> | _                 | _                       | 509     | 509   |  |
| Derivative financial instruments (non-current) | _                 | 67                      | _       | 67    |  |
| Total assets                                   | 197               | 67                      | 509     | 773   |  |
| Liabilities                                    |                   |                         |         |       |  |
| Derivative financial instruments (non-current) | _                 | (711)                   | _       | (711) |  |
|  |                   |                         | TI 0    |       |  |
| In HK\$ million                                |                   |                         | The Com |       |  |
|  |                   |                         | 2012    | 2013  |  |
|  |                   |                         |         |       |  |
| Liabilities                                    |                   |                         | (50)    | (005) |  |
| Derivative financial instruments (non-current) |                   |                         | (56)    | (306) |  |

The fair value of financial instruments traded in active markets is based on quoted market prices at the balance sheet date. The quoted market price used for financial assets held by the Group included in level 1 is the current bid price. Instruments included in level 1 comprise primarily available-for-sale financial assets listed on the Alternative Investment Market operated by London Stock Exchange plc.

The fair value of financial instruments that are not traded in an active market is determined by using valuation techniques and making assumptions that are based on market conditions existing at the end of each reporting period. Instruments included in level 2 comprise cross currency swap contracts. In measuring the swap transactions, the fair value is the net present value of the estimated future cash flows discounted at the market quoted swap rates.

#### e. Estimation of fair values (continued)

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3. Instruments included in level 3 comprise available-for-sale financial assets for equity investments in several private companies.

For unlisted securities or financial assets without an active market, the Group establish the fair value by using valuation techniques including the use of recent arm's length transactions, reference to other instruments that are substantially the same, and discounted cash flow analysis, making maximum use of market inputs and relying as little as possible on entity-specific inputs. If none of the valuation techniques results in a reasonable estimate on the fair value, the investment is stated in the balance sheet at cost less impairment losses.

The key assumptions adopted in the valuation models include market multiples, discount rates and growth rates which are based on historical pattern and industry trends of comparable companies. The fair values of these investments may differ significantly if there are material changes to the underlying assumptions applied in the relevant fair valuation models.

Key assumptions used for the valuations of these unlisted investments are:

- Market multiples (based on price earnings multiples or enterprise value/earnings before interest and tax multiples of comparable companies): 20 – 60
- Liquidity discount: 15% 30%
  Market size discount: 15% 70%
  Future growth rates: 10% 50%

There were no significant transfers of financial assets and liabilities between fair value hierarchy classifications during the year ended December 31, 2013.

The following table presents the changes in level 3 instruments for the year ended December 31, 2013:

| In HK\$ million  | Available-for-sale | The Group  Available-for-sale financial assets  – unlisted equity securities |  |  |
|--|--------------------|--|--|--|
|  | 2012               | 2013   |  |  |
| Beginning of year  | 497                | 587  |  |  |
| Additions  | 129                | 37   |  |  |
| Return of investments                                      | (7)                | (131)  |  |  |
| Unrealized fair value (losses)/gains transferred to equity | (32)               | 93   |  |  |
| Impairment loss recognized                                 | _                  | (77)   |  |  |
| End of year  | 587                | 509  |  |  |

The estimated fair value of level 3 financial assets as at December 31, 2013 was HK\$509 million (2012: HK\$587 million).

During the year ended December 31, 2013, an provision for impairment of HK\$77 million (2012: nil) was included in other gains, net in the consolidated income statement and there was a transfer of HK\$1 million (2012: nil) from equity to the consolidated income statement on impairment.

There were no changes in valuation techniques during the year ended December 31, 2013.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **37 FINANCIAL INSTRUMENTS** (CONTINUED)

## f. Group's valuation process

The Group's finance department includes a team that performs the valuations of financial assets required for financial reporting purposes, including level 3 fair values. Valuation results are reviewed by senior management semi-annually, in line with the Group's reporting dates.

The main level 3 input used by the Group pertains to the use of recent arm's length transactions, reference to portfolio statement, and reference to other listed instruments that are substantially the same, adjusted for the marketability discount on the Group's investments. The higher the marketability discount, the lower the fair value.

## **38 COMMITMENTS**

## a. Capital

| In HK\$ million   | The Group |       |  |  |
|---|-----------|-------|--|--|
|   | 2012      | 2013  |  |  |
| Authorized and contracted for   | 1,728     | 1,773 |  |  |
| Authorized but not contracted for                                     | 790       | 860   |  |  |
|   | 2,518     | 2,633 |  |  |
| An analysis of the above capital commitments by nature is as follows: |           |       |  |  |
| In HK\$ million   | The G     | roup  |  |  |
|   | 2012      | 2013  |  |  |

| In HK\$ million                              | The G | Group |
|--|-------|-------|
|  | 2012  | 2013  |
| Investments                                  | 345   | 283   |
| Investment properties                        | 13    | 114   |
| Intangible assets                            | 23    | 23    |
| Property development projects                | 58    | 49    |
| Acquisition of property, plant and equipment | 2,077 | 2,164 |
| Others                                       | 2     | -     |
|  | 2,518 | 2,633 |

## **38 COMMITMENTS** (CONTINUED)

## b. Operating leases

As at December 31, 2013, the total future minimum lease payments under non-cancellable operating leases are payable as follows:

Land and buildings

| In HK\$ million The Capacitan State of the Cap | Group <b>2013</b> |
|---|-------------------|
| Within 1 year 822 After 1 year but within 5 years 1,504   | 934<br>1,492      |
| After 5 years 593   | 465               |
| 2,919   | 2,891             |
| Network capacity and equipment  |                   |
| In HK\$ million   | Group             |
| 2012  | 2013              |
| Within 1 year 1,001   | 1,057             |
| After 1 year but within 5 years 611   | 699               |
| After 5 years 305   | 300               |

Majority of the leases typically run for a period of 1 to 14 years. None of the leases include contingent rentals.

## c. Others

As at December 31, 2013, the Group has other outstanding commitments as follows:

| In HK\$ million  | The Group    |              |
|--|--------------|--------------|
|  | 2012         | 2013         |
| Purchase of rights to broadcast certain TV content<br>Operating expenditure commitment | 1,124<br>235 | 2,205<br>227 |
|  | 1,359        | 2,432        |

1,917

2,056

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 39 CONTINGENT LIABILITIES

| In HK\$ million  | The G | roup | The Co | mpany |
|--|-------|------|--------|-------|
|  | 2012  | 2013 | 2012   | 2013  |
| Performance guarantee                                    | 477   | 399  | 149    | 146   |
| Guarantee given for notes issued by a subsidiary         | _     | _    | 2,325  | 2,326 |
| Guarantee given to banks in respect of credit facilities |       |      |        |       |
| granted to an associate                                  | 60    | 64   | -      | _     |
| Guarantee in lieu of cash deposit                        | 4     | 4    | 2      | 2     |
| Employee compensation                                    | 4     | 10   | 4      | 10    |
| Guarantee indemnity                                      | 11    | 11   | _      | _     |
| Others   | 12    | 10   | _      | _     |
|  | 568   | 498  | 2,480  | 2,484 |

The Group is subject to certain corporate guarantee obligations to guarantee performance of its subsidiaries in the normal course of their businesses. The amount of liabilities arising from such obligations, if any, cannot be ascertained but the directors are of the opinion that any resulting liability would not materially affect the financial position of the Group.

## **40 BANK LOAN FACILITIES**

Aggregate bank loan facilities as at December 31, 2013 were HK\$24,150 million (2012: HK\$30,464 million) of which the unused facilities amounted to HK\$8,134 million (2012: HK\$17,962 million).

A summary of short-term and long-term borrowings is set out in notes 25(f) and 26.

Security pledged for certain bank loan facilities includes:

| In HK\$ million               | illion The Group |       |
|-------------------------------|------------------|-------|
|                               | 2012             | 2013  |
| Property, plant and equipment | 42               | 39    |
| Investment properties         | 5,777            | 6,603 |
| Short-term deposits           | _                | 5     |
| Restricted cash               | -                | 10    |
|                               | 5,819            | 6,657 |

## **41 BUSINESS COMBINATIONS**

## a. Business combinations during the year ended December 31, 2013

i. Acquisition of Compass Solutions Holdings Limited and its subsidiaries (together the "Compass Group")

On May 2, 2013, the Group completed the acquisition of 100% of the share capital of Compass Solutions Holdings Limited, a company incorporated in the British Virgin Islands, and its subsidiaries. The purpose of the acquisition is to expand the Group's system integration business. The businesses of the acquired companies cover system implementation and integration, sales of licence, provision of maintenance services and training. The Group made an initial payment for acquisition totaling approximately HK\$65 million in cash and may have to make additional payments totaling up to approximately HK\$14 million in cash if the businesses of the acquired companies achieve certain financial milestones within a specified period. The fair value of this contingent consideration is estimated at approximately HK\$14 million and has been included in the purchase price of the Compass Group.

## **41 BUSINESS COMBINATIONS** (CONTINUED)

- a. Business combinations during the year ended December 31, 2013 (continued)
- i. Acquisition of Compass Solutions Holdings Limited and its subsidiaries (together the "Compass Group") (continued)

  The Group is required to recognize the acquired companies' identifiable assets, liabilities and contingent liabilities that satisfy the recognition criteria at their fair values at the acquisition date. As of the date of these consolidated financial statements, the purchase price allocation process is ongoing and has yet to be finalized. In the preparation of these consolidated financial statements, the Group has used the estimated fair values of the acquired assets and liabilities with the excess of the cost of acquisition over these estimated fair values being recorded as goodwill. This allocation of the purchase price to the acquired assets and liabilities is provisional and will be adjusted in the Group's 2014 consolidated financial statements when the purchase price allocation is finalized. Had the purchase price allocation been completed, the fair values of the assets and liabilities acquired and the amount of goodwill to be recorded could be materially different from the amounts recognized. The values of assets and liabilities acquired and the resulting goodwill will be adjusted retrospectively upon the completion of the purchase price allocation in 2014.
- (i) Details of net assets acquired and goodwill in respect of acquisitions of the Compass Group at the acquisition date were as follows:

In HK\$ million

|  | acquired and<br>goodwill |
|--|--------------------------|
| Purchase consideration settled in cash Contingent consideration payable  | 65<br>14                 |
| Purchase consideration Less: Estimated fair value of net assets acquired | 79<br>(1)                |
| Goodwill on acquisition  | 78                       |

The goodwill is attributable to the expected future profit generated from the system integration business. The acquisition of the Compass Group has added a professional team with in-depth expertise in SAP implementation and training, enabling the Group to further expand its enterprise resource planning capabilities and geographical presence.

None of the goodwill is expected to be deductible for tax purpose.

The assets and liabilities of the Compass Group at the acquisition date were as follows:

In HK\$ million

|  | fair value |
|--|------------|
| Property, plant and equipment  | 1          |
| Financial assets at fair value through profit or loss                | 1          |
| Trade receivables, prepayments, deposits and other current assets    | 29         |
| Cash and cash equivalents  | 16         |
| Short-term borrowings  | (1)        |
| Trade payables, accruals, other payables and advances from customers | (40)       |
| Current income tax liabilities                                       | (5)        |
| Net assets acquired  | 1          |

Net assets

Estimated

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## **41 BUSINESS COMBINATIONS** (CONTINUED)

- a. Business combinations during the year ended December 31, 2013 (continued)
- i. Acquisition of Compass Solutions Holdings Limited and its subsidiaries (together the "Compass Group") (continued)
- (i) Details of net assets acquired and goodwill in respect of acquisitions of the Compass Group at the acquisition date were as follows: (continued)

In HK\$ million

|   | Net cash outflow |
|---|------------------|
| Purchase consideration settled in cash  Cash and cash equivalents of the Compass Group acquired | (65)<br>16       |
|   | (49)             |

The fair value of trade receivables is HK\$13 million. The gross contractual amount for trade receivables due is HK\$19 million, of which HK\$6 million is expected to be uncollectible.

## (ii) Acquisition-related costs

Acquisition-related costs of HK\$1 million are included in the consolidated income statement for the year ended December 31, 2013.

#### (iii) Revenue and profit contribution

The businesses of the acquired companies contributed revenue of approximately HK\$95 million and net profit of approximately HK\$24 million to the Group for the period from the date of acquisition to December 31, 2013. If the acquisition had occurred on January 1, 2013, the acquired companies' revenue and net profit for the period would have been approximately HK\$136 million and approximately HK\$17 million, respectively.

## b. Business combinations during the year ended December 31, 2012

i. Acquisition of Gateway Communications (UK) Limited, Gateway Communications S.A., Gateway Communications S.A.S., Gateway Communications Mozambique Limitada, Gateway Communications (Proprietary) Limited, and certain assets and liabilities of Gateway Communications Africa (UK) Limited (together the "Gateway Group")

On August 31, 2012, the Group acquired 100% of the share capital of Gateway Communications (UK) Limited, Gateway Communications S.A., Gateway Communications S.A.S., Gateway Communications Mozambique Limitada, Gateway Communications (Proprietary) Limited, and certain assets and liabilities of Gateway Communications Africa (UK) Limited, companies incorporated in the United Kingdom, Belgium, France, Mozambique, South Africa, and the United Kingdom, respectively. The purpose of the acquisition is to expand the Group's international voice and data services businesses. The acquirees' business covers the provision of international voice services and data services. The Group made a payment for acquisition totaling HK\$268 million in cash.

The Group is required to recognize the acquirees' identifiable assets, liabilities and contingent liabilities that satisfy the recognition criteria at their fair values at the acquisition date. The initial accounting for the acquisition of Gateway Group was completed as at December 31, 2013. Upon completion of the purchase price allocation, an increase of HK\$19 million of goodwill has been recorded compared to the provisional amount previously disclosed as a result of additional information with respect to the valuation of identifiable assets and liabilities acquired.

## **41 BUSINESS COMBINATIONS** (CONTINUED)

- b. Business combinations during the year ended December 31, 2012 (continued)
- i. Acquisition of Gateway Communications (UK) Limited, Gateway Communications S.A., Gateway Communications S.A.S., Gateway Communications Mozambique Limitada, Gateway Communications (Proprietary) Limited, and certain assets and liabilities of Gateway Communications Africa (UK) Limited (together the "Gateway Group") (continued)
- (i) Details of net assets acquired and goodwill in respect of acquisitions of the Gateway Group at the acquisition date were as follows:

In HK\$ million

|   | ivel assets  |
|---|--------------|
|   | acquired and |
|   | goodwill     |
| Purchase consideration settled in cash                                  | 268          |
| Less: Estimated fair value of net assets acquired                       | (260)        |
| Obligation assumed upon business combinations                           | 121          |
| Goodwill on acquisition   | 129          |
| Adjustment to goodwill upon completion of the purchase price allocation | 19           |
| Goodwill upon completion of the purchase price allocation               | 148          |

The goodwill is attributable to future profit generated from the provision of international voice services and data services. As a result of the acquisition, the Group is expected to increase its connectivity coverage in Europe and Africa. It also expects to reduce costs through economies of scale. The goodwill of HK\$148 million arising from the acquisition is attributable to the reduction in costs through economies of scale expected from combining the operations of the Group and the Gateway Group.

The assets and liabilities of the Gateway Group at the acquisition date upon completion of the purchase price allocation were as follows:

In HK\$ million

|  | Fair value |
|--|------------|
| Property, plant and equipment  | 178        |
| Intangible assets  | 118        |
| Trade receivables, prepayments, deposits and other current assets    | 927        |
| Cash and cash equivalents  | 41         |
| Trade payables, accruals, other payables and advances from customers | (1,001)    |
| Current income tax liabilities                                       | (1)        |
| Deferred income tax liabilities                                      | (21)       |
| Net assets acquired  | 241        |
| Obligation assumed upon business combinations                        | 121        |

Not accote

Egir value

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 41 BUSINESS COMBINATIONS (CONTINUED)

- b. Business combinations during the year ended December 31, 2012 (continued)
- i. Acquisition of Gateway Communications (UK) Limited, Gateway Communications S.A., Gateway Communications S.A.S., Gateway Communications Mozambique Limitada, Gateway Communications (Proprietary) Limited, and certain assets and liabilities of Gateway Communications Africa (UK) Limited (together the "Gateway Group") (continued)
- (i) Details of net assets acquired and goodwill in respect of acquisitions of the Gateway Group at the acquisition date were as follows: (continued)

In HK\$ million

|   | Net cash outflow |
|---|------------------|
| Purchase consideration settled in cash  Cash and cash equivalents of the Gateway Group acquired | (268)<br>41      |
|   | (227)            |
| Settlement of obligation assumed upon business combinations                                     | (121)            |

## (ii) Acquisition-related costs

Acquisition-related costs of HK\$12 million were included in the consolidated income statement for the year ended December 31, 2012.

## (iii) Revenue and profit contribution

The business of Gateway Group has been integrated into the business of the Group since the acquisition date. Accordingly, it is not practical to quantify the individual contribution of the Gateway Group to the revenue and profit of the Group during the year ended December 31, 2012 on a reasonable basis.

ii. Acquisition of Vandasoft Technology Holdings Limited and its subsidiaries (together the "Vanda Group")

The Group acquired 100% of the issued share capital of Vandasoft Technology Holdings Limited, a company incorporated in the British Virgin Islands and its subsidiaries with a consideration of approximately HK\$8 million on the effective acquisition date of November 26, 2012. The purpose of the acquisition is to expand the Group's system integration business in mainland China. The business of the Vanda Group covers the system integration, trading of hardware and system software and the provision of maintenance services in mainland China.

The Group is required to recognize the acquirees' identifiable assets, liabilities and contingent liabilities that satisfy the recognition criteria at their fair values at the acquisition date. The initial accounting for the acquisition of the Vanda Group was completed as at December 31, 2013 and the fair values of the acquirees' identifiable assets, liabilities and contingent liabilities are concluded to be the same as their provisional amounts as at acquisition date. As a result, no adjustment to the provisional amounts and goodwill for the year ended December 31, 2013 is required.

## **41 BUSINESS COMBINATIONS** (CONTINUED)

- b. Business combinations during the year ended December 31, 2012 (continued)
- ii. Acquisition of Vandasoft Technology Holdings Limited and its subsidiaries (together the "Vanda Group") (continued)
- (i) Details of net liabilities acquired and goodwill in respect of acquisition of the Vanda Group at the acquisition date were as follows:

In HK\$ million

|  | Net liabilities<br>acquired and<br>goodwill |
|--|---|
| Purchase consideration settled in cash       | 8   |
| Less: Fair value of net liabilities acquired | 59  |
| Goodwill on acquisition                      | 67  |

The goodwill is attributable to future profit generated from the system integration, trading of hardware and system software and the provision of maintenance services in mainland China. The acquisition has enriched the Group's suite of solutions for the banking and finance sector, at the same time widening its geographical presence in mainland China.

The assets and liabilities of the Vanda Group at the acquisition date were as follows:

In HK\$ million

|   | Fair value      |
|---|-----------------|
| Property, plant and equipment                                     | 12              |
| Interests in leasehold land                                       | 4               |
| Intangible assets   | 2               |
| Trade receivables, prepayments, deposits and other current assets | 29              |
| Cash and cash equivalents   | 15              |
| Short-term borrowings   | (78)            |
| Trade payables, accruals and other payables                       | (38)            |
| Current income tax liabilities                                    | (5              |
| Net liabilities acquired  | (59             |
| In HK\$ million   |                 |
|   | Net cash inflow |
| Purchase consideration settled in cash                            | (8              |
| Cash and cash equivalents of the Vanda Group acquired             | 15              |
|   | 7               |

#### (ii) Acquisition-related costs

Acquisition-related costs of HK\$1 million were included in the consolidated income statement for the year ended December 31, 2012.

## (iii) Revenue and profit contribution

The acquired business contributed revenue of HK\$9 million and resulted in an immaterial contribution to net profit of the Group for the period from the date of acquisition to December 31, 2012. If the acquisition had occurred on January 1, 2012, the acquired business's revenue would have been HK\$95 million, and net loss for the year ended December 31, 2012 would have been HK\$23 million.

December 31, 2013

(Amount expressed in Hong Kong dollars unless otherwise stated)

## 42 TRANSACTION WITH NON-CONTROLLING INTERESTS

## a. Transaction with non-controlling interests during the year ended December 31, 2013

During the year ended December 31, 2013, there were loans raised from the non-controlling shareholders to a non-wholly owned subsidiary totaling HK\$11 million (2012: nil) bearing interests at 2% per annum and repayable over one year but not exceeding two years.

## b. Transaction with non-controlling interests during the year ended December 31, 2012

| In HK\$ million  | 2012             |
|--|------------------|
| Consideration paid to acquire non-controlling interests of subsidiaries  Less: Carrying amount of non-controlling interests acquired | 1,559<br>(2,304) |
| Excess of non-controlling interests acquired over consideration paid recognized within equity  | (745)            |

#### i. Increase in interests in PCPD

During the year ended December 31, 2012, PCPD repurchased 824,684,851 of its shares at HK\$1.85 each with a total consideration of approximately HK\$1,526 million in cash.

The repurchases by PCPD of its shares constituted a deemed acquisition of an additional approximately 32.1% interest in PCPD by the Group from approximately 61.5% to approximately 93.6% for a total net purchase consideration of approximately HK\$1,554 million. The total carrying amount of the non-controlling interests acquired in PCPD on the dates of the share repurchases was approximately HK\$2,300 million. The Group recognized an increase in equity attributable to the equity holders of the Company of approximately HK\$746 million.

In order to maintain its public float, PCPD offered a 4 for 1 bonus issue to its shareholders where shareholders could accept the bonus shares or elect for non-redeemable bonus convertible notes that are convertible at any time after the issue of such notes to the extent that the minimum public float requirements could be complied with immediately after such conversion with rights to dividends and other distributions similar to ordinary shares. After the completion of the share repurchase and bonus issue, the Group holds approximately 74.5% of the ordinary shares of PCPD and conversion rights to acquire a further approximately 19.1% of ordinary shares of PCPD. As the non-redeemable bonus convertible notes contain rights to dividends and can be converted at any time provided that the public float requirements could be complied with, PCCW would consolidate the results of PCPD on its approximately 93.6% economic interest in accordance with HKFRSs.

ii. Increase in interests in PCCW Teleservices (Philippines) Inc. and PCCW Teleservices (US), Inc.

During the year ended December 31, 2012, the Group acquired an additional 30% and 15% respectively of the issued shares of two subsidiaries of IP BPO Holdings Pte. Ltd., PCCW Teleservices (Philippines) Inc. and PCCW Teleservices (US), Inc., for an aggregate purchase consideration of approximately HK\$5 million. The aggregate carrying amount of the non-controlling interests in PCCW Teleservices (Philippines) Inc. and PCCW Teleservices (US), Inc. on the dates of acquisition was approximately HK\$4 million. The Group recognized a decrease in equity attributable to the equity holders of the Company of approximately HK\$1 million.

## 43 POST BALANCE SHEET EVENTS

**a.** On December 20, 2013, HKT entered into a share purchase agreement with CSL New World Mobility Limited ("CSLNW"), Telstra Holdings (Bermuda) No. 2 Limited ("Telstra Bermuda"), Telstra Corporation Limited, Upper Start Holdings Limited ("Upper Start"), and New World Development Company Limited, whereby HKT has conditionally agreed to acquire the entire issued share capital of CSLNW from Telstra Bermuda and Upper Start, for the purchase price (excluding the estimated net cash amount) of US\$2,425 million (equivalent to approximately HK\$18,867 million), subject to certain price adjustments (being the estimated net cash amount and post completion adjustment to the base purchase price calculated in accordance with the methodology as set out in the share purchase agreement). Completion of the transaction is subject to certain conditions being satisfied, including approval of the proposed acquisition by an ordinary resolution of shareholders of the Company and approval of the Communications Authority.

## **43 POST BALANCE SHEET EVENTS** (CONTINUED)

**b.** On January 21, 2014, the PCPD Group was granted bank facilities for term loans up to an aggregate amount of US\$200 million (the "USD Facility") for financing the development of a premium grade office building in Indonesia. The USD Facility must be repaid on or before six months after the completion of the building or December 31, 2017, whichever is earlier. Such facilities are secured by the shares and assets of certain subsidiaries of PCPD and one of these subsidiaries is subjected to certain financial ratios covenants which are commonly found in lending arrangements with financial institutions. The facilities will be available for drawdown upon fulfilment of certain conditions precedent which as of the reporting date, have not been fulfilled.

# 44 POSSIBLE IMPACT OF AMENDMENTS, NEW OR REVISED STANDARDS AND INTERPRETATIONS AND NEW ORDINANCES ISSUED BUT NOT YET EFFECTIVE FOR THE ANNUAL ACCOUNTING PERIOD ENDED DECEMBER 31, 2013

Up to the date of approval of these financial statements, the HKICPA has issued the following amendments, new or revised standards and interpretations which are not yet effective for the accounting period ended December 31, 2013 and which have not been adopted in these financial statements:

|                                 |  | Effective for accounting periods beginning on or after |
|---------------------------------|--|--|
| HKAS 27 (2011) (Amendment)      | Separate Financial Statements – Investment Entities  | January 1, 2014  |
| HKAS 32 (Amendment)             | Financial Instruments: Presentation – Offsetting Financial Assets and Financial Liabilities                        | January 1, 2014  |
| HKAS 36 (Amendment)             | Impairment of Assets – Recoverable Amount Disclosures for Non-Financial Assets                                     | January 1, 2014  |
| HKAS 39 (Amendment)             | Financial Instruments: Recognition and Measurement  - Novation of Derivatives and Continuation of Hedge Accounting | January 1, 2014  |
| HK(IFRIC) – Int 21              | Levies   | January 1, 2014  |
| HKFRS 10 (Amendment)            | Consolidated Financial Statements – Investment Entities  | January 1, 2014  |
| HKFRS 12 (Amendment)            | Disclosure of Interest in Other Entities – Investment Entities   | January 1, 2014  |
| HKAS 19 (2011) (Amendment)      | Defined Benefit Plans: Employee Contributions  | July 1, 2014   |
| HKFRS 14                        | Regulatory Deferral Accounts   | January 1, 2016  |
| HKFRS 9                         | Financial Instruments  | To be determined                                       |
| Annual Improvements to 2010–201 | July 1, 2014   |  |
| Annual Improvements to 2011–201 | July 1, 2014   |  |

Apart from the above, a number of improvements and minor amendments to HKFRSs have also been issued by the HKICPA but they are not yet effective for the accounting period ended December 31, 2013 and have not been adopted in these financial statements. The new Hong Kong Companies Ordinance will also be effective for the financial year beginning on or after March 3, 2014.

The Group is in the process of making an assessment of what the impact of these amendments, new or revised standards, new interpretations and the new ordinances would be in the period of initial application, but not yet in a position to state whether these amendments, new or revised standards, new interpretations and the new ordinances would have a significant impact on the Group's results of operations and financial position.

## FIVE YEAR FINANCIAL SUMMARY For the year ended December 31, 2013

| D | 0 | 21 | ы | ts |
|---|---|----|---|----|
|   |   |    |   |    |

| Results                                       |          |          |            |                    |          |
|---|----------|----------|------------|--------------------|----------|
| In HK\$ million                               | 2009*    | 2010*    | 2011*      | 2012<br>(Restated) | 2013     |
| Turnover                                      | 25,077   | 22,962   | 24,638     | 25,318             | 27,317   |
| Cost of sales                                 | (12,254) | (10,533) | (11,397)   | (11,816)           | (13,111) |
| General and administrative expenses           | (9,029)  | (8,924)  | (9,604)    | (10,150)           | (10,735) |
| Other gains, net                              | 168      | 1,217    | 143        | 371                | 685      |
| Losses on property, plant and equipment       | (61)     | _        | _          | _                  | _        |
| Interest income                               | 18       | 27       | 71         | 62                 | 80       |
| Finance costs                                 | (1,485)  | (1,587)  | (1,565)    | (966)              | (1,111)  |
| Share of results of equity accounted entities | (55)     | (82)     | 32         | (22)               | 140      |
| Impairment losses reversed on interests in    |          |          |            |                    |          |
| associates and joint ventures                 | 1        | _        | -          | -                  | _        |
| Profit before income tax                      | 2,380    | 3,080    | 2,318      | 2,797              | 3,265    |
| Income tax                                    | (585)    | (756)    | (542)      | (232)              | (210)    |
| Profit for the year                           | 1,795    | 2,324    | 1,776      | 2,565              | 3,055    |
| Attributable to:                              |          |          |            |                    |          |
| Equity holders of the Company                 | 1,506    | 1,926    | 1,607      | 1,661              | 1,885    |
| Non-controlling interests                     | 289      | 398      | 169        | 904                | 1,170    |
| Assets and Liabilities                        |          |          |            |                    |          |
| As at December 31, in HK\$ million            | 2009*    | 2010*    | 2011       | 2012               | 2013     |
|   |          |          | (Restated) | (Restated)         |          |
| Total non-current assets                      | 27,934   | 29,387   | 30,909     | 33,070             | 36,358   |
| Total current assets                          | 17,049   | 18,746   | 14,941     | 16,774             | 17,579   |
| Total current liabilities                     | (9,827)  | (17,744) | (10,747)   | (19,412)           | (10,658) |
| Net current assets/(liabilities)              | 7,222    | 1,002    | 4,194      | (2,638)            | 6,921    |
| Total assets less current liabilities         | 35,156   | 30,389   | 35,103     | 30,432             | 43,279   |
| Total non-current liabilities                 | (37,181) | (30,997) | (27,656)   | (22,294)           | (34,646) |
| Net (liabilities)/assets                      | (2,025)  | (608)    | 7,447      | 8,138              | 8,633    |
| Distributable Reserves of the Company         | 2000     | 2010     | 2011       | 2010               | 2012     |
| As at December 31, in HK\$ million            | 2009     | 2010     | 2011       | 2012               | 2013     |
| Distributable reserves of the Company         | 18,843   | 19,521   | 17,120     | 17,418             | 15,874   |
|   |          |          |            |                    |          |

Comparative figures of the results for the years ended December 31, 2009, 2010 and 2011 and assets and liabilities as at December 31, 2009 and 2010 have not been restated to reflect the adoption of HKAS 19 (2011) as the directors are of the opinion that it is impracticable to do so.

# SCHEDULE OF PRINCIPAL PROPERTIES Year 2013

| Property   | Classification        | Status  | Existing/<br>Intended Use | Gross Site<br>Area (sq.m.) | Gross Floor<br>Area (sq.m.) | Lease Term* | Group's<br>Interest |
|--|-----------------------|---|---------------------------|----------------------------|-----------------------------|-------------|---------------------|
| The PRC  |                       |   |                           |                            |                             |             |                     |
| Pacific Century Place,<br>No.2A Gong Ti Bei Lu,<br>Chaoyang District,<br>Beijing, the PRC              |                       |   |                           |                            |                             |             |                     |
| Tower A (except part of<br>6th, 8th, 10th and 13th<br>Floor for own use)                               | Investment properties | Existing  | Office for lease          | 27,028                     | 39,856                      | Medium      | 74.5%               |
| Tower B  | Investment properties | Existing  | Office for lease          |                            | 17,558                      | Medium      | 74.5%               |
| Tower C  | Investment properties | Existing  | Residential               |                            | 21,454                      | Long        | 74.5%               |
| Tower D  | Investment properties | Existing  | Residential               |                            | 10,155                      | Long        | 74.5%               |
| Podium   | Investment properties | Existing  | For lease                 |                            | 75,431                      | Medium      | 74.5%               |
| Car parking spaces   | Investment properties | Existing  | For lease                 |                            | 792 spaces                  | Medium      | 74.5%               |
| Hong Kong  |                       |   |                           |                            |                             |             |                     |
| Part of 18th Floor of<br>Paramount Building,<br>No.12 Ka Yip Street,<br>Chai Wan, Hong Kong            | Investment properties | Existing  | For lease                 | Not applicable             | 520                         | Medium      | 100%                |
| Indonesia  |                       |   |                           |                            |                             |             |                     |
| Jenderal Sudirman Kav.,<br>No. 52-53 Lot 10 Senayan,<br>Kebayoran Baru,<br>South Jakarta,<br>Indonesia | Investment properties | Foundation<br>work<br>(completion<br>expected in<br>December<br>2016) | For commercia             | 9,277                      | 75,144                      | Medium      | 74.5%               |

<sup>\*</sup> Lease term:

Long-term: Lease not less than 50 years

Medium-term: Lease less than 50 years but not less than 10 years

## **INVESTOR RELATIONS**

#### **DIRECTORS**

The directors of the Company as at the date of the announcement of the 2013 Annual Results are:

**Executive Directors:** 

Li Tzar Kai, Richard (Chairman)

Chan Ching Cheong, George (Group Managing Director) Hui Hon Hing, Susanna (Group Chief Financial Officer)

Lee Chi Hong, Robert

Non-Executive Directors: Sir David Ford, KBE, LVO Tse Sze Wing, Edmund, GBS Lu Yimin (Deputy Chairman) Li Fushen Li Gang Wei Zhe. David

Independent Non-Executive Directors: Dr The Hon Sir David Li Kwok Po, GBM, GBS, OBE, JP Aman Mehta Frances Waikwun Wong Bryce Wayne Lee Lars Eric Nils Rodert David Christopher Chance

#### **GROUP COMPANY SECRETARY**

Philana WY Poon

## **REGISTERED OFFICE**

41st Floor, PCCW Tower TaiKoo Place, 979 King's Road Quarry Bay, Hong Kong Telephone: +852 2888 2888 Fax: +852 2877 8877

## **ANNUAL REPORT 2013**

This Annual Report 2013 in both English and Chinese is now available in printed form from the Company and the Company's Share Registrar, and in accessible format on the websites of the Company (www.pccw.com/ir) and Hong Kong Exchanges and Clearing Limited (www.hkexnews.hk).

## Shareholders who:

- A) received the Annual Report 2013 using electronic means through the website of the Company may request a printed copy, or
- B) received the Annual Report 2013 in either English or Chinese may request a printed copy of the other language version

by writing or sending email to the Company c/o the Company's Share Registrar at:

Computershare Hong Kong Investor Services Limited Investor Communications Centre 17M Floor, Hopewell Centre 183 Queen's Road East, Wan Chai, Hong Kong Telephone: +852 2862 8688

Fax: +852 2529 6087

Email: pccw@computershare.com.hk

Shareholders who have chosen (or are deemed to have agreed) to receive the corporate communications of the Company (including but not limited to the Annual Report 2013) using electronic means through the Company's website and who, for any reason, have difficulty in receiving or gaining access to the Annual Report 2013 will promptly, upon request in writing or by email to the Company's Share Registrar, be sent the Annual Report 2013 in printed form, free of charge.

Shareholders may change their choice of language and/or means of receipt of the Company's future corporate communications at any time, free of charge, by reasonable prior notice in writing or by email to the Company's Share Registrar.

#### **LISTINGS**

The Company's shares are listed on The Stock Exchange of Hong Kong Limited and traded in the form of American Depositary Receipts ("ADRs") on the OTC Markets Group Inc. in the United States. Each ADR represents 10 ordinary shares of the Company. Certain United States Dollar guaranteed notes issued by subsidiaries of the Company are listed on the Singapore Exchange Securities Trading Limited.

Owners of record as of the close of business on the ADR record date of American Depositary Shares can vote by proxy at the annual general meeting by completing a voting instruction card provided by the Depositary Bank. The Depositary Bank will tabulate and transmit the amount of ordinary share votes to the Company before the annual general meeting.

Additional information and specific inquiries concerning the Company's ADRs should be directed to the Company's ADR Depositary at the address given on this page.

Other inquiries regarding the Company should be addressed to Investor Relations at the address given on this page.

#### STOCK CODES

The Stock Exchange of Hong Kong Limited 0008
Reuters 0008.HK
Bloomberg 8 HK
ADRs PCCWY

#### **REGISTRAR**

Computershare Hong Kong Investor Services Limited Shops 1712-1716, 17th Floor, Hopewell Centre 183 Queen's Road East, Wan Chai, Hong Kong

Telephone: +852 2862 8555 Fax: +852 2529 6087

Email: hkinfo@computershare.com.hk

#### **ADR DEPOSITARY**

Citibank, N.A.

PCCW American Depositary Receipts
Citibank Shareholder Services

P.O. Box 43077

Providence, Rhode Island 02940-3077, USA Telephone: +1 877 248 4237 (toll free within USA)

Telephone: +1 781 575 4555

Email: citibank@shareholders-online.com

Website: www.citibank.com/dr

## **SHARE INFORMATION**

Board lot: 1,000 shares Issued shares as at December 31, 2013: 7,272,294,654 shares

## **DIVIDEND**

Dividend per ordinary share for the year ended December 31, 2013:
Interim 6.35 HK cents
Final 13.85 HK cents

## FINANCIAL CALENDAR

Announcement of 2013 Annual Results

Closure of register of members

(for determination of shareholders
who qualify for 2013 final dividend)

February 27, 2014

May 14–15, 2014

(both days inclusive)

Record date for 2013 final dividend May 15, 2014

Payment of 2013 final dividend On or around June 20, 2014

2014 Annual General Meeting

May 8, 2014

#### **INVESTOR RELATIONS**

Marco Wong
PCCW Limited
41st Floor, PCCW Tower
TaiKoo Place, 979 King's Road
Quarry Bay, Hong Kong
Telephone: +852 2514 5084
Email: ir@pccw.com

## WEBSITE

www.pccw.com

This annual report contains forward-looking statements. These forward-looking statements include, without limitation, statements relating to revenues and earnings. The words "believe", "intend", "expect", "anticipate", "project", "estimate", "predict", "is confident", "has confidence" and similar expressions are also intended to identify forward-looking statements. These forward-looking statements are not historical facts. Rather, the forward-looking statements are based on the current beliefs, assumptions, expectations, estimates and projections of the directors and management of PCCW about the business, industry and markets in which we operate.

These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond our control and are difficult to predict. Consequently, actual results could differ materially from those expressed, implied or forecasted in the forward-looking statements. Factors that could cause actual results to differ materially from those reflected in the forward-looking statements include:

- our ability to execute our business strategy to expand our businesses locally and overseas, including entering into business combinations, strategic investments and acquisitions and challenges in growing business organically;

- possible negative effects of potentially new regulatory developments;
   increased competition in the Hong Kong media market and the IT services market;

Reliance should not be placed on these forward-looking statements, which reflect the views of the directors and management of PCCW as at the date of this annual report only. We undertake no obligation to publicly revise these forward-looking statements to reflect events or circumstances that arise after publication of this annual report.

| PCCW Limited (Incorporated in Hong Kong with limited liability)                        |  |
|--|--|
| 41/F, PCCW Tower, TaiKoo Place, 979 King's Road, Quarry Bay, Hong Kong<br>F: +852 2888 |  |

PCCW shares are listed on The Stock Exchange of Hong Kong Limited (SEHK: 0008) and traded in the form of American Depositary Receipts on the OTC Markets Group Inc. in the US (Ticker: PCCWY).

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