

## FINANCIAL HIGHLIGHTS

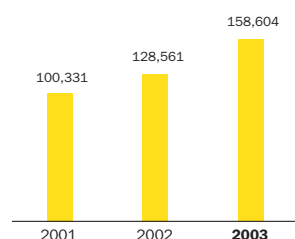
| Actual   | 2003    | 2002    | Growth |
|--|---------|---------|--------|
| Operating revenue (Turnover) (RMB Millions)        | 158,604 | 128,561 | 23.4%  |
| EBITDA (RMB Millions)                              | 92,278  | 77,309  | 19.4%  |
| EBITDA margin                                      | 58.2%   | 60.1%   | —      |
| Profit attributable to shareholders (RMB Millions) | 35,556  | 32,601  | 9.1%   |
| Earnings per share (RMB)                           | 1.81    | 1.70    | 6.5%   |
| Dividend per share — Interim (HK\$)                | 0.16    | 0       |        |
| — Final (HK\$)                                     | 0.20    | 0.32    |        |
| — Full year (HK\$)                                 | 0.36    | 0.32    | 12.5%  |

| Pro-forma combined                                 | 2003    | 2002    | Growth |
|--|---------|---------|--------|
| Operating revenue (Turnover) (RMB Millions)        | 158,604 | 143,784 | 10.3%  |
| EBITDA (RMB Millions)                              | 92,278  | 85,346  | 8.1%   |
| EBITDA margin                                      | 58.2%   | 59.4%   | —      |
| Profit attributable to shareholders (RMB Millions) | 35,556  | 34,032  | 4.5%   |

- Note: (1) The pro-forma combined operating results are prepared on the assumption that the existing corporate structure of the Group with 21 operating subsidiaries was in place since 1 January 2002.
- (2) As a result of the amendments to the accounting treatment of deferred taxation under "Statement of Standard Accounting Practice No.12", retrospective adjustments were made to certain financial figures for 2002 and 2001.

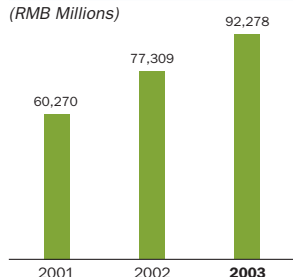
### Operating Revenue (Turnover)

(RMB Millions)



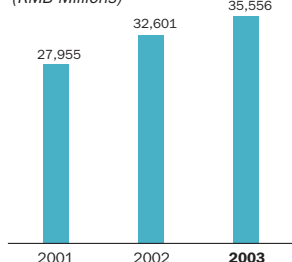
### EBITDA

(RMB Millions)



### Profit Attributable to Shareholders

(RMB Millions)



### Earnings per Share

(RMB)

