

## FINANCIAL HIGHLIGHTS

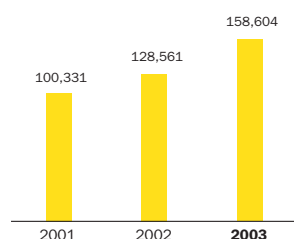
Actual	2003	2002	Growth
Operating revenue (Turnover) (RMB Millions)	<b>158,604</b>	128,561	23.4%
EBITDA (RMB Millions)	<b>92,278</b>	77,309	19.4%
EBITDA margin	<b>58.2%</b>	60.1%	—
Profit attributable to shareholders (RMB Millions)	<b>35,556</b>	32,601	9.1%
Earnings per share (RMB)	<b>1.81</b>	1.70	6.5%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

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

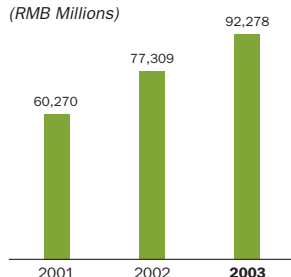
### Operating Revenue (Turnover)

(RMB Millions)



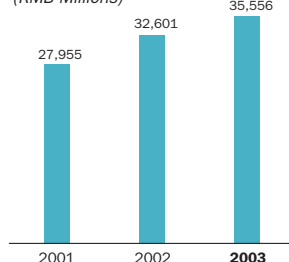
### EBITDA

(RMB Millions)



### Profit Attributable to Shareholders

(RMB Millions)



### Earnings per Share

(RMB)

