

Financial Highlights

Actual	2004	2003	Growth
Operating revenue (Turnover) (RMB Millions)	192,381	158,604	21.3%
EBITDA (RMB Millions)	107,221	92,278	16.2%
EBITDA margin	55.7%	58.2%	—
Profit attributable to shareholders (RMB Millions)	42,004	35,556	18.1%
Basic earnings per share (RMB)	2.14	1.81	18.2%
Dividend per share – Interim (HK\$)	0.20	0.16	
– Final (HK\$)	0.46	0.20	
– Full year (HK\$)	0.66	0.36	83.3%

Pro-forma combined	2004	2003	Growth
Operating revenue (Turnover) (RMB Millions)	203,993	179,068	13.9%
EBITDA (RMB Millions)	113,050	101,663	11.2%
EBITDA margin	55.4%	56.8%	—
Profit attributable to shareholders (RMB Millions)	43,207	37,467	15.3%

Note: The pro-forma combined operating results are prepared on the assumption that the existing corporate structure of the Group with 31 operating subsidiaries was in place since 1 January 2003.

