

FINANCIAL HIGHLIGHTS

	2014	2013	2012
Operating revenue (RMB million)	641,448	630,177	581,835
Of which: Revenue from telecommunications services (RMB million)	581,817	590,811	560,413
EBITDA ¹ (RMB million)	235,259	240,426	253,646
EBITDA margin ²	36.7%	38.2%	43.6%
Profit attributable to equity shareholders (RMB million)	109,279	121,692	129,274
Margin of profit attributable to equity shareholders ³	17.0%	19.3%	22.2%
Basic EPS (RMB)	5.38	6.05	6.43
Dividend per share – Interim (HK\$)	1.540	1.696	1.633
– Final (HK\$)	1.380	1.615	1.778
– Full year (HK\$)	2.920	3.311	3.411

¹ The Company defines EBITDA as profit for the year before taxation, share of profit of associates, finance costs, interest income, non-operating income (net), depreciation, amortization of other intangible assets and impairment loss of goodwill

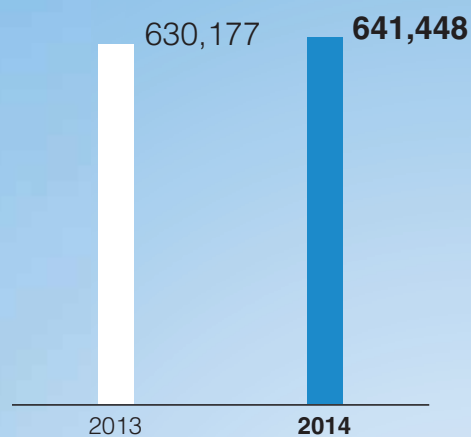
² EBITDA margin = EBITDA/Operating revenue

³ Margin of profit attributable to equity shareholders = Profit attributable to equity shareholders/Operating revenue

FINANCIAL HIGHLIGHTS

OPERATING REVENUE

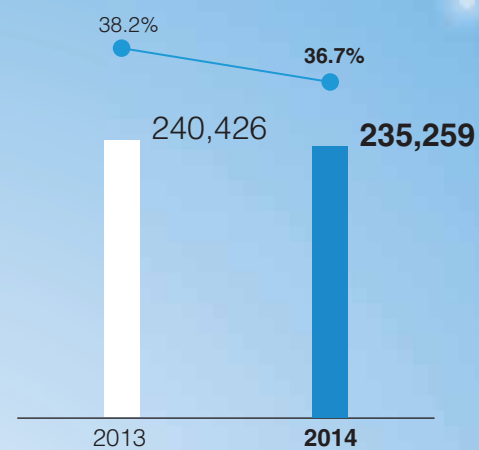
(RMB million)



EBITDA

(RMB million)

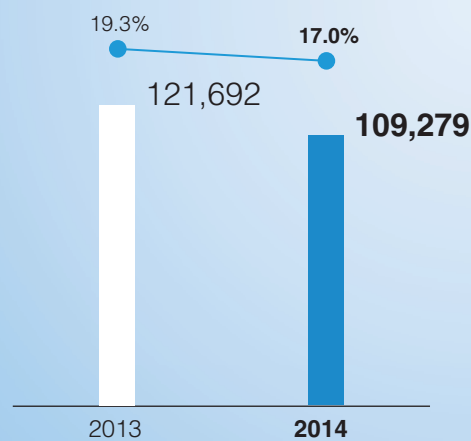
● EBITDA margin



PROFIT ATTRIBUTABLE TO EQUITY SHAREHOLDERS

(RMB million)

● Margin of profit attributable to equity shareholders



BASIC EPS

(RMB)

