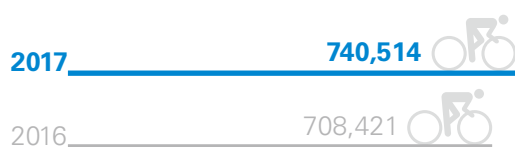


Financial Highlights

	2017	2016
Operating revenue (RMB million)	740,514	708,421
Of which: Revenue from telecommunications services (RMB million)	668,351	623,422
EBITDA ¹ (RMB million)	270,421	256,677
EBITDA margin ²	36.5%	36.2%
EBITDA as % of revenue from telecommunications services	40.5%	41.2%
Profit attributable to equity shareholders (RMB million)	114,279	108,741
Margin of profit attributable to equity shareholders ³	15.4%	15.3%
Basic earnings per share (RMB)	5.58	5.31
Dividend per share – Interim (HK\$)	1.623	1.489
– Final (HK\$)	1.582	1.243
– Special dividend (HK\$)	3.200	–
– Full year (HK\$)	6.405	2.732

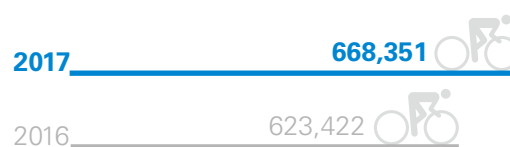
Operating Revenue

(RMB million)



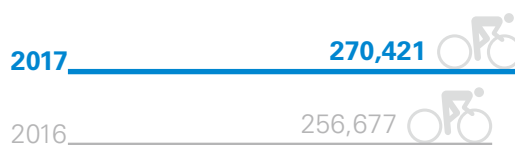
Revenue from Telecommunications Services

(RMB million)



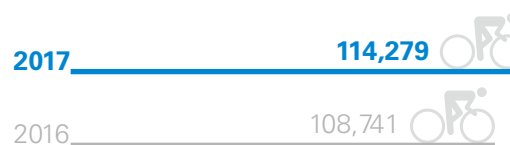
EBITDA

(RMB million)



Profit Attributable to Equity Shareholders

(RMB million)



¹ The Company defines EBITDA as profit for the year before taxation, share of profit of investments accounted for using the equity method, finance costs, interest income, other gains, depreciation and amortization of other intangible assets.

² EBITDA margin = EBITDA/Operating revenue

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