

Financial Highlights

Excluding amortisation of the upfront connection fees

	2007	2008	2009
Operating revenues ¹ (RMB millions)	177,510	184,507	208,219
EBITDA ² (RMB millions)	87,054	85,889 ³	82,133
EBITDA margin	49.0%	46.6% ³	39.4%
Net profit ⁴ (RMB millions)	23,010 ⁵	20,066 ³	13,271
Capital expenditure (RMB millions)	46,334	48,410	38,042
Free cash flow ⁶ (RMB millions)	34,016	36,768	31,159
Total debt/Equity ⁷	47.1%	57.9%	47.8%
Earnings per share (RMB)	0.284 ⁵	0.248 ³	0.164
Dividend per share (HK\$)	0.085	0.085	0.085
Net asset value ⁷ per share (RMB)	2.774	2.632	2.740

Including amortisation of the upfront connection fees

	2007	2008	2009
Operating revenues ¹ (RMB millions)	180,804	186,529	209,370
Net profit ⁴ (RMB millions)	24,195	884	14,422

¹ According to "IFRIC 13 Customer Loyalty Programmes", the Group's operating revenues in prior years were adjusted retrospectively.

² For convenience of the investors' analysis, EBITDA is calculated before CDMA network capacity lease fee (if applicable).

³ Excluding the impact of impairment loss of the PHS assets and natural disasters.

⁴ Net profit represents profit attributable to equity holders of the Company.

⁵ Excluding the effect of the related asset revaluation in 2007.

⁶ Free cash flow is calculated from EBITDA minus CDMA network capacity lease fee, capital expenditure and income tax.

⁷ Equity and net asset value represent equity attributable to equity holders of the Company.

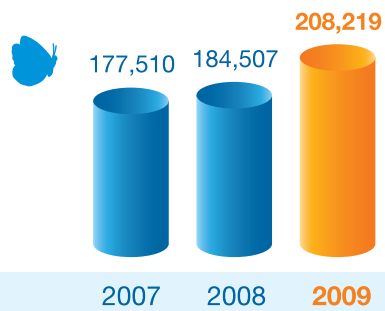
⁸ The above financial data have included Beijing Telecom acquired in 2008.



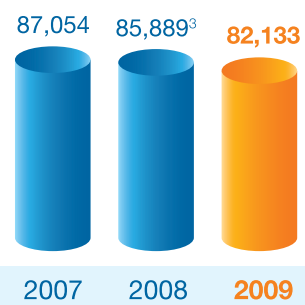
Financial Highlights (continued)

The charts below are based on financial figures excluding amortisation of the upfront connection fees

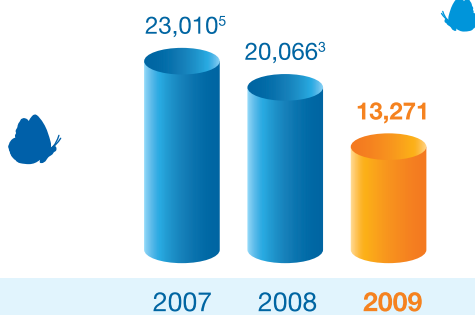
Operating Revenues¹ (RMB millions)



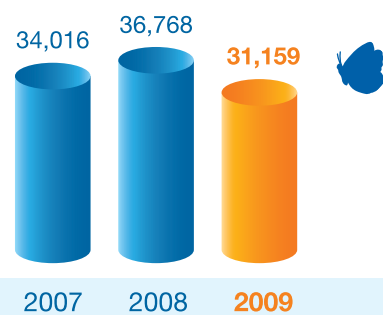
EBITDA² (RMB millions)



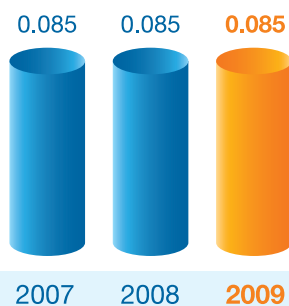
Net Profit⁴ (RMB millions)



Free Cash Flow⁶ (RMB millions)



Dividend Per Share (HK\$)



NAV⁷ Per Share (RMB)

