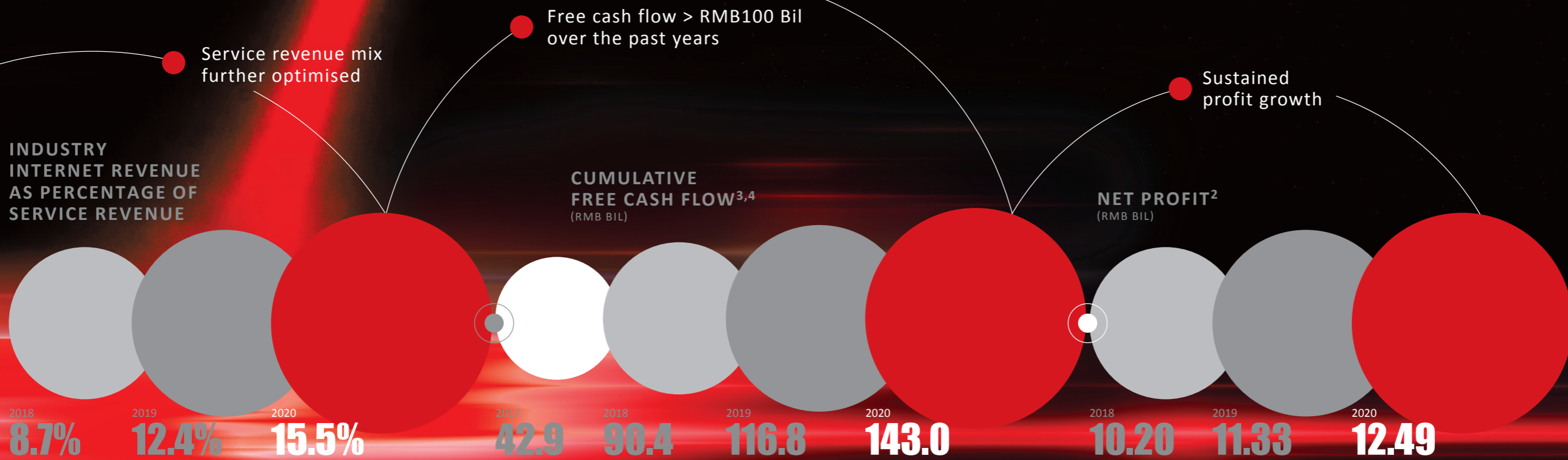


Performance

HIGHLIGHTS



	2020	2019	Change YoY
Operating Revenue (RMB billions)	303.84	290.51	4.6%
Of which: Service Revenue (RMB billions)	275.81	264.39	4.3%
EBITDA ¹ (RMB billions)	94.14	94.36	-0.2%
As % of Service Revenue	34.1%	35.7%	-1.6pp
Net Profit ² (RMB billions)	12.49	11.33	10.3%
Basic EPS (RMB)	0.408	0.370	10.3%
Free Cash Flow ³ (RMB billions)	26.2	26.4	-0.8%

Note 1: EBITDA represents profit for the year before finance costs, interest income, share of net profit of associates, share of net profit of joint ventures, other income-net, income tax expenses, depreciation and amortisation. As the telecommunications business is a capital intensive industry, capital expenditure and finance costs may have a significant impact on the net profit of the companies with similar operating results. Therefore, the Company believes that EBITDA may be helpful in analysing the operating results of a telecommunications service operator like the Company. However, it is a non-GAAP financial measure which does not have a standardised meaning and therefore may not be comparable to similar measures presented by other companies.

Note 2: Net profit represented profit attributable to equity shareholders of the Company.

Note 3: Excluded the impact of adoption of IFRS/HKFRS 16 on free cash flow in 2019 and 2020 (i.e. free cash flow = operating cash flow — CAPEX — capital element of lease rentals paid.)

Note 4: Calculated the cumulative free cash flow generated since 2017.