



|   | 2005<br>HK\$ millions | As restated <sup>(5)</sup><br>2004<br>HK\$ millions | Change |           |
|---|-----------------------|---|--------|-----------|
| <b>Profit and loss account highlights</b>   |                       |   |        |           |
| Total Revenue <sup>(1)</sup>  | 241,862               | 181,797   | +      | 33%       |
| Profit attributable to shareholders of the Company  | 14,343                | 12,978  | +      | 11%       |
| <b>Balance sheet highlights</b>   |                       |   |        |           |
| Fixed assets, investment properties, leasehold land prepayments and telecommunications licences   | 279,833               | 313,441   | -      | 11%       |
| Total cash, liquid funds and other listed investments   | 110,386               | 140,301   | -      | 21%       |
| Bank and other interest bearing borrowings  | 264,911               | 282,993   | -      | 6%        |
| Net debt <sup>(2)</sup>   | 154,525               | 142,692   | +      | 8%        |
| Total assets  | 597,039               | 647,195   | -      | 8%        |
| Shareholders' funds   | 243,554               | 251,171   | -      | 3%        |
| <b>Cash flow statement highlights</b>   |                       |   |        |           |
| Earnings before interest and other finance costs, taxation, depreciation and amortisation ("EBITDA") <sup>(3)</sup> and before telecommunications prepaid customer acquisition costs ("CACs") | 73,292                | 59,036  | +      | 24%       |
| EBITDA after telecommunications prepaid CACs  | 61,338                | 50,613  | +      | 21%       |
| Earnings before interest expense and taxation ("EBIT") <sup>(4)</sup>   | 32,576                | 19,060  | +      | 71%       |
| Funds from operations before capital expenditures, telecommunications prepaid and postpaid CACs and working capital changes   | 25,293                | 16,400  | +      | 54%       |
| Capital expenditures, excluding properties under development and for sale   | 26,968                | 34,090  | -      | 21%       |
| Additions to telecommunications postpaid CACs   | 12,632                | 12,804  | -      | 1%        |
| <b>Key ratios and other information</b>   |                       |   |        |           |
| Net debt to net total capital ratio <sup>(2)</sup>  | 38%                   | 34%   | +      | 4%        |
| EBITDA before telecommunications prepaid CACs net interest coverage ratio   | 6.5 times             | 7.9 times   | -      | 1.4 times |
| Earnings per share for profit attributable to shareholders of the Company (HK\$)  | 3.36                  | 3.04  | +      | 11%       |
| Dividends per share (HK\$)  | 1.73                  | 1.73  | -      | -         |

(1) Total revenue represents revenue of the Company and subsidiary companies as well as share of revenue of associated companies and jointly controlled entities.

(2) Net debt is defined on the Consolidated Cash Flow Statement. Net total capital is defined as total bank and other interest bearing borrowings plus total equity net of total cash, liquid funds and other listed investments as shown on the Consolidated Cash Flow Statement.

(3) EBITDA represents the EBITDA of the Company and subsidiary companies as well as the Group's share of the EBITDA of associated companies and jointly controlled entities. EBITDA is defined as earnings before interest expense and other finance costs, taxation, depreciation and amortisation, and includes profit on disposal of investments, elimination of minority interests and others and other earnings of a cash nature but excludes changes in the fair value of investment properties. Information concerning EBITDA has been included in the Group's financial information and consolidated financial statements and is used by many industries and investors as one measure of gross cash flow generation. The Group considers EBITDA to be an important performance measure which is used in the Group's internal financial and management reporting to monitor business performance. EBITDA is not a measure of cash liquidity or financial performance under generally accepted accounting principles in Hong Kong and the EBITDA measures used by the Group may not be comparable to other similarly titled measures of other companies. EBITDA should not necessarily be construed as an alternative to cash flow as determined in accordance with generally accepted accounting principles in Hong Kong.

(4) EBIT or LBIT represents the EBIT (LBIT) of the Company and subsidiary companies as well as the Group's share of the EBIT (LBIT) of associated companies and jointly controlled entities. EBIT (LBIT) is defined as earnings (losses) before interest expense and other finance costs and taxation. Information concerning EBIT (LBIT) has been included in the Group's financial information and consolidated financial statements and is used by many industries and investors as one measure of profit from operations. The Group considers EBIT (LBIT) to be an important performance measure which is used in the Group's internal financial and management reporting to monitor business performance. EBIT (LBIT) is not a measure of financial performance under generally accepted accounting principles in Hong Kong and the EBIT (LBIT) measures used by the Group may not be comparable to other similarly titled measures of other companies. EBIT (LBIT) should not necessarily be construed as an alternative to profit from operations as determined in accordance with generally accepted accounting principles in Hong Kong.

(5) 2004 figures are restated to reflect the Group's effect of the adoption of new and revised Hong Kong Financial Reporting Standards accounting policies in 2005 (See note 1 to the accounts).