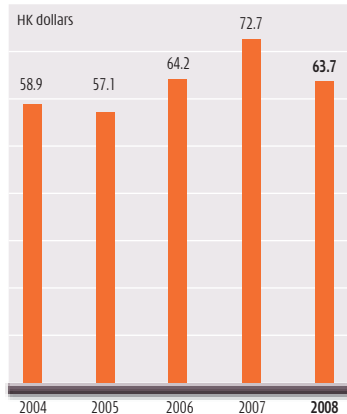


# Financial Highlights

## Net Assets Attributable to Shareholders of the Company per Share



## Earnings and Dividends per Share



	2008 HK\$ million	2007 HK\$ million	Change	
<b>Profit and loss account highlights</b>				
Total revenue <sup>(1)</sup>	348,365	308,775	+	13%
Earnings before interest expense and tax ("EBIT") <sup>(2)</sup> before the following	44,742	37,627	+	19%
Change in fair value of investment properties and profit on disposal of investments and others	7,404	26,633	-	72%
<b>Total EBIT</b>	<b>52,146</b>	<b>64,260</b>	-	<b>19%</b>
Profit attributable to shareholders of the Company	17,664	30,600	-	42%
<b>Balance sheet highlights</b>				
Fixed assets, investment properties, leasehold land and telecommunications licences	321,448	353,191	-	9%
Total cash, liquid funds and other listed investments	88,021	180,499	-	51%
Bank and other debts at principal amount	253,884	311,279	-	18%
Net debt <sup>(3)</sup>	165,863	130,780	+	27%
Total assets	680,085	799,226	-	15%
Total shareholders' funds	271,576	310,014	-	12%
<b>Cash flow statement highlights</b>				
Earnings before interest and other finance costs, tax, depreciation and amortisation ("EBITDA") <sup>(4)</sup> and before 3 Group telecommunications expensed CACs <sup>(5)</sup> and the following	94,971	91,451	+	4%
Cash profits on disposal of investments and others	1,421	37,854	-	96%
<b>EBITDA before 3 Group telecommunications expensed CACs</b>	<b>96,392</b>	<b>129,305</b>	-	<b>25%</b>
Funds from operations before capital expenditures, telecommunications expensed and postpaid CACs and working capital changes ("FFO") and the following	40,416	39,499	+	2%
Special dividend from HTIL	-	16,037	-	100%
Profit on disposal of certain listed equity investments	2,084	9,754	-	79%
<b>FFO</b>	<b>42,500</b>	<b>65,290</b>	-	<b>35%</b>
Capital expenditures	28,712	29,614	-	3%
Additions to telecommunications postpaid CACs	17,752	11,825	+	50%
<b>Key ratios and other information</b>				
Net debt to net total capital ratio <sup>(3)</sup>	34%	26%	+	8%
EBITDA before 3 Group telecommunications expensed CACs net interest coverage ratio	7.5 times	9.8 times	-	2.3 times
Earnings per share for profit attributable to shareholders of the Company (HK\$)	4.14	7.18	-	42%
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) 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 tax. 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 (loss) 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 (loss) from operations as determined in accordance with generally accepted accounting principles in Hong Kong.

(3) Net debt is defined on the Consolidated Cash Flow Statement. Net total capital is defined as total principal amount of bank and other debts plus total equity and loans from minority shareholders net of total cash, liquid funds and other listed investments as shown on the Consolidated Cash Flow Statement.

(4) 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 finance costs, tax, depreciation and amortisation, and includes profit on disposal of investments 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.

(5) CACs represents customer acquisition costs and contract customer retention costs.