

|  |           | 2016       | 2015       | 2014      | 2013      | 2012      |
|--|-----------|------------|------------|-----------|-----------|-----------|
| <b>Key Financial Highlights</b>                      |           |            |            |           |           |           |
| Revenue  | RMB' 000  | 13,345,761 | 11,125,941 | 8,922,692 | 7,281,263 | 7,622,808 |
| Gross profit   | RMB' 000  | 6,459,042  | 5,185,420  | 4,026,816 | 3,039,254 | 2,893,166 |
| Profit from operations                               | RMB' 000  | 3,203,372  | 2,696,682  | 2,018,863 | 1,565,599 | 1,563,310 |
| Profit attributable to equity shareholders           | RMB' 000  | 2,385,546  | 2,040,573  | 1,700,310 | 1,314,835 | 1,358,701 |
| Basic earnings per share                             | RMB cents | 95.36      | 81.66      | 68.12     | 52.71     | 54.48     |
| <b>Margins</b>                                       |           |            |            |           |           |           |
| Gross profit margin                                  | %         | 48.4       | 46.6       | 45.1      | 41.7      | 38.0      |
| Operating profit margin                              | %         | 24.0       | 24.2       | 22.6      | 21.5      | 20.5      |
| Margin of profit attributable to equity shareholders | %         | 17.9       | 18.3       | 19.1      | 18.1      | 17.8      |