FINANCIAL STATEMENTS AND REPORT OF THE AUDITORS FOR THE YEAR ENDED 31 DECEMBER 2011

[English translation for reference only. Should there be any inconsistency between the Chinese and English versions, the Chinese version shall prevail.]

FINANCIAL STATEMENTS AND REPORT OF THE AUDITORS FOR THE YEAR ENDED 31 DECEMBER 2011

[English translation for reference only]

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[English translation for reference only]

Report of the Auditors

PwC ZT Shen Zi (2012) No. 10056 (Page 1 of 2)

To the shareholders of Hainan Airlines Co., Ltd.:

We have audited the accompanying financial statements of Hainan Airlines Co., Ltd. (hereinafter "Hainan Airlines"), which comprise the consolidated and company balance sheets as at 31 December 2011, and the consolidated and company income statements, the consolidated and company statements of changes in shareholders' equity and the consolidated and company cash flow statements for the year then ended, and the notes to the financial statements.

Management's Responsibility for the Financial Statements

Management of Hainan Airlines is responsible for the preparation and fair presentation of these financial statements in accordance with the requirements of Accounting Standards for Business Enterprises, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with China Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.



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An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the consolidated and company's financial position of Hainan Airlines as of 31 December 2011, and of their financial performance and their cash flows for the year then ended in accordance with the Accounting Standards for Business Enterprises.

PricewaterhouseCoopers Zhong Tian CPAs Limited Company

Shanghai, the People's Republic of China 30 March 2012

CONSOLIDATED AND COMPANY'S BALANCE SHEETS AS AT 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

| | | 31 December | 31 December | 31 December | 31 December |
|-------------------------------------|-------------|--------------|--------------|-------------|-------------|
| | | 2011 | 2010 | 2011 | 2010 |
| ASSETS | Notes | Consolidated | Consolidated | Company | Company |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Current assets | | | | | |
| Cash at bank and on hand | 5(1) | 19,060,578 | 16,679,729 | 12,975,573 | 10,326,757 |
| Notes receivable | 5(2) | 3,117,336 | - | 3,117,336 | - |
| Accounts receivable | 5(3), 15(1) | 598,332 | 557,616 | 711,977 | 388,749 |
| Advances to suppliers | 5(6) | 452,540 | 427,562 | 386,739 | 377,243 |
| Interest receivable | 5(5) | 190,147 | 39,357 | 68,048 | 48 |
| Dividends receivable | | 6,016 | - | 6,016 | - |
| Other receivables | 5(4), 15(2) | 1,535,984 | 2,892,573 | 1,402,439 | 2,601,051 |
| Inventories | 5(7) | 126,256 | 47,628 | 122,031 | 43,607 |
| Total current assets | | 25,087,189 | 20,644,465 | 18,790,159 | 13,737,455 |
| Non-current assets | | | | | |
| Available-for-sale financial assets | 5(8) | 899,684 | 579,690 | 899,559 | 579,565 |
| Long-term equity investments | 5(9), 15(3) | 5,145,199 | 2,113,058 | 11,375,327 | 11,157,085 |
| Investment properties | 5(10) | 6,839,112 | 9,873,489 | 2,334,579 | 2,145,069 |
| Fixed assets | 5(11) | 31,229,556 | 29,984,965 | 25,887,414 | 24,172,043 |
| Construction in progress | 5(12) | 8,839,069 | 5,521,500 | 7,071,468 | 4,613,398 |
| Intangible assets | 5(13) | 194,177 | 199,911 | 92,816 | 94,727 |
| Goodwill | 5(14) | 328,865 | 328,865 | - | - |
| Long-term prepaid expenses | 5(15) | 358,553 | 303,821 | 331,144 | 274,398 |
| Other non-current assets | 5(16) | 2,375,248 | 2,003,031 | 2,026,215 | 1,630,434 |
| Total non-current assets | | 56,209,463 | 50,908,330 | 50,018,522 | 44,666,719 |
| TOTAL ASSETS | | 81,296,652 | 71,552,795 | 68,808,681 | 58,404,174 |

CONSOLIDATED AND COMPANY'S BALANCE SHEETS AS AT 31 DECEMBER 2011 (CONTINUED)

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

| LIABILITIES AND OWNERS' EQUITY | Notes | 31 December 2011 Consolidated RMB'000 | 31 December 2010 Consolidated RMB'000 | 31 December 2011 Company RMB'000 | 31 December 2010 Company RMB'000 |
|--|--------|--|--|---|---|
| Current liabilities | | | | | |
| Short-term borrowings | 5(19) | 17,533,295 | 17,704,048 | 12,718,250 | 11,849,417 |
| Financial liabilities held for trading | ` , | 150 | 176 | 150 | 176 |
| Notes payable | 5(20) | 5,059,860 | 3,216,726 | 3,066,621 | 2,881,178 |
| Accounts payable | 5(21) | 3,764,821 | 3,147,549 | 8,943,296 | 6,387,988 |
| Advances from customers | 5(22) | 1,124,595 | 823,093 | 22,060 | 22,060 |
| Employee benefits payable | 5(23) | 240,297 | 153,778 | 131,538 | 94,364 |
| Taxes payable | 5(24) | 576,743 | 841,691 | 112,616 | 547,770 |
| Interest payable | 5(25) | 324,449 | 106,317 | 291,330 | 90,053 |
| Dividend payable | | 24,617 | 19,078 | 24,617 | 19,078 |
| Other payables | 5(26) | 771,008 | 1,061,094 | 179,867 | 510,721 |
| Current portion of non-current liabilities | 5(27) | 4,603,564 | 4,420,703 | 3,760,545 | 3,278,448 |
| Total current liabilities | | 34,023,399 | 31,494,253 | 29,250,890 | 25,681,253 |
| Non-current liabilities | | | | | |
| Long-term borrowings | 5(28) | 23,463,293 | 23,223,093 | 17,931,380 | 18,131,389 |
| Debentures payable | 5(29) | 5,918,309 | | 4,927,151 | |
| Long-term payables | 5(30) | 1,412,548 | 1,685,270 | 1,397,460 | 1,611,123 |
| Deferred tax liabilities | 5(17) | 1,429,928 | 1,354,102 | 821,932 | 107,483 |
| Other non-current liabilities | 5(31) | 478,006 | 356,728 | 304,548 | 201,289 |
| Total non-current liabilities | - (-) | 32,702,084 | 26,619,193 | 25,382,471 | 20,051,284 |
| Total liabilities | | 66,725,483 | 58,113,446 | 54,633,361 | 45,732,537 |
| Owners! equity | | | | | |
| Owners' equity | 5(32) | 4 125 401 | 4 125 401 | 4 125 401 | 4 125 401 |
| Share capital Capital surplus | 5(32) | 4,125,491 5,817,180 | 4,125,491 6,231,028 | 4,125,491 6,097,975 | 4,125,491 |
| Surplus reserve | 5(34) | 568,001 | 383,918 | 568,001 | 6,228,846 383,918 |
| Undistributed profits | ` , | 3,966,000 | • | 3,383,853 | 1,933,382 |
| ' | 5(35) | | 1,725,046 | | |
| Total equity attributable to equity shareholders of the Company | | 14,476,672 | 12,465,483 | 14,175,320 | 12,671,637 |
| | 5(36) | 04.407 | 072 966 | | |
| Minority interests | J(JU) | 94,497 | 973,866 | 14 175 220 | 12 671 627 |
| Total owners' equity | | 14,571,169 | 13,439,349 | 14,175,320 | 12,671,637 |
| TOTAL LIABILITIES AND OWNER'S EQUITY | | 81,296,652 | 71,552,795 | 68,808,681 | 58,404,174 |

The accompanying notes form an integral part of these financial statements.

Legal representative: Chen Ming Person in charge of accounting function: Xu Zhoujin

CONSOLIDATED AND COMPANY'S INCOME STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

| | Notes | 2011 Consolidated RMB'000 | 2010 Consolidated RMB'000 | 2011 Company RMB'000 | 2010 Company RMB'000 |
|---|--------------|---------------------------------|---------------------------------|----------------------------|----------------------------|
| Revenue | 5(37), 15(4) | 26,273,246 | 21,706,147 | 18,160,988 | 14,761,631 |
| Less: Operating cost | 5(37), 15(4) | (19,497,987) | (15,492,922) | (13,525,784) | (10,342,630) |
| Business taxes and surcharges | 5(38) | (802,878) | (627,576) | (532,624) | (403,195) |
| Selling and distribution expenses | 5(39) | (1,260,252) | (1,091,760) | (885,397) | (758,399) |
| General and administrative expenses | 5(40) | (575,585) | (483,736) | (412,101) | (320,805) |
| Financial expenses – net | 5(41) | (2,003,902) | (1,588,286) | (1,573,533) | (1,125,206) |
| Assets impairment losses | 5(42) | (8,206) | - | - | - |
| Add: Gain on changes in fair value | 5(43) | 869,871 | 354,823 | 189,536 | 95,819 |
| Investment income | 5(44), 15(5) | 197,884 | 25,685 | 433,020 | 23,956 |
| Including: share of results of associates | 3 | 89,493 | (6,469) | 39,754 | (944) |
| Operating profit | | 3,192,191 | 2,802,375 | 1,854,105 | 1,931,171 |
| Add: Non-operating income | 5(45) | 580,720 | 896,871 | 490,058 | 819,770 |
| Less: Non-operating expenses | 5(46) | (76,855) | (47,952) | (29,381) | (1,368) |
| Including: losses on disposal of non-cu | rrent assets | (70,065) | (43,330) | (28,851) | 713 |
| Total profit | | 3,696,056 | 3,651,294 | 2,314,782 | 2,749,573 |
| Less: Income tax expenses | 5(47) | (861,848) | (430,396) | (473,953) | (311,875) |
| Net profit | | 2,834,208 | 3,220,898 | 1,840,829 | 2,437,698 |
| - Attributable to equity shareholders of the Co | mpany | 2,631,312 | 3,013,912 | 1,840,829 | 2,437,698 |
| - Minority interests | | 202,896 | 206,986 | - | - |
| Earnings per share (EPS) | | | | | |
| Basic earnings per share (RMB Yuan) | 5(48) | 0.64 | 0.74 | | |
| Diluted earnings per share (RMB Yuan) | 5(48) | 0.64 | 0.74 | | |
| Other comprehensive income | 5(49) | (130,871) | (54,746) | (130,871) | (54,746) |
| Total comprehensive income | | 2,703,337 | 3,166,152 | 1,709,958 | 2,382,952 |
| - Attributable to equity shareholders of the Co | mpany | 2,500,441 | 2,959,166 | | |
| - Minority interests | - | 202,896 | 206,986 | | |

The accompanying notes form an integral part of these financial statements.

Legal representative: Person in charge of accounting
Chen Ming function: Xu Zhoujin Person in charge of accounting
department: Xu Zhoujin

CONSOLIDATED AND COMPANY'S CASHFLOW STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

| Items | Notes | 2011 Consolidated RMB'000 | 2010 Consolidated RMB'000 | 2011 Company RMB'000 | 2010 Company RMB'000 |
|--|----------------------|---------------------------------|---------------------------------|----------------------------|----------------------------|
| 1. Cash flows from operating activities | | | | | |
| Cash received from sales of goods or rendering of services | | 27,799,258 | 24,111,595 | 19,292,000 | 14,735,425 |
| Cash received relating to other operating activities | 5(50)(a) | 1,890,338 | 2,112,258 | 569,145 | 2,381,940 |
| Sub-total of cash inflows | | 29,689,596 | 26,223,853 | 19,861,145 | 17,117,365 |
| Cash paid for goods and services | | (15,063,957) | (14,320,651) | (8,461,817) | (5,353,832) |
| Cash paid to and on behalf of employees | | (1,455,715) | (1,129,248) | (539,169) | (767,572) |
| Payments of taxes and surcharges | | (2,549,650) | (745,685) | (1,049,080) | (450,025) |
| Cash paid relating to other operating activities | 5(50)(b) | (4,631,907) | (3,552,026) | (4,046,860) | (2,658,466) |
| Sub-total of cash outflows | | (23,701,229) | (19,747,610) | (14,096,926) | (9,229,895) |
| Net cash flows from operating activities | 5(51)(a) | 5,988,367 | 6,476,243 | 5,764,219 | 7,887,470 |
| 2. Cash flows from investing activities | | | | | |
| Cash received from disposal of investments | | 13,236 | 2,843 | 3,236 | - |
| Cash received from returns on investments | | 12,359 | 32,103 | 9,014 | 24,900 |
| Net cash received from disposal of fixed assets, | | 4 100 192 | E00.000 | 2 504 160 | E04 717 |
| intangible assets and other long-term assets Cash received relating to other investing activities | 5(50)(c) | 4,109,182 2,835,367 | 508,980 1,047,923 | 3,504,160 295,130 | 504,717 7,540 |
| Sub-total of cash inflows | 3(30)(0) | 6,970,144 | 1,591,849 | 3,811,540 | 537,157 |
| Cash paid to acquire fixed assets, intangible assets | | 0,970,144 | 1,591,649 | 3,011,340 | 337,137 |
| and other long-term assets | | (7,951,498) | (4,665,275) | (6,855,361) | (3,467,039) |
| Cash paid to acquire investments | | (6,363,627) | (1,500,000) | (4,278,290) | (1,500,000) |
| Net cash paid to acquire subsidiaries and other business units | | - | (2,636,805) | (508,417) | (5,171,745) |
| Cash paid relating to other investing activities | 5(50)(d) | (2,086,397) | (2,148,553) | (200,000) | (105,096) |
| Sub-total of cash outflows | | (16,401,522) | (10,950,633) | (11,842,068) | (10,243,880) |
| Net cash flows from investing activities | | (9,431,378) | (9,358,784) | (8,030,528) | (9,706,723) |
| 3. Cash flows from financing activities | | | | | |
| Cash proceeds from capital contributions | | - | 3,115,517 | - | 2,985,517 |
| Cash received from borrowings | | 37,039,413 | 24,317,850 | 29,372,615 | 17,868,048 |
| Cash received relating to other financing activities | 5(50)(e) | 4,272,000 | 3,127,952 | 2,621,010 | |
| Sub-total of cash inflows | | 41,311,413 | 30,561,319 | 31,993,625 | 20,853,565 |
| Cash repayments of borrowings | | (30,050,201) | (21,112,321) | (22,586,715) | (15,655,496) |
| Cash payments for interest expenses and distribution of dividends | | (2,655,058) | (2,134,971) | (2,069,170) | (1,767,755) |
| Cash payments relating to other financing activities | 5(50)(f) | (3,252,741) | (2,067,020) | (3,058,291) | (383,963) |
| Sub-total of cash outflows | | (35,958,000) | (25,314,312) | (27,714,176) | (17,807,214) |
| Net cash flows from financing activities | | 5,353,413 | 5,247,007 | 4,279,449 | 3,046,351 |
| Effect of foreign exchange rate changes on cash and cash equivalents | | (25,825) | 919 | (14,850) | (20,321) |
| Net increase in cash and cash equivalents Add: Cash and cash equivalents at beginning of year | 5(51)(a) 5(51)(a) | 1,884,577 12,713,740 | 2,365,385 10,348,355 | 1,998,290 8,917,586 | 1,206,777 7,710,809 |
| 6. Cash and cash equivalent at end of year | 5(51)(b) | 14,598,317 | 12,713,740 | 10,915,876 | 8,917,586 |

The accompanying notes form an integral part of these financial statements.

Legal representative: Person in charge of accounting
Chen Ming function: Xu Zhoujin

CONSOLIDATED STATEMENTS OF CHANGES IN OWNERS' EQUITY FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

| | | Attributable to equity shareholders of the Company | | | | | |
|---|----------|--|-----------|----------|---------------|-------------|-------------|
| | | | | | Undistributed | | |
| | | | | | profits/ | | Total |
| | | Share | Capital | Surplus | (accumulate | Minority | owners' |
| Items | Notes | capital | surplus | reserves | d losses) | interests | equity |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Balance at 31 December 2009 | | 3,530,253 | 3,923,522 | 169,098 | (1,074,046) | 636,853 | 7,185,680 |
| Movements for the year ended 31 | December | 2010 | | | | | |
| - Net profit | | - | - | - | 3,013,912 | 206,986 | 3,220,898 |
| - Other comprehensive income | 5(49) | - | (54,746) | - | - | - | (54,746) |
| Capital contribution by | | | | | | | |
| shareholders | 5(32) | 595,238 | 2,390,279 | - | - | 130,000 | 3,115,517 |
| - Appropriation to surplus reserves | | - | - | 214,820 | (214,820) | - | - |
| - Others | | | (28,027) | - | | 27 | (28,000) |
| Balance at 31 December 2010 | | 4,125,491 | 6,231,028 | 383,918 | 1,725,046 | 973,866 | 13,439,349 |
| Movements for the year ended 31 | December | 2011 | | | | | |
| - Net profit | December | - | _ | _ | 2,631,312 | 202,896 | 2,834,208 |
| - Other comprehensive income | 5(49) | _ | (130,871) | _ | 2,001,012 | 202,000 | (130,871) |
| - Acquisition of minority | 0(10) | | (100,011) | | | | (100,011) |
| interests in subsidiaries | 5(33) | - | (282,977) | - | - | (1,079,013) | (1,361,990) |
| - Profit distribution | | | | | | | |
| Appropriation to | | | | | | | |
| surplus reserves | 5(34) | - | - | 184,083 | (184,083) | - | - |
| Profit distribution to | | | | | | | |
| shareholders | 5(35) | - | = | - | (206,275) | = | (206,275) |
| - Others | | | - | - | | (3,252) | (3,252) |
| Balance at 31 December 2011 | | 4,125,491 | 5,817,180 | 568,001 | 3,966,000 | 94,497 | 14,571,169 |

The accompanying notes form an integral part of these financial statements.

Legal representative: Person in char-Chen Ming function: Xi

Person in charge of accounting function: Xu Zhoujin

COMPANY'S STATEMENTS OF CHANGES IN OWNERS' EQUITY FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

| | | | | | Undistributed | |
|--|--------------|-----------|-----------|----------|---------------|------------|
| | | | | | profits/ | Total |
| | | Share | Capital | Surplus | (accumulated | owners' |
| Items | Notes | capital | surplus | reserves | losses) | equity |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Balance at 31 December 2009 | | 3,530,253 | 3,893,313 | 169,098 | (289,496) | 7,303,168 |
| Movements for the year ended 31 Dec | ember 2010 | | | | | |
| - Net profit | | - | - | = | 2,437,698 | 2,437,698 |
| - Other comprehensive income | 5(49) | - | (54,746) | - | - | (54,746) |
| - Capital contribution by shareholders | 5(32) | 595,238 | 2,390,279 | - | - | 2,985,517 |
| - Appropriation to surplus reserves | | | | 214,820 | (214,820) | |
| | | | | | | |
| Balance at 31 December 2010 | | 4,125,491 | 6,228,846 | 383,918 | 1,933,382 | 12,671,637 |
| Movements for the year ended 31 Dec | ember 2011 | | | | | |
| • | ellibel 2011 | | | | 4.040.000 | 4 0 40 000 |
| - Net profit | | - | - | - | 1,840,829 | 1,840,829 |
| - Other comprehensive income | 5(49) | - | (130,871) | - | - | (130,871) |
| - Profit distribution | | | | | | |
| Appropriation of surplus | | | | | | |
| reserves | 5(34) | - | = | 184,083 | (184,083) | = |
| - Profit distribution to | | | | | | |
| shareholders | 5(35) | | | | (206,275) | (206,275) |
| Balance at 31 December 2011 | | 4,125,491 | 6,097,975 | 568,001 | 3,383,853 | 14,175,320 |

The accompanying notes form an integral part of these financial statements.

Legal representative: Chen Ming Person in charge of accounting function: Xu Zhoujin

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

1 GENERAL INFORMATION OF THE COMPANY

Hainan Airlines Co., Ltd. (the "Company") was a joint stock limited company established on 18 October 1993 by Hainan Provincial Airlines, China Everbright International Trust and Investment Co. Ltd, Hainan Branch of Bank of Communications etc. The Company's registered address is Haikou, Hainan Province, the People 's Republic of China (the PRC"). The Company's registered capital was RMB250 million when it was initially established.

In March 1994, a bonus dividend was approved by a resolution passed at the general meeting of shareholders whereby 50 million shares were issued, and thereafter the Company's total share capital was increased to RMB300 million.

On 2 November 1995, the Company issued 100 million shares to American Aviation LTD. After the share issuance, the Company's total share capital was increased to RMB400 million.

On 26 June 1997, the Company issued 71 million B Shares (i.e. domestic listed ordinary shares issued to foreign investors for subscription in US dollars). Upon completion of the share issuance, the Company's total share capital was increased to RMB471 million.

On 11 October 1999, the Company completed a public offering of 205 million A Shares (i.e. domestic listed ordinary shares issued to PRC domestic investors for subscription in RMB). After the above public offering, the Company's total share capital was increased to RMB676 million.

On 18 May 2000, the Company distributed a bonus dividend of 0.8 share for every ten shares to all shareholders with total of 54 million shares being issued. After the bonus shares were distributed, the Company's total share capital was increased to RMB730 million.

On 29 June 2006, the Company completed a private placement with 2,800 million shares issued, of which 1,650 million shares were issued to Grand China Air. Together with previously owned 53 million shares, Grand China Air held 1,703 million shares of the Company after the issuance. After the above share issuance, the Company's share capital was increased to RMB3,530 million. In December 2006, Hainan Airlines Group Co., Ltd. ("HNA Group") and Hainan Qixing, shareholders of the Company, increased their capital investments in Grand China Air with 8,917,118 and 4,369,582 shares of the Company they held respectively. Thereafter, Grand China Air and its subsidiary, American Aviation LTD, held 1,716 million shares and 108 million shares of the Company respectively, which represent total 51.86% of the share capital of the Company, and Grand China Air became the parent company of the Company.

On 29 September 2006, the Company implemented the share reform scheme and the original non-circulating shareholders paid 3.3 shares for each 10 shares to exchange for the circulating right. The original non-circulating shares of the Company were granted with the circulating status subject to lock-up periods ranging from 1 to 3 years. As at 31 December 2011, all above non-circulating shares became tradable in Shanghai Stock Exchange.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

1 GENERAL INFORMATION OF THE COMPANY (CONTINUED)

On 12 February 2010, approved by China Securities Regulatory Commission ("CSRC"), the Company completed a share offering, in which each of Hainan Development Holding and HNA Group were offered approximately 298 million A shares of the Company with lock-up period of 36 months (Note 5(32)). After the completion of the above share issuance, the Company's share capital was increased to RMB4,125 million, among which Grand China Air, the parent company, owned RMB1,716 million shares or 41.60% of the share capital.

The Company and its subsidiaries (collectively referred to as the "Group" hereinafter) are principally engaged in the civil aviation business, and the approved scope of business includes the provision of domestic and international passenger and cargo air transportation, and other air transportation related services.

The financial statements were approved for issuance by the Company's Board of Directors (the "Board") on 30 March 2012 (the "Issuance Date of these financial statements").

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES

(1) Basis of preparation

(i) Basis of preparation

These financial statements were prepared in accordance with i) the Basic Standard and 38 specific standards of the "Accounting Standards for Business Enterprises" promulgated by Ministry of Finance ("MoF") on 15 February 2006, and the Application Guidance for Accounting Standards for Business Enterprises, Interpretations of Accounting Standards for Business Enterprises and other relevant regulations issued thereafter (hereinafter referred to as "the Accounting Standards for Business Enterprises"), and ii) "Preparation Convention for Information Disclosures by Companies Offering Securities to the Public, No.15 - General Provisions on Financial Reporting" (2010 Revised) (《公开发行证券的公司信息披露编报规则第15号—财务报告的一般规定》 (2010修订)) issued by CSRC.

(ii) Going concern basis

As at 31 December 2011, the current liabilities of the Group exceed its current assets by approximately RMB8,936 million. In preparing these financial statements, the Board has thoroughly assessed the going concern ability of the Group in association with the Group's current financial situation.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(1) Basis of preparation (Continued)

(iii) Going concern basis (Continued)

The Company's Board has already taken positive actions in dealing with the net working capital deficit mentioned above, and has been continuously seeking new financing channels and has obtained sufficient banking facilities to improve the Group's liquidity position. In light of the available banking facilities, the Group's raising fund history and the established good cooperation relationship with banks and financial institutions, the Board believes that the Group can continuously gain access to adequate financing resources for operation, payments of matured debts and capital expenditure. Accordingly, the Board believes that it is appropriate to prepare these financial statements on a going concern basis without including any adjustments that would be required should the Company and the Group fail to continue as a going concern.

(2) Statement of compliance with the Accounting Standards for Business Enterprises

The financial statements of the Company for the year ended 31 December 2011 are in compliance with the Accounting Standards for Business Enterprises, and present truly and completely the financial position as at 31 December 2011 and the operating results, cash flows and other information of the Group and the Company for the year then ended.

(3) Accounting period

The Group's accounting year starts on 1 January and ends on 31 December.

(4) Recording currency

The recording currency is Renminbi (RMB).

(5) Business combination

(a) Business combinations involving enterprise under common control

The consideration paid and net assets obtained by the absorbing party in a business combination are measured at the carrying amount. The difference between the carrying amount of the net assets obtained from the combination and the carrying amount of the consideration paid for the combination is treated as an adjustment to capital surplus (share premium). If the capital surplus (share premium) is not sufficient to absorb the difference, the remaining balance is adjusted against retained earnings. Costs directly attributable to the combination are included in profit or loss in the period when they are incurred. Transaction costs associated with the issue of equity or debt securities for the business combination are included in the initially recognised amounts of the equity or debt securities.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(5) Business combination (Continued)

(b) Business combinations involving enterprises not under common control

The business combination cost incurred to an acquirer and identifiable assets obtained from business combination are measured at fair values at the acquisition date. Where the cost of the combination exceeds the acquirer's interest in the fair value of the acquiree's identifiable net assets, the difference is recognised as goodwill; where the cost of combination is lower than the acquirer's interest in the fair value of the acquiree's identifiable net assets, the difference is recognised in profit or loss for the current period. Costs directly attributable to the combination are included in profit or loss in the period when they are incurred. Transaction costs associated with the issue of equity or debt securities for the business combination are included in the initially recognised amounts of the equity or debt securities.

(c) Purchase of minority interests of a subsidiary

After acquisition of minority interests of a subsidiary, the assets and liabilities of the subsidiary are stated in the consolidated financial statements at amounts calculated from the acquisition date (or the consolidation date) on an on-going basis. The difference between the additional long-term equity investments acquired by the Company and the share of net book value of the subsidiary calculated from the date of acquisition (or the consolidation date) is adjusted to capital surplus (share premium) of the consolidated financial statements, then undistributed profits if no sufficient capital surplus (share premium) to offset.

(6) Preparation of consolidated financial statements

The consolidated financial statements comprise the financial statements of the Company and all of its subsidiaries.

Subsidiaries are consolidated from the date on which the Group obtains control and are deconsolidated from the date that such control ceases. For a subsidiary that is acquired in a business combination involving enterprises under common control, it is included in the consolidated financial statements from the date when it, together with the Company, comes under common control of the ultimate controlling party. The portion of the net profits realised before the combination date is presented separately in the consolidated income statement.

In preparing the consolidated financial statements, where the accounting policies and the accounting periods of the Company and subsidiaries are inconsistent, the financial statements of the subsidiaries are adjusted in accordance with the accounting policies and the accounting period of the Company. For subsidiaries acquired from business combinations involving enterprises not under common control, the individual financial statements of the subsidiaries are adjusted based on the fair value of the identifiable net assets at the acquisition date.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(6) Preparation of consolidated financial statements (Continued)

All significant inter-company balances, transactions and unrealised gain on transactions between the group companies are eliminated in the consolidated financial statements. The portion of a subsidiary's equity and the portion of a subsidiary's net profits and losses for the period not attributable to the parent are treated as minority interests and minority interest income respectively and presented separately in the consolidated financial statements within equity and net profits respectively.

(7) Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, deposits that can be readily drawn on demand, and short-term and highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

(8) Foreign currency translation

(a) Foreign currency transactions

Foreign currency transactions are translated into RMB using the exchange rates prevailing at the dates of the transactions.

At the balance sheet date, monetary items denominated in foreign currencies are translated into RMB using the spot exchange rates on the balance sheet date. Exchange differences arising from these translations are recognised in profit or loss for the current period, except for those attributable to foreign currency borrowings that have been taken out specifically for the acquisition, construction or production of qualifying assets, which are capitalised as part of the cost of those assets. Non-monetary items denominated in foreign currencies that are measured at historical costs are translated at the balance sheet date using the spot exchange rates at the date of the transactions. The effect of exchange rate changes on cash is presented separately in the cash flow statement.

(b) Translation of foreign currency financial statements

The asset and liability items in the balance sheets for overseas operations are translated at the spot exchange rates on the balance sheet date. Among the owners' equity items, the items other than "undistributed profits" are translated at the spot exchange rates of the transaction dates. The income and expense items in the income statements of overseas operations are translated at the spot exchange rates of the transaction dates. The differences arising from the above translation are presented separately in the owners' equity. The cash flows of overseas operations are translated at the spot exchange rates on the dates of the cash flows. The effect of exchange rate changes on cash is presented separately in the cash flow statement.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(9) Financial instruments

- (a) Financial assets
- (i) Classification of financial assets

Financial assets are classified into the following categories at initial recognition: financial assets at fair value through profit or loss, receivables, available-for-sale financial assets and held-to-maturity investments, which classification of financial assets depends on the Group's intention and ability to hold the financial assets.

Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for the purpose of selling in the short term, which are presented as financial assets held for trading on the balance sheet.

Receivables

Receivables, including accounts receivable and other receivables, are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are either designated in this category or not classified in any of the other categories at initial recognition. Available-for-sale financial assets are included in other current assets on the balance sheet if management intends to dispose of them within 12 months from the balance sheet date.

Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed maturity and fixed or determinable payments that management has the positive intention and ability to hold to maturity. Held-to-maturity investments with maturities over 12 months when the investments were made but are due within 12 months at the balance sheet date are included in the current portion of non-current assets; held-to maturity investments with maturities no more than 12 months when the investments were made are included in other current assets.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(10) Financial instruments (Continued)

- (a) Financial assets (Continued)
- (ii) Recognition and measurement

Financial assets are recognised at fair value on the balance sheet when the Group becomes a party to the contractual provisions of the financial instrument. In the case of financial assets at fair value through profit or loss, the related transaction costs incurred at the time of acquisition are recognised in profit or loss for the current period. For other financial assets, transaction costs that are attributable to the acquisition of the financial assets are included in their initial recognition amounts.

Financial assets at fair value through profit or loss and available-for-sale financial assets are subsequently measured at fair value. Investments in equity instruments are measured at cost when they do not have a quoted market price in an active market and whose fair value cannot be reliably measured. The receivables and held-to-maturity investments are measured at amortised costs using the actual interest method.

A gain or loss arising from a change in fair value of financial assets at fair value through profit or loss are recognised in profit or loss. Interests and cash dividends received during the period in which such financial assets are held, as well as the gains or losses arising from disposal of these assets are recognised in profit or loss for the current period.

A gain or loss arising from a change in fair value of available-for-sale financial assets is recognised directly in equity, except for impairment losses and foreign exchange gains and losses arising from the translation of monetary financial assets. When such financial assets are derecognised, the cumulative gains or losses previously recognised directly into equity are recycled into profit or loss for the current period. Interests on available-for-sale investments in debt instruments calculated using the effective interest method during the period in which such investments are held and cash dividends declared by the investee on available-for-sale investments in equity instruments are recognised as investment income, which is recognised in profit or loss for the period.

(iii) Impairment of financial assets

The Group assesses the carrying amounts of financial assets other than those at fair value through profit or loss at each balance sheet date. If there is objective evidence that a financial asset is impaired, an impairment loss is provided for.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

- (9) Financial instruments (Continued)
- (b) Financial assets (Continued)
- (iii) Impairment of financial assets

When an impairment loss on a financial asset carried at amortised cost has occurred, the amount of loss is provided for at the difference between the asset's carrying amount and the present value of its estimated future cash flows (excluding future credit losses that have not been incurred). If there is objective evidence that the value of the financial asset recovered and the recovery is related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed and the amount of reversal is recognised in profit or loss.

If there is objective evidence that an impairment loss on available-for-sale financial assets incurred, the cumulative losses arising from the decline in fair value that had been recognised directly in equity are transferred out from equity and into impairment loss. For an investment in debt instrument classified as available-for-sale on which impairment losses have been recognised, if, in a subsequent period, its fair value increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the previously recognised impairment loss is reversed into profit or loss for the current period. For an investment in an equity instrument classified as available-for-sale on which impairment losses have been recognised, the increase in its fair value in a subsequent period is recognised directly in equity.

(iv) Derecognition of financial assets

Where a financial asset satisfies any of the following conditions, the recognition of it shall be terminated: (1) the contractual rights for collecting the cash flow of the said financial asset are terminated; or (2) the said financial asset has been transferred and the Group has transferred substantially all risks and rewards of ownership of the financial assets to the transferee; or (3) the said financial asset has been transferred and although the Group neither transfers nor retains substantially all risks and rewards of ownership of the financial asset, it has not retained the control of the said financial asset.

When the recognition of the financial assets is terminated, the difference between the book value of the financial assets and the sum of the consideration and the accumulated fair value changes directly recorded into the owner's equity shall be recognised in profit or loss for the current period.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(9) Financial instruments(Continued)

(b) Financial liabilities

Financial liabilities are classified into the following categories at initial recognition: financial liabilities at fair value through profit or loss and other financial liabilities. Financial liabilities at fair value through profit or loss are mainly derivatives financial liabilities. They are disclosed as financial liabilities held for trading on the balance sheet. Other financial liabilities are payables, borrowings and debentures etc.

Payables include accounts payable and other payables, etc., which are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method.

Borrowings and debentures are initially recognised at fair value, netting of transaction costs incurred, and subsequently measured at amortised cost using the effective interest method.

Other financial liabilities with repayment date within one year (one year included) are classified as short-term liabilities; other financial liabilities with repayment date over one year but within one year from the balance sheet date (one year included) are classified as current portion of non-current liabilities; other financial liabilities are classified as non-current liabilities.

Financial liabilities or obligation are fully or partially derecognised when the present obligations are fully or partially relieved, and the differences between the carrying amount of the derecognised financial liabilities and consideration paid are recognised in profit or loss for the current period.

(c) Determination of fair value of financial instruments

The fair value of a financial instrument that is traded in an active market is determined at the quoted price in the active market. The fair value of a financial instrument for which the market is not active is determined by using a valuation technique. Valuation techniques include using prices of recent market transactions between knowledgeable, willing parties, reference to the current fair value of another financial asset that is substantially the same with this instrument, and discounted cash flow analysis. When a valuation technique is used to establish the fair value of a financial instrument, market data is used as much as possible and data that is particularly related to the Group is rarely used.

(10) Receivables

Receivables comprise accounts receivable and other receivables. Accounts receivable arising from sale of goods or rendering of services are initially recognised at fair value by the Group in accordance with the consideration receivable from the buyer or service receiver under contract or agreement.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(10) Receivables (Continued)

(a) Receivables that are individually significant are subject to separate assessment for impairment

Receivables that are individually significant are subject to individual impairment assessment. If there is objective evidence that the Group will not be able to collect the full amounts according to the original terms, a provision for bad debt of the receivable is established.

The criteria to determine whether an individual amount is significant: whether the balance is more than RMB10 million.

Methodology for establishing bad debt provision: according to the excess of the carrying amount of the receivables over the present value of estimated future cash flows.

(b) Provisions for bad debts for accounts receivable by group

Receivables that are not individually significant together with those receivables that have been individually assessed for impairment and found not to be impaired are grouped on the basis of similar credit risk characteristics. The provisions for bad debts for the current year are determined, taking into consideration of the current conditions, on the basis of historical loss experience for the groups of receivables with the similar credit risk characteristics.

Groups for the purpose of bad debt provision assessment are determined as follows:

| Group 1 | Amounts due from related parties |
|---------|---|
| Group 2 | Aircraft leasing deposits and maintenance funds receivable |
| Group 3 | Other receivables excluding receivable within Group 1 and Group 2 |

Provision method for each group:

| Group 1 | No provisions for bad debts |
|---------|-----------------------------|
| Group 2 | No provisions for bad debts |
| Group 3 | Aging analysis method |

For Group 3, the provision percentages of receivables with aging analysis method is as follows:

| | Provision % | Provision % |
|---------------|------------------------|----------------------|
| | of accounts receivable | of other receivables |
| Within 1 year | 0% | 0% |
| 1 - 2 years | 5% | 5% |
| 2 - 3 years | 10% | 10% |
| 3 - 4 years | 30% | 30% |
| 4 - 5 years | 50% | 50% |
| 5 - 6 years | 80% | 80% |
| Over 6 years | 100% | 100% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(10) Receivables (Continued)

(c) Amounts that are not individually significant but provisions for bad debts are assessed individually:

Criteria of recognizing provisions for bad debts for accounts receivable individually: if there is objective evidence that the Group will not be able to collect the full amounts according to the original terms, a provision for bad debts of the receivable is established.

Methodology for making bad debt provision: according to the excess of the carrying amount of the receivable over the present value of estimated future cash flows.

(d) If the Group transfers the accounts receivable to the financial institutions without right of recourse, then the difference between the transaction amount and the carrying amount of the transferred accounts receivable (plus any relevant taxes) is recorded in the profit or loss for the current period.

(11) Inventories

(a) Classification

Inventories include consumables, cabin supplies and low valuable consumables, etc., and are measured at the lower of cost and net realisable value.

(b) Valuation method of delivered inventories

Consumables are first accounted using standard cost and the difference between standard cost and actual cost is considered as 'Cost Variance', and the standard cost is adjusted to actual cost at each month end

Cabin supplies are determined using the weighted average method.

- (c) Provision for decline in the value of inventories is determined at the excess amount of the carrying amounts of the inventories over their net realisable value. Net realisable value is determined based on the estimated selling price in the ordinary course of business, less the estimated costs to completion and estimated costs necessary to make the sale and related taxes.
- (d) The Group adopts the perpetual inventory system.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(12) Long-term equity investments

Long-term equity investments comprise the Company's long-term equity investments in its subsidiaries, the Group's long-term equity investments in its joint ventures and associates, as well as the long-term equity investments where the Group does not have control, joint control or significant influence over the investees and which are not quoted in an active market and whose fair value cannot be reliably measured.

Subsidiaries are the investees over which the Company is able to exercise control, i.e. having the power to govern their financial and operating policies so as to obtain benefits from their operating activities; associates are the investees that the Group has significant influence on their financial and operating policies.

The Company accounts for investments in subsidiaries using the cost method in its individual financial statements, and makes the appropriate adjustments using equity method when preparing the consolidated financial statements. Investments in associates are initially measured using the equity method. For the long-term equity investments in investees (i) over which the Group does not have control, joint control or significant influence; (ii) prices of which are not quoted in an active market; and (iii) fair value of which cannot be reliably measured, the cost method is used.

(a) Recognition of initial investment cost

Long-term equity investments acquired through business combination: long-term equity investments acquired through business combinations under common control are initially measured at the Group's equity share of the investee's net equity as at incorporation date; long-term equity investments acquired through business combination under non-common control are measured at the combination cost.

Long-term equity investments acquired other than business combination: long-term equity investments acquired by cash are initially measured at the amount of actually paid; long-term equity investments acquired by the issuance of equity shares are initially measured at the fair value of equity shares issued.

(b) Subsequent measurement and recognition of gain or loss

Long-term equity investments accounted for using the cost method are measured at the initial investment costs. Investment income is recognised in profit or loss for the cash dividends or profit distribution declared by the investees.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(12) Long-term equity investments (Continued)

(b) Subsequent measurement and recognition of gain or loss (Continued)

Long-term equity investments accounted for using the equity method. Where the initial investment cost exceeds the Group's share of the fair value of the investee's identifiable net assets at the time of acquisition, the investment is initially measured at cost. Where the initial investment cost is less than the Group's share of the fair value of the investee's identifiable net assets at the time of acquisition, the difference is included in profit or loss for the current period and the cost of the long-term equity investment is adjusted upwards accordingly.

When using the equity method of accounting, the Group recognises the investment income based on its share of net gain or loss of the investee. The Group discontinues recognizing its share of net losses of an investee after the carrying amount of long-term equity investment together with any long-term interests that, in substance, form part of the investor's net investment in the investee are reduced to zero. However, if the Group has incurred obligations for additional losses and the conditions on recognition of provision are satisfied in accordance with the accounting standard on contingencies, the Group continues recognising the investment losses and the provision. Under the circumstance that the Group's proportion of shareholding in an investee remains unchanged, the Group shall record directly in capital surplus its share of the changes in the investee's owner's equity other than those arising from net gain or loss. The carrying amount of the investment is reduced by Group's share of the profit or cash dividends declared by an investee. The gains or losses arising from the intra-group transactions between the Group and its investees are eliminated to the extent of the Group's interest in the investees, on the basis of which the investment income or losses are recognised. The loss on the intra-group transaction between the Group and its investees, of which the nature is asset impairment, is recognised in full amount, and the relevant unrealised gain or loss is not eliminated.

(c) Basis of determining to have control or significant influence over the investee

The term "control" refers to the power to govern the financial and operating polices of an investee so as to obtain benefits from its operating activities of the enterprise. When ascertaining whether or not it is able to control a investee, an investor shall take into consideration the existence and effect of potential voting rights, including that derived from the convertible bonds and warrants that are currently convertible or exercisable.

Significant influence usually translates into participation in the financial and operating policies without necessarily having full control or joint control over an investee.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(12) Long-term equity investments (Continued)

(d) Impairment of long-term equity investments

For the long-term equity investment in the subsidiary and associated enterprises, when its recoverable amount is less than its carrying amount, the carrying amount is reduced to the recoverable amount (Note 2(19)). For the impairment of other long-term equity investments which are not quoted in an active market and the fair value of which cannot be reliably measured, the impairment loss is recognised according to the difference between its carrying amount and present value determined by the discounted cash flow according to the market profitability of similar financial assets at that time. Once an impairment loss is recognised, it is not allowed to be reversed, even if the value of such asset is recovered in the subsequent periods.

(13) Investment properties

Investment properties, including land use rights that have already been leased out, buildings that are held for the purpose of leasing and buildings that is being constructed or developed for future use for leasing, are measured initially at cost. Subsequent expenditures incurred in relation to an investment property are included in the cost of the investment property when it is probable that the associated economic benefits will flow to the Group and their costs can be reliably measured; otherwise, the expenditures are recognised in profit or loss in the period in which they are incurred.

After initial recognition, investment property is subsequently measured using fair value mode and no depreciation or amortization is provided for investment property. The carrying amount of investment property is adjusted to fair value at balance sheet date and any difference between the fair value of the property at that date and its original carrying amount is recognised in the profit or loss.

If an investment property becomes owner-occupied property, it is reclassified as fixed assets or intangible assets at the date of transfer. The fair value of the investment property at the date of transfer becomes its carrying amount for subsequent accounting purposes. Any difference between the fair value of the property at that date and its previous carrying amount is recognised in profit or loss. If an item of owner-occupied property becomes an property held for operating lease, it is reclassified as investment property from fixed assets or intangible assets from the date of transfer and will be carried at fair value at the date of transfer. If the fair value at the date of transfer is less than the previous carrying amount, the difference is recognised in the profit or loss; if the fair value at the date of transfer is higher than the previous carrying amount, the difference is included directly in owners' equity. On subsequent disposal of an investment property, the amount that was previously included in owners' equity as the result of reclassification is transferred to profit or loss.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(13) Investment properties (Continued)

Investment property is derecognised either when it has been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. The net amount of proceeds from sale, transfer, retirement or damage of an investment property after its carrying amount and related taxes and expenses is recognised in profit or loss for the current period.

(14) Fixed assets

(a) Recognition and initial measurement of fixed assets

Fixed assets comprise buildings, aircrafts and engines, rotables, motor vehicles and other equipment.

The fixed assets are recognised when it is probable that economic benefits associated with the fixed assets will flow to the Group and their cost can be reliably measured. Fixed assets purchased or constructed by the Group are initially measured at cost at the time of acquisition.

Subsequent expenditures incurred for a fixed asset are included in the cost of the fixed asset when it is probable that the associated economic benefits will flow to the Group and its cost can be reliably measured. The carrying amount of the replaced part is derecognised. All the other subsequent expenditures are recognised in profit or loss in the period in which they are incurred.

(b) Method of fixed assets depreciation

Fixed assets are depreciated using the straight-line method. The fixed assets are depreciated according to the initial costs less their estimated residual values within their estimated useful lives. For the fixed assets being provided for impairment loss, the related depreciation charge is prospectively determined based upon the adjusted net book values over their remaining useful lives.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(14) Fixed assets (Continued)

(b) Method of fixed assets depreciation (Continued)

The estimated useful lives, the estimated residual values expressed as a percentage of cost and the annual depreciation rates are as follows:

| | Estimated | Estimated | Annual |
|--|---------------|----------------|-------------------|
| | useful lives | residual value | depreciation rate |
| Buildings | 40 years | 5% | 2.375% |
| Aircraft and engines' core components | 20 years | 5% | 4.75% |
| Aircraft and engines' replacement components | 5 – 7 years | 0% | 14.29% to 20% |
| Rotables | 10 – 15 years | 5% | 6.33% to 9.5% |
| Motor vehicles | 10 years | 5% | 9.5% |
| Machinery and equipment | 8 – 14 years | 5% | 6.78% to 11.875% |

The estimated useful life, the estimated net residual value of a fixed asset and the depreciation method applied to the asset are reviewed, and adjusted as appropriate at each year-end.

- (c) When the recoverable amount of the fixed assets is less than its book value, the book value is reduced to the recoverable amount (Note 2(19)).
- (d) Basis of recognition and method of valuation of fixed assets acquired under finance leases

The lease which actually transfers all risks and rewards relating to the ownership of the assets refers to finance lease. The lower of the fair value of leased assets and present value of lowest leasing expenses is used as the initial book value of the leased assets. Differences between book value of leased assets and minimum lease payments are recorded as unrecognised finance charge.

The fixed assets acquired under finance leases adopt same depreciation policy with self-owned fixed assets. Fixed asset under lease is depreciated within its expected life if it is reasonably certain that the Group will be able to obtain the ownership of the leased asset upon the expiry of the lease term; otherwise, the leased asset is depreciated within lease term or expected life of the asset, whichever is shorter.

(e) Disposal of fixed assets

The book value of a fixed asset is derecognised on disposal or when no future economic benefit is expected from its use or disposal. The amount of proceeds from disposals on sale, transfer, retirement or damage of a fixed asset net of its carrying amount and related taxes and expenses is recognised in profit or loss for the current period.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(15) Construction in progress

Construction in progress is measured at actual cost. Actual cost comprises construction costs, installation costs, borrowing costs that are eligible for capitalisation and other costs necessary to bring the fixed assets ready for their intended use. Construction in progress is transferred to fixed assets when the assets are ready for their intended use, and depreciation begins from the following month. When the recoverable amount of construction in progress is less than its carrying amount, the carrying amount is reduced to the recoverable amount (Note 2(19)).

(16) Borrowing costs

The borrowing costs that are directly attributable to the acquisition and construction of a fixed asset that needs a substantially long period of time for its intended use commence to be capitalised and recorded as part of the cost of the asset when expenditures for the asset and borrowing costs have been incurred, and the activities relating to the acquisition and construction that are necessary to prepare the asset for its intended use have commenced. The capitalisation of borrowing costs ceases when the asset under acquisition or construction becomes ready for its intended use and the borrowing costs incurred thereafter are recognised in profit or loss for the current period. Capitalisation of borrowing costs is suspended during periods in which the acquisition or construction of a fixed asset is interrupted abnormally and the interruption lasts for more than 3 months, until the acquisition or construction is resumed.

For specific borrowings funded for constructing of any qualifying assets that satisfy the requirements of capitalization, the capitalized borrowing costs are the amount of interest expenses incurred less interest income generated from unused loans or investment income/loss earned from temporary investment.

For general borrowings used to acquire or construct any qualifying assets that satisfy the capitalization requirements, the capitalised amount of borrowing costs is determined based on the excess of accumulated capital expenditure over the weighted average of capital expenditure funded by specific borrowings multiplied by the weighted average of actual interest rate of the general borrowings. The actual interest rate is used to discount the future cash flows during anticipated period or applicable shorter time to the originally recognised amount of the borrowings.

(17) Intangible assets

Intangible assets stand for land use rights, which are measured at actual cost.

Land use rights are amortised on the straight-line basis over the period of the land use rights of 40 to 70 years. If the acquisition costs of the land use rights and the buildings located thereon cannot be reasonably allocated between the land use rights and the buildings, all of the acquisition costs are recognised as fixed assets.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(17) Intangible assets (Continued)

Review of estimated useful life and amortization method for land use rights is performed at each year-end, with adjustment made as appropriate.

If the recoverable amount of intangible asset is less than its carrying amount, the carrying amount can be reduced to the recoverable amount (Note 2(19)).

(18) Long-term prepaid expenses

Long-term prepaid expenses include costs on pilot recruiting and training and other expenditures that have been made but should be recognised as expenses over more than one year in the current and subsequent periods. Long term prepaid expenses are amortised on a straight line basis over the beneficial periods and stated at net amount after deducting accumulated amortization from the actual expenses.

(19) Impairment of long-term assets

Fixed assets, construction in progress, intangible assets with finite useful lives, and long-term equity investments in subsidiaries and associates are tested for impairment if there is any indication that the assets may be impaired at the balance sheet date. If the result of the impairment test indicates that the recoverable amount of an asset is less than its carrying amount, a provision for impairment and an impairment loss are recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and the present value of the future cash flows expected to be derived from the asset. Provision for asset impairment is determined and recognised on the individual asset basis. If it is not possible to estimate the recoverable amount of an individual asset, the recoverable amount of a group of assets to which the asset belongs is determined. A group of assets is the smallest group of assets that is able to generate independent cash inflows.

Goodwill that is separately presented in the financial statements is tested for impairment at least every year, irrespective of whether there is any indication that the assets may be impaired. In conducting the test, the carrying value of goodwill is allocated to the related asset groups or groups of asset groups which are expected to benefit from the synergies of the business combination. If the result of the test indicates that the recoverable amount of an asset group or group of asset groups, including the allocated goodwill, is lower than its carrying amount, the corresponding impairment loss is recognised. The impairment loss is first deducted from the carrying amount of goodwill that is allocated to the asset group or group of asset groups, and then deducted from the carrying amounts of other assets within the asset groups or groups of asset groups in proportion to the carrying amounts of assets other than goodwill.

Once the above asset impairment loss is recognised, it will not be reversed for the value recovered in the subsequent periods.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(20) Employee benefits

Employee benefits mainly include wages or salaries, bonuses, allowances and subsidies, staff welfare, social security contributions, housing funds, labour union funds, employee education funds and other expenditures incurred in exchange for service rendered by employees.

Except for the compensation paid to the employee due to termination of the employment relationship, employee benefits are recognised as a liability in the accounting period in which an employee has rendered service, and as costs of assets or expenses to whichever the employee service is attributable.

(21) Profit distribution

Cash dividend is recognised as a liability in the period in which it is approved by shareholders meeting.

(22) Provisions

Provisions for onerous contracts etc. are recognised when the Group has a present obligation, it is probable that an outflow of economic benefits will be required to settle the obligation, and the amount of the obligation can be measured reliably.

A provision is initially measured at the best estimate of the expenditure required to settle the related present obligation. Factors surrounding a contingency, such as the risks, uncertainties and the time value of money, are taken into account as a whole in reaching the best estimate of a provision. Where the effect of the time value of money is material, the best estimate is determined by discounting the related future cash outflows. The increase in the discounted amount of the provision arising from passage of time is recognised as interest expense.

The carrying amount of provisions is reviewed at each balance sheet date and adjusted to reflect the current best estimate.

(23) Revenue recognition

The amount of revenue is determined in accordance with the fair value of the consideration received or receivable for the sale of goods and rendering of services in the ordinary course of the Group's activities. Revenue is shown net of value-added tax, rebates, discounts and returns.

Revenue is recognised when the economic benefits associated with the transaction will flow to the Group, the related revenue can be reliably measured, and the specific revenue recognition criteria have been met for each type of the Group's activities as described below:

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(23) Revenue recognition (Continued)

(a) Rendering of services

(i) Traffic revenue

Passenger and cargo revenue are recognised as traffic revenues when the transportation services are provided. The proceeds from sold but unused tickets for services pending to render is recognised as liabilities and to be recorded as advances from customers – sales in advance of carriage ("SIAC").

(ii) Commission income

Commission income is arisen from sales of tickets, acting as the agent of other airline companies, and is recognised when the tickets are sold.

(iii) Other revenue

Other revenues include cancelled ticket processing fee etc. These revenues are recognised at the time when the corresponding services are provided.

(b) Frequent flyer program

The Group operates a frequent flyer program, under a name of "Fortune Wind Club", which provides travel awards to program members based on accumulated mileages. According to the rewarding policy of the program, program members are eligible to redeem the mileages for gifts or free air tickets. The Group accounts for the frequent flyer mileages using deferred revenue method, under which revenue received in relation to mileage earning flight is allocated, based on the fair value, between the flight and mileages earned by the program member. The value attributed to the award mileages is deferred as a liability – deferred revenue until the mileages are redeemed or expired upon which the relevant deferred revenues are recognised as revenue.

(c) Transfer of asset use rights

Interest income is recognised on a time-proportion basis using the effective interest method.

Aircraft lease income and other rental income under operating leases are recognised on a straight-line basis over the lease periods.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(24) Government grants

Government grants represent monetary or non monetary assets freely offer by government, including tax refund and flight routes subsidy.

Government grants are recognised when there is a reasonable assurance that the grant will be received and the Group will comply with all attached conditions. Government grant in monetary asset are recognised at the amount of receipt or to be received. Government grant in non-monetary asset are recognised at its fair value. If its fair value cannot be obtained in a reliable way, it shall be measured at its nominal amount.

Government grants related to assets are recognised as deferred revenue and credited to the income statement over the expected useful lives of the related assets. The government grants which are measured at nominal amount are directly recorded into profit or loss in the period when they are recognised.

Government grants related to income, that used to compensate future related expenses or losses, are recognised as deferred revenue and credited to income over the years in which related expenses or losses are recognised. Government grantes to compensate expenses or losses that already incurred are recognised as income directly.

(25) Deferred tax assets and deferred tax liabilities

Deferred tax assets and deferred tax liabilities are calculated and recognised based on the differences arising between the tax bases of assets and liabilities and their carrying amounts (temporary differences). Deferred tax asset is recognised for the deductible losses that can be carried forward to subsequent years for deduction of the taxable profit in accordance with the tax laws. No deferred tax liability is recognised for a temporary difference arising from the initial recognition of goodwill. No deferred tax asset or deferred tax liability is recognised for the temporary differences resulting from the initial recognition of assets or liabilities due to a transaction other than a business combination, which affects neither accounting profit nor taxable profit (or deductible loss). At the balance sheet date, deferred tax assets and deferred tax liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled.

Deferred tax assets are only recognised for deductible temporary differences, and deductible losses and tax credits to the extent that it is probable that taxable profit will be available in the future against which the deductible temporary differences, deductible losses and tax credits can be utilised.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(25) Deferred tax assets and deferred tax liabilities (Continued)

Deferred tax liabilities are recognised for temporary differences arising from investments in subsidiaries and associates, except where the Group is able to control the timing of reversal of the temporary difference, and it is probable that the temporary difference will not reverse in the foreseeable future. When it is probable that the temporary differences arising from investments in subsidiaries and associates will be reversed in the foreseeable future and that the taxable profit will be available in the future against which the temporary differences can be utilised, the corresponding deferred tax assets are recognised.

Deferred tax assets and deferred tax liabilities which meet the following conditions at the same time can be stated at the net amount after offset:

- Deferred tax assets and deferred tax liabilities are related with the same taxpayer and imposed by the same tax administration.
- The Group is entitled to settle its tax assets and tax liabilities with the net amount.

(26) Leases

A finance lease is a lease that transfers substantially all the risks and rewards incidental to ownership of an asset. An operating lease is a lease other than a finance lease.

(a) Assets leased in under operating lease (the Group is a lessee)

Lease payments under an operating lease are charged to the profit and loss on a straight-line basis over the period of the lease.

(b) Assets leased out under operating lease (the Group is a lessor)

Lease rental income arising from operating lease is recognised using the straight-line method over the lease term. Direct costs relating to a lease transaction, if significant, are first capitalized then amortised in the profit and loss over the lease term along with the recognition of the related lease income. If the direct costs for the lease are small, the amounts should be directly expensed off. Contingent rentals are recognised in the period which it actually incurs.

(c) Assets acquired under finance lease (the Group is a lessee)

The leased asset is recognised at the lower of the fair value of the leased asset and the present value of the minimum lease payments. The difference between the recorded amount of the leased asset and the minimum lease payments is accounted for as unrecognised finance charge and is amortised using the effective interest method over the period of the lease. A long-term payable is recorded at the amount equal to the minimum lease payments less the unrecognised finance charge.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(26) Leases (Continued)

(d) Sales and leaseback

For sales and leaseback transaction resulting in finance lease, the difference between the sales proceed and the carrying amount of the asset is deferred and amortised over the depreciation period of the leased assets, as the adjustment to the depreciation charges.

For sales and leaseback transaction resulting in an operating lease, the difference between the sales proceeds and the carrying amount of the asset is recognised immediately in the income statement, if there is conclusive evidence that the transaction is entered at fair value. If the transaction is not entered at the fair value and the selling price is below the fair value, the loss is recognised in the income statement; however, if the loss will be compensated by future lease rental below the market price, the loss is deferred and amortised over the leasing period. If the selling price is higher than the fair value, the difference between fair value and the selling prices is deferred and amortised over the lease period.

(27) Routine maintenance and overhaul costs

Routine repairs and maintenance costs are charged to the income statement as and when incurred.

For aircraft and engines owned or held under finance leases by the Group, overhaul costs which meet the definition of fixed assets are capitalized as a component of fixed assets and depreciated over the overhaul cycles. In respect to aircrafts and engines under operating leases, the Group has obligations to fulfill certain return conditions upon expiration of the leases. Provisions for the estimated costs of the overhauls and checks for the return conditions are based on the actual usages (i.e. flying hours/cycles) over the estimated periods between overhauls. All other overhaul expenses incurred during the operating lease periods are charged to the income statement as and when incurred.

(28) Segment information

The Group identifies operating segments based on the internal organisation structure, management requirements and internal reporting system, and discloses segment information of reportable segments which is determined on the basis of operating segments.

An operating segment is a component of the Group that satisfies all of the following conditions: (1) the component is able to earn revenues and incur expenses from its ordinary activities; (2) whose operating results are regularly reviewed by the Group's management to make decisions about resources to be allocated to the segment and to assess its performance, and (3) for which the information on financial position, operating results and cash flows is available to the Group. If two or more operating segments have similar economic characteristics and satisfy certain conditions, they are aggregated into one single operating segment.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(29) Critical accounting estimates and judgments

The Group continually evaluates the critical accounting estimates and key judgments applied based on historical experience and other factors, including expectations of future events that are believed to be reasonable. The critical accounting estimates and key assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are outlined below:

(a) Taxation

The Group operates businesses in various regions and pays various taxes. There are many transactions and events for which the ultimate tax determination is uncertain during the Group's ordinary course of business. Significant judgment is required from the Group in determining the provision for taxes in accordance with applicable tax rules and other relevant policies. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will affect the initially recognised amount of tax payable and relevant profit and loss.

Moreover, recognition of deferred income tax assets for tax losses depends, to a large extent, upon management's judgment as to the ability to generate sufficient future taxable profit to offset the tax losses and deductible temporary differences. Calculation of future taxable profits involves a lot of judgments and estimations, together with the consideration of the tax planning strategies and overall economic environment. Different judgments and estimates will affect the recognition and measurement of deferred income tax assets.

(b) Fixed assets depreciation

Depreciation of components related to overhauls of aircraft and engine is calculated based on estimated overhaul costs and overhaul interval. Such estimates are conducted in accordance with the Group's historical experience with similar aircraft and engine models. Depreciation of other fixed assets is calculated based on estimated useful life. The estimated useful life, the estimated net residual value of the fixed assets and the depreciation method applied to the assets are reviewed, and adjusted at each year-end.

(c) Provision for checks and overhauls for return conditions for aircraft and engines under operating leases

Provision for checks and overhauls to be conducted to fulfil the return conditions for aircraft and engines under operating leases is made based on the estimated costs of checks and overhaul to be required at the end of the leases. Such estimates need to take into account anticipated flying hours, flying cycles, overhaul interval and overhaul costs to be incurred at the end of the lease. These judgments or estimates are based on historical experience on returning similar airframe and engine models, actual costs incurred and aircraft and engines status. Different judgments or estimates would affect the estimated provision for the costs of return condition checks and overhauls.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(29) Critical accounting estimates and judgments (Continued)

(d) Fair value of frequent flyer mileage points

The fair value of frequent flyer mileage points is estimated based on redemption rates and the fair value of redeemable items. The redemption rate is estimated based on historical experience and projections for the future. The fair value of the redeemable item is estimated with reference to the contracted prices and the average ticket prices throughout the year. Should different redemption rates and the fair value of redeemable items are applied, the fair value of frequent flyer mileage points will change significantly.

(e) Fair value of investment property

The fair value of an investment property is determined by either the income capitalisation approach or direct comparison approach. The income capitalisation approach is a method of valuation under which the fair value of an investment property is determined by analysing the net rental income derived from the existing and prospective tenancies. The direct comparison approach is to estimate the market value of an investment property by making reference to comparable properties and sales transactions as available in the relevant market. The variance in future rental income and selected property prices may have significant impact on the Group's assessment of the fair value of the investment property.

(f) Revenue recognition

The Group recognises traffic revenues in accordance with the accounting policy stated in Note 2(23) to the financial statements. Unused tickets are recognised in traffic revenues when management believes that the uplift obligation ceases. Management evaluates the balance of SIAC periodically and records any adjustments, which can be material, in the period the evaluation is completed. These adjustments result from differences between the estimates of certain revenue transactions and the timing of recognising revenue for any unused air tickets and the related sales price, which affect the timing and amount of revenue recognition.

3 TAXATION

(1) Corporate income tax

In accordance with Guofa (2007) No.39 (国务院国发(2007)39 号文) issued by the State Council, the applicable corporate income tax rates of the Company and Golden Deer, a subsidiary incorporated in Special Economic Zone of Hainan Province, gradually increased to 25% within years from 2008 to 2012. The applicable corporate income tax rates of the Company and Golden Deer are 24% for 2011. For the subsidiaries established in other regions, the applicable corporate income tax rates for 2011 are 25%.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

3 TAXATION (CONTINUED)

(2) Business tax

Traffic revenues, commission income and certain other revenues generated by the Group are subject to business tax. The applicable tax rate of traffic revenues is 3%. The applicable tax rate of commission income and certain other revenues is 5%.

According to "Notice on the airline fuel surcharge exempt from Business Tax issued by Ministry of Finance and State Administration of Taxation" Caishui【2008】No. 178 ("《财政部、国家税务总局关于航空公司燃油附加费免征营业税的通知》(财税【2008】178 号)"), the fuel surcharge income of airline company is exempted from business tax from 1 January 2008 to 31 December 2010.

Pursuant to the "Notice of exemption of business tax on the provision of international transportation services" Caishui 【2010】No. 8("《财政部、国家税务总局关于国际运输劳务免征营业税的通知》(财税【2010】8号)") jointly issued by MoF and the State Administration of Taxation on 23 April 2010, effective from 1 January 2010, the Group's revenues from the provision of international transportation services are exempt from business tax.

(3) City maintenance and construction tax and education surcharges

In accordance with Guofa [2010] No.35 issued by the State Council on 18 October 2010 –"Notice of alignment of the institution of city maintenance and construction tax and education surcharges of foreign and domestic enterprises and individuals"("国发【2010】35 号《关于统一内外资企业和个人城市维护建设税和教育费附加制度的通知》"), the Company is subject to city maintenance and construction tax and education surcharges which is calculated based on the payments of the business tax and VAT starting from 1 December 2010. The applicable city maintenance and construction tax and education surcharges rates of the Group are 7% and 5% respectively.

(4) Value added tax ("VAT")

According to the related tax regulation, the imported aircraft and aircraft flight equipment of the Group are subject to VAT of 4%.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

3 TAXATION (CONTINUED)

(4) Value added tax ("VAT") (Continued)

According to "The Notice issued by the Ministry of Finance regarding tax issues in 2011 on imported aircraft and engine maintenance equipment used by domestic airline companies on international routes, Hong Kong and Macao routes" CaiGuaiShui【2011】No. 1("《财政部关于2011年度对营运国际航线、港澳航线和支线航线的国内航空公司进口维修用航空器材税收问题的通知》财关税【2011】1号"), issued by MoF on 26 January 2011, by approval of the State Council, the imported aircraft and engine maintenance equipment (including parts and components sent to overseas for maintenance) used by domestic airline companies on international routes, Hong Kong and Macau routes are exempt from import tariffs and VAT on imports or enjoy a lower tax rate in 2011.

In addition, the Group's import and export business and material allocation are subject to VAT. The Company and certain subsidiaries of the Company are small-scale VAT taxpayer and the applicable VAT rate is 3%.

(5) Custom duty

According to "The Notice on the Tariff Classification of Aircrafts and Related Parts and questions on the tax rates applicable to leased aircrafts after adjustment of import duty rate" Shushui【1998】No. 472("署税【1998】472号文《关于飞机及其零部件税则归类和进口税率调整后租赁飞机适用税率问题的通知》")issued by State Customs Department on 12 August 1998, the aircraft leased and airframe imported after 1 October 1997 are subject to custom duty at a rate of 1%. The aircraft equipments, cabin equipments and spare parts are subject to custom duties according to rates specified by "The Notice on the adjustment of import and export duty rates of several categories of goods" Shuiweihui【1999】No. 1("《关于调整若干商品进出口关税税率的通知》税委会【1999】1号.").

(6) Domestic infrastructure levies

According to the "Notice of Domestic Infrastructure Levies Collection Rules Minhang Guicaifa 【2004】 No. 94" ("民航规财发【2004】94号关于印发《民航基础设施建设基金征收细则》的通知"), the Group is required to pay domestic infrastructure levies in accordance with Caizong 【2004】 No. 38 ("财综【2004】38号") issued by Ministry of Finance (hereafter referred to as "MOF"). Domestic infrastructure levies are calculated according to type of the route, maximum flight weight, flying distance etc. and charged to costs as and when incurred.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

3 TAXATION (CONTINUED)

(7) Civil aviation airport construction fee

According to "Notice on the Changes In Collection Method of Civil Aviation Airport Construction Fee" (Minhangguicaifa【2004】No. 109) ("民航规财发【2004】109号《关于改变民航机场管理建设费征收方式的通知》"), "Notice on the Reform of The Collection and Management Method of Civil Aviation Airport Construction Fee issued by MOF and ACCA" Caizong【2004】No. 51 ("财综【2004】51号《财政部、民航总局关于改革民航机场管理建设费征收管理方式等有关问题的通知》") and "The Regulations on Related Accounting Treatment on the Civil Aviation Airport Construction Fee after Reform of Collection Management Method" Caikuai【2004】No. 8 ("财会【2004】8号财政部关于印发《民航机场管理建设费征收管理方式改革后有关会计处理规定》") issued by MOF, passengers are required to pay civil aviation airport construction fee when purchasing air tickets. The fee for domestic route is RMB 10 Yuan or 50 Yuan for each person and for international routes is RMB 90 Yuan for each person. Civil aviation airport construction fee is separately shown in the ticket, and is collected by airline companies on behalf of the government.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

4 BUSINESS COMBINATION AND CONSOLIDATED FINANCIAL STATEMENTS

(1) Subsidiaries

(a) Subsidiaries obtained through establishment or investment in 2011

| | Type of | Place of | Nature of | | | Enterprise | Legal | Organisation |
|------------|----------------|--------------|------------|--------------------|---|------------|----------------|--------------|
| | subsidiaries | registration | business | Registered capital | Scope of business | type | representative | code |
| | | | | | | | | |
| Hainan | Direct control | Hong Kong | Investment | HKD70,200,000 | As the agent of Hainan Airlines in Hong Kong and Macao, such as | Limited | Wang | 636400456 |
| Airlines | | | | | import and export, equipment lease, information technology | liability | Yingming | |
| (Hongkong) | | | | | services, high technology development, consulting, investment | company | | |
| | | | | | and capital operations, etc. | | | |
| Hunan | Direct control | Hunan | Investment | RMB450,000,000 | Investment and management of airline transportations and | Limited | Xu Zhoujin | 57860988-3 |
| Golden- | | | | | relevant projects, and of airport; investment in energy and | liability | | |
| Deer | | | | | communication industries; capital operating planning and | company | | |
| | | | | | management, investment management; corporate marketing | | | |
| | | | | | planning and management. | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

4 BUSINESS COMBINATION AND CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (1) Subsidiaries (Continued)
- (a) Subsidiaries obtained through establishment or investment in 2011 (Continued)

| | | | | | | | Amount offsetting |
|-------------------|---------------------|-------------------------|----------------|----------------|--------------|-----------------------|----------------------|
| | | | | | | | minority interests |
| | Accumulated | Balances of other items | | | | | (profit and loss) |
| | capital contributed | forming the net | | | | | included in minority |
| | as at 31 | investment in | | | Consolidated | Minority interests as | interest (balance |
| | December 2011 | subsidiaries | % shareholding | % voting right | or not | at 31 December 2011 | sheet) |
| | RMB'000 | | | | | | |
| | | | | | | | |
| HNA Hongkong | 58,417 | - | 100% | 100% | Yes | - | - |
| Hunan Golden-Deer | 450,000 | <u> </u> | 100% | 100% | Yes | | |
| | 508,417 | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

4 BUSINESS COMBINATION AND CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(1) Subsidiaries (Continued)

(b) Subsidiaries acquired under non-common control as at 31 December 2011

| | Type of | Place of | Nature of | | | | Legal | Organisation |
|-------------------|------------------|--------------|-----------------|--------------------|---|-------------------|----------------|--------------|
| | subsidiaries | registration | business | Registered capital | Scope of business | Enterprise type | representative | code |
| | | | | | | | | |
| Xinhua Airlines | Direct control | Beijing | Transportation | RMB2,258,570,000 | Domestic and international, passenger and cargo air transportation | Limited liability | Yang Jinglin | 10001095-1 |
| | | | | | | company | | |
| Chang'an Airlines | Direct control | Xi'an | Transportation | RMB1,754,390,000 | Domestic and international, passenger and cargo air transportation | Limited liability | Wang Jinsheng | 71974795-7 |
| | | | | | | company | | |
| Beijing Kehang | Direct control | Beijing | Real estate | RMB150,000,000 | Catering, accommodation, project investment management, real estate | Limited liability | Liu Xin | 75131148-3 |
| | | | development | | development, property management, hotel management, etc | company | | |
| Shanxi Airlines | Direct control & | Taiyuan | Transportation | RMB658,400,000 | Domestic and international, passenger and cargo air transportation | Limited liability | Wang Xiaodong | 73190009-6 |
| | indirect control | | | | | company | | |
| Brussels EDIP | Direct control | Brussels | Hotel operation | EUR7,716,000 | Hotel management, finance, real estate development | Limited liability | Zhang Jingsong | BE0435779032 |
| | | | | | | company | | |
| Brussels DATA | Direct control | Brussels | Hotel operation | EUR248,000 | Hotel management, tour service | Limited liability | Zhang Jingsong | BE0860905979 |
| | | | | | | company | | |
| Brussels SODE | Direct control | Brussels | Hotel operation | EUR2,163,000 | Hotel management, tour service, finance, real estate development. | Limited liability | Zhang Jingsong | BE0407675657 |
| | | | | | agency | company | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

4 BUSINESS COMBINATION AND CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(1) Subsidiaries (Continued)

(b) Subsidiaries acquired under non-common control as at 31 December 2011 (Continued)

| | Accumulated | Balances of other | | | | | Amount offsetting |
|-------------------|-------------------|--------------------|----------------|----------------|--------------|--------------------|----------------------------|
| | capital | items in substance | | | | | minority interests (profit |
| | contributed as at | forming the net | | | | | & loss) included in |
| | 31 December | investment in | | | Consolidated | | minority interests |
| | 2011 | subsidiaries | % shareholding | % voting right | or not | Minority interests | (balance sheet) |
| | RMB'000 | | | | | RMB'000 | |
| Vinhua Airlinaa | 2.746.407 | | 100% | 100% | Yes | | |
| Xinhua Airlines | 3,746,107 | - | | | | - | - |
| Chang'an Airlines | 1,799,408 | - | 100% | 100% | Yes | - | - |
| Beijing Kehang | 1,728,341 | - | 95% | 95% | Yes | 88,515 | - |
| Shanxi Airlines | 761,880 | - | 100% | 100% | Yes | - | - |
| Brussels EDIP | 62,996 | - | 100% | 100% | Yes | - | - |
| Brussels DATA | 61,764 | - | 100% | 100% | Yes | - | - |
| Brussels SODE | 59,918 | | 100% | 100% | Yes | | |
| | 8,220,414 | - | | | • | 88,515 | _ |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

4 BUSINESS COMBINATION AND CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(2) Entities newly included in consolidation scope in the current year

| | Net assets | Net loss |
|----------------------------------|------------------|----------|
| | 31 December 2011 | 2011 |
| | RMB'000 | RMB'000 |
| HNA Hongkong (Note 4(1)(a)) | 33,171 | (25,246) |
| Hunan Golden-Deer (Note 4(1)(a)) | 450,000 | <u>-</u> |

(3) Entities no longer included in consolidation scope in the current year

For the year ended 31 December 2011, the Company disposed and lost controls of the following subsidiaries since the respective disposal dates, so these subsidiaries are no longer included in consolidation scope:

| | Disposal date | Acquirer | Net asset as at disposal date | Net profit from 1 January 2011 to disposal date |
|-----------------|------------------|-------------------------|-------------------------------|---|
| | | | RMB'000 | RMB'000 |
| Qionghai Nanjue | 12 December 2011 | HNA Real Estate Holding | 155,875 | 58,487 |
| Hainan Guoshan | 12 December 2011 | Grand China Air | 693,080 | 63,900 |
| Hainan Guoxu | 12 December 2011 | Grand China Air | 1,181,574 | 87,405 |
| Hainan Hangpeng | 12 December 2011 | Grand China Air | 824,256 | 82,757 |
| | | | | 292,549 |

(a) Considerations and cash flow arisen from the disposals are outlined as below:

| | Qionghai Nanjue | Hainan Guoshan | Hainan Guoxu | Hainan Hangpeng | Total |
|-----------------------------------|--------------------|-------------------|-----------------|--------------------|-----------|
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Disposal price | 155,875 | 693,080 | 1,209,574 | 824,256 | 2,882,785 |
| - Cash and cash equivalents | | | | | |
| received from disposal | - | - | - | - | - |
| - Consideration recorded in notes | | | | | |
| receivable | - | 693,080 | - | 824,256 | 1,517,336 |
| - Consideration recorded in other | | | | | |
| receivables | 155,875 | - | 1,209,574 | - | 1,365,449 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

4 BUSINESS COMBINATION AND CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (3) Entities no longer included in consolidation scope in the current year (Continued)
- (b) Net assets of the disposed subsidiaries are outlined as below:

| | Qionghai Nanjue | | Hainan Guoshan | | Hainan (| Guoxu | Hainan Hangpeng | |
|-------------|-----------------|----------|----------------|-----------|-----------|-----------|-----------------|-----------|
| | Disposal | 31 | Disposal | 31 | Disposal | 31 | Disposal | 31 |
| | date | December | date | December | date | December | date | December |
| | | 2010 | | 2010 | | 2010 | | 2010 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | | | |
| Current | | | | | | | | |
| assets | 325 | 14,371 | 2,001 | 2,001 | 2,025 | 2,001 | 2,001 | 2,001 |
| Non-current | | | | | | | | |
| assets | 220,669 | 83,167 | 910,195 | 824,995 | 1,559,492 | 1,432,567 | 1,082,103 | 971,762 |
| Current | | | | | | | | |
| liabilities | (45,614) | (151) | (1) | (1) | (7,815) | (1) | (1) | (1) |
| Non-current | | | | | | | | |
| liabilities | (19,505) | | (219,115) | (197,815) | (372,128) | (340,397) | (259,847) | (232,262) |
| Net asset | 155,875 | 97,387 | 693,080 | 629,180 | 1,181,574 | 1,094,170 | 824,256 | 741,500 |

(c) Gains or losses on disposals of subsidiaries are outlined as below:

| | Qionghai | Hainan | Hainan | Hainan | |
|-----------------------------------|-----------|-----------|-------------|-----------|-------------|
| | Nanjue | Guoshan | Guoxu | Hangpeng | Total |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Considerations | 155,875 | 693,080 | 1,209,574 | 824,256 | 2,882,785 |
| Less: Net assets at disposal date | (155,875) | (693,080) | (1,181,574) | (824,256) | (2,854,785) |
| Gains on disposals | - | | 28,000 | | 28,000 |

(d) Revenue, expenses and profit from 1 January 2011 to disposal date are outlined as below:

| | Qionghai | Hainan | Hainan | Hainan | |
|----------------------------------|----------|----------|----------|----------|-----------|
| | Nanjue | Guoshan | Guoxu | Hangpeng | Total |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Revenue | - | - | - | - | - |
| Less: Cost and expenses | (27) | - | (7,789) | - | (7,816) |
| Add: Net gain on changes in fair | | | | | |
| value | 78,019 | 85,200 | 126,925 | 110,342 | 400,486 |
| Total profit | 77,992 | 85,200 | 119,136 | 110,342 | 392,670 |
| Less: Income tax expenses | (19,505) | (21,300) | (31,731) | (27,585) | (100,121) |
| Net profit | 58,487 | 63,900 | 87,405 | 82,757 | 292,549 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

(1) Cash at bank and on hand

| | 31 December 2011 | | | 31 December 2010 | | | |
|-----------------------------|------------------|----------|------------|------------------|----------|------------|--|
| | Original | Exchange | Amount in | Original | Exchange | Amount in | |
| | currency | rate | RMB | currency | rate | RMB | |
| | ('000') | | RMB'000 | ('000) | | RMB'000 | |
| Cash on hand | | | | | | | |
| RMB | _ | _ | 579 | _ | _ | 807 | |
| USD | 50 | 6.3009 | 314 | 2,265 | 6.6227 | 15,000 | |
| Others | | _ | 1,067 | | | 340 | |
| Subtotal | | _ | 1,960 | | | 16,147 | |
| | | | | | | | |
| Cash at banks and financial | institutions (a) | | | | | | |
| RMB | _ | _ | 14,133,939 | _ | _ | 12,604,443 | |
| USD | 56,243 | 6.3009 | 354,379 | 8,137 | 6.6227 | 53,892 | |
| Others | | _ | 108,039 | | | 39,258 | |
| Subtotal | | _ | 14,596,357 | | | 12,697,593 | |
| | | | | | | | |
| Other cash balances (a)&(b) | | | | | | | |
| RMB | _ | _ | 4,462,261 | _ | _ | 3,848,096 | |
| USD | _ | _ | - | 17,728 | 6.6227 | 117,410 | |
| Others | | | | | | 483 | |
| Subtotal | | _ | 4,462,261 | | • | 3,965,989 | |
| Total | | _ | 19,060,578 | | · | 16,679,729 | |

- (a) As at 31 December 2011, the cash at bank and on hand included deposits of RMB4,449,149 thousand (31 December 2010: RMB4,814,360 thousand) placed in HNA Finance, a related party of the Group (Note 7(6)), among which, RMB2,862,752 thousand (31 December 2010: RMB2,714,503 thousand) was recorded in cash at banks and financial institutions, and RMB1,586,397 thousand (31 December 2010: RMB2,099,857 thousand) was recorded in other cash balances.
- (b) Other cash balances comprise:

| | 31 December | 31 December |
|-------------------------------------|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Term deposits (Note) | 1,750,000 | 2,148,556 |
| Security deposits for notes payable | 1,390,599 | 1,336,994 |
| Other restricted deposits | 1,321,662 | 363,029 |
| Offshore deposits | - | 117,410 |
| | 4,462,261 | 3,965,989 |
| | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(1) Cash at bank and on hand (Continued)

(b) Other cash balances comprise: (Continued)

Note: As at 31 December 2011, term deposit of RMB1,250,000 thousand (31 December 2010: RMB2,148,556 thousand) was pledged for short-term borrowings of RMB490,000 thousand and long-term borrowings of RMB579,750 thousand (Note 5(19)&(28)).

The Company borrowed in USD borrowings pledged with RMB payments through domestic banks to pay aircraft rentals and prepayments which are denominated in USD. Pursuant to the arrangements and the agreements signed by the Company with the banks, upon maturities, the pledged RMB deposits and USD borrowings would be settled on net basis at pre-agreed exchange rates. According to the Accounting Standards for Business Enterprises, the Company presents the financial assets and financial liabilities under the above agreements with net balance in the balance sheet. The corresponding balances of such financial assets and financial liabilities before offset are as follows:

| | 31 December 2011 | 31 December 2010 |
|---|--------------------------------|--------------------------------|
| | RMB'000 | RMB'000 |
| Other cash balances – restricted cash deposits Short-term borrowings | 381,352 (381,352) | |
| (2) Notes receivable | | |
| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
| Trade acceptance notes | 3,117,336 | _ |

As at 31 December 2011, the balance of notes receivable represented the trade acceptance notes issued by Grand China Air, the parent company of the Company, for acquiring the subsidiaries (i.e. Hainan Guoshan & Hainan Guoxu)(Note 4(3)(a)) and an associate (i.e. Haidao Construction) of the Company. The balance was settled in February 2012, and details are set out as follows:

| Issuing Entity | Issuing date | Maturity date | Amount RMB'000 |
|-----------------|------------------|------------------|-------------------|
| Grand China Air | 27 December 2011 | 10 February 2012 | 693,080 |
| Grand China Air | 25 December 2011 | 5 February 2012 | 824,256 |
| Grand China Air | 30 December 2011 | 15 February 2012 | 800,000 |
| Grand China Air | 30 December 2011 | 15 February 2012 | 800,000 |
| | | _ | 3,117,336 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(3) Accounts receivable

| (Ο) | 7.0004111010001742510 | | |
|-----|---|---------------------|---------------------|
| | | 31 December 2011 | 31 December 2010 |
| | | RMB'000 | RMB'000 |
| | Accounts receivable | 626,755 | 595,237 |
| | Less: Provisions for bad debts | (28,423) | (37,621) |
| | | 598,332 | 557,616 |
| (a) | The aging of accounts receivable is analysed below: | | |
| | | 31 December | 31 December |
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Within 1 year | 598,332 | 553,382 |
| | 1 to 2 years | - | 1,229 |
| | 2 to 3 years | - | 5,442 |
| | 3 to 4 years | - | 2,550 |
| | 4 to 5 years | - | 86 |
| | 5 to 6 years | - | 1,079 |
| | Over 6 years | 28,423 | 31,469 |
| | | 626,755 | 595,237 |

(b) Accounts receivable are analysed by categories as follows:

| | 31 December 2011 | | | | 31 Decemb | ber 2010 | | |
|------------------------------|------------------|------------|-----------|------------|-----------|------------|----------|------------|
| | | | Provisi | on for | | | Provisio | n for |
| | Book b | alance | bad debts | | Book b | alance | bad de | bts |
| | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total |
| | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance |
| Provisions for bad debts by | | | | | | | | |
| group | | | | | | | | |
| - Group by aging analysis | | | | | | | | |
| method | 380,138 | 61% | (1,126) | 0% | 389,068 | 65% | (6,369) | 2% |
| - Group by related parties | 219,320 | 35% | - | - | 174,917 | 30% | - | - |
| Amounts that are not | | | | | | | | |
| individually significant but | | | | | | | | |
| with provisions for bad | | | | | | | | |
| debts assessed | | | | | | | | |
| individually | 27,297 | 4% | (27,297) | 100% | 31,252 | 5% | (31,252) | 100% |
| , | 626,755 | 100% | (28,423) | 5% | 595,237 | 100% | (37,621) | 6% |

(c) At 31 December 2011, there is no accounts receivable which was individually significant and with specific provision for bad debts (31 December 2010: Nil).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(3) Accounts receivable (Continued)

(d) Provisions for bad debts for accounts receivable grouped using aging analysis method are as follows:

| | | 31 December 2011 | | | 31 December 2010 | | | |
|---------------|---------|------------------|----------|------------|------------------|------------|-----------|------------|
| | | | Provisio | n for | | | Provision | on for |
| | Book b | alance | bad de | bad debts | | alance | bad debts | |
| | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total |
| | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance |
| Within 1 year | 379,012 | 100% | - | - | 377,070 | 97% | - | - |
| 1 to 2 years | - | - | - | - | 1,229 | - | (63) | 5% |
| 2 to 3 years | - | - | - | - | 2,738 | 1% | (273) | 10% |
| 3 to 4 years | - | - | - | - | 1,495 | 1% | (449) | 30% |
| 4 to 5 years | - | - | - | - | 1,386 | - | (808) | 58% |
| 5 to 6 years | - | - | - | - | 1,176 | - | (802) | 68% |
| Over 6 years | 1,126 | 0% | (1,126) | 100% | 3,974 | 1% | (3,974) | 100% |
| | 380,138 | 100% | (1,126) | | 389,068 | 100% | (6,369) | 2% |

(e) As at 31 December 2011, accounts receivable that were not individually significant but with specific provisions for bad debts are analysed as follows:

| | Gross amount RMB'000 | Provisions for bad debts RMB'000 | % of provisions for bad debts |
|----------------------|-------------------------|--|-------------------------------|
| Debtor 1 Debtor 2 | 8,184 4,478 | (8,184) (4,478) | 100% 100% |
| Debtor 3 Debtor 4 | 2,791 1,693 | (2,791) (1,693) | 100% 100% |
| Others | 10,151 | (10,151) | 100% |
| | 27,297 | (27,297) | 100% |

As at 31 December 2011, as these accounts receivables had been long outstanding and the Group was unable to get contact with the debtors, the management envisaged that such receivables were difficult to recover and therefore full provisions for bad debts were made.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(3) Accounts receivable (Continued)

(f) No receivables for which full or large portion bad debt provisions were made in prior years have been recovered or reversed during the current year.

Accounts receivable written off during the current year are analysed as follows:

| | Nature of accounts receivable | Amount written off RMB'000 | Reason for write-off | Whether arising from related party transaction |
|----------|-------------------------------|----------------------------|--|--|
| Debtor 5 | Chartered flights | 4,412 | Unable to get contact with the debtors | No |
| Debtor 6 | Ticket fair | 2,704 | Unable to get contact with the debtors | No |
| Debtor 7 | Ticket fair | 1,054 | Unable to get contact with the debtors | No |
| Others | | 6,657 | Unable to get contact with the debtors | No |
| | | 14,827 | | |

- (g) As at 31 December 2011, accounts receivable did not include any amounts due from entities which hold over 5% (5% inclusive) voting shares of the Company (31 December 2010: Nil).
- (h) As at 31 December 2011, the top 5 largest accounts receivables are analysed as follows:

| | Relationship with the Group | Amount RMB'000 | Aging | % of total accounts receivable balance |
|--------------------|-----------------------------|-------------------|---------------|--|
| Debtor 1 | Third party | 109,841 | Within 1 year | 18% |
| Xinsheng Info Tech | Under HNA Group's control | 102,896 | Within 1 year | 16% |
| Debtor 2 | Third party | 48,684 | Within 1 year | 8% |
| Yisheng Holding | Under HNA Group's control | 45,274 | Within 1 year | 7% |
| Tianjin Airlines | Under HNA Group's control | 42,479 | Within 1 year | 7% |
| | · | 349,174 | | 56% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(3) Accounts receivable (Continued)

(i) Accounts receivable from related parties are analysed below:

| | | 31 December 2011 | | 3′ | 1 Decembe | r 2010 | |
|--------------------------------|---------------------------|-------------------|------------|----------------------|-------------------|------------|----------------------|
| | Relationship with the | | % of total | Provision for | | % of total | Provision for |
| | Group | Amount RMB'000 | balance | bad debts RMB'000 | Amount RMB'000 | balance | bad debts RMB'000 |
| Xinsheng Info Tech | Under HNA Group's control | 102,896 | 17% | - | - | - | - |
| Yisheng Holding | Under HNA Group's control | 45,274 | 7% | - | 95,804 | 16% | - |
| Tianjin Airlines | Under HNA Group's control | 42,479 | 7% | - | 20,133 | 3% | - |
| Grand China Baixiang logistics | Under HNA Group's control | 19,903 | 3% | - | - | - | - |
| Others | | 8,768 | 1% | | 58,980 | 10% | _ |
| | | 219,320 | 35% | | 174,917 | 29% | - |

(j) Accounts receivable include the following balances in foreign currency:

| | 3 | 1 December 201 | 1 | 3 | 1 December 20 | 10 |
|------------------|----------|----------------|------------|----------|---------------|------------|
| | Original | Exchange | RMB | Original | Exchange | RMB |
| Foreign currency | currency | rate | equivalent | currency | rate | equivalent |
| | ('000) | | RMB'000 | ('000) | | RMB'000 |
| USD | 2,568 | 6.3009 | 16,181 | 3,320 | 6.6227 | 21,990 |
| Others | | | 13,973 | | | 16,021 |
| | | | 30,154 | | _ | 38,011 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(4) Other receivables

| | 31 December | 31 December |
|---|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Amounts due from related parties (Note) | 1,363,426 | 2,798,181 |
| Others | 227,822 | 190,743 |
| | 1,591,248 | 2,988,924 |
| Less: Provision for bad debts | (55,264) | (96,351) |
| | 1,535,984 | 2,892,573 |

Note: As at 31 December 2011, among the balance of amounts due from related parties, RMB1,209,574 thousand and RMB155,875 thousand are due from Grand China Air and HNA Real Estate Holding respectively (Note 4(3)(a)), which represent the unsettled considerations for the equity shares disposed. These balances were settled by the end of February 2011.

As at 31 December 2010, amounts due from related parties mainly included RMB1,256,228 receivables from Grand China Technology for the assets transferred and RMB1,496,904 receivables from HNA Airlines Holdings for the aircraft disposed by the Group. These receivables were fully collected in 2011.

(a) The aging of other receivables is analysed below:

| | 31 December | 31 December |
|---------------|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Within 1 year | 1,528,422 | 2,849,731 |
| 1 to 2 years | 9,222 | 39,425 |
| 2 to 3 years | 1,465 | 1,761 |
| 3 to 4 years | 1,505 | 1,353 |
| 4 to 5 years | 870 | 2,130 |
| 5 to 6 years | 2,080 | 1,790 |
| Over 6 years | 47,684 | 92,734 |
| | 1,591,248 | 2,988,924 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(4) Other receivables (Continued)

(b) Other receivables are analysed by category as follows:

| | 31 December 2011 | | | | 31 December 2010 | | | | |
|---|------------------|---------|----------|---------------|------------------|---------|-----------|---------------|--|
| | | | | Provision for | | | | Provision for | |
| | Book bal | ance | bad de | ebts | Book ba | lance | bad debts | | |
| | | % of | | % of | | % of | % (| | |
| | Amount | total | Amount | total | Amount | total | Amount | total | |
| | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | |
| Amounts that are individually significant and with specific provision for bad debts (c) | 11,799 | 1% | (11,799) | 100% | 29,242 | 1% | (29,242) | 100% | |
| Provision for bad debts by group | | | | | | | | | |
| Group by aging analysis method (d) | 115,945 | 7% | (14,382) | 12% | 72,221 | 2% | (22,758) | 32% | |
| Aircraft leasing security deposits and maintenance funds receivable | 70,995 | 4% | - | - | 44,929 | 2% | - | - | |
| Group by related parties (i) Amounts that are not individually significant but | 1,363,426 | 86% | - | - | 2,798,181 | 94% | - | - | |
| with specific provision for | | | | | | | | | |
| bad debts | 29,083 | 2% | (29,083) | 100% | 44,351 | 1% | (44,351) | 100% | |
| Ī | 1,591,248 | 100% | (55,264) | 3% | 2,988,924 | 100% | (96,351) | 3% | |

(c) As at 31 December 2011, other receivables that were individually significant and with specific provisions for bad debts made are analysed below:

| | | Provision for | % of provision for |
|--------------------|--------------|---------------|--------------------|
| | Book balance | bad debts | bad debts |
| | RMB'000 | RMB'000 | |
| | | | |
| Other receivable 1 | 11,799 | (11,799) | 100% |

As at 31 December 2011, as these account receivables have been long outstanding and the Group was unable to get contact with the debtors, management envisaged that such receivables were difficult to recover and therefore full provisions for bad debts were made.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(4) Other receivables (Continued)

(d) Provision for bad debts for other receivables grouped using aging analysis method are as follows:

| | 31 December 2011 | | | | 31 December 2010 | | | |
|---------------|------------------|------------|----------|------------|------------------|------------|------------|---------|
| | | | Provisi | on for | | | Provis | ion for |
| | Book b | alance | bad o | debts | Book b | alance | bad debts | |
| | | % of total | | % of total | | % of total | % of total | |
| | Amount | balance | Amount | balance | Amount | balance | Amount | balance |
| | RMB'000 | | RMB'000 | | RMB'000 | | RMB'000 | |
| | | | | | | | | |
| Within 1 year | 89,724 | 77% | - | - | 35,279 | 49% | - | - |
| 1 to 2 years | 7,640 | 7% | (229) | 3% | 10,767 | 15% | (412) | 4% |
| 2 to 3 years | 2,656 | 2% | (186) | 7% | 1,761 | 2% | (165) | 9% |
| 3 to 4 years | 1,220 | 1% | (312) | 26% | 1,353 | 2% | (492) | 36% |
| 4 to 5 years | 1,089 | 1% | (481) | 44% | 2,130 | 3% | (1,147) | 54% |
| 5 to 6 years | 1,755 | 2% | (1,313) | 75% | 1,790 | 2% | (1,401) | 78% |
| Over 6 years | 11,861 | 10% | (11,861) | 100% | 19,141 | 27% | (19,141) | 100% |
| | 115,945 | 100% | (14,382) | 12% | 72,221 | 100% | (22,758) | 32% |

(e) As at 31 December 2011, debtors that were not individually significant but with specific provision for bad debts are analysed below:

| | | Provision for | % of provision for |
|----------|--------------|---------------|--------------------|
| | Book balance | bad debts | bad debts |
| | RMB'000 | RMB'000 | |
| Debtor 1 | 6,354 | (6,354) | 100% |
| Debtor 2 | 5,457 | (5,457) | 100% |
| Debtor 3 | 5,280 | (5,280) | 100% |
| Debtor 4 | 3,185 | (3,185) | 100% |
| Debtor 5 | 2,500 | (2,500) | 100% |
| Others | 6,307 | (6,307) | 100% |
| | 29,083 | (29,083) | |

As at 31 December 2011, as these other receivables have been long outstanding and the Group was unable to get contact with the debtors, management envisaged that such receivables were difficult to recover and therefore full provisions for bad debts were made.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(4) Other receivables (Continued)

(f) No other receivables for which full or substantial large portion bad debts for provision were made in prior years have been recovered or reversed during the year.

Other receivables written off in current year are analysed as follows:

| | Nature of other receivables | Amount written off RMB'000 | Reason for write-off | Whether arising from the related party transaction |
|--------------------|---------------------------------|----------------------------------|---|--|
| Other receivable 1 | Prepayment for flight equipment | 17,443 | Unable to get in contact with the debtors | No |
| Other receivable 2 | Debtors | 9,639 | Unable to get in contact with the debtors | No |
| Others | Debtors | 16,582 | Unable to get in contact with the debtors | No |
| | | 43,664 | | |

(g) Other receivables due from the entities that hold over 5% (5% inclusive) voting shares of the Company are analysed as follows:

| | 31 December 2011 | 31 December 2010 |
|-----------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| Grand China Air | 1,135,375 | - |

(h) As at 31 December 2011, the top 5 largest other receivables are analysed below:

| | | | | % of total |
|-----------------------|-----------------------------|-----------|---------------|------------|
| | Relationship with the Group | Amount | Aging | balance |
| | | RMB'000 | | |
| Crand China Air | Doront company | 1 125 275 | Mithin 4 year | 700/ |
| Grand China Air | Parent company | 1,135,375 | Within 1 year | 72% |
| HNA Real Estate | | | | |
| Holding | Under HNA Group's control | 156,069 | Within 1 year | 10% |
| Yangtze River Express | Under HNA Group's control | 44,802 | Within 1 year | 3% |
| Other Receivable 3 | Third party | 37,852 | Within 1 year | 2% |
| Other Receivable 4 | Third party | 19,577 | Within 1 year | 1% |
| | | 1,393,675 | | 88% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(4) Other receivables (Continued)

(i) Other receivables due from related parties are analysed below:

| | | 31 December 2011 | | 31 December | 2010 | |
|-----------------------|-----------------------|------------------|------------|-------------|------------|--|
| | Relationship with the | Amount | % of total | Amount | % of total | |
| | Group | RMB'000 | balance | RMB'000 | balance | |
| Grand China Air | Parent company | 1,135,375 | 71% | - | - | |
| HNA Real Estate | Under HNA Group's | | | | | |
| Holding | control | 156,069 | 10% | 193 | - | |
| Yangtze River Express | Under HNA Group's | | | | | |
| | control | 44,802 | 3% | 33 | - | |
| HNA Airlines Holdings | Under HNA Group's | | | | | |
| | control | - | - | 1,496,904 | 50% | |
| Grand China | Under HNA Group's | | | | | |
| Technology | control | - | - | 1,256,228 | 43% | |
| Others | | 27,180 | 2% | 44,823 | 1% | |
| | | 1,363,426 | 86% | 2,798,181 | 94% | |

(j) Other receivables include the following balances denominated in foreign currencies:

| | 31 December 2011 | | | 31 December 2010 | | |
|--------|------------------|----------|------------|------------------|----------|------------|
| | Original | Exchange | RMB | Original | Exchange | RMB |
| | currency | rate | equivalent | currency | rate | equivalent |
| | ('000) | | RMB'000 | ('000) | | RMB'000 |
| USD | 12,276 | 6.3009 | 77,350 | 8,256 | 6.6227 | 54,678 |
| Others | | _ | 4,110 | | | 1,213 |
| | | _ | 81,460 | | - | 55,891 |

(5) Interest receivable

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|-------------------------|-----------------------------|-----------------------------|
| HNA Finance (Note 7(6)) | 121,444 | 31,088 |
| Others | 68,703 | 8,269 |
| | 190,147 | 39,357 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(6) Advances to suppliers

(a) The aging of the advances to suppliers is analysed as follows:

| | 31 December 20 | 011 | 31 December 2010 | | |
|---------------|----------------|---------|------------------|---------|--|
| | | % total | | % total | |
| Aging | Amount | balance | Amount | balance | |
| | RMB'000 | | RMB'000 | | |
| Within 1 year | 413,969 | 91% | 398,691 | 93% | |
| 1 to 2 years | 22,186 | 5% | 14,453 | 4% | |
| 2 to 3 years | 7,824 | 2% | 5,926 | 1% | |
| Over 3 years | 8,561 | 2% | 8,492 | 2% | |
| | 452,540 | 100% | 427,562 | 100% | |

As at 31 December 2011, advances to suppliers with aging more than 1 year amounted to RMB38,571 thousand (31 December 2010: RMB28,871 thousand), which mainly represented the prepayment for maintenance expenses. As the related services have not yet been rendered by the suppliers, such amounts have not been cleared.

(b) As at 31 December 2011, the top 5 advances to suppliers with the largest balances are analysed below:

| | Relationship with | | % to the total | Time of | |
|-----------|-------------------|-------------------|----------------|---------|---|
| | the Group | Amount RMB'000 | balance | payment | Reasons for unsettlement |
| Company 1 | Third party | 67,509 | 16% | 2011 | Prepaid custom duty and VAT, the service not yet provided |
| Company 2 | Third party | 35,769 | 8% | 2011 | Prepaid fuel cost, goods not yet delivered |
| Company 3 | Third party | 19,410 | 4% | 2011 | Prepayment for flight equipment, goods not yet delivered |
| Company 4 | Third party | 18,409 | 4% | 2011 | To be amortised |
| Company 5 | Third party | 15,430 | 3% | 2011 | To be amortised |
| | _ | 156,527 | 35% | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(6) Advances to suppliers (Continued)

(c) As at 31 December 2011, no advanced payments to entities which hold over 5% (5% inclusive) of voting shares of the Company were included in the advances to suppliers (31 December 2010: Nil).

The advances to the related parties are analysed as follows:

| | _ | 31 Decer | mber 2011 | 31 Decen | 31 December 2010 | | |
|--------------|-------------------|----------|----------------|----------|------------------|--|--|
| | Relationship with | Amount | % to the total | Amount | % to the total | | |
| | the Group | RMB'000 | balance | RMB'000 | balance | | |
| HNA Import & | | | | | | | |
| Export | Associate | - | - | 133,127 | 31% | | |
| Others | _ | 2,681 | 1% | 3,731 | 1% | | |
| | - | 2,681 | 1% | 136,858 | 32% | | |

(d) The advances to suppliers include the following balances denominated in foreign currencies:

| | 31 | December 2 | .011 | 31 December 2010 | | | | |
|----------|----------|------------|------------|------------------|----------|------------|--|--|
| Foreign | Original | Exchange | RMB | Original | Exchange | RMB | | |
| currency | currency | rate | equivalent | currency | rate | equivalent | | |
| | ('000) | | RMB'000 | ('000) | | RMB'000 | | |
| USD | 40,912 | 6.3009 | 257,782 | 62,891 | 6.6227 | 416,510 | | |
| EUR | 622 | 8.1625 | 5,077 | 766 | 8.8065 | 6,746 | | |
| Others | | | 1,931 | | | 915 | | |
| | | | 264,790 | | | 424,171 | | |

(7) Inventories

| | 31 | December 20 | 11 | 31 December 2010 | | | |
|----------------|---------|--------------|----------|------------------|-------------|----------|--|
| | | Provision | | | Provision | | |
| | | for declines | | for declines | | | |
| | Gross | in value of | Net book | Gross | in value of | Net book | |
| | amount | inventories | value | amount | inventories | value | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | |
| | | | | | | | |
| Consumables | 58,714 | - | 58,714 | - | - | - | |
| Cabin supplies | 42,482 | (83) | 42,399 | 32,402 | (83) | 32,319 | |
| Others | 25,143 | | 25,143 | 15,309 | | 15,309 | |
| | 126,339 | (83) | 126,256 | 47,711 | (83) | 47,628 | |
| | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(8) Available-for-sale financial assets

| 31 December | 31 December |
|-------------|---------------------------------------|
| 2011 | 2010 |
| RMB'000 | RMB'000 |
| 500,000 | - |
| 399,684 | 579,690 |
| 899,684 | 579,690 |
| | 2011 RMB'000 500,000 399,684 |

- (a) The Company and another party set up a limited partnership enterprise with a period of 10 years. The Company contributed capital of RMB500 million and taken limited liabilities. Another party contributed capital of RMB3 million and owned management and control rights to the partnership enterprise. As the Company has no control, jointly control or significant influences to the partnership enterprise, the investment in the partnership enterprise was classified as available-for-sale financial assets.
- (b) As at 31 December 2010, available-for-sale financial assets represented 29,772,496 shares of China Merchants Securities with lock-up period of three years (from 18 June 2009 to 17 June 2012). In 2011, China Merchants Securities passed a profit appropriation proposal to appropriate RMB3 Yuan cash dividend for each 10 shares and also increase share capital of 3 shares for each 10 shares using capital surplus, all of the newly issued shares are subject to lock-up period ending 17 June 2012. The cash dividend of RMB8,932 thousand was received in 2011 and recorded as investment income (Note 5(44)). After the above transfer of capital surplus to share capital, the Company held 38,704,245 shares of China Merchants Securities in total which are stated at fair value. The fair value of these shares as at 31 December 2011 was determined based on the closing price of the trading shares quoted on Shanghai Stock Exchange at year end with adjustment to the related trading restrictions on the shares.

(9) Long-term equity investments

| | 31 December | 31 December |
|--|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Associates - without quoted prices (a) | 3,142,678 | 1,535,014 |
| Other long-term equity investments (b) | 2,009,295 | 584,818 |
| | 5,151,973 | 2,119,832 |
| Less: Provision for impairment of long-term equity | | |
| investments | (6,774) | (6,774) |
| | 5,145,199 | 2,113,058 |

The long-term equity investments held by the Group do not have any significant liquidity limitations.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (9) Long-term equity investments (Continued)
- (a) Associates

| | | | | | Current year m | ovements | | | | | | | |
|------------------------|-------------------|------------|-------------|-------------|----------------|------------|-----------|-------------|----------|----------|-----------------|------------|---------------|
| | | | | | | | | | | | Explanation for | | |
| | | | | | | | | | | | difference | | |
| | | | | | Addition or | | | | | | between | | Provision for |
| | | Original | | Transferred | reduction of | Share of | Cash | | | | % shareholding | Provision | impairment |
| | | investment | 31 December | from other | investment | results of | dividends | 31 December | % share- | % voting | and % voting | for | made in the |
| | Accounting method | cost | 2010 | investments | cost | associate | declared | 2011 | holding | rights | right | impairment | current year |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | | RMB'000 | RMB'000 |
| | | | | | | | | | | | | | |
| Grand China | Equity method | 1,000,000 | - | - | 1,000,000 | - | - | 1,000,000 | 48.08% | 48.08% | N/A | - | - |
| Technology(i) | | | | | | | | | | | | | |
| Lucky Air(ii) | Equity method | 842,000 | - | - | 842,000 | - | - | 842,000 | 40% | 40% | N/A | - | - |
| HNA Finance(iii) | Equity method | 865,578 | - | 101,561 | 705,600 | 58,417 | - | 865,578 | 23.7% | 23.7% | N/A | - | - |
| Xi'an Chanba(iv) | Equity method | 400,000 | - | - | 400,000 | 101 | - | 400,101 | 40% | 40% | N/A | - | - |
| Haidao Construction(v) | Equity method | 1,500,000 | 1,500,000 | - | (1,535,903) | 35,903 | - | - | - | - | N/A | - | - |
| HNA Import & Export | Equity method | 3,000 | 12,054 | - | - | 2,212 | (6,016) | 8,250 | 30% | 30% | N/A | - | - |
| Others | | 30,132 | 22,960 | - | 10,929 | (7,140) | | 26,749 | | | | | |
| | | | 1,535,014 | 101,561 | 1,422,626 | 89,493 | (6,016) | 3,142,678 | | | | | |
| | | | | | | | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (9) Long-term equity investments (Continued)
- (a) Associates (Continued)
 - (i) In December 2011, the Company injected cash of RMB1,000,000 thousand to a related party, Grand China Technology. After the capital injection, total registered capital of Grand China Technology was increased to RMB2.08 billion, and the Company and HNA Airlines Holdings own 48.08% and 51.92% of its interests respectively.
 - (ii) In December 2011, the Company acquired 6.18% shares of Lucky Air from the parent company, Grand China Air, at a price of RMB130,000 thousand and also acquired 33.82% shares of Lucky Air from its related party, Lucky Air Investment, at a price of RMB712,000 thousand. After the acquisitions, the Company holds 40% equity interests of Lucky Air in total.
 - (iii) The Company originally held 3.7% equity interests of HNA Finance. In 2011, the Group acquired 20% equity interests of HNA Finance from its related party, HNA Group, at a price of RMB705,600. After the acquisition, the Company holds 23.70% equity interests of HNA Finance in total.
 - (iv) In June 2011, the Company, Xi'an Chanba Ecological Areas Administrative Committee, HNA Group Northwest Headquarter and HNA Industrial jointly set up Xi'an Chanba. The Company contributed the capital of RMB400,000 thousand and owned 40% equity interests of Xi'an Chanba.
 - (v) In December 2011, the Company disposed its 33% equity interests in Haidao Construction to its parent company, Grand China Air, for a consideration of RMB1,600,000 thousand, the investment income of RMB64,097 thousand arising from the disposal was credited to current year's investment income (Note 5(44)(a)).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(9) Long-term equity investments (Continued)

(b) Other long-term equity investments

| | | | | | | | | Explanation for | | Provision for | |
|-----------------------|---------------|-----------------|-------------|--------------|-------------|----------|----------|----------------------|---------------|---------------|----------------|
| | | | | | | | | difference between % | | impairment | Cash dividends |
| | Accounting | Original | 31 December | Current year | 31 December | % Share- | % voting | shareholding and % | Provision for | made in | declared in |
| | method | investment cost | 2010 | movement | 2011 | holding | right | voting right | impairment | current year | current year |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | | | | | | |
| Hong Kong Airlines(i) |) Cost method | 842,000 | - | 842,000 | 842,000 | 19.02% | 19.02% | N/A | - | - | - |
| Tianjin Airlines(ii) | Cost method | 19,000 | 19,000 | 694,000 | 713,000 | 17.59% | 17.59% | N/A | - | - | - |
| Haikou Meilan | Cost method | 304,765 | 304,765 | - | 304,765 | 12.08% | 12.08% | N/A | - | - | - |
| HNA Hotel Group | Cost method | 58,161 | 58,161 | - | 58,161 | 19% | 19% | N/A | - | - | - |
| Xin Guo Hotel | Cost method | 40,000 | 31,952 | - | 31,952 | 13.33% | 13.33% | N/A | - | - | - |
| TravelSky Tech | Cost method | 29,860 | 29,860 | - | 29,860 | 1.68% | 1.68% | N/A | - | - | 2,625 |
| Yangtze River | Cost method | 10,000 | 10,000 | - | 10,000 | 2% | 2% | N/A | - | - | - |
| Express | | | | | | | | | | | |
| HNA Finance | Cost method | 101,561 | 101,561 | (101,561) | - | - | - | N/A | - | - | - |
| (Note 5(9)(a)(iii)) | | | | | | | | | | | |
| Northwest HNA | Cost method | 10,000 | 10,000 | (10,000) | - | - | - | N/A | - | - | - |
| Property | | | | | | | | | | | |
| Others | Cost method | 12,613 | 19,519 | 38 | 19,557 | 1.12% | 1.12% | N/A | (6,774) | | 802 |
| | | _ | 584,818 | 1,424,477 | 2,009,295 | | | _ | (6,774) | | 3,427 |
| | | - | | | | | | • | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(9) Long-term equity investments (Continued)

- (b) Other long-term equity investments (Continued)
 - (i) In December 2011, the Company injected capital of RMB842,000 thousand in cash to Hong Kong Airlines, and acquired its 19.02% equity interests. After the capital increase, Hong Kong Airlines Holding holds 39.15%, HNA Hongkong Investment holds 27.70%, Hong Kong Airlines Consultancy holds 11.86%, and Grand China Air holds 2.27% shares of Hong Kong Airlines.
 - (ii) The Company originally held 0.83% equity interests in Tianjin Airlines. In November 2011, the Company acquired 21.74% equity interests in Tianjin Airlines from its related party, Tianhang Holding, at the price of RMB694,000 thousand. After the acquisition, the Company held 22.57% equity interests of Tianjin Airlines in total. In December 2011, another shareholder, Tianjin Airlines, increased its capital to Tianjin Airlines, and the Company's equity interests in Tianjin Airlines was diluted to 17.59% after the capital increase.

(c) Investments in associates

Major financial information of the associates held by the Company in 2011 is outlined as below:

| | | % of | 31 I | December 20 | 2011 | | |
|---------------------------|----------|--------|------------|-------------|-----------|-----------|------------|
| | % equity | voting | Total | Total | Net | | |
| | interest | right | assets | liabilities | Assets | Revenue | Net profit |
| | | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Grand China Technology | 48% | 48% | 2,214,237 | 106,689 | 2,107,548 | 759,334 | 19,942 |
| Lucky Air | 40% | 40% | 4,959,412 | 3,284,519 | 1,674,893 | 2,947,303 | 111,866 |
| HNA Finance | 24% | 24% | 19,845,388 | 16,376,446 | 3,468,942 | 501,194 | 242,584 |
| Xi'an Chanba | 40% | 40% | 1,000,336 | 84 | 1,000,252 | - | 252 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(10) Investment properties

| | | Current year additions | | Current year reductions | |
|-----------------------|---|--|-------------------------------------|-------------------------|---|
| | Fair value as at 1 January 2011 RMB'000 | Current year new additions RMB'000 | Changes in fair value RMB'000 | RMB'000 | Fair value as at 31 December 2011 RMB'000 |
| Cost | 8,925,625 | 53,313 | - | (3,510,855) | 5,468,083 |
| Buildings | 5,130,195 | 53,313 | - | - | 5,183,508 |
| Land use rights | 3,795,430 | - | - | (3,510,855) | 284,575 |
| | | | | | |
| Changes in fair value | 947,864 | - | 869,845 | (446,680) | 1,371,029 |
| Buildings | 753,926 | - | 485,625 | - | 1,239,551 |
| Land use rights | 193,938 | = | 384,220 | (446,680) | 131,478 |
| | | | | | |
| Net book value | 9,873,489 | 53,313 | 869,845 | (3,957,535) | 6,839,112 |
| Buildings | 5,884,121 | 53,313 | 485,625 | - | 6,423,059 |
| Land use rights | 3,989,368 | - | 384,220 | (3,957,535) | 416,053 |

For the investment properties located with active trading market, the fair values are valued using income projection or open market value model.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(10) Investment properties (Continued)

As at 31 December 2011, the net book value of the investment properties was RMB6,839,112 thousand (31 December 2010: RMB9,873,489 thousand). The latest valuation of the investment properties with valuation date of 31 December 2011 was conducted by an independent appraisal company, Hubei Wanxin Assets Appraisal Co., Ltd., using open market value approach.

In 2011, the total changes in the fair value of the investment properties of the Group amounted to RMB869,845 thousand (2010: RMB347,983 thousand), and was fully recognised as "gain on changes in fair value" in profit or loss for the year.

Current year reductions mainly represent the investment properties with net book value of RMB3,773,905 thousand previously held by the subsidiaries, which were disposed during the year (Note 4(3)).

As at 31 December 2011, investment properties with book value of RMB3,217,121 thousand (31 December 2010: RMB3,673,751 thousand) were pledged for long-term borrowings (Note 5(28)(a)(i)).

As at 31 December 2011, the title certificates of certain buildings and land use rights with carrying amount of RMB2,410,321 thousand (31 December 2010: RMB4,242,619 thousand) were under the process of application. The Company's management believes that the lack of certificates of the buildings and land use rights has no material impact on the Group's operations.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(11) Fixed assets

| | 31 December | Current year | Current year | 31 December |
|-------------------------------|-------------|--------------|--------------|--------------|
| | 2010 | additions | reductions | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Cost | 38,659,967 | 4,666,985 | (1,703,303) | 41,623,649 |
| Buildings | 1,607,416 | 111,993 | (27,159) | 1,692,250 |
| Aircraft and engines | 34,097,829 | 4,336,210 | (1,647,292) | 36,786,747 |
| Rotables | 2,242,534 | 142,455 | (155) | 2,384,834 |
| Motor vehicles | 201,333 | 20,261 | (7,126) | 214,468 |
| Machinery and equipment | 510,855 | 56,066 | (21,571) | 545,350 |
| Accumulated depreciation | (8,658,621) | (2,173,908) | 454,814 | (10,377,715) |
| Buildings | (328,693) | (53,559) | 1,544 | (380,708) |
| Aircraft and engines | (6,584,075) | (1,902,917) | 430,574 | (8,056,418) |
| Rotables | (1,273,980) | (161,317) | 72 | (1,435,225) |
| Motor vehicles | (149,521) | (7,437) | 5,142 | (151,816) |
| Machinery and equipment | (322,352) | (48,678) | 17,482 | (353,548) |
| | | | | |
| Book value before impairment | 30,001,346 | | | 31,245,934 |
| Buildings | 1,278,723 | | | 1,311,542 |
| Aircraft and engines | 27,513,754 | | | 28,730,329 |
| Rotables | 968,554 | | | 949,609 |
| Motor vehicles | 51,812 | | | 62,652 |
| Machinery and equipment | 188,503 | | | 191,802 |
| Provision for impairment loss | (16,381) | - | 3 | (16,378) |
| Buildings | - | - | - | - |
| Aircraft and engines | - | - | - | - |
| Rotables | (16,381) | - | 3 | (16,378) |
| Motor vehicles | - | - | - | - |
| Machinery and equipment | - | - | - | - |
| Net book value | 29,984,965 | | | 31,229,556 |
| Buildings | 1,278,723 | | | 1,311,542 |
| Aircraft and engines | 27,513,754 | | | 28,730,329 |
| Rotables | 952,173 | | | 933,231 |
| Motor vehicles | 51,812 | | | 62,652 |
| Machinery and equipment | 188,503 | | | 191,802 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(11) Fixed assets (Continued)

As at 31 December 2011, fixed assets with net book value of RMB20,279,400 thousand (31 December 2010: RMB13,401,749 thousand) and original cost of RMB24,852,368 thousand (31 December 2010: RMB15,942,689 thousand) were pledged for short-term borrowings of RMB125,000 thousand and long-term borrowings of RMB17,954,085 thousand (Note 5(19)&(28)).

For the year ended 31 December 2011, total amount of depreciation charges for fixed assets amounted to RMB2,173,908 thousand (2010: RMB2,432,899 thousand), which were charged to operating costs, selling and distribution expense, general and administrative expense at RMB2,111,485 thousand, RMB4,740 thousand and RMB57,683 thousand respectively (2010: RMB2,367,379 thousand, RMB4,549 thousand and RMB60,971 thousand respectively).

For the year ended 31 December 2011, constructions in progress with original cost of RMB3,284,746 thousand (2010: RMB4,873,327 thousand) were transferred to fixed assets.

In 2011, certain aircraft and engines with net book value of RMB165,406 thousand were sold to Yangtze River Express, a related party of the Group, for a consideration of RMB156,282 thousand and the disposal loss of RMB9,124 thousand was charged to current year's non-operating expenses.

(a) Fixed assets under financial leases

| | | Accumulated | t | | |
|----------------------|-----------|--------------|------------|--|--|
| | Cost | depreciation | Book value | | |
| | RMB'000 | RMB'000 | RMB'000 | | |
| 31 December 2011 | | | | | |
| Aircraft and engines | 8,033,324 | (2,497,923) | 5,535,401 | | |
| Rotables | 50,000 | (8,125) | 41,875 | | |
| | 8,083,324 | (2,506,048) | 5,577,276 | | |
| | | | | | |
| 31 December 2010 | | | | | |
| Aircraft and engines | 8,128,604 | (2,251,820) | 5,876,784 | | |
| Rotables | 50,000 | (3,958) | 46,042 | | |
| | 8,178,604 | (2,255,778) | 5,922,826 | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(11) Fixed assets (Continued)

(b) Fixed assets without property certificates

As at 31 December 2011, property certificates of certain buildings with net book value of RMB53,308 thousand and original cost of RMB65,881 thousand (31 December 2010: net book value of RMB11,440 thousand and original cost of RMB23,431 thousand) have not been obtained by the Group. The management believes that there is no legal obstacle in substance to obtain these certificates and the lack of certificates of the buildings will have no material impact on the Group's operations.

(12) Construction in progress

| | 3 | 1 December 2011 | | 31 December 2010 | | | |
|-------------------|------------|-----------------|-----------|------------------|---------------|-----------|--|
| | Book value | | | Book value | | | |
| | before | Provision for | Net book | before | Provision for | Net book | |
| | impairment | impairment | value | impairment | impairment | value | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | |
| Advanced payments | | | | | | | |
| for aircraft | | | | | | | |
| acquisitions | 7,673,230 | - | 7,673,230 | 4,751,513 | - | 4,751,513 | |
| Beijing base | | | | | | | |
| expansion project | 1,077,882 | - | 1,077,882 | 668,458 | - | 668,458 | |
| Others | 90,264 | (2,307) | 87,957 | 103,836 | (2,307) | 101,529 | |
| | 8,841,376 | (2,307) | 8,839,069 | 5,523,807 | (2,307) | 5,521,500 | |
| | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(12) Construction in progress (Continued)

(a) Movements of major construction in progress

| | | | | | Other | | | | | Capitalize | d amount | | |
|-------------------|------------|-----------|-----------|--------------|-----------|-----------|--------------|--------------|-------------|------------|--------------|----------------|---------------------|
| | | | | | transfer | | | | | during t | he year | | |
| | | | | Transfer to | during | | % completion | | Accumulated | | Exchange | Annual | |
| | | 31 | Current | fixed assets | current | 31 | of | | borrowing | | gain or loss | interest rate | |
| | | December | year | during | year | December | construction | Construction | costs | | of special | for | |
| Name of project | Budget | 2010 | additions | current year | (Note) | 2011 | project | progress | capitalised | Interests | borrowings | capitalisation | Source of fund |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | RMB'000 | RMB'000 | RMB'000 | | |
| | | | | | | | | | | | | | |
| Advanced | 93,107,202 | 4,751,513 | 6,243,968 | (3,170,052) | (152,199) | 7,673,230 | 8% | 9% | 538,732 | 264,078 | (194,268) | 4.71% | Bank loans |
| payments for | | | | | | | | | | | | | |
| aircraft | | | | | | | | | | | | | |
| acquisitions | | | | | | | | | | | | | |
| Beijing base | 2,076,655 | 668,458 | 459,956 | (50,532) | - | 1,077,882 | 52% | 52% | 159,814 | 23,598 | - | 6.32% | Bank loans and |
| expansion project | | | | | | | | | | | | | self generated fund |
| Others | | 103,836 | 50,590 | (64,162) | - | 90,264 | | | - | - | - | | |
| | | 5,523,807 | 6,754,514 | (3,284,746) | (152,199) | 8,841,376 | | | 698,546 | 287,676 | (194,268) | • | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(12) Construction in progress (Continued)

(b) The progress of the major constructions in progress as at 31 December 2011 is as follows:

| | Construction progress | Remarks |
|--------------------------------|-----------------------|---|
| Beijing base expansion project | 52% | The construction progress is estimated based on the budgeted project costs. |

(13) Intangible assets

| | 31 December 2010 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2011 RMB'000 |
|--------------------------|--------------------------------|--------------------------------------|---------------------------------------|--------------------------------|
| Original cost | 256,941 | 45 | - | 256,986 |
| Land use rights | 256,411 | - | - | 256,411 |
| Software | 530 | 45 | - | 575 |
| | | | | _ |
| Accumulated amortisation | (57,030) | (5,779) | - | (62,809) |
| Land use rights | (57,030) | (5,586) | - | (62,616) |
| Software | - | (193) | - | (193) |
| | | | | |
| Net book value | 199,911 | | | 194,177 |
| Land use rights | 199,381 | | | 193,795 |
| Software | 530 | | | 382 |

For the year ended 31 December 2011, total amortisations of the intangible assets amounted to RMB5,779 thousand (2010: RMB5,863 thousand).

As at 31 December 2011, the land use rights with net book value of RMB35,531 thousand and original cost of RMB45,000 thousand (31 December 2010: net book value of RMB92,392 thousand and original cost of RMB121,100 thousand) were pledged for long-term borrowings of RMB2,323,062 thousand (Note 5(28)(a)(ii)).

(14) Goodwill

As at 31 December 2011, the book value of goodwill is generated from the acquisition of Beijing Kehang. The goodwill is attributable to strengthening the competitiveness of the Group, aligning synergy through integration with the Company's other resources. For the purpose of impairment testing, the goodwill is allocated to the group of airline operation segment and other business segment. Based on the impairment testing result, the Group did not identify any impairment indicators.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(15) Long-term prepaid expenses

| | 31 December 2010 RMB'000 | Current year additions RMB'000 | Amortisation for the year RMB'000 | Other reductions RMB'000 | 31 December 2011 RMB'000 |
|----------------------|--------------------------------|--------------------------------------|---|--------------------------|--------------------------------|
| Pilots training fees | 285,466 | 114,405 | (61,335) | - | 338,536 |
| Others | 18,355 | 12,249 | (4,059) | (6,528) | 20,017 |
| | 303,821 | 126,654 | (65,394) | (6,528) | 358,553 |

(16) Other non-current assets

| | 31 December | 31 December |
|--|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Maintenance reserve fund for aircraft and engines | 1,149,746 | 788,089 |
| Security deposits for leased aircraft and engines | 901,482 | 794,394 |
| Deferred losses on sales and lease back transactions | 304,020 | 400,548 |
| Others | 20,000 | 20,000 |
| | 2,375,248 | 2,003,031 |
| | | |

(17) Deferred tax assets and deferred tax liabilities

(a) Deferred tax assets before offsetting

| | 31 December 2011 | | 31 Decemb | er 2010 |
|---|------------------|----------------|--------------|----------------|
| | Deferred tax | Deductible | Deferred tax | Deductible |
| | assets | temporary | assets | temporary |
| | | differences | | differences |
| | | and tax losses | | and tax losses |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Accrued aircraft and engines overhaul and | | | | |
| maintenance cost | 188,721 | 754,886 | - | - |
| Tax losses | 83,807 | 335,229 | - | - |
| Changed in fair value of available-for-sale | | | | |
| financial assets | 49,135 | 196,540 | | |
| | 321,663 | 1,286,655 | - | - |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(17) Deferred tax assets and deferred tax liabilities (Continued)

(b) Deferred tax liabilities before offsetting

| | 31 December 2011 | | 31 December 2010 | |
|--|--|---|--------------------------------------|--|
| | Deferred tax | Taxable | Deferred tax | Taxable |
| | liabilities | temporary | liabilities | temporary |
| | | differences | | differences |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| ixed assets depreciation | 1,019,559 | 4,078,235 | - | - |
| usiness combinations under non-common | | | | |
| control | 346,294 | 1,385,175 | 1,116,767 | 4,614,499 |
| ifferences between book value and tax base | | | | |
| of investment properties | 385,738 | 1,542,956 | 237,335 | 951,837 |
| | 1,751,591 | 7,006,366 | 1,354,102 | 5,566,336 |
| usiness combinations under non-common control ifferences between book value and tax base | RMB'000 1,019,559 346,294 385,738 | differences RMB'000 4,078,235 1,385,175 1,542,956 | RMB'000 - 1,116,767 237,335 | differenc RMB'0 4,614,49 951,83 |

(c) Unrecognised deductible temporary differences and tax losses of the Group are analysed as follows:

| | 31 December 2011 | 31 December 2010 |
|----------------------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| Deductible temporary differences | - | 164,637 |
| Tax losses | 91,819 | 37,290 |
| | 91,819 | 201,927 |

For certain subsidiaries, there are uncertainties as to whether these subsidiaries could generate sufficient future taxable profits to utilise the tax losses in the future, hence the Group did not recognise the related deferred tax assets for these tax losses.

(d) The unrecognised tax losses will be expired in the following years:

| | 31 December 2011 | 31 December 2010 |
|------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| 2015 | 27,356 | 37,290 |
| 2016 | 64,463 | |
| | 91,819 | 37,290 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(17) Deferred tax assets and deferred tax liabilities (Continued)

(e) Offset between deferred tax assets and deferred tax liabilities:

| | 31 December 2011 | 31 December 2010 |
|--------------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| Deferred tax assets | 321,663 | - |
| Deferred tax liabilities | 321,663 | - |

Net balance after offsetting deferred tax assets with deferred tax liabilities is as follows:

| | 31 Decem | ber 2011 | 31 December 2010 | | |
|--------------------------|-----------------------|-------------------|-----------------------|-------------------|--|
| | Net deferred tax | Net deductible or | Net deferred tax | Net deductible or | |
| | assets or liabilities | taxable temporary | assets or liabilities | taxable temporary | |
| | | differences | | differences | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | |
| Deferred tax liabilities | 1,429,928 | 5,719,711 | 1,354,102 | 5,566,336 | |

(18) Provisions for asset impairment

| 31 December 2010 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2011 RMB'000 |
|--------------------------------|--|--|--|
| 133,972 | 8,206 | (58,491) | 83,687 |
| | | | |
| 37,621 | 5,629 | (14,827) | 28,423 |
| | | | |
| 96,351 | 2,577 | (43,664) | 55,264 |
| 83 | - | - | 83 |
| | | | |
| 6,774 | - | - | 6,774 |
| 16,381 | - | (3) | 16,378 |
| | | | |
| 2,307 | <u> </u> | <u> </u> | 2,307 |
| 159,517 | 8,206 | (58,494) | 109,229 |
| | 2010 RMB'000 133,972 37,621 96,351 83 6,774 16,381 2,307 | 2010 additions RMB'000 RMB'000 133,972 8,206 37,621 5,629 96,351 2,577 83 - 6,774 - 16,381 - 2,307 - | 2010 additions reductions RMB'000 RMB'000 RMB'000 133,972 8,206 (58,491) 37,621 5,629 (14,827) 96,351 2,577 (43,664) 83 - - 6,774 - - 16,381 - (3) 2,307 - - |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(19) Short-term borrowings

| | Currency | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|-------------------------------|----------|--------------------------------|--------------------------------|
| Pledged (a) | RMB | 330,000 | 650,000 |
| Impawn (b) | | 6,943,250 | 4,268,198 |
| | RMB | 6,313,160 | 4,247,378 |
| | USD | 630,090 | 20,820 |
| Guaranteed (c) | | 7,895,045 | 10,620,604 |
| | RMB | 7,580,000 | 10,162,164 |
| | USD | 315,045 | 458,440 |
| Borrowings with guarantee and | RMB | | |
| pledge/impawn (d) | | 2,245,000 | 2,127,000 |
| Unsecured | | 2,231,000 | 38,246 |
| | RMB | 2,231,000 | - |
| | USD | - | 37,749 |
| | EUR | - | 497 |
| Total | | 17,533,295 | 17,704,048 |

(a) As at 31 December 2011, the pledged borrowings of RMB330,000 thousand (31 December 2010: RMB500,000 thousand) are secured by investment properties of related parties.

As at 31 December 2010, the pledged borrowings of RMB150,000 thousand were pledged by buildings owned by a third party which was matured and repaid in 2011.

- (b) As at 31 December 2011, impawn borrowings comprise:
 - (i) Borrowing of RMB490,000 thousand (31 December 2010: RMB1,275,000 thousand) is impawned by the term deposit of RMB580,000 thousand (31 December 2010: 1,448,556 thousand) (Note 5(1)).
 - (ii) Borrowing of RMB2,160,090 thousand (including RMB2,118,622 thousand and USD100,000 thousand) (31 December 2010: RMB 2,972,378 thousand) is impawned by certain equity interests held by related parties of the Group.
 - (iii) Borrowing of RMB2,072,160 thousand (31 December 2010: Nil) represents the letter of credit, which is impawned by pledged deposit of RMB867,800 thousand.
 - (iv) Borrowing of RMB110,000 thousand (31 December 2010: Nil) is impawned by certain equity interests in HNA Finance held by the Group.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(19) Short-term borrowings

- (c) As at 31 December 2011, guaranteed borrowings comprise:
 - (i) Borrowing of RMB2,950,000 thousand (31 December 2010: RMB3,682,135 thousand) is guaranteed by the Group.
 - (ii) Borrowing of RMB4,330,000 thousand (31 December 2010: RMB6,938,469 thousand) is guaranteed by related parties of the Group (Note 7(5)(c)).
 - (iii) Borrowing of USD50,000 thousand, equivalent to RMB315,045 thousand, is guaranteed by the Company.
 - (iv) Borrowing of RMB300,000 thousand (31 December 2010: Nil) is guaranteed by the Group and related parties of the Group (Note 7(5)(c)).
- (d) As at 31 December 2011, borrowings with guarantee and pledge/impawn comprise:
 - (i) Borrowing of RMB1,550,000 thousand (31 December 2010: Nil) is impawned by certain equity interests held by a related party of the Group and guaranteed by a related party of the Group (Note 7(5)(c)).
 - (ii) Borrowing of RMB250,000 thousand (31 December 2010: Nil) is impawned by certain equity interests held by a related party of the Group and guaranteed by a related party of the Group (Note 7(5)(c)).
 - (iii) Borrowing of RMB200,000 thousand (31 December 2010: Nil) is impawned by RMB100,000 thousand security deposit of the Group and guaranteed by the Company.
 - (iv) Borrowing of RMB125,000 thousand (31 December 2010: Nil) is pledged by fixed assets of the Group with net book value of RMB84,871 thousand (original cost of RMB108,389 thousand) and guaranteed by the Company.
 - (v) Borrowing of RMB120,000 thousand (31 December 2010: RMB152,000 thousand) is impawned by certain equity interests held by the Company and guaranteed by the Company.
- (e) As at 31 December 2011, the annual weighted average interest for the short-term borrowings of the Group is 6.59% per annum (31 December 2010: 5.42%).
- (f) As at 31 December 2011, there are no short-term borrowings which are matured but not repaid by the Group.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(20) Notes payable

| | 31 December | 31 December |
|-----------------------------|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Bank acceptance notes | 4,506,488 | 2,270,774 |
| Commercial acceptance notes | 553,372 | 945,952 |
| | 5,059,860 | 3,216,726 |

As at 31 December 2011 and 31 December 2010, all notes payable will be matured within one year.

(21) Accounts payable

| | 31 December | 31 December |
|---|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Aircraft and engines maintenance fees payable | 1,530,151 | 1,101,163 |
| Fuel cost payable | 710,098 | 382,842 |
| Taking-off and landing fees payable | 523,107 | 676,650 |
| Ticket reservation fees payable | 211,113 | 162,095 |
| Flight equipment payable | 118,856 | 187,789 |
| In-flight catering payable | 83,250 | 88,152 |
| Others | 588,246 | 548,858 |
| | 3,764,821 | 3,147,549 |
| | | |

(a) Creditors which hold over 5% (5% inclusive) voting shares of the Company are as follows:

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|----------------------------------|--------------------------------|--------------------------------|
| Haikou Meilan Grand China Air | 31,905 | 12,094 28,319 |
| | 31,905 | 40,413 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(21) Accounts payable (Continued)

(b) Accounts payable to related parties:

| | 31 December | 31 December |
|-----------------------|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Heller Meller | 24.005 | 40.004 |
| Haikou Meilan | 31,905 | 12,094 |
| HNA Airlines Holdings | 27,207 | - |
| Meilan Airport | 25,374 | 97,906 |
| HNA Airport Holdings | 10,829 | 10,955 |
| HNA Group (Hong Kong) | 10,005 | 4,853 |
| Grand China Air | - | 28,319 |
| Others | 34,400 | 35,430 |
| | 139,720 | 189,557 |

- (c) As at 31 December 2011, the accounts payable with aging over 1 year amounted to RMB405,245 thousand (31 December 2010: RMB682,862 thousand), mainly comprising payable of fuel costs, take-off and landing fees, in-flight catering fees and maintenance fees. Due to the long-term business relationship with these suppliers, such payable amounts have not been finally settled yet.
- (d) The accounts payable include the following amounts in foreign currencies:

| | 31 | December 2011 | | 31 | December 201 | 0 |
|--------|-----------|---------------|------------|-----------|--------------|------------|
| | Amount in | Exchange | RMB | Amount in | Exchange | RMB |
| | foreign | rate | equivalent | foreign | rate | equivalent |
| | currency | | | currency | | |
| | ('000) | | RMB'000 | ('000) | | RMB'000 |
| USD | 244,627 | 6.3009 | 1,541,372 | 169,398 | 6.6227 | 1,121,872 |
| Others | | | 81,317 | | <u> </u> | 15,105 |
| | | _ | 1,622,689 | | _ | 1,136,977 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(22) Advances from customers

| | 31 December | 31 December |
|------------------------------|-------------|-------------|
| | 2011 | 2010 |
| | RMB'000 | RMB'000 |
| Sales in advance of carriage | 1,026,370 | 800,425 |
| Other advances received | 98,225 | 22,668 |
| | 1,124,595 | 823,093 |

- (a) As at 31 December 2011, advances from customers did not include any balances from companies which hold over 5% (5% inclusive) of the voting shares in the Company (31 December 2010: Nil).
- (b) As at 31 December 2011, advances from customers aging over 1 year amounted to RMB103,831 thousand, which mainly represented sales in advances of carriage. As the related services have not been rendered, the related balances have not recognised as revenue.
- (c) As at 31 December 2011, there is no significant balance dominated in foreign currency included in advances from customers.

(23) Employee benefits payable

| | 31 December 2010 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2011 RMB'000 |
|--------------------------------|--------------------------------|--------------------------------------|---------------------------------------|--------------------------------|
| Wages and salaries, bonuses, | | | | |
| allowances and subsidies | 73,379 | 1,145,183 | (1,045,192) | 173,370 |
| Social security contributions | 10,577 | 232,300 | (235,061) | 7,816 |
| Including: Medical insurance | 5,750 | 122,394 | (126,192) | 1,952 |
| Basic pensions | 2,898 | 96,987 | (95,504) | 4,381 |
| Unemployment insurance | 524 | 6,137 | (5,993) | 668 |
| Work injury insurance | 812 | 2,146 | (2,810) | 148 |
| Maternity insurance | 622 | 920 | (1,478) | 64 |
| Annuity | (29) | 3,716 | (3,084) | 603 |
| Housing funds | 28,699 | 128,711 | (126,222) | 31,188 |
| Labor union funds and employee | | | | |
| education funds | 41,123 | 36,040 | (49,240) | 27,923 |
| | 153,778 | 1,542,234 | (1,455,715) | 240,297 |

As at 31 December 2011, the employee benefits payable does not include any overdue amounts and the payable balance is expected to be paid in 2012.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(24) Taxes payable

Changjiang Leasing

| | | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|------|---|--------------------------------|--------------------------------|
| | Airport construction fee payable | 185,300 | 98,167 |
| | Business tax payable | 113,467 | 140,629 |
| | Enterprise income tax payable | 86,619 | 345,618 |
| | Domestic infrastructure levies payable | 67,274 | 96,800 |
| | Others | 124,083 | 160,477 |
| | | 576,743 | 841,691 |
| (25) | Interest navable | | |
| (25) | Interest payable | | |
| | | 31 December | 31 December |
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Interests on debentures (Note 5(29)(b)) | 178,589 | _ |
| | Interests on borrowings | 145,860 | 106,317 |
| | interestic on somethinge | 324,449 | 106,317 |
| (26) | Other payables | | |
| | | 31 December | 31 December |
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Construction project payable | 193,279 | 288,935 |
| | Security deposits and funds | 160,484 | 100,594 |
| | Amounts due to related parties (b) | 70,723 | 178,880 |
| | Aircraft acquisition | 52,847 | 62,159 |
| | Pilot training fees | 47,216 | 51,160 |
| | Others | 246,459 | 379,366 |
| | | 771,008 | 1,061,094 |
| (a) | Other payables include the following amounts payable to ervoting shares of the Company: | ntities which hold over | 5% (5% inclusive) |
| | | 31 December | 31 December |
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |

790

20,183

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(26) Other payables (Continued)

(b) Other payables to related parties:

| | 31 December 2011 | 31 December 2010 |
|-----------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| Capital Airlines | 18,014 | - |
| Yangtze River Leasing | 14,146 | 14,268 |
| Others | 38,563 | 164,612 |
| | 70,723 | 178,880 |

- (c) As at 31 December 2011, other payables aging over one year amounted to RMB149,979 thousand (31 December 2010: RMB315,177 thousand) and mainly comprised blank ticket deposits placed by ticket sales agents and other payables. As the Group has long-term relationships with these agents, such payable amounts have not yet been settled.
- (d) Other payables include the following balances in foreign currency:

| | | 31 December 2011 | 1 | ; | 31 December 2 | 010 |
|-----|-----------|------------------|------------|-----------|---------------|------------|
| | Amount in | Exchange | RMB | Amount in | Exchange | RMB |
| | foreign | rate | equivalent | foreign | rate | equivalent |
| | currency | | | currency | | |
| | ('000) | | RMB'000 | ('000) | | RMB'000 |
| USD | 11,618 | 6.3009 | 73,204 | 10,048 | 6.6227 | 66,545 |

(27) Non-current liabilities within one year

| | 4,603,564 | 4,420,703 |
|--|------------------|------------------|
| Long-term payables within one year (b) | 421,569 | 472,400 |
| Long-term borrowings within one year (a) | 4,181,995 | 3,948,303 |
| | RMB'000 | RMB'000 |
| | 31 December 2011 | 31 December 2010 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(27) Non-current liabilities within one year (Continued)

(a) Long-term borrowings within one year

| | Currency | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|--------------------------------|----------|--------------------------------|--------------------------------|
| Pledged (Note 5(28)(a)) | | 2,330,609 | 1,305,564 |
| | RMB | 774,754 | 553,278 |
| | USD | 1,555,361 | 752,286 |
| | EUR | 494 | - |
| Impawn (Note 5(28)(b)) | RMB | 513,900 | 515,000 |
| Guaranteed (Note 5(28)(c)) | _ | 418,410 | 914,379 |
| | RMB | 418,410 | 848,152 |
| | USD | - | 66,227 |
| Guaranteed and pledged/ impawn | | | |
| (Note 5(28)(d)) | _ | 899,076 | 984,374 |
| | RMB | 813,384 | 690,061 |
| | USD | 85,692 | 294,313 |
| Unsecured | _ | 20,000 | 228,986 |
| | RMB | 20,000 | 79,821 |
| | USD | - | 142,830 |
| | EUR | - | 6,335 |
| | - - | 4,181,995 | 3,948,303 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(27) Non-current liability within one year (Continued)

(a) Long-term borrowings within one year (Continued)

The top 5 lenders with the largest balances of the long-term borrowings within one year are as follows:

| | | | | 31 December 2011 | | | |
|--------|------------------------------|--------------------------|-----------------------------|------------------|----------------------------|-------------------|--|
| | Loan commencement date | Loan maturity date | Interest rate (%) | Currency | Amount in foreign currency | RMB equivalent | |
| | | | | | ('000) | RMB'000 | |
| BANK A | 26/03/2008 | 31/01/2012 | 1 month LIBOR plus 1.07% | USD | 50,456 | 317,915 | |
| BANK B | 29/06/2010 | 22/06/2012 | Benchmark rate plus 10% | RMB | - | 300,000 | |
| BANK C | 18/05/2010 | 18/05/2012 | 5.40% | RMB | - | 270,000 | |
| BANK D | 11/05/2010 | 10/05/2012 | Benchmark rate | RMB | - | 249,400 | |
| BANK E | 24/08/2009 | 23/08/2012 | 4.86% | RMB | | 200,000 | |
| | | | | | _ | 1,337,315 | |
| | | | | | | | |
| | | | | 3 | 1 December 20 |)10 | |
| | Loan | Loan | Interest rate (%) | Currency | Amount in | RMB | |
| | commencement | maturity | | | foreign | equivalent | |
| | date | date | | | currency | | |
| | | | | | (000') | RMB'000 | |
| BANK 1 | 30/03/2005 | 28/10/2011 | Benchmark rate plus 5% | RMB | - | 416,500 | |
| BANK 2 | 18/12/2009 | 18/12/2011 | Benchmark rate plus 10% | RMB | - | 400,000 | |
| BANK 3 | 31/05/2009 | 31/05/2011 | Benchmark rate | RMB | - | 300,000 | |
| BANK 4 | 30/07/2009 | 29/07/2011 | Benchmark rate plus 5% | RMB | - | 270,000 | |
| BANK 5 | 28/09/2007 | 28/08/2011 | 6 months LIBOR | USD | 29,820 | 197,489 | |
| | | | | | _ | 1,583,989 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(b) Long-term payables within one year

The top 5 creditors with the largest balances of the long-term payables within one year are as follows:

| | | | | 31 December 2011 | | | - |
|-------------------|----------|-----------------------|-----------------|------------------|-----------|------------|------------------------|
| | | | Accrued | | Amount in | | |
| | Lease | Initial Interest rate | interest | | foreign | RMB | |
| | term | amount (%) | in current year | Currency | currency | equivalent | Borrowing conditions |
| | | RMB'000 | RMB'000 | | ('000) | RMB'000 | |
| Lessor of finance | 5 years | 121,246 Floating | 9,859 | RMB | - | 111,387 | Aircraft finance lease |
| lease 1 | | interest rate | | | | | |
| Lessor of finance | 12 years | 109,185 Floating | 1,754 | USD | 17,050 | 107,431 | Aircraft finance lease |
| lease 2 | | interest rate | | | | | |
| Lessor of finance | 5 years | 120,377 Benchmark | 24,128 | RMB | - | 96,249 | Aircraft finance lease |
| lease 3 | | rate | | | | | |
| Lessor of finance | 5 years | 45,093 Benchmark | 2,660 | RMB | - | 42,433 | Aircraft, engine, |
| lease 4 | | rate | | | | | flight equipment |
| | | | | | | | finance leases |
| Lessor of finance | 10 years | 30,207 Floating | 10,207 | RMB | - | 20,000 | |
| lease 5 | | interest rate | | | | | - |
| | | | | | | 377,500 | _ |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(28) Long-term borrowings

| | 31 December 2011 | | 31 December 2010 | | | |
|------------------------------------|------------------|-----------------|------------------|--------------|-----------------|---------------|
| | | | Balance after | | | Balance after |
| | | Less: long-term | deducting the | | Less: long-term | deducting the |
| | | borrowings due | amount due | | borrowings due | amount due |
| | Total amount | within 1 year | within 1 year | Total amount | within 1 year | within 1 year |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | |
| Pledged (a) | 19,478,055 | (2,330,609) | 17,147,446 | 14,631,239 | (1,305,564) | 13,325,675 |
| RMB | 5,999,617 | (774,754) | 5,224,863 | 4,156,103 | (553,278) | 3,602,825 |
| USD | 13,384,319 | (1,555,361) | 11,828,958 | 10,475,136 | (752,286) | 9,722,850 |
| EUR | 94,119 | (494) | 93,625 | - | - | - |
| Impawn (b) | 1,804,587 | (513,900) | 1,290,687 | 1,999,000 | (515,000) | 1,484,000 |
| RMB | 1,593,750 | (513,900) | 1,079,850 | 1,999,000 | (515,000) | 1,484,000 |
| USD | 210,837 | - | 210,837 | - | - | - |
| Guaranteed (c) | 2,229,549 | (418,410) | 1,811,139 | 2,260,899 | (914,379) | 1,346,520 |
| RMB | 712,308 | (418,410) | 293,898 | 2,194,672 | (848,152) | 1,346,520 |
| USD | 1,451,941 | - | 1,451,941 | 66,227 | (66,227) | - |
| EUR | 65,300 | - | 65,300 | - | - | - |
| Guaranteed and pledged/ impawn (d) | 3,145,476 | (899,076) | 2,246,400 | 7,310,115 | (984,374) | 6,325,741 |
| RMB | 2,669,991 | (813,384) | 1,856,607 | 4,973,120 | (690,061) | 4,283,059 |
| USD | 475,485 | (85,692) | 389,793 | 2,336,995 | (294,313) | 2,042,682 |
| Unsecured | 987,621 | (20,000) | 967,621 | 970,143 | (228,986) | 741,157 |
| RMB | 901,227 | (20,000) | 881,227 | 718,191 | (79,821) | 638,370 |
| USD | 86,394 | - | 86,394 | 142,830 | (142,830) | - |
| EUR | - | - | - | 109,122 | (6,335) | 102,787 |
| Total | 27,645,288 | (4,181,995) | 23,463,293 | 27,171,396 | (3,948,303) | 23,223,093 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (28) Long-term borrowings (Continued)
- (a) As at 31 December 2011, pledged borrowings comprise:
 - (i) The pledged borrowings of RMB16,834,442 thousand (including: RMB4,845,117 thousand, UDS1,887,858 thousand and EUR11,531 thousand) (31 December 2010: RMB12,846,179 thousand) are pledged by the following fixed assets and investment properties individually or collectively:

| _ | 31 December 2011 | | 31 Decen | nber 2010 |
|-----------------------------------|------------------|----------------|------------|----------------|
| | Cost | Net book value | Cost | Net book value |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | |
| Fixed assets - buildings | 325,064 | 229,026 | 82,703 | 71,856 |
| Fixed assets – aircraft | 19,838,755 | 16,956,549 | 11,584,202 | 10,114,243 |
| Subtotal (Note 5(11)) | 20,163,819 | 17,185,575 | 11,666,905 | 10,186,099 |
| Investment properties (Note 5(10) |) | 3,217,121 | | 2,957,737 |
| Total | | 20,402,696 | | 13,143,836 |

- (ii) The pledged borrowings of RMB 2,326,062 thousand (including: RMB1,154,500 thousand and USD185,936 thousand) (31 December 2010: Nil) are pledged by aircrafts owned by the Group's related parties and the intangible assets of the Company with net book value of RMB35,531 thousand and original cost of RMB45,000 thousand (31 December 2010: net book value of RMB92,392 thousand and original cost of RMB121,100 thousand) (Note 5(13)).
- (iii) The pledged borrowings of USD50,397 (RMB317,551 thousand equivalent) (31 December 2010: RMB1,513,060 thousand) are pledged by the Company's purchase rights of certain aircrafts for which the related morgate procedures have not been completed.
- (b) As at 31 December 2011, impawn borrowings comprise:
 - (i) The impawn borrowings of RMB579,750 thousand (31 December 2010: RMB180,000 thousand) are impawned by term deposits of RMB670,000 thousand of the Group (Note 5(1)).
 - (ii) The impawn borrowings of RMB1,224,837 thousand (Including: RMB1,014,000 thousand and USD33,461 thousand) (31 December 2010: RMB1,819,000 thousand) are impawned by certain equity interests held by related parties of the Group (Note 5(5)(c)).
- (c) As at 31 December 2011, guaranteed borrowings of RMB2,229,549 thousand (Including: RMB712,309 thousand and USD230,434 thousand and EUR8,000 thousand) (31 December 2010: RMB2,260,899 thousand) are guaranteed by related parties of the Company and of the Group (Note 7(5)(c)), among which, RMB83,546 thousand is guaranteed by the Company and RMB2,146,003 thousand is guaranteed by the related parties of the Group.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(28) Long-term borrowings (Continued)

- (d) As at 31 December 2011, borrowings with guarantee and pledge/impawn comprise:
 - (i) Borrowings of RMB850,590 thousand (31 December 2010: RMB1,718,706 thousand) are pledged by aircrafts of the Group with net book value of RMB2,268,552 thousand and original cost of RMB3,260,545 thousand (31 December 2010: net book value of RMB1,677,092 thousand and original cost of RMB2,071,900 thousand) (Note 5(11)), and also guaranteed by related parties of the Group.
 - (ii) Borrowings of RMB1,000,000 thousand (31 December 2010: RMB1,000,000 thousand) are pledged by the Group's investment properties with fair value of RMB3,217,121 thousand (31 December 2010: RMB2,957,737 thousand) (Note 5(10)), and also guaranteed by the Company.
 - (iii) Borrowings of USD42,701 thousand (RMB269,053 thousand equivalent) (31 December 2010: RMB2,897,149 thousand) are pledged by aircrafts of the Group with net book value of RMB740,402 thousand and original cost of RMB1,319,615 thousand (31 December 2010: net book value of RMB829,146 thousand and original cost of RMB1,319,615 thousand), and are impawned by certain equity interests held by related parties of the Group.
 - (iv) Borrowings of RMB249,400 thousand (31 December 2010: RMB271,320 thousand) are impawned by certain equity interests held by related parties, and also guaranteed by related parties of the Group (Note 7(5)(c)).
 - (v) Borrowings of RMB300,000 thousand (31 December 2010: RMB271,320 thousand) are impawned by certain equity interests held by the Company, and also guaranteed by related parties of the Group (Note 7(5)(c)).
 - (vi) Borrowings of RMB270,000 thousand (31 December 2010: Nil) are pledged by buildings of related parties of the Group, and also guaranteed by related parties of the Group (Note 7(5)(c)).
 - (vii) Borrowings of USD32,762 thousand (RMB206,432 thousand equivalent) (31 December 2010: Nil) are impawned by equity interests held by the Company and related parties of the Group, and also guaranteed by the related parties of the Group (Note 7(5)(c)).

As at 31 December 2010, borrowings of RMB741,440 thousand were pledged by purchase rights of certain aircrafts of the Group and also guaranteed by related parties of the Group; borrowings of RMB416,500 thousand were impawned by term deposits of RMB500,000 thousand of the Group (Note 5(1)) and also guaranteed by related parties of the Group (Note 7(5)(c)), which were repaid in 2011.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(28) Long-term borrowings (Continued)

(e) The top 5 lenders of the Group with the largest long-term borrowings balances (portion within 1 year exchange) are as follows:

| | | | | | 31 December 2 | 011 |
|--------|--------------|------------|------------------------|----------|---------------|------------|
| | Loan | Loan | Interest rate (%) | Currency | Amount in | RMB |
| | commencement | maturity | | | foreign | equivalent |
| | date | date | | | currency | |
| | | | | | ('000) | RMB'000 |
| BANK A | 28/08/2003 | 07/07/2018 | LIBOR plus 1.45% | USD | 186,150 | 1,172,913 |
| BANK B | 30/06/2003 | 30/06/2018 | Benchmark rate | RMB | _ | 1,154,500 |
| BANK C | 19/11/2009 | 18/11/2021 | Benchmark rate plus 5% | RMB | _ | 1,000,000 |
| BANK D | 30/11/2010 | 29/11/2013 | 5.6% | RMB | _ | 700,000 |
| BANK E | 30/11/2010 | 29/05/2013 | 5.6% | RMB | | 549,000 |
| | | | | | | 4,576,413 |
| | | | | | | |
| | | | | | 31 December 2 | 010 |
| | Loan | Loan | Interest rate (%) | Currency | Amount in | RMB |
| | commencement | maturity | | | foreign | equivalent |
| | date | date | | | currency | |
| | | | | | ('000) | RMB'000 |
| BANK 1 | 28/12/2007 | 27/12/2022 | LIBOR | USD | 308,000 | 2,039,792 |
| BANK 2 | 30/10/2008 | 29/10/2023 | LIBOR | USD | 288,000 | 1,907,338 |
| BANK 3 | 28/09/2007 | 28/08/2021 | LIBOR | USD | 268,360 | 1,777,268 |
| BANK 4 | 28/08/2003 | 07/07/2018 | LIBOR | USD | 186,150 | 1,232,816 |
| | 20,00,2000 | | | | | |
| BANK 5 | 30/06/2003 | 30/06/2018 | Benchmark rate | RMB | _ | 1,154,500 |

(f) The long-term borrowings (portion within 1 year exclusive) are repayable as follows:

| | 31 December 2011 | |
|--------------|------------------|------------|
| | RMB'000 | RMB'000 |
| 1 to 2 years | 5,612,833 | 4,426,302 |
| 2 to 5 years | 8,127,951 | 9,395,452 |
| Over 5 years | 9,722,509 | 9,401,339 |
| | 23,463,293 | 23,223,093 |

As at 31 December 2011, the weighted average interest rate of long-term borrowings is 4.3% per annum (31 December 2010: 4.4% per annum).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(29)**Debentures Payable**

| | 31 December | Current year | Current year | 31 December |
|-----------------|-------------|--------------|--------------|-------------|
| | 2010 | additions | reductions | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Corporate bonds | - | 4,927,151 | - | 4,927,151 |
| RMB bonds | - | 991,158 | - | 991,158 |
| | - | 5,918,309 | - | 5,918,309 |

(a) The related information of bonds is outlined as follows:

| | Face value | Issuing date | Term | Issuing amount |
|---------------------|------------|--------------|------------|----------------|
| | RMB'000 | | | RMB'000 |
| | | | | |
| Corporate bonds (i) | 5,000,000 | 24/05/2011 | 5/10 years | 4,920,000 |
| RMB bonds (ii) | 1,000,000 | 27/09/2011 | 3 years | 990,371 |

- (i) On 24 May 2011, as approved by CSRC [2001] No. 721 (中国证券监督管理委员会证监许 可【2011】721 号文), the Company issued five-year and ten-year corporate bonds with total principle amount of RMB5 billion. The bonds bear interest at rate of 5.6% (five-year bond) and 6.2% (ten-year bond) per annum and payable annually.
- (ii) In September 2011, HNA Hongkong, a wholly-owned subsidiary of the Company, issued three year RMB corporate bonds of RMB1 billion with final maturity in 2014 and bearing interest at 6% per annum. The bonds are listed in Singapore and with an unconditional and irrevocable guarantee provided by the Company for a period of four years.
- (b) Interest payable of bonds is analysed as follows:

| | 31 December | Interest accrued | Interest paid in | 31 December |
|-----------------|-------------|------------------|------------------|-------------|
| | 2010 | in current year | current year | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Corporate bonds | - | 162,922 | - | 162,922 |
| RMB bonds | <u> </u> | 15,667 | <u> </u> | 15,667 |
| | - | 178,589 | - | 178,589 |

(30)L

| 31 December | 31 December |
|-------------|---|
| 2011 | 2010 |
| RMB'000 | RMB'000 |
| 1,834,117 | 2,157,670 |
| (421,569) | (472,400) |
| 1,412,548 | 1,685,270 |
| | 2011 RMB'000 1,834,117 (421,569) |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(30) Long-term payables (Continued)

(a) Breakdown of finance lease obligations by lessor:

| | 31 December 2011 | | | 31 December 2010 | | |
|-----------------------|------------------|-----------|------------|------------------|----------|------------|
| | | Amount in | _ | | | |
| | | foreign | RMB | | foreign | RMB |
| | Currency | currency | equivalent | Currency | currency | equivalent |
| | | ('000) | RMB'000 | | ('000) | RMB'000 |
| | | | | | | |
| Lessor No. 1 | RMB | _ | 422,119 | RMB | | 540,997 |
| Changjiang Leasing | USD | 65,947 | 415,523 | USD | 65,766 | 435,548 |
| Lessor No. 2 | USD | 34,793 | 219,226 | USD | 50,522 | 334,591 |
| Lessor No. 3 | RMB | | 203,302 | RMB | | 210,121 |
| Lessor No. 4 | RMB | _ | 200,000 | | _ | - |
| Lessor No. 5 | RMB | _ | 191,343 | RMB | _ | 296,913 |
| Yangtze River Leasing | USD | 16,793 | 105,808 | USD | 19,600 | 129,805 |
| Others | | _ | 76,796 | | _ | 209,695 |
| | | _ | 1,834,117 | | _ | 2,157,670 |

Finance lease obligations are the amounts paid to leasing companies for finance leased aircraft and engines by the Group. The finance lease period is ranged from 3 to 12 years. Finance lease obligations represent the balance of minimum lease payments of finance leased fixed assets less unrecognised finance charges (Note 10).

| | 2011 RMB'000 | 2010 RMB'000 |
|---|--|--|
| Beginning balance of the year Add: current year additions Less: current year payment Ending balance of the year Less: finance lease obligations within one year | 2,157,670 200,000 (523,553) 1,834,117 (421,569) 1,412,548 | 2,028,933 588,686 (459,949) 2,157,670 (472,400) 1,685,270 |
| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
| Minimum lease payments Less: unrecognised finance charge Net balance of lease obligations | 2,209,051 (374,934) 1,834,117 | 2,502,053 (344,383) 2,157,670 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(30) Long-term payables (Continued)

(b) The Group's top 5 lessors with the largest finance lease obligation balances are as follows:

| | | Principle | | Accrued | | Borrowing |
|--------------------|---------------|-----------|------------------------|----------|----------------|---------------|
| | Term | amount | Interest rate (%) | interest | Ending balance | conditions |
| | | RMB'000 | | RMB'000 | RMB'000 | |
| | | | | | | |
| Lessor No.1 | 5 years | 477,510 | Benchmark rate | 55,391 | 422,119 | Finance lease |
| Changjiang Leasing | 13 years | 582,707 | Floating interest rate | 167,184 | 415,523 | Finance lease |
| Lessor No.2 | 12 years | 221,741 | Floating interest rate | 2,515 | 219,226 | Finance lease |
| Lessor No.3 | 5 or 10 years | 222,707 | Benchmark rate | 19,405 | 203,302 | Finance lease |
| Lessor No.4 | 10 years | 302,075 | Floating interest rate | 102,075 | 200,000 | Finance lease |
| | | 1,806,740 | | 346,570 | 1,460,170 | |

(c) The long-term payables (portion within 1 year exclusive) are repayable according to the following payable schedules:

| | 31 December 2011 | 31 December 2010 |
|--------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| 1 to 2 years | 531,274 | 424,209 |
| 2 to 5 years | 349,108 | 788,426 |
| Over 5 years | 532,166 | 472,635 |
| | 1,412,548 | 1,685,270 |

(31) Other non-current liabilities

| | 31 December 2011 | 31 December 2010 |
|---|------------------|------------------|
| | RMB'000 | RMB'000 |
| Deferred revenue – Unredeemed mileages under frequent flyer | | |
| programme (a) | 437,219 | 280,850 |
| Deferred revenue – Unrealised gain on sales and leaseback transaction | | |
| (b) | 26,317 | 54,416 |
| Customs duties and VAT relating to finance lease | 14,470 | 21,462 |
| | 478,006 | 356,728 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(31) Other non-current liabilities (Continued)

(a) Unredeemed mileages under frequent flyer programme

| | 2011 | 2010 |
|--------------------------------------|-----------|----------|
| | RMB'000 | RMB'000 |
| | | |
| As at 1 January | 280,850 | 193,830 |
| Current year additions | 337,271 | 132,178 |
| Current year redemption/(expiration) | (180,902) | (45,158) |
| As at 31 December | 437,219 | 280,850 |

(b) The balances mainly represent the differences between the selling price and net book value of certain sales-and-leased-back aircrafts. The differences arisen from sales and finance leased back transactions are amortised through the useful lives of the assets.

(32) Share capital

| | 31 December | Current year | 31 December |
|---|-------------|--------------|-------------|
| | 2010 | movement | 2011 |
| | RMB'000 | RMB'000 | RMB'000 |
| Shares with trading restrictions - | | | |
| Shares held by domestic non-state-owned | | | |
| legal persons | 297,956 | - | 297,956 |
| Shares held by domestic state-owned | | | |
| legal persons | 297,619 | <u> </u> | 297,619 |
| - | 595,575 | | 595,575 |
| Shares without trading restrictions - | | | |
| A shares | 3,345,193 | - | 3,345,193 |
| B shares | 184,723 | - | 184,723 |
| | 3,529,916 | | 3,529,916 |
| | 4,125,491 | - | 4,125,491 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(32) Paid-in capital (Continued)

| | | Current year | |
|---|-------------|--------------|-------------|
| | 31 December | movement | 31 December |
| | 2009 | Note(a) | 2010 |
| | RMB'000 | RMB'000 | RMB'000 |
| Shares with trading restrictions - | | | |
| Shares held by domestic non-state-owned | | | |
| legal persons | 337 | 297,619 | 297,956 |
| Shares held by domestic state-owned | | | |
| legal persons | - | 297,619 | 297,619 |
| | 337 | 595,238 | 595,575 |
| Shares without trading restrictions | | | |
| Shares without trading restrictions - | 0.045.400 | | 0.045.400 |
| A shares | 3,345,193 | - | 3,345,193 |
| B shares | 184,723 | | 184,723 |
| | 3,529,916 | | 3,529,916 |
| | 3,530,253 | 595,238 | 4,125,491 |

(a) On 5 January 2010, the Company obtained the approval from CSRC for the Company's non-public share issuance for no more than 595,238,094 shares. On 12 February 2010, the Company completed the share offering in which each of Hainan Development Holding and HNA Group were offered 297,619,047 A shares of the Company. The offering price was set at RMB5.04 per share and the total proceed raised in this share issuance amounted to RMB2,985,517,557 after deducting the related share issuing costs of RMB14,482,443. The shares issued in this offering are restricted for trading with a lock-up period from 26 February 2010 to 25 February 2013. After the completion of the above share issuance, the Company's share capital was increased to RMB4,125 million. The registration procedures for the changes in shareholdings after the share issuance were completed on 12 February 2010. After the share issue, the Company's shareholdings held by Grand China Air, Hainan Development Holdings and HNA Group were changed to 41.60%, 7.21% and 7.21% respectively. Grand China Air remains as the parent company of the Company.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(33) Capital surplus

| | 31 December | Current year | Current year | 31 December |
|--|---|--------------------------------|---------------------------------------|---|
| | 2010 | additions | reductions | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Share premium (a) | 6,213,429 | - | (282,977) | 5,930,452 |
| Other capital surplus | | | | |
| - Change in fair value of available-for-sale financial | | | | |
| assets (Note 5(49)) | (16,535) | - | (130,871) | (147,406) |
| - Investment properties transferred from self-used | | | | |
| properties | 31,168 | - | - | 31,168 |
| - Long-term investments accounted for by equity | | | | |
| method | 1,850 | - | - | 1,850 |
| - Others | 1,116 | - | - | 1,116 |
| | 6,231,028 | | (413,848) | 5,817,180 |
| | | | · · · · · · · · · · · · · · · · · · · | |
| | 31 December | Current year | Current year | 31 December |
| | | | | |
| | 2009 | additions | reductions | 2010 |
| | 2009 RMB'000 | additions RMB'000 | reductions RMB'000 | 2010 RMB'000 |
| Capital premium (Note 5(32)) Other capital surplus | | | | |
| | RMB'000 | RMB'000 | | RMB'000 |
| Other capital surplus | RMB'000 | RMB'000 | | RMB'000 |
| Other capital surplus - Change in fair value of available-for-sale financial | RMB'000 3,823,150 | RMB'000 | RMB'000 - | RMB'000 6,213,429 |
| Other capital surplus - Change in fair value of available-for-sale financial assets (Note 5(49)) | RMB'000 3,823,150 | RMB'000 | RMB'000 - | RMB'000 6,213,429 |
| Other capital surplus - Change in fair value of available-for-sale financial assets (Note 5(49)) - Investment properties transferred from self-used | RMB'000 3,823,150 38,211 | RMB'000 | RMB'000 - | RMB'000 6,213,429 (16,535) |
| Other capital surplus - Change in fair value of available-for-sale financial assets (Note 5(49)) - Investment properties transferred from self-used properties | RMB'000 3,823,150 38,211 | RMB'000 | RMB'000 - | RMB'000 6,213,429 (16,535) |
| Other capital surplus - Change in fair value of available-for-sale financial assets (Note 5(49)) - Investment properties transferred from self-used properties - Long-term investments accounted for by equity | 3,823,150 38,211 31,168 | RMB'000 | RMB'000 - | RMB'000 6,213,429 (16,535) 31,168 |
| Other capital surplus - Change in fair value of available-for-sale financial assets (Note 5(49)) - Investment properties transferred from self-used properties - Long-term investments accounted for by equity method | RMB'000 3,823,150 38,211 31,168 1,850 | RMB'000 2,390,279 - - | RMB'000 - (54,746) - | RMB'000 6,213,429 (16,535) 31,168 1,850 |

(a) As at 31 December 2011, the Company acquired 32.41% equity interests of Xinhua Airlines and 12.68% equity interests of Chang'an Airlines from minority interests at a price of RMB1,080,000 thousand and RMB281,990 thousand respectively (Note 15(3)(a)). The differences of RMB282,977 between the acquisition considerations and the proportion of the net book value of identifiable net assets of the subsidiaries at acquisition date was recorded as capital surplus – capital premium.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(34) Surplus reserve

| ourplus reserve | | | | |
|---------------------------|--------------------------------|--------------------------------------|---------------------------------------|--------------------------------|
| | 31 December 2010 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2011 RMB'000 |
| Statutory surplus reserve | 383,918 | 184,083 | | 568,001 |
| | 31 December 2009 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2010 RMB'000 |
| Statutory surplus reserve | 169,098 | 214,820 | | 383,918 |

In accordance with Company Law of the People's Republic of China and the Company's Articles of the Association, the Company shall appropriate 10% of net profit to statutory surplus reserve, and the Company can cease appropriation when accumulated statutory surplus reserve up to more than 50% of registered capital. Statutory surplus reserve can be used to make up for the losses or increase share capital after appropriate approval. According to the Board resolution on 15 March 2012, the Company appropriated 10% of net profit, amounted to RMB184,083 thousand (2010: RMB214,820 thousand), to statutory surplus reserve for the year ended 31 December 2011.

(35) Undistributed profits

| | 2011 | 2010 |
|--|-----------|-------------|
| | RMB'000 | RMB'000 |
| Undistributed profits/(accumulated losses) as at January 1 Add: Net profits attributable to the equity shareholders of | 1,725,046 | (1,074,046) |
| the Company | 2,631,312 | 3,013,912 |
| Less: Appropriation to surplus reserves | (184,083) | (214,820) |
| Dividends to ordinary shares | (206,275) | |
| Undistributed profits as at December 31 | 3,966,000 | 1,725,046 |

As at 31 December 2011, undistributed profits included surplus reserve of RMB124,751 thousand attributable to the Company's subsidiaries (31 December 2010: RMB119,663 thousand).

According to the shareholders meeting resolution passed on 14 March 2011, a cash dividend of RMB0.05 yuan per share to all shareholders was proposed. Based on a total of 4,125,490,895 outstanding shares in issue, the total cash dividends proposed amount to RMB206,275 thousand. As at 31 December 2011, RMB24,617 thousand has not been paid yet.

According to the Board's resolution passed on 30 March 2012, a cash dividend of RMB1.2 yuan per every 10 shares (tax inclusive) to all shareholders was proposed. Based on a total of 4,125,490,895 outstanding shares in issue, the total cash dividends proposed amounted to RMB412,549 thousand. The above proposal is still subject to the approval of annual shareholders meeting (Note 9).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(36) Minority interests

Minority interests attributable to minority holders of subsidiaries are outlined as follows:

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|--------------------------|--------------------------------|--------------------------------|
| Beijing Kehang | 88,515 | 79,865 |
| Xinhua Airlines (Note) | - | 678,209 |
| Chang'an Airlines (Note) | - | 206,813 |
| Others | 5,982 | 8,979 |
| | 94,497 | 973,866 |

Note: After the Company's acquisition of minority interests in Xinhua Airlines and Chang'an Airlines in 2011, Xinhua Airlines and Chang'an Airlines became the wholly-owned subsidiaries of the Company (Note 5(33) & Note 15(3)(a)).

(37) Revenue and operating costs

| | 2011 | 2010 |
|---|--------------|--------------|
| | RMB'000 | RMB'000 |
| Revenue from main operations (a) | 24,280,510 | 19,615,266 |
| Revenue from other operations (b) | 1,992,736 | 2,090,881 |
| | 26,273,246 | 21,706,147 |
| Operating costs of main operations | (18,508,261) | (14,876,370) |
| Operating costs of other operations (b) | (989,726) | (616,552) |
| | (19,497,987) | (15,492,922) |
| | <u> </u> | · |

(a) Revenue from main operations

Revenue from main operations by categories is analysed as follows:

| | 2011 RMB'000 | 2010 RMB'000 |
|----------------|-----------------|-----------------|
| Passenger | 23,275,882 | 18,750,032 |
| Cargo and mail | 922,910 | 826,273 |
| Others | 81,718_ | 38,961 |
| | 24,280,510 | 19,615,266 |
| | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(37) Revenue and operating costs (Continued)

(b) Revenue and operating costs of other operations

| | 2011 | | 2010 | |
|---|------------------|--------------------|------------------|--------------------|
| | Revenue of other | Operating costs of | Revenue of other | Operating costs of |
| | operations | other operations | operations | other operations |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Aircraft leasing income (Note 7(5)(b)) | 1,221,751 | (763,112) | 1,612,648 | (563,068) |
| Property rental income | 348,657 | (89,381) | 205,760 | (36,094) |
| Processing fee for cancelled tickets | 146,837 | - | 101,383 | - |
| Gain on disposal of investment properties | 92,066 | (75,800) | - | - |
| Commission income | 36,632 | - | 33,249 | - |
| Others | 146,793 | (61,433) | 137,841 | (17,390) |
| | 1,992,736 | (989,726) | 2,090,881 | (616,552) |

The costs of aircraft leasing did not include interest charge of RMB340,063 thousand (2010: RMB538,382 thousand) incurred for the loans and finance leases of the relevant aircraft. Such interest charges are included in the finance expenses.

(c) Revenues of the top 5 customers of the Group

For the year ended 31 December 2011, total revenue of the top 5 customers of the Group amounted to RMB6,670,439 thousand (2010: RMB7,002,295 thousand), accounting for 25% of the total revenues of the Group (2010: 32%).

(38) Business tax and surcharges

| | 2011 | 2010 |
|---------------------------------------|---------|---------|
| | RMB'000 | RMB'000 |
| | | |
| Business tax | 716,723 | 605,306 |
| City maintenance and construction tax | 47,177 | 12,720 |
| Education surcharges | 32,859 | 6,331 |
| Others | 6,119 | 3,219 |
| | 802,878 | 627,576 |
| | | |

The taxation bases of business tax and surcharges are set out in Note 3.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(39) Selling and distribution expenses

| | | 2011 RMB'000 | 2010 RMB'000 |
|------|-------------------------------------|-----------------|-----------------|
| | Commissions tickets sales | 766,819 | 648,423 |
| | Tickets reservation fee | 155,490 | 147,513 |
| | Wages, bonuses and welfares | 120,004 | 89,880 |
| | Sales branches expenses | 76,609 | 58,421 |
| | Rentals | 53,278 | 51,262 |
| | Others | 88,052 | 96,261 |
| | | 1,260,252 | 1,091,760 |
| (40) | General and administrative expenses | | |
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Wages, bonuses and welfares | 142,520 | 109,584 |
| | Depreciation | 57,683 | 60,971 |
| | Insurances | 36,887 | 48,968 |
| | Rents | 45,418 | 10,282 |
| | Various types of taxes | 55,599 | 36,789 |
| | Others | 237,478 | 217,142 |
| | | 575,585 | 483,736 |
| (41) | Finance expenses – net | | |
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Interest expenses | 3,091,318 | 2,229,310 |
| | Less: Interest capitalised | (287,676) | (200,750) |
| | Less: Interest income | (363,042) | (156,580) |
| | Net exchange gains | (637,883) | (370,595) |
| | Others | 201,185 | 86,901 |
| | | 2,003,902 | 1,588,286 |
| | | | |

Interest income includes interests received from related parties (Note 7(5)(a)).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

| (42) | Impairment losses |
|------|-------------------|
|------|-------------------|

| | | 2011 | 2010 |
|------|--|------------------|------------------|
| | | RMB'000 | RMB'000 |
| | Provision for bad debts | 8,206 | |
| (43) | Gains on changes in fair value | | |
| | | 2011 RMB'000 | 2010 RMB'000 |
| | Investment properties (Note 5(10)) Other financial assets held for trading | 869,845 26 | 347,983 6,840 |
| | | 869,871 | 354,823 |
| (44) | Investment income | | |
| | | 2011 RMB'000 | 2010 RMB'000 |
| | Gain on disposal of long-term equity investments (a) Share of results of investees accounted for under equity method (Note 5(9)(a)) | 96,032 89,493 | 52 (6,469) |
| | Dividend income from available-for-sale financial assets (Note 5(8)(b)) | 8,932 | 14,886 |
| | Dividend income from investees accounted for under cost method (Note 5(9)(b)) | 3,427 | 17,211 |
| | Others | <u> </u> | 5_ |
| | | 197,884 | 25,685 |
| | The Group has no significant limitation on returns on investmen | nts. | |
| (a) | Gain on disposal of long-term equity investments | | |
| | | | 2011 RMB'000 |
| | Haidao Construction (Note 5(9)(a)(v)) Others | | 64,097 31,935 |
| | | | 96,032 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(45) Non-operating income

| | | | Amount recorded in |
|---------------------------------------|---------|---------|------------------------|
| | | | extraordinary items of |
| | 2011 | 2010 | 2011 |
| | RMB'000 | RMB'000 | RMB'000 |
| Cubaidu in agus | 222.462 | 207 724 | 222.402 |
| Subsidy income | 333,162 | 207,731 | 333,162 |
| Including: Flight route subsidies (a) | 94,474 | 16,638 | 94,474 |
| Tax refund | 66,930 | 63,519 | 66,930 |
| Other financial subsidies | 171,758 | 127,574 | 171,758 |
| Gain on disposal of non current | | | |
| assets | 34,737 | 510,098 | 34,737 |
| Profit compensation received from | | | |
| HNA Group with respect to Beijing | | | |
| Kehang (b) | 109,917 | 62,258 | 109,917 |
| Others | 102,904 | 116,784 | 102,904 |
| | 580,720 | 896,871 | 580,720 |

- (a) Among flight route subsidies, RMB82,020 thousand represens the subsidies from MOF with respect to special long-distance international routes.
- (b) Upon the acquisition of Beijing Kehang by the Company, HNA Group undertook to compensate the Company the difference if the net profit of Beijing Kehang could not reach the expected levels (as agreed) between 2009 and 2011. In 2011, the Company received the profits compensation of Beijing Kehang from HNA Group amounted to RMB109,917 thousand (2010: RMB62,258 thousand).

(46) Non-operating expenses

| | | | Amount recorded in |
|----------------------------------|---------|---------|------------------------|
| | | | extraordinary items of |
| | 2011 | 2010 | 2011 |
| | RMB'000 | RMB'000 | RMB'000 |
| Loss on disposal of fixed assets | 70,065 | 43,330 | 70,065 |
| Others | 6,790 | 4,622 | 6,790_ |
| | 76,855 | 47,952 | 76,855 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(47) Income tax expenses

| · | 2011 RMB'000 | 2010 RMB'000 |
|---------------------|-----------------|-----------------|
| Current income tax | 122,764 | 354,948 |
| Deferred income tax | 739,084 | 75,448 |
| | 861,848 | 430,396 |

The reconciliation from income tax calculated based on the applicable tax rates and total profit presented in the consolidated financial statements to the income tax expenses is listed below:

| | 2011 | 2010 |
|--|-----------|-----------|
| | RMB'000 | RMB'000 |
| Total profit | 3,696,056 | 3,651,294 |
| Income tax expenses calculated at the applicable tax rate of 24% (2010: 22%) | 887,053 | 803,285 |
| Effect of different tax rates of subsidiaries | 16,067 | 26,920 |
| Income not subject to tax | (30,762) | (5,703) |
| Expenses not deductible for tax purposes | 10,039 | 2,874 |
| Recognition of previously unrecognised deductible temporary differences and tax losses | (40,980) | |
| Utilisation of previously unrecognised deductible temporary | | |
| differences | - | (120,183) |
| Utilisation of previously unrecognised tax losses | - | (285,534) |
| Unrecognised deductible tax losses | 16,116 | - |
| Other differences | 4,315 | 8,737 |
| Income tax expenses | 861,848 | 430,396 |

(48) Earnings per share

(a) Basic earnings per share

Basic earnings per share are calculated based on the profit attributable to the ordinary shareholders of the Company divided by the weighted average number of outstanding ordinary shares of the Company.

| | 2011 | 2010 |
|---|-----------|-----------|
| | RMB'000 | RMB'000 |
| | | |
| Profits attributable to the ordinary shareholders of the | | |
| Company | 2,631,312 | 3,013,912 |
| Weighted average number of outstanding ordinary shares in | | |
| issue | 4,125,491 | 4,056,998 |
| Basic earnings per share (RMB Yuan per share) | 0.64 | 0.74 |
| • · · · · · · · · · · · · · · · · · · · | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(48) Earnings per share (Continued)

(b) Diluted earnings per share

Diluted earnings per share are calculated based on profit attributable to the ordinary shareholders of the Company, adjusted by potential diluted ordinary shares, divided by the weighted average number of ordinary shares of the Company. For the year ended 31 December 2011, there are no diluted ordinary shares (2010: Nil), therefore diluted earnings per share is equal to basic earnings per share.

(49) Other comprehensive income

| | | 2011 | 2010 |
|------|---|-----------------|-----------------|
| | | RMB'000 | RMB'000 |
| | Loss arising from available-for-sale financial assets Less: Income tax relating to available-for-sale financial | (180,006) | (67,484) |
| | assets | 49,135 | 12,738 |
| | | (130,871) | (54,746) |
| (50) | Notes to consolidated cash flow statements | | |
| (a) | Cash received relating to other operating activities: | | |
| | | 2011 RMB'000 | 2010 RMB'000 |
| | Refunds of security deposits for notes payable | 1,336,994 | 1,498,958 |
| | Receipts of subsidy income (Note 5(45)) | 333,162 | 207,731 |
| | Receipts of net profit compensation of Beijing Kehang | | |
| | (Note 5(45)(b)) | 109,917 | 62,258 |
| | Others | 110,265 | 343,311 |

1,890,338

2,112,258

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(50) Notes to consolidated cash flow statements (Continued)

(b) Cash paid relating to other operating activities:

| | | 2011 RMB'000 | 2010 RMB'000 |
|-----|---|---|--|
| | Payments of notes payable, borrowings and other security deposits Payments of ticket sales commission Payments of lease security deposits and maintenance | 2,369,984 766,819 | 1,796,423 648,423 |
| | reserve funds Payments of ticket reservation fees Payments of bank charges Payments of sales branches expenses | 412,827 155,490 135,165 76,609 | 310,246 147,513 51,697 58,421 |
| | Payments of advertising and entertainment expenses Others | 55,473 659,540 4,631,907 | 27,683 511,620 3,552,026 |
| (c) | Cash received relating to other investing activities | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Receipts of term deposits upon maturity Interests on deposits | 2,623,115 212,252 2,835,367 | 918,221 129,702 1,047,923 |
| (d) | Cash paid relating to other investing activities | | |
| | | 2011 RMB'000 | 2010 RMB'000 |
| | Term deposits | 2,086,397 | 2,148,553 |
| (e) | Cash received relating to other financing activities | | |
| | | 2011 RMB'000 | 2010 RMB'000 |
| | Cash received from discounted notes payable | 4,272,000 | 3,127,952 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(50) Notes to consolidated cash flow statements (Continued)

(f) Cash paid relating to other financing activities

| 3'000 |
|-------|
| ,000 |
| ,020 |
| ,990 |
| ,010 |
| ,020 |
| 3 |

2011

2010

(51) Supplementary information for consolidated cash flow statement

(a) Supplementary information for consolidated cash flow statement

Reconciliation from net profit to cash flows from operating activities

| | 2011 | 2010 |
|--|-------------|-------------|
| | RMB'000 | RMB'000 |
| Net profit | 2,834,208 | 3,220,898 |
| Add: Adjust by provision for asset impairment (Note 5(42)) | 8,206 | (5,208) |
| Depreciation of fixed assets (Note 5(11)) | 2,173,908 | 2,432,899 |
| Amortisation of intangible assets (Note 5(13)) | 5,779 | 5,863 |
| Amortisation of long-term prepaid expenses (Note 5(15)) | 65,394 | 61,623 |
| Amortisation of deferred loss on sales and leaseback transaction | 66,711 | 71,787 |
| Losses/(gains) on disposals of fixed assets | 35,328 | (471,348) |
| Gains on changes in fair value (Note 5(43)) | (869,871) | (354,823) |
| Finance expenses | 1,868,737 | 1,588,286 |
| Investment income (Note 5(44)) | (197,884) | (25,685) |
| Increase in deferred tax liabilities (Note 5(17)) | 999,624 | 75,448 |
| Increase in deferred revenue | 150,367 | 68,452 |
| Decrease/(increase) in inventories | (78,628) | 214,998 |
| Increase in operating receivables | (1,531,086) | (1,080,598) |
| Increase in operating payables | 457,574 | 673,651 |
| Net cash flows from operating activities | 5,988,367 | 6,476,243 |
| | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(51) Supplementary information for consolidated cash flow statement (Continued)

(a) Supplementary information for consolidated cash flow statement (Continued)

Significant investing and financing activities that do not involve cash receipts and payments:

| | 2011 RMB'000 | 2010 RMB'000 |
|---|---|---|
| Fixed assets acquired under finance leases | | 642,727 |
| Movement in cash and cash equivalents: | | |
| | 2011 RMB'000 | 2010 RMB'000 |
| Cash and cash equivalents at end of year Less: Cash and cash equivalents at beginning of year Net increase in cash and cash equivalents | 14,598,317 (12,713,740) 1,884,577 | 12,713,740 (10,348,355) 2,365,385 |
| (b) Cash and cash equivalents | | |
| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
| Cash on hand Bank deposits available for drawing at any time Cash and cash equivalents at end of year | 1,960 14,596,357 14,598,317 | 16,147 12,697,593 12,713,740 |

6 SEGMENT INFORMATION

The management of the Group reviews the Group's internal reports periodically in order to assess the performances and allocate resources, based on which the segments are determined.

The management of the Group evaluates the operating performances of the Group by service categories, and the performances of below segments are evaluated:

- (i) Airline operation segment, which comprises passenger and cargo transportation services;
- (ii) Other segments, which comprise the segments that are individually insignificant, such as hotel services, and are combined as other segments.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

6 SEGMENT INFORMATION (CONTINUED)

(a) The revenue, total profit, assets and liabilities of reporting segments for the years ended 31 December 2011 and 2010 are as follows:

| | Airline operati | on segment | Other segn | nents | Elimination betw | een segments | Unallocated ite | ms (Note) | Total | l |
|--|-----------------|------------|------------|-----------|------------------|--------------|-----------------|-----------|------------|------------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Revenue generated from external transactions | 26,035,447 | 21,605,593 | 237,799 | 100,554 | - | - | - | - | 26,273,246 | 21,706,147 |
| Interest income | 362,133 | 156,076 | 909 | 504 | - | - | - | - | 363,042 | 156,580 |
| Interest expenses | 2,974,891 | 1,946,840 | 116,427 | 282,470 | - | - | - | - | 3,091,318 | 2,229,310 |
| Assets impairment losses | 2,577 | - | 5,629 | - | - | - | - | - | 8,206 | - |
| Depreciations and | 2,202,097 | 2,265,044 | | | | | | | | |
| amortisations | | | 42,984 | 235,341 | - | - | - | - | 2,245,081 | 2,500,385 |
| Gain on changes in fair | 210,001 | 306,268 | | | | | | | | |
| value | | | 659,870 | 48,555 | - | - | - | - | 869,871 | 354,823 |
| Total profit | 3,173,375 | 3,621,632 | 617,353 | 3,977 | (292,556) | - | 197,884 | 25,685 | 3,696,056 | 3,651,294 |
| Income tax expenses | 670,506 | 426,277 | 191,342 | 4,119 | - | - | - | - | 861,848 | 430,396 |
| Net profit | 2,502,748 | 3,195,355 | 426,132 | (142) | (292,556) | - | 197,884 | 25,685 | 2,834,208 | 3,220,898 |
| | | | | | | | | | | _ |
| Total assets | 72,370,453 | 65,528,189 | 5,643,545 | 7,061,882 | (3,091,094) | (4,058,889) | 6,373,748 | 3,021,613 | 81,296,652 | 71,552,795 |
| Total liabilities | 64,503,561 | 55,310,534 | 2,928,026 | 2,802,912 | (706,104) | - | - | - | 66,725,483 | 58,113,446 |

Note: Unallocated items include in total profits mainly represent the investment income, and unallocated items include in total assets mainly include long-term equity investments, goodwill and available-for-sale financial assets.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

6 SEGMENT INFORMATION (CONTINUED)

(b) Revenue by region of the Group is analysed as follows:

| | 2011 RMB'000 | 2010 RMB'000 |
|----------------------------|-----------------|-----------------|
| Domestic | 22,631,487 | 18,762,105 |
| International and regional | 3,641,759 | 2,944,042 |
| | 26,273,246 | 21,706,147 |

The revenue of the Group mainly comes from aircraft assets which are all registered in PRC. Since the aircrafts of the Group could be allocated to different routes freely, there is no reasonable allocation base to distribute assets and liabilities among regions, as a result, the assets, liabilities and capital expenditures are not disclosed by geographical segment.

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS

(1) The parent company

(a) General information of the parent company

| | | Place of | Legal | Nature | |
|-----------------|--------------------------------------|-----------------|---------------|----------------|-------------------|
| | Enterprise type | registration re | epresentative | of business | Organisation code |
| Grand China Air | Foreign- investment enterprise | Haikou | Chen Feng | Transportation | 76037451-5 |

The Company's ultimate controlling party is State-owned Assets Supervision and Administration Commission of Hainan Province.

(b) Registered capital and changes in registered capital of the parent company:

| | 31 December | Current year | Current year | 31 December |
|-----------------|-------------|--------------|--------------|-------------|
| | 2010 | additions | reductions | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Grand China Air | 6,008,324 | - | - | 6,008,324 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS

(1) The parent company (Continued)

(c) The proportion of equity interests and voting rights in the Company held by the parent company

| | 31 December | er 2011 | 31 December 2010 | | |
|-----------------|-------------------------|-----------------|-------------------------|-----------------|--|
| | % equity interests held | % voting rights | % equity interests held | % voting rights | |
| Grand China Air | 44.22% | 44.22% | 44.22% | 44.22% | |

(2) Subsidiaries

The general information and other related information of the subsidiaries are set out in Note 4.

(3) Associates

| | | | | | | | % voting | |
|------------|------------|--------------|----------------|-----------------------------------|------------|-----------|------------|--------------|
| | | | | | | % equity | right held | |
| | Enterprise | Place of | Legal | | Registered | interests | by the | Organisation |
| | type | registration | representative | Nature of business | capital | held | Company | code |
| | | | | | | | | |
| Grand | Limited | Haikou | Wang | Maintenance, protection and | 2,080,000 | 48% | 48% | 69890098-2 |
| China | company | | Yingming | retreat of aircrafts, engines and | | | | |
| Technology | | | | other accessories; crew services | | | | |
| | | | | and duty services insurance, | | | | |
| | | | | maintenance and technology | | | | |
| | | | | services provision; fleet | | | | |
| | | | | technology management and | | | | |
| | | | | other project services; checking | | | | |
| | | | | services; personnel training; | | | | |
| | | | | technology consultancy; | | | | |
| | | | | maintenance development; | | | | |
| | | | | assets managements, etc. | | | | |
| | | | | | | | | |
| Lucky Air | Limited | Kunming | Wang | Domestic passenger and cargo | 1,492,282 | 40% | 40% | 76044470-4 |
| | company | | Yangang | air transportation, cargo import | | | | |
| | | | | and export; insurance by- | | | | |
| | | | | business agency (operating with | | | | |
| | | | | permission), etc. | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(3) Associates (Continued)

| | Enterprise type | Place of registration | Legal representative | Nature of business | Registered capital | % equtity interests held | % voting right held by the Company | Organisation code |
|-----------------|--------------------|-----------------------|----------------------|--|--------------------|-----------------------------------|------------------------------------|-------------------|
| HNA Finance | Limited company | Beijing | Zhang | Financial and financing consultancy, credit authentication and relevant consultancy and agency services to member companies; assistance to member companies on receipt and payment of trading receivables and payables; warranty provision to member companies; entrusted loan and entrusted investments handling among member companies; notes acceptance and discount to member companies; internal accounts transfer and settlement of member companies and relevant program design of accounts settlement and clearing; absorption of member companies' deposits; borrowings and financing rental provision to member companies; inter-bank borrowings; issuance of finance company bonds after approved; corporate bonds underwritten of member companies; negotiable securities investment, etc. | 2,700,000 | 23.7% | 23.7% | 102054341 |
| Xi'an Chanba | Limited company | Xi'an | Huang Wen | Borrowings warranty, notes acceptance warranty, trade financing warranty, project financing warranty, letter of credit warranty and other financing warranties allowed by laws and regulatory. | 1,000,000 | 40% | 40% | 57842871-6 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(4) Other related parties

| Abbreviation (Full names are set out in Note 16) | Relationship with the Company | Organisation code |
|--|--|-------------------|
| Xinhua Air Catering | Under HNA Group's control | 708866504 |
| Air Catering Holding | Under HNA Groups control | 62001238-7 |
| Xinjiang Catering | Under HNA Group's control | 781752984 |
| Sanya Catering | Associate of HNA Group | 74259875-0 |
| Meilan Airport | Under the same control of the parent company of the | 72127172-4 |
| | Company | |
| Sanya Phoenix Airport | Under HNA Group's control | 20136089-7 |
| Haikou Meilan | A shareholder with over 5% voting rights of the Company | 70886657-1 |
| Gansu Airport | Under HNA Group's control | 924594371 |
| Beijing Business Culture | Under HNA Group's control | 691699673 |
| Xinhua Culture | Under HNA Group's control | 55141614-1 |
| Vigorous Vision | Under HNA Group's control | 764222308 |
| HNA Import & Export | Under HNA Group's control | 71385918-1 |
| Yisheng Holding | Under HNA Group's control | 693161850 |
| Tianjin Airlines | Under HNA Group's control | 79496844-2 |
| Capital Airlines | Under HNA Group's control | 70887277-9 |
| West Airlines | Under HNA Group's control | 79804682-4 |
| HNA Aviation Sales | Under HNA Group's control | 70887276-0 |
| Grand China Baixiang logistics | Under HNA Group's control | 55736841-9 |
| Yangtze River Express | Under HNA Group's control | 741185823 |
| HNA Tourism | Under HNA Group's control | 735810119 |
| HNA Industrial | Under HNA Group's control | 79872285-3 |
| HNA Hotel Group | Under HNA Group's control | 70886444-5 |
| HNA Group | A shareholder with significant influence on the parent company | 708866504 |
| | of the Company | |
| New City Construction | Under HNA Group's control | 735830080 |
| Yangtze River Leasing | Under HNA Group's control | 621904344 |
| HNA Airport Holdings | Under HNA Group's control | 75436025-6 |
| HNA Airlines Holdings | Under HNA Group's control | 68117653-7 |
| HNA Hotel Holding | Under HNA Group's control | 76597075-4 |
| Yangtze River Real Estate | Under HNA Group's control | 713859173 |
| Beijing HNA Dingsheng | Under HNA Group's control | 78174712-4 |
| Beijing HNA Real Estate | Under HNA Group's control | 789953019 |
| Beijing Tianchen | Under HNA Group's control | 101717916 |
| Beijing Hengshi | Associate of HNA Group | 746721509 |
| HNA Property Holdings | Under HNA Group's control | 79872661-9 |
| Hong Kong Airlines | Under HNA Group's control | 31717266 |
| HNA Safe | Under HNA Group's control | 74779967-4 |
| Xinsheng Info Tech | Under HNA Group's control | 671060987 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(4) Other related parties (Continued)

Abbreviation (Full name set out in Note 16)

Relationship with the Company

Organisation code

HNA Real Estate Holding

Under HNA Group's control

Changjiang Leasing

Under HNA Group's control

HNA Group (Hong Kong)

Under HNA Group's control

36669070

(5) Related party transactions

(a) Sales and purchases of goods, provision and receipt of services

| Nature of transaction | Related party | 2 | 011 | 2010 | | |
|----------------------------|---------------------------|-----------------------------|---------|--------------|---------|--------------|
| | | | Amount | % of | Amount | % of |
| | | | RMB'000 | transactions | RMB'000 | transactions |
| | | | | in same | | in same |
| | | | | nature | | nature |
| In-flight meal purchase | Mutually agreed | Xinhua Air Catering | 102,234 | 25% | 88,840 | 21% |
| | F | Air Catering | 38,823 | 10% | 38,081 | 9% |
| | | Holding | ,- | | , | |
| | | Xinjiang Catering | 22,682 | 6% | - | - |
| | | Sanya Catering | 11,551 | 3% | - | - |
| | | | 175,290 | 44% | 126,921 | 30% |
| | | | | | | |
| Take-off and landing | Government directed price | Meilan Airport | 97,544 | 7% | 93,598 | 4% |
| | | Haikou Meilan | 40,774 | 3% | 31,199 | 1% |
| | | Sanya Phoenix Airport | 37,206 | 3% | 43,500 | 2% |
| | | Gansu Airport | 747 | 0.06% | 25,522 | 1% |
| | | | 176,271 | 13.06% | 193,819 | 8% |
| Advertising services | Mutually agreed price | Beijing Business Culture | 30,000 | 63% | - | - |
| | , | Xinhua Culture | 17,473 | 37% | - | - |
| | | Vigorous Vision | - | - | 25,000 | 67% |
| | | _ | 47,473 | 100% | 25,000 | 67% |
| Import 9 ovport agapoy for | 0.3%~3% of | UNA Import 9 | | | | |
| Import & export agency fee | purchase prices | HNA Import & Export | 18,002 | 100% | 22,379 | 100% |
| | purchase prices | LAPOIL | 10,002 | 100 /0 | 22,513 | 100 /0 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(a) Sales and purchases of goods, provision and receipt of services (Continued)

| Nature of transaction | Pricing policy | Related party | | | | |
|---|-----------------------|-----------------------|---------|--------------|---------|--------------|
| | | | 2011 | | 2 | 010 |
| | | | Amount | % of | Amount | % of |
| | | | RMB'000 | transactions | RMB'000 | transactions |
| | | | | in same | | in same |
| | | | | nature | | nature |
| | | | | | | |
| Ticket sales commissions to related parties | Mutually agreed price | HNA Aviation Sales | 112,428 | 15% | 64,829 | 10% |
| | Mutually agreed price | Yisheng Holding | 35,825 | 5% | 41,887 | 6.5% |
| | Mutually agreed price | Xinsheng Info Tech | 10,237 | 1% | - | |
| | · | | 158,490 | 21% | 106,716 | 16.5% |
| | | | | | | |
| Ticket sales commissions from related parties | Mutually agreed price | Grand China Air | 12,506 | 34% | 9,160 | 28% |
| | | Tianjin Airlines | 6,887 | 19% | 8,227 | 25% |
| | | Capital Airlines | 2,459 | 7% | 600 | 2% |
| | | Lucky Air | 1,798 | 5% | 189 | 1% |
| | | West Airlines | 519 | 1% | 382 | 1% |
| | | | 24,169 | 66% | 18,558 | 57% |
| Cargo agency fees paid to | Mutually agreed | Grand China | | | | |
| related parties | price | Baixiang | | | | |
| | | logistics | 60,028 | 8% | - | - |
| Sales of New Gold Deer cards | Mutually agreed | Yisheng Holding | | | | |
| | price | | 28,935 | 0.2% | 12,265 | 0.1% |
| Receipt of aircraft maintenance | Mutually agreed | Grand China | | | | |
| services | price | Technology | 567,165 | 100% | - | - |
| Interest income | Market price | HNA Finance | 121,444 | 33% | 77,140 | 49% |
| | | | , | 2370 | , | .570 |

The above related transactions are arising from the operations of the Group and the related parties. The above transactions have been approved by the shareholder's meetings and the pricing policies and nature of the transactions have been properly approved and authorised by the Board.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(b) Leasing

The Group as a lessor:

| | | | Lease | Lease | | Leasing |
|-------------|---------------|--------------------|--------------|------------------------------|-----------------------|-----------|
| | | | commencement | expiry | Leasing term | income in |
| Lessor | Leased assets | Lessee | date | date | policy | 2011 |
| | | | | | | RMB'000 |
| The Group | Aircraft | Capital Airlines | 18/12/2010 | Automatic roll-over annually | Mutually agreed price | 421,989 |
| | | Tianjin Airlines | 25/05/2008 | Automatic roll-over annually | Mutually agreed price | 282,838 |
| | | Lucky Air | 01/01/2007 | Automatic roll-over annually | Mutually agreed price | 252,017 |
| | | Grand China Air | 30/11/2007 | Automatic roll-over annually | Mutually agreed price | 117,849 |
| | | West Airlines | 09/08/2010 | Automatic roll-over annually | Mutually agreed price | 117,014 |
| | | Yangtze River | 16/04/2010 | Automatic roll-over | Mutually agreed | 30,044 |
| | | Express | | annually | price _ | 1 001 751 |
| | | | | | _ | 1,221,751 |
| The Company | Properties | Yisheng Holding | 01/12/2009 | 30/11/2014 | Mutually agreed price | 8,730 |
| | | HNA Tourism | 16/10/2008 | 15/10/2012 | Mutually agreed | |
| | | | | | price | 7,143 |
| | | HNA Property | 01/01/2009 | 13/09/2011 | Mutually agreed | |
| | | Holdings | | | price | 6,270 |
| Beijing | Properties | HNA Hotel | 30/04/2009 | 31/03/2012 | Mutually agreed | |
| Kehang | | Group | | | price | 86,757 |
| | | HNA Finance | 01/10/2008 | 31/12/2013 | Mutually agreed | |
| | | | | | price | 8,356 |
| | | HNA Group | 01/10/2008 | 31/12/2013 | Mutually agreed | |
| | | | | | price _ | 8,278 |
| | | | | | _ | 125,534 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(b) Leasing (Continued)

The Group as lessee:

| Lessor | Lessee | Leased assets | Lease commencement date | Lease expiry date | Leasing term policy | Lease rentals in 2011 RMB'000 |
|--------------------------|-------------|------------------|-------------------------------|------------------------------|-----------------------|--|
| Hong Kong Airlines | The Company | Aircraft | 01/10/2010 | Automatic roll-over annually | Mutually agreed price | 235,697 |
| New City Construction | The Company | Office buildings | 26/01/2011 | 26/09/2016 | Mutually agreed price | 31,596 |
| Yangtze River Leasing | The Company | Aircraft engines | 15/07/2010 | 12/11/2017 | Mutually agreed price | 16,954 |
| Meilan Airport | The Company | Airport terminal | 26/02/2009 | 31/12/ 2011 | Mutually agreed price | 6,189 |
| | | | | | _ | 290,436 |

(c) Guarantees and pledges provided by related parties to the Group

| Gι | arantor | Guarantee | Guaranteed | Starting date | Ending date | Whether |
|-----|--------------------------------|--------------------|-------------|---------------|-------------|----------------|
| | | | and pledged | | | guarantee ends |
| | | | amount | | | as at 31 |
| _ | | | RMB'000 | | | December 2011 |
| (i) | Short-term borrowings | | | | | |
| ` ' | HNA Group | The Company | 4,330,000 | 25/02/2011 | 21/12/2012 | No |
| | Grand China Air | The Company | 1,995,000 | 13/01/2011 | 23/11/2012 | No |
| | HNA Group and Grand | The Company | 750,000 | 13/05/2011 | 25/11/2012 | No |
| | China Air | | | | | |
| | HNA Group and Haikou Meilan | The Company | 630,090 | 29/04/2011 | 29/04/2012 | No |
| | HNA Group | Xinhua Airlines | 370,000 | 25/03/2010 | 17/11/2012 | No |
| | Hainan Guoshan | The Company | 330,000 | 04/11/2011 | 12/03/2012 | No |
| | HNA Group and HNA Finance | Xinhua Airlines | 300,000 | 29/07/2011 | 26/07/2012 | No |
| | HNA Finance | Xinhua Airlines | 100.000 | 28/09/2011 | 28/09/2012 | No |
| | | | , | | | |
| | Grand China Air | Chang' an Airlines | , | 27/12/2011 | 27/12/2012 | No |
| | HNA Industrial | Beijing Kehang | 15,000 | 01/04/2011 | 01/03/2012 | No |
| | HNA Group | The Company | 7,509,223 | 08/03/2010 | 28/12/2011 | Yes |
| | Grand China Air | The Company | 4,110,000 | 15/01/2010 | 14/12/2011 | Yes |
| | HNA Group and Grand | The Company | 1,130,000 | 10/05/2010 | 25/11/2011 | Yes |
| | China Air | | | | | |
| | HNA Airport Holdings | The Company | 400,000 | 26/03/2010 | 25/03/2011 | Yes |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(c) Guarantees provided by related parties to the Group (Continued)

| | | | Guaranteed | | | Whether |
|------|-------------------------------------|-----------------|-------------|---------------|----------------|----------------|
| | | | and pledged | | | guarantee ends |
| | | | amount | | | as at 31 |
| Gι | arantor | Guarantee | RMB'000 | Starting date | Ending date | December 2011 |
| | | | | | | |
| (i) | Short-term borrowings (Co | ontinued) | | | | |
| | HNA Group and Capital Airlines | The Company | 330,000 | 27/09/2010 | 26/09/2011 | Yes |
| | HNA Finance | Xinhua Airlines | 160,000 | 12/03/2010 | 17/11/2011 | Yes |
| | HNA Industrial | Beijing Kehang | 65,000 | 30/09/2010 | 28/09/2011 | Yes |
| | Meilan Airport | Xinhua Airlines | 40,000 | 18/06/2010 | 18/06/2011 | Yes |
| | | | | • | | |
| (ii) | Long-term borrowings | | | | | |
| | HNA Airlines Holdings | The Company | 2,326,062 | 18/09/2000 | 18/09/2012 | No |
| | HNA Group | The Company | 2,168,308 | 02/08/2002 | 02/08/2035 | No |
| | HNA Group | Xinhua Airlines | 768,164 | 09/03/2009 | 22/03/2022 | No |
| | Grand China Air | The Company | 711,080 | 18/05/2010 | 25/11/2013 | No |
| | HNA Group and | The Company | 700,000 | 30/11/2010 | 29/11/2013 | No |
| | HaikouMeilan | | | | | |
| | HNA Group and | Shanxi Airlines | 540,000 | 17/06/2005 | 17/10/2016 | No |
| | HaikouMeilan | | | | | |
| | HNA Group and HNA | The Company | 300,000 | 29/07/2011 | 26/07/2012 | No |
| | Finance | | | | | |
| | HNA Airport Holdings | The Company | 269,363 | 19/12/2003 | 20/12/2015 | No |
| | HNA Group and Grand | The Company | 249,400 | 11/05/2010 | 10/05/2012 | No |
| | China Air | | | | | |
| | HNA Group and Sanya Phoenix Airport | The Company | 110,000 | 30/09/2009 | 30/09/2012 | No |
| | HNA Group | The Company | 211,185 | 11/04/2007 | December 2011 | Yes |
| | HNA Airport Holdings | The Company | 208,564 | 19/12/2003 | December 2011 | Yes |
| | HNA Group | Beijing Kehang | 50,000 | 31/03/2006 | 30/03/2011 | Yes |
| | HNA Group and HNA | The Company | 13,077 | 02/08/2002 | September 2011 | Yes |
| | Airport Holdings | | , | | | |
| | HNA Group and Grand | The Company | 600 | 11/05/2010 | December 2011 | Yes |
| | China Air | | | | | |
| | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(d) Guarantees provided by the Group to related parties

| Guarantor | Guarantee | Guaranteed amount RMB'000 | Starting date | Ending date | Whether guarantee ends as at 31 December 2011 |
|---------------------------------------|------------------------|---------------------------------|---------------|-------------|--|
| (i) Short-term borrowings The Company | Yangtze River Express_ | 100,000 | 17/03/2011 | 16/03/2012 | No |
| (ii) Long-term borrowings | | | | | |
| The Company | HNA Group | 756,108 | 31/12/2009 | 30/12/2014 | No |
| The Company | Yangtze River Leasing | 526,755 | 01/02/2007 | 31/12/2018 | No |
| The Company | HNA Tourism | 330,000 | 10/11/2011 | 08/11/2014 | No |
| The Company | HNA Hotel Group | 111,700 | 21/12/2010 | 21/06/2012 | No |
| The Company | Yangtze River Leasing | 33,000 | 01/02/2007 | 31/12/2018 | No |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(e) Borrowing and lending funds

| Entity | Borrowing amount RMB'000 | Borrowing date | Repayment amount RMB'000 | Repayment date |
|---------------------------------------|--------------------------------|-----------------|--------------------------------|----------------|
| | | | | |
| HNA Group | 554 | opening balance | - | 00/00/0044 |
| HNA Group | 50,000 | 31/03/2011 | 40,466 | 30/06/2011 |
| HNA Group | 650,000 | 13/07/2011 | 450,000 | 14/07/2011 |
| HNA Group | 50,000 | 30/09/2011 | 200,000 | 18/07/2011 |
| HNA Group | | | 50,000 | 31/12/2011 |
| | 750,554 | • | 740,466 | • |
| HNA Property Holdings | 33,562 | opening balance | - | |
| HNA Property Holdings | 10,000 | 24/03/2011 | 10,000 | 10/03/2011 |
| HNA Property Holdings | 1,100 | 25/03/2011 | 10,000 | 16/03/2011 |
| HNA Property Holdings | 2,000 | 08/06/2011 | 19,000 | 18/03/2011 |
| HNA Property Holdings | 5,000 | 07/06/2011 | 2,000 | 23/03/2011 |
| HNA Property Holdings | 3,000 | 11/07/2011 | 2,600 | 31/03/2011 |
| HNA Property Holdings | 3,000 | 26/07/2011 | 900 | 07/09/2011 |
| HNA Property Holdings | 1,000 | 04/07/2011 | 17,000 | 24/05/2011 |
| HNA Property Holdings | 1,000 | 08/07/2011 | 2,600 | 20/05/2011 |
| HNA Property Holdings | 500 | 24/08/2011 | 10,000 | 29/06/2011 |
| HNA Property Holdings | 5,000 | 16/11/2011 | 9,000 | 30/06/2011 |
| HNA Property Holdings | 18,100 | 28/12/2011 | - | |
| | 83,262 | • | 83,100 | • |
| HNA Airlines Holdings | 80,000 | 21/09/2011 | 40,000 | 30/09/2011 |
| HNA Airlines Holdings | 50,000 | 28/10/2011 | 50,000 | 28/10/2011 |
| HNA Airlines Holdings | - | 20/10/2011 | 200 | 01/11/2011 |
| HNA Airlines Holdings | _ | | 75 | 29/11/2011 |
| HNA Airlines Holdings | _ | | 601 | 16/12/2011 |
| HNA Airlines Holdings | _ | | 600 | 26/12/2011 |
| · · · · · · · · · · · · · · · · · · · | 130,000 | | 91,476 | |
| HNA Import & Export | 40,000 | 14/10/2011 | 40,000 | 15/12/2011 |
| HNA Hotel Holding | 149 | opening balance | 149 | 30/09/2011 |
| Yangtze River Real Estate | 48,000 | opening balance | 43,378 | 28/12/2011 |
| Yangtze River Real Estate | -, | . • | 3,777 | 31/12/2011 |
| • | 48,000 | opening balance | 47,155 | • |
| Beijing HNA Dingsheng | 8,500 | opening balance | 8,500 | 31/12/2011 |
| Beijing HNA Real Estate | 9,411 | opening balance | 3,660 | 31/03/2011 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(e) Borrowing and lending funds (Continued)

| Entity | Borrowing amount RMB'000 | Borrowing date | Repayment amount RMB'000 | Repayment date |
|------------------|--------------------------------|-----------------|--------------------------------|----------------|
| - | RIVID UUU | | KIVID UUU | |
| Beijing Tianchen | 12,880 | opening balance | 6,000 | 28/04/2011 |
| Beijing Hengshi | 6,700 | opening balance | 4,000 | 31/07/2011 |
| Beijing Hengshi | - | | 1,500 | 24/08/2011 |
| Beijing Hengshi | | | 1,200 | 31/12/ 2011 |
| | 6,700 | 1 | 6,700 | • |

(f) Asset transfers

| | | _ | 2011 | 1 | 2010 |) |
|--------------------|--|-----------------------|---------|--------------|-----------|--------------|
| | | · | | % of | | % of |
| | | | | transactions | ; | transactions |
| | | | Amount | in same | Amount | in same |
| Related party | Nature of transaction | Pricing policy | RMB'000 | nature | RMB'000 | nature |
| | | | | | | |
| Yangtze River | Transfer of aircraft | Valuation | 156,282 | 100% | - | - |
| Express | | amount | | | | |
| Tianjin Airlines | Transfer of aircraft acquisition right | Mutually agreed price | 92,066 | 100% | - | - |
| HNA Airlines | Transfer of office | Mutually agreed | 1,419 | 89% | - | - |
| Holdings | equipment | price | | | | |
| HNA Airlines | Transfer of aircraft | Valuation | - | - | 1,493,312 | 84% |
| Holdings | | amount | | | | |
| Grand China | Transfer of flight | Valuation | - | - | 1,272,047 | 100% |
| Technology | spare parts and land etc | amount | | | | |
| Hong Kong Airlines | Transfer of aircraft | Valuation amount | - | - | 290,965 | 16% |
| HNA Aviation Sales | Transfer of office | Mutually agreed | - | - | 8,020 | 100% |
| | equipment | price | | | | |
| HNA Safe | Transfer of vehicles | Mutually agreed | - | - | 1,417 | 100% |
| | | price | | | | |
| | | _ | 249,767 | | 3,065,761 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(g) Capital injections

| Pricing policy 2011 | | | 2010 | | |
|-----------------------|-------------------------------|--|---------|-----------------|--|
| | | % of | | % of | |
| | t | ransactions | t | ransactions | |
| | Amount | in same | Amount | in same | |
| | RMB'000 | nature | RMB'000 | nature | |
| | | | | | |
| Note | 1,000,000 | 54% | - | - | |
| Mutually agreed price | | | | | |
| | 842,000 | 46% | - | - | |
| Mutually agreed price | | | | | |
| | 1,842,000 | | | | |
| | Note Mutually agreed price | Note 1,000,000 Mutually agreed price 842,000 Mutually agreed price | Word | Work Continue | |

(h) Equity transfers

| Related party | Nature of transaction | Pricing policy | 2011 | | 2010 | |
|---|--|-----------------------|-----------|-----------------|----------|----------------|
| | | | | % of | | % of |
| | | | Amount 1 | transactions in | Amount t | ransactions in |
| | | | RMB'000 | same nature | RMB'000 | same nature |
| Grand China Air (Note 5(9)(a)) | Equity interests disposal - Haidao Construction | Mutually agreed price | 1,600,000 | 36% | - | - |
| Grand China Air (Note 4 (3)) | Equity interests disposal - Hainan Guoxu | Mutually agreed price | 1,209,574 | 27% | - | - |
| Grand China Air (Note 4(3)) | Equity interests disposal - Hainan Hangpeng | Mutually agreed price | 824,256 | 18% | - | - |
| Grand China Air (Note 4(3)) | Equity interests disposal - Hainan Guoshan | Mutually agreed price | 693,080 | 15% | - | - |
| HNA Real Estate Holding(Note 4(3)) | Equity interests disposal - Qionghai Nanjue | Mutually agreed price | 155,875 | 3% | - | - |
| HNA Airlines Holdings(Note 5(9)(a)) | Equity interests disposal - Xi'an Real Estate | Mutually agreed price | 30,330 | 1% | - | - |
| HNA Airlines Holdings(Note 5(9)(a)) | Equity interests disposal - Northwest HNA Property | Mutually agreed price | 10,136 | - | - | - |
| | | _ | 4,523,251 | 100% | - | <u>-</u> |
| | | • | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(h) Equity transfers (continued)

(i)

| Related party | Nature of transaction | Pricing policy | 2 | 011 | 2 | 2010 |
|--|--|-----------------------|-----------|-----------------|-----------|-----------------|
| | | | | % of | | % of |
| | | | Amount t | ransactions in | Amount to | ransactions in |
| | | | RMB'000 | same nature | RMB'000 | same nature |
| Grand China Air (Note 15(3)(a)) | Equity interests acquired - Xinhua Air | Mutually agreed price | 1,080,000 | 30% | - | - |
| Lucky Air Investment (Note 5(9)(a)) | Equity interests acquired - Lucky Air | Mutually agreed price | 712,000 | 20% | - | - |
| HNA Group (Note 5(9)(a)) | Equity interests acquired - HNA Finance | Mutually agreed price | 705,600 | 20% | - | - |
| Tianhang Holdings (Note 5(9)(b)) | Equity interests acquired - Tianjin Airlines | Mutually agreed price | 694,000 | 19% | - | - |
| Grand China Air (Note 15(3)(a)) | Equity interests acquired - Chang'an Air | Mutually agreed price | 281,990 | 8% | - | - |
| Grand China Air (Note 5(9)(a)) | Equity interests acquired - Lucky Air | Mutually agreed price | 130,000 | 3% | | |
| HNA Airlines Holdings | Equity interests acquired - Hainan Guoshan, Hainan Guoxu and Hainan Hangpeng | Mutually agreed price | - | 0 | 2,464,850 | 100% |
| | | | 3,603,590 | 100% | 2,464,850 | 100% |
| Remuneration of key mar | nagement | | | | | |
| | | | | 2011 RMB'000 | | 2010 RMB'000 |
| Remuneration of key management | ent | | | 3,611 | | 2,349 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(5) Related party transactions (Continued)

(j) Other related party transactions

| Related party | Nature of transaction | 2011 | | 201 | 0 |
|------------------------|----------------------------|---------|------------|---------|--------------|
| | _ | | % of | | % of |
| | | tr | ansactions | | transactions |
| | | Amount | in same | Amount | in same |
| | | RMB'000 | nature | RMB'000 | nature |
| | | | | | |
| Capital Airlines | Pilot transfer | 50 | 3% | 48,700 | 72% |
| Yangtze River Express | Pilot transfer | - | - | 5,300 | 8% |
| Lucky Air | Pilot transfer | - | - | 4,200 | 6% |
| Tianjin Airlines | Pilot transfer | - | - | 3,700 | 5% |
| West Airlines | Pilot transfer | - | - | 3,300 | 5% |
| Lucky Air | Amounts paid on behalf (i) | 217,028 | 15% | 136,874 | 25% |
| Grand China Technology | Amounts paid on behalf (i) | 127,107 | 9% | = | - |
| Capital Airlines | Amounts paid on behalf (i) | 94,377 | 6% | 122,538 | 22% |
| Tianjin Airlines | Amounts paid on behalf (i) | 55,421 | 4% | 81,557 | 15% |
| West Airlines | Amounts paid on behalf (i) | 50,763 | 3% | 75,614 | 14% |
| Yangtze River Express | Amounts paid on behalf (i) | 43,125 | 3% | 43,586 | 8% |
| HNA Group | Profit compensation of | | | | |
| | Beijing Kehang | 109,917 | 100% | 62,258 | 100% |

⁽i) These are mainly the expenses of salaries, flying hour fees, domestic infrastructure levies and maintenance and protection services paid or collected by the Group on behalf of the related parties.

(6) Receivables from and payables to related parties

| | | 31 December 2011 | 31 December 2010 |
|--------------------------|-----------------|------------------|------------------|
| | | RMB'000 | RMB'000 |
| | | | |
| Cash at bank and on hand | HNA Finance | 4,449,149 | 4,814,360 |
| | | | |
| Notes receivable | Grand China Air | 3,117,336 | - |
| | | | |
| Interest receivable | HNA Finance | 121,444 | 31,088 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(6) Receivables from and payables to related parties (Continued)

| | | 31 December 2011 | 31 December 2010 |
|--------------------------|--------------------------------|------------------|------------------|
| | | RMB'000 | RMB'000 |
| Accounts receivable | Xinsheng Info Tech | 102,896 | - |
| | Yisheng Holding | 45,274 | 95,804 |
| | Tianjin Airlines | 42,479 | 20,133 |
| | Grand China Baixiang logistics | 19,903 | - |
| | Others | 8,768 | 58,980 |
| | | 219,320 | 174,917 |
| Other receivables | Grand China Air | 1,135,375 | <u>-</u> |
| | HNA Real Estate Holding | 156,069 | 193 |
| | Yangtze River Express | 44,802 | 33 |
| | Grand China Technology | - | 1,256,228 |
| | HNA Airlines Holdings | - | 1,496,904 |
| | Others | 27,180 | 44,823 |
| | | 1,363,426 | 2,798,181 |
| Advances to suppliers | HNA Import & Export | _ | 133,127 |
| navarious to suppliers | Others | 2,681 | 3,731 |
| | Caroro | 2,681 | 136,858 |
| | | 2,001 | 100,000 |
| Other non-current assets | Changjiang Leasing | 339,188 | 359,365 |
| Notes payable | HNA Import & Export | 2,600,000 | 2,049,952 |
| | Sanya Phoenix Airport | - | 50,000 |
| | , | 2,600,000 | 2,099,952 |
| Interest payable | HNA Finance | 3,611 | 106 |
| Accounts payable | Haikou Meilan | 31,905 | 12,094 |
| | HNA Airlines Holdings | 27,207 | - |
| | Meilan Airport | 25,374 | 97,906 |
| | HNA Airport Holdings | 10,829 | 10,955 |
| | HNA Group (Hong Kong) | 10,005 | 4,853 |
| | Grand China Air | · - | 28,319 |
| | Others | 34,400 | 35,430 |
| | | 139,720 | 189,557 |
| | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(6) Receivables from and payables to related parties (Continued)

| | | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|--------------------|-----------------------|-----------------------------|-----------------------------|
| Other payables | Capital Airlines | 18,014 | - |
| | Yangtze River Leasing | 14,146 | 14,268 |
| | Others | 38,563 | 164,612 |
| | | 70,723 | 178,880 |
| Long-term payables | Changjiang Leasing | 415,523 | 435,548 |
| | Yangtze River Leasing | 105,808 | 129,805 |
| | | 521,331 | 565,353 |

(7) Commitments in relation to related parties

As at the balance sheet date, the commitments in relation to related parties contracted for by the Group but not yet necessary to be recognised on the consolidated balance sheet are as follows:

| | 31 December 2011 | 31 December 2010 |
|-------------------------|------------------|------------------|
| Operating lease out | RMB'000 | RMB'000 |
| - Capital Airlines | 277,290 | 321,754 |
| - Lucky Air | 255,001 | 41,411 |
| - Tianjin Airlines | 132,135 | 142,566 |
| - Grand China Air | 108,235 | 111,458 |
| - West Airlines | 74,165 | 176,529 |
| - Yangtze River Express | 19,773 | 19,404 |
| | 866,599 | 813,122 |

8 COMMITMENTS

(1) Performance of prior year commitments

The capital expenditure commitments and operating lease commitments of the Group as at 31 December 2010 were performed as committed.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

8 COMMITMENTS (CONTINUED)

(2) Capital commitments

As at the balance sheet date, capital expenditures contracted for by the Group but are not yet necessary to be recognised on the consolidated balance sheet are as follows:

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|---------------------------------------|-----------------------------|-----------------------------|
| Aircraft purchase | 85,433,972 | 28,832,676 |
| Buildings, machineries and equipments | 234,214 | 432,497 |
| | 85,668,186 | 29,265,173 |

(3) Operating lease commitments

The future minimum lease payments due under the signed irrevocable operating leases contracts are summarised as follows:

| | 31 December 2011 | 31 December 2010 |
|---------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| Within 1 year | 1,827,354 | 1,627,682 |
| 1 to 2 years | 1,448,781 | 1,521,237 |
| 2 to 3 years | 1,353,301 | 1,410,609 |
| Over 3 years | 4,289,569 | 5,716,313 |
| | 8,919,005 | 10,275,841 |

9 POST BALANCE SHEET DATE EVENTS

As approved by the shareholders meeting on 15 February 2012, the Company proposed a private issue of A shares of no more than 1.91 billion at a price of no less than RMB4.19 per share with a total proceed of no more than RMB8 billion. Among the total proceeds from the issuance less issuance cost, RMB6,084 million will be used for repayment of bank borrowings and the remaining proceeds will be used as working capital. On 28 March 2012, the Company's proposed non-public offering was approved by CSRC conditionally.

According to the Board's resolution passed on 30 March 2012, a cash dividend at RMB1.2 yuan per share of every 10 shares (tax inclusive) to all shareholders was proposed. Based on a total of 4,125,490,895 outstanding shares in issue, total cash dividends proposed amounted to RMB495,059 thousand. The above proposal is still subject to the approval of shareholders meeting.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

10 LEASES

The Group leases in certain fixed assets under finance leases (Note 5(30)(a)). The future minimum lease payments of the finance leases are summarised in the following table:

| | 31 December 2011 | 31 December 2010 |
|---------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| Within 1 year | 492,044 | 549,523 |
| 1 to 2 years | 568,562 | 480,793 |
| 2 to 3 years | 181,726 | 541,391 |
| Over 3 years | 966,719 | 930,346 |
| | 2,209,051 | 2,502,053 |

As at 31 December 2011, the unrecognised finance charge amounted to RMB374,934 thousand (31 December 2010: RMB344,383 thousand) (Note 530(a)).

11 CONTINGENCIES

Except for the guarantees provided by the Group to its related parties as disclosed in Note 7(5)(d), the Group has no other contingencies to be disclosed as at the date of these financial statements.

12 FINANCIAL INSTRUMENT AND RISK

The Group's activities expose it to a variety of financial risks: business risk, market risk (primarily currency risk and interest rate risk), credit risk and liquidity risk. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance.

(1) Business risk

To a large extent the Group's airline business is affected by the global political and economic factors. Any unexpected event, war or natural disaster would likely have significant impact on the Group's airlines business. These business risks include risks associated with politics, economy, legal environment, competition in air passenger, air cargo and airline-related services industry.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(2) Market risk

(a) Foreign exchange risk

Except for the oversea routes that the Group operates, the Group's major operational activities are carried out in mainland China and a majority of the transactions are denominated in RMB. However the Group is still exposed to foreign exchange risk arising from the recognised assets and liabilities, and future transactions denominated in foreign currencies, primarily in USD. The Group's finance department at its headquarters is responsible for monitoring the amount of assets and liabilities, and transactions denominated in foreign currencies to minimise the foreign exchange risk.

As at 31 December 2011 and 2010, the carrying amounts in RMB equivalent of the Group's assets and liabilities denominated in foreign currencies are summarised below:

| | | 31 December 2011 | |
|--------------------------|------------|------------------|------------|
| | USD | Other | Total |
| | | currencies | |
| | RMB'000 | RMB'000 | RMB'000 |
| Financial assets - | | | |
| Cash at bank and on hand | 354,693 | 109,106 | 463,799 |
| Accounts receivable | 16,181 | 13,973 | 30,154 |
| Other receivables | 77,350 | 4,110 | 81,460 |
| Other non-current assets | 1,377,808 | - | 1,377,808 |
| | 1,826,032 | 127,189 | 1,953,221 |
| | | | |
| | _ | 31 December 2011 | |
| | USD | Other | Total |
| | | currencies | |
| | RMB'000 | RMB'000 | RMB'000 |
| Financial liabilities - | | | |
| Short-term borrowings | 945,135 | - | 945,135 |
| Accounts payable | 1,541,372 | 81,317 | 1,622,689 |
| Other payables | 73,204 | - | 73,204 |
| Long-term borrowings | 15,608,976 | 159,419 | 15,768,395 |
| Long-term payables | 745,884 | _ | 745,884 |
| | 18,914,571 | 240,736 | 19,155,307 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(2) Market risk (Continued)

(a) Foreign exchange risk (Continued)

| | 31 December 2010 | | |
|--------------------------|------------------|------------|------------|
| | USD | Other | Total |
| | | currencies | |
| | RMB'000 | RMB'000 | RMB'000 |
| Financial assets - | | | |
| Cash at bank and on hand | 186,302 | 40,081 | 226,383 |
| Accounts receivable | 21,990 | 16,021 | 38,011 |
| Other receivables | 54,678 | 1,213 | 55,891 |
| Other non current assets | 816,345 | <u>-</u> _ | 816,345 |
| | 1,079,315 | 57,315 | 1,136,630 |
| Financial liabilities - | | | |
| Short-term borrowings | 517,009 | 497 | 517,506 |
| Accounts payable | 1,121,872 | 15,105 | 1,136,977 |
| Other payables | 66,545 | - | 66,545 |
| Long-term borrowings | 13,021,188 | 109,122 | 13,130,310 |
| Long-term payables | 912,862 | <u>-</u> _ | 912,862 |
| | 15,639,476 | 124,724 | 15,764,200 |

As at 31 December 2011, in respect of the Group's various financial assets and liabilities denominated in USD, if RMB had appreciated/depreciated by 10% against USD, while all other variables had remained unchanged, the Group's net profit for the year would have been increased/decreased by approximately RMB1,708,854 thousand (31 December 2010: RMB1,456,016 thousand).

(b) Interest rate risk

The Group's interest rate risk primarily arises from long-term interest bearing liabilities, such as debentures payable, long-term borrowings and long-term payables. Financial liabilities issued at floating rates expose the Group to cash flow interest rate risk. Financial liabilities issued at fixed rates expose the Group to fair value interest rate risk. The Group determines the relative proportions of its borrowings at fixed rate and floating rate contracts depending on the prevailing market conditions. As at 31 December 2011, the Group's long-term interest bearing liabilities mainly included:

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(2) Market risk (Continued)

(b) Interest rate risk (Continued)

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|--|--------------------------------|--------------------------------|
| Short-term borrowings | 17,533,295 | 17,704,048 |
| Notes payable | 4,506,488 | 2,270,774 |
| Long-term borrowings | 23,463,293 | 23,223,093 |
| Long-term payables | 1,834,117 | 2,157,670 |
| Debentures payable | 5,918,309 | - |
| | 53,255,502 | 45,355,585 |
| | | |
| Including: liabilities at floating rates | 35,397,714 | 29,323,066 |
| liabilities at fixed rates | 17,857,788 | 16,032,519 |
| | 53,255,502 | 45,355,585 |

The Group's finance department at headquarter monitors the interest rate position of the Group on an on-going basis. Increases in interest rates will increase the cost of new borrowings and the Group's outstanding borrowings at floating rates, and thus could have a material negative effect on the Group's financial position. Management makes appropriate adjustments with reference to the latest market conditions, including entering into interest rate swap agreements to mitigate its exposure to interest rate risk. For the year ended 31 December 2011 and 2010, the Group had not entered into any interest rate swap agreements.

For the year ended 31 December 2011, if interest rates on the floating rate borrowings had been 25 basis points higher/lower while all other variables had been held constant, the Group's net profit would have decreased/ increased by approximately RMB129,702 thousand (2010: approximately RMB107.443 thousand).

(3) Credit risk

Credit risk is managed on a group basis. Credit risk mainly arises from cash at bank and on hand, accounts receivable, other receivables and notes receivable etc.

The Group's bank deposits are mainly placed in state-owned banks and other listed banks of medium or large size. Management does not expect that the Group exposes to any significant credit risks and would suffer any significant losses from non-performance by the banks.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(3) Credit risk (Continued)

In addition, part of the Group's deposits are placed with HNA Finance, a related company of the Company. To further regulate the related party transactions between HNA Finance and the Group, protect the Group's funds and prevent the funds being occupied by related parties, on 24 July 2010, the Company established and announced to the public a "Policy of Risk Prevention on Hainan Airlines Co., Ltd's Deposit Fund in HNA Group Fincance Co., Ltd" (the "Policy") 《海南航空股份有限公司在 HNA Group 财务有限公司存款资金风险防范制度》.

In accordance with the Policy announced by the Group, the Group shall follow the principles of voluntary equality when conducting financial transactions with HNA Finance, such as deposits, loans, financial entrust and settlement arrangements etc., in order to maintain the financial independence of the Group. The Group is prohibited from providing entrusted loans and entrusted financial management to other related parties through HNA Finance, and is prohibited from depositing any fund raised in HNA Finance. The Group's directors shall act faithfully, diligently, prudently with due care when making decision to place the Group's deposits in HNA Finance, and avoid the Group's money being occupied by related parties.

In addition, the Group has policies to limit its credit exposure to accounts receivable, other receivables and notes receivable. The Group assesses the credit qualities of and sets credit limits on its customers by assessing their financial positions, the availability of guarantee from third parties, their credit history and other factors such as current market conditions. The credit histories of customers are regularly monitored by the Group. In respect of customers with poor credit histories, the Group will send payment reminders, or shorten or cancel their credit periods, to ensure that the overall credit risk of the Group is limited to a controllable level.

(4) Liquidity risk

Cash flow forecast is performed by each subsidiary of the Group and aggregated by the Group's finance department at headquarter. Based on the cash flow forecast, the Group's finance department monitors the Group's short-term and long-term liquidity requirements on an on-going basis to ensure it has sufficient cash and securities that are readily convertible to cash to meet operational needs; and in the meantime monitors the compliance of relevant loan agreement terms on a going basis, and maintains sufficient headroom on its undrawn committed borrowing facilities from major financial institutions to meet the short-term and long-term fund requirements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(4) Liquidity risk (Continued)

The Group's major cash demand is arising from acquisition and improvement of aircraft, engines, flight spare parts and repayments of the corresponding borrowings or liabilities. The Group meets its working capital needs through operations and short-term and long-term bank borrowings. The Group usually acquires aircraft through finance leases or bank borrowings.

As at 31 December 2011, the Group's current liabilities exceeded current assets by approximately RMB9 billion. For the year ended 31 December 2011, the net cash inflows from operating activities of the Group were approximately RMB6 billion, the net cash outflows from investment activities and financing activities were approximately RMB4.1 billion, and cash and cash equivalents increased by approximately RMB1.9 billion.

The risk assessment of cash flows by the Company's management are set out in Note 2(1).

As at the balance sheet date, undiscounted cash flows of the financial assets and liabilities of the Group by contractual maturity dates are analysed as follows:

| _ | 31 December 2011 | | | | | | |
|--------------------------|------------------|-------------|-------------|---------------|------------|--|--|
| | Within 1 year | 1 - 2 years | 2 - 5 years | After 5 years | Total | | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | |
| Financial assets - | | | | | | | |
| Cash at bank and on hand | 17,351,502 | 275,400 | 273,303 | 1,160,373 | 19,060,578 | | |
| Accounts receivable | 598,332 | - | - | - | 598,332 | | |
| Other receivables | 1,535,984 | <u> </u> | | <u> </u> | 1,535,984 | | |
| _ | 19,485,818 | 275,400 | 273,303 | 1,160,373 | 21,194,894 | | |
| Financial liabilities - | _ | _ | | | | | |
| Short-term borrowings | 18,397,377 | - | - | - | 18,397,377 | | |
| Accounts payable | 3,764,821 | - | - | - | 3,764,821 | | |
| Other payables | 771,008 | - | - | - | 771,008 | | |
| Long-term borrowings | 4,386,017 | 5,911,381 | 8,468,774 | 13,827,134 | 32,593,306 | | |
| Long-term payables | 492,044 | 568,562 | 396,641 | 751,804 | 2,209,051 | | |
| - | 27,811,267 | 6,479,943 | 8,865,415 | 14,578,938 | 57,735,563 | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(4) Liquidity risk (Continued)

| _ | 31 December 2010 | | | | | |
|--------------------------|------------------|-------------|-------------|---------------|------------|--|
| | Within 1 year | 1 - 2 years | 2 - 5 years | After 5 years | Total | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | |
| Financial assets - | | | | | | |
| Cash at bank and on hand | 16,479,729 | 200,000 | - | - | 16,679,729 | |
| Accounts receivable | 557,616 | - | - | - | 557,616 | |
| Other receivables | 2,892,573 | <u>-</u> | <u>-</u> | | 2,892,573 | |
| _ | 19,929,918 | 200,000 | <u>-</u> | | 20,129,918 | |
| Financial liabilities - | _ | | _ | | | |
| Short-term borrowings | 18,663,607 | - | - | - | 18,663,607 | |
| Accounts payable | 3,147,968 | - | - | - | 3,147,968 | |
| Other payables | 1,280,843 | - | - | - | 1,280,843 | |
| Long-term borrowings | 4,122,028 | 4,621,059 | 9,808,852 | 9,814,998 | 28,366,937 | |
| Long-term payables | 549,523 | 480,793 | 830,373 | 641,364 | 2,502,053 | |
| _ | 27,763,969 | 5,101,852 | 10,639,225 | 10,456,362 | 53,961,408 | |

(5) Fuel price risk

International fuel prices are mainly affected by supply and demand of the global market, while domestic fuel prices are regulated by the National Development and Reform Commission, CAAC and other government regulatory agencies. As fuel cost is a significant cost component of the Group's operation, thus volatility of fuel prices has a significant impact on the Group's performance.

(6) Fair value

(a) Financial instruments not measured at fair value

Financial assets and liabilities not measured at fair value mainly comprise receivables, short-term borrowings, payables, long-term borrowings and long-term payables.

Except for financial assets and liabilities listed below, the net book values of the other financial assets and liabilities not measured at fair value approximate to their fair values.

| | 31 December | 2011 | 31 December 2010 | | |
|-------------------------|----------------|------------|------------------|------------|--|
| | Net book value | Fair value | Net book value | Fair value | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | |
| Financial liabilities - | | | | | |
| Long-term borrowings | 27,645,287 | 27,238,523 | 27,171,396 | 27,088,051 | |
| Long-term payables | 1,834,117 | 1,787,377 | 2,157,670 | 2,117,021 | |
| | 29,479,404 | 29,025,900 | 29,329,066 | 29,205,072 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(6) Fair value (Continued)

(a) Financial instruments not measured at fair value (Continued)

The fair values of long-term borrowings and long-term payables are determined using the contracted future cash flows discounted at prevailing market interest rates for financial instruments with substantially the same terms and characteristics.

(b) Financial instruments measured at fair value

Based on the lowest level input that is significant to the fair value measurement in its entirety, the fair value hierarchy has the following levels:

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices).

Level 3: Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs)

As at 31 December 2011, the financial assets measured at fair value by the above three levels are analysed below:

| | Level 1 RMB'000 | Level 2 RMB'000 | Level 3 RMB'000 | Total RMB'000 |
|---|--------------------|--------------------|--------------------|------------------|
| Financial assets - Available-for-sale financial assets- | | 399,684 | 500,000 | 899,684 |
| Financial liabilities - Financial liabilities held for trading | | 150 | | 150 |

As at 31 December 2010, the financial assets measured at fair value by the above three levels are analysed below:

| | Level 1 RMB'000 | Level 2 RMB'000 | Level 3 RMB'000 | Total RMB'000 |
|---|--------------------|--------------------|--------------------|------------------|
| Financial assets - Available-for-sale financial assets- Available-for-sale equity | | | | |
| instruments | | 579,690 | | 579,690 |
| Financial liabilities - Financial liabilities held for trading | _ | 176 | | 176 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(6) Fair value (Continued)

(b) Financial instruments measured at fair value (Continued)

The fair value of a financial instrument that is traded in an active market is determined at the quoted price in the active market. The fair value of a financial instrument that is not traded in an active market is determined by using a valuation technique. Valuation techniques include using prices of recent market transactions between knowledgeable and willing parties, reference to the current fair value of another financial asset that is substantially the same with this instrument, and discounted cash flow analysis. Inputs to valuation techniques include prepayment rates, rates of estimated credit losses, and interest rates or discount rates.

13 ASSETS AND LIABILITIES MEASURED AT FAIR VALUE

| | | | Accumulated | | |
|--|-------------|------------|-------------|-------------|-------------|
| | | Fair value | fair value | | |
| | | movements | movements | | |
| | 31 December | in current | recorded in | Other | 31 December |
| | 2010 | year | equity | movements | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | | |
| Investment properties measured at | | | | | |
| fair value (Note 5(10)) | 9,873,489 | 869,845 | - | (3,904,222) | 6,839,112 |
| Available-for-sale financial assets | | | | | |
| (Note 5(8)) | 579,690 | | (180,006) | 500,000 | 899,684 |
| | 10,453,179 | 869,845 | (180,006) | (3,404,222) | 7,738,796 |
| | | | | | |
| Financial liabilities held for trading | | | | | |
| (Note 5(20)) | 176 | (26) | | | 150 |

14 FINANCIAL ASSETS AND LIABILITIES IN FOREIGN CURRENCY

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|---------------------------|-----------------------------|-----------------------------|
| Financial assets - | | |
| Cash at bank and on hand | 463,799 | 226,383 |
| Accounts receivable | 111,614 | 93,902 |
| Financial assets subtotal | 575,413 | 320,285 |
| Financial liabilities - | | |
| Borrowings and payables | 18,336,219 | 14,784,793 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS

(1) Accounts receivable

| | | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|-----|---|--------------------------------|--------------------------------|
| | Accounts receivable Less: Provisions for bad debts | 721,287 (9,310) 711,977 | 398,059 (9,310) 388,749 |
| (a) | The aging of accounts receivable are analysed as follows: | | |
| | | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
| | Within 1 year Over 6 years | 711,977 9,310 721,287 | 388,708 9,351 398,059 |

(b) Accounts receivable analysed by category are as follows:

| | 31 December 2011 | | | | 31 December 2010 | | | | |
|--|------------------|------------|---------------|------------|------------------|------------|---------|---------------|--|
| | Book | value | Provision for | | Book value | | Provisi | Provision for | |
| | | | bad o | debts | | | bad o | lebts | |
| | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | |
| | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | |
| Provisions for bad debts by group | | | | | | | | | |
| - Group by aging | | | | | | | | | |
| analysis method | 1,126 | 0% | (1,126) | 100% | 1,167 | - | (1,126) | 96% | |
| Group by related parties | 711,977 | 99% | - | - | 388,708 | 98% | - | - | |
| Amounts that are not | | | | | | | | | |
| individually significant | | | | | | | | | |
| but with provisions for bad debts assessed | | | | | | | | | |
| individually | 8,184 | 1% | (8,184) | 100% | 8,184 | 2% | (8,184) | 100% | |
| marriadany | 721,287 | 100% | (9,310) | | 398,059 | 100% | (9,310) | 2% | |

(c) As at 31 December 2011, accounts receivable did not include any amounts due from entities which hold over 5% (5% included) voting shares of the Company (31 December 2010: Nil).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(1) Accounts receivable (Continued)

(d) As at 31 December 2011, the top 5 largest accounts receivables are analysed as follows:

| | Relationship with the Company | Amount RMB'000 | Period | % of total balance |
|-------------------|-------------------------------|-------------------|---------------|--------------------|
| Golden-Deer Sales | Under HNA Group's control | 624,224 | Within 1 year | 87% |
| Yisheng Holding | Under HNA Group's control | 45,274 | Within 1 year | 6% |
| Tianjin Airlines | Under HNA Group's control | 42,479 | Over 6 years | 6% |
| Company 1 | Third party | 8,184 | Over 6 years | 1% |
| Company 2 | Third party | 328 | Over 6 years | 0% |
| | _ | 720,489 | _ | 100% |

(e) Accounts receivable from related parties are analysed below:

| | | 31 🗅 | 31 December 2011 | | | 31 December 2010 | | |
|----------------------|---------------------------|---------|------------------|------------|---------|------------------|------------|--|
| | Relationship with the | | | Provisions | | | Provisions | |
| | Company | | % of total | for bad | | % of total | for bad | |
| | | Amount | balance | debts | Amount | balance | debts | |
| | | RMB'000 | | RMB'000 | RMB'000 | | RMB'000 | |
| Golden-Deer Sales | Subsidiary | 624,224 | 87% | - | 314,076 | 79% | - | |
| Yisheng Holding | Under HNA Group's control | 45,274 | 6% | - | - | - | - | |
| Tianjin Airlines | Under HNA Group's control | 42,479 | 6% | - | 20,133 | 5% | - | |
| Capital Airlines | Under HNA Group's control | - | - | - | 54,539 | 14% | - | |
| | | 711,977 | 99% | - | 388,708 | 98% | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(2) Other receivables

(a)

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|---|--------------------------------|--------------------------------|
| Amounts due from related parties Aircraft leasing security deposits and maintenance funds | 1,361,708 | 2,389,253 |
| receivable | 30,877 | 9,867 |
| Others | 23,583 | 247,880 |
| · | 1,416,168 | 2,647,000 |
| Less: Provisions for bad debts | (13,729) | (45,949) |
| | 1,402,439 | 2,601,051 |
| The aging of other receivables is analysed below: | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
| Within 1 year 1 to 2 years | 1,399,530 7,640 | 2,587,842 13,578 |
| 2 to 3 years | 7,040 235 | 223 |
| 3 to 4 years | 206 | 740 |
| 4 to 5 years | 697 | 1,514 |
| 5 to 6 years | 1442 | 36 |
| Over 6 years | 6,418 | 43,067 |
| | 1,416,168 | 2,647,000 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(2) Other receivables (Continued)

(b) Other receivables are analysed by category as follows:

| | | 31 Decem | ber 2011 | | | 31 Decer | mber 2010 | |
|---|-----------|----------|----------|---------|-----------|----------|-----------|---------|
| | | | Provisi | on for | | | Provisio | n for |
| | Book ba | lance | bad d | lebts | Book ba | alance | bad de | ebts |
| | | % of | | % of | | % of | % c | |
| | Amount | total | Amount | total | Amount | total | Amount | total |
| | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance | RMB'000 | balance |
| Amounts that are individually significant and with specific provision for bad debts | - | - | - | - | 17,443 | 1% | (17,443) | 100% |
| Amounts that are not individually significant but with specific provision for bad debts | 7,000 | 0% | (7,000) | 100% | 6,729 | - | (6,729) | 100% |
| Provision for bad debts by group | | | | | | | | |
| Group by aging analysis method | 22,937 | 2% | (6,729) | 29% | 223,708 | 9% | (21,777) | 10% |
| Aircraft leasing security deposits and maintenance funds receivable | 24,523 | 2% | - | - | 9,867 | - | - | 0% |
| - Group by related parties | 1,361,708 | 96% | _ | _ | 2,389,253 | 90% | _ | _ |
| - I say to aloa pariloo | 1,416,168 | 100% | (13,729) | 1% | 2,647,000 | | (45,949) | 2% |

(c) As at 31 December 2011, the top 5 largest other receivables are analysed below:

| | Relationship with the Group | Amount RMB'000 | Aging | % of total balance |
|-----------------------|-----------------------------|-------------------|----------------|--------------------|
| Grand China Air | Parent company | 1,135,375 | Within 1 year | 81% |
| HNA Real Estate | Under HNA Group's control | 156,045 | Within 1 year | 11% |
| Holding | | | | |
| Yangtze River Express | Under HNA Group's control | 44,802 | Within 1 year | 3% |
| Other Receivable 1 | Third party | 19,577 | Within 1 year | 1% |
| Other Receivable 2 | Third party | 8,973 | Within 1 year_ | - |
| | | 1,364,772 | | 96% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(2) Other receivables (Continued)

(d) Other receivables from related parties are analysed below:

| | Relationship with | 31 December 2011 | | 2011 | 31 December 2010 | | | |
|----------------------------|--|------------------|------------|----------------|------------------|------------|----------------|--|
| | the Company | | % of total | Provisions for | | % of total | Provisions for | |
| | | Amount | balance | bad debts | Amount | balance | bad debts | |
| | | RMB'000 | | RMB'000 | RMB'000 | | RMB'000 | |
| Grand China Air | Parent company | 1,135,375 | 80% | - | - | - | - | |
| HNA Real Estate Holding | Under HNA Group's control | 156,045 | 11% | - | - | - | - | |
| Yangtze River Express | Under HNA Group's control | 44,802 | 3% | - | - | - | - | |
| Lucky Air | Under the common control of the parent company of the Company | 8,053 | 1% | - | - | - | - | |
| Grand China Technology | Under HNA Group's control | - | - | - | 1,217,033 | 46% | - | |
| HNA Airlines Holdings | Under HNA Group's control | - | - | - | 1,147,093 | 43% | - | |
| Others | | 17,433 | 1% | | 25,127 | 1% | | |
| | | 1,361,708 | 96% | | 2,389,253 | 90% | | |

(3) Long-term equity investments

| | 31 December 2011 RMB'000 | 31 December 2010 RMB'000 |
|--|--------------------------------|--------------------------------|
| Subsidiaries (a) | 8,383,018 | 9,194,540 |
| Associates - without quoted price (b) | 1,850,250 | 1,514,486 |
| Other long-term equity investments (c) | 1,147,059 | 453,059 |
| | 11,380,327 | 11,162,085 |
| Less: Provisions for impairment | (5,000) | (5,000) |
| | 11,375,327 | 11,157,085 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(3) Long-term equity investments (Continued)

(a) Subsidiaries

| | | | | | | | | Explanation for difference | | Provisions for | Cash dividends |
|-----------------------|-------------|-----------------|-------------|---------------------|-------------|--------------|----------|----------------------------|----------------|-----------------|---------------------|
| | Accounting | Original | 31 December | Current year | 31 December | % | % voting | between % shareholding I | Provisions for | impairment made | declared in current |
| | method | investment cost | 2010 | additions/disposals | 2011 | shareholding | right | and % voting rights | impairment | in current year | year |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | | | | | | |
| Xinhua Airlines(i) | Cost method | 1,166,107 | 2,666,107 | 1,080,000 | 3,746,107 | 100% | 100% | N/A | - | - | - |
| Chang'an Airlines(ii) | Cost method | 644,418 | 1,517,418 | 281,990 | 1,799,408 | 100% | 100% | N/A | - | - | - |
| Beijing Kehang | Cost method | - | 1,728,341 | - | 1,728,341 | 95% | 95% | N/A | - | - | - |
| Hunan Golden-Deer | Cost method | 450,000 | - | 450,000 | 450,000 | 100% | 100% | N/A | - | - | - |
| Shanxi Airlines | Cost method | 408,467 | 408,467 | - | 408,467 | 46.29% | 46.29% | N/A | - | - | - |
| Brussels EDIP | Cost method | 62,996 | 62,996 | - | 62,996 | 100% | 100% | N/A | - | - | - |
| Brussels DATA | Cost method | 61,764 | 61,764 | - | 61,764 | 100% | 100% | N/A | - | - | - |
| Brussels SODE | Cost method | 59,918 | 59,918 | - | 59,918 | 100% | 100% | N/A | - | - | - |
| HNA Hongkong | Cost method | 58,417 | - | 58,417 | 58,417 | 100% | 100% | N/A | - | - | - |
| Golden-Deer Sales | Cost method | 7,600 | 7,600 | - | 7,600 | 95% | 95% | N/A | - | - | - |
| Qionghai Nanjue | Cost method | 97,379 | 97,379 | (97,379) | - | - | - | N/A | - | - | - |
| Hainan Guoshan | Cost method | 629,180 | 629,180 | (629,180) | - | - | - | N/A | - | - | - |
| Hainan Guoxu | Cost method | 1,094,170 | 1,094,170 | (1,094,170) | - | - | - | N/A | - | - | - |
| Hainan Hangpeng | Cost method | 741,500 | 741,500 | (741,500) | - | - | - | N/A | - | - | - |
| Others | Cost method | 119,700 | 119,700 | (119,700) | - | | | | - | - | - |
| | | | 9,194,540 | (811,522) | 8,383,018 | _ | | - | _ | - | - |
| | | | | | | • | | - | | | |

⁽i) On 1 September 2011, the Company entered into an agreement with Grand China Air to acquire 32.41% equity interests in Xinhua Airlines at a price of RMB1,080,000 thousand. After the acquisition, Xinhua Airlines became the wholly owned subsidiary of the Company.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

- (3) Long-term equity investments (Continued)
- (a) Subsidiaries (Continued)
- (ii) On 14 December 2011, the Company entered into an the agreement with Grand China Air to acquire 12.68% equity interests in Chang'an Airlines at a price of RMB281,990 thousand. After the acquisition, Chang'an Airlines became the wholly owned subsidiary of the Company.

(b) Associates

| | | | - | Current year increase/decrease | | | | | | | | | |
|---------------|------------|------------|-------------|--------------------------------|---------------|-------------|--------------|-------------|--------------|----------|----------------------|------------|----------------|
| | | | | | | Cash | | | | | Explanation for | | Provisions for |
| | | Original | | Capital | Share | dividend | | | | | difference between % | Provisions | impairment |
| | Accounting | investment | 31 December | addition | of results of | declared by | Other equity | 31 December | % equity | % voting | shareholding and | for | for current |
| | method | cost | 2010 | /reduction | associates | associates | movement | 2011 s | shareholding | right | % voting rights | impairment | year |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | | RMB'000 | RMB'000 |
| | | | | | | | | | | | | | |
| Grand China | Equity | | | | | | | | | | | | |
| Technology | method | 1,000,000 | - | 1,000,000 | - | - | - | 1,000,000 | 48.08% | 48.08% | N/A | - | - |
| | Equity | | | | | | | | | | | | |
| Lucky Air | method | 842,000 | - | 842,000 | - | - | - | 842,000 | 40.00% | 40.00% | N/A | - | - |
| HNA Import & | Equity | | | | | | | | | | | | |
| Export | method | 3,000 | 12,054 | - | 2,212 | (6,016) | - | 8,250 | 30% | 30% | N/A | - | - |
| Hainan Hansha | Equity | | | | | | | | | | | | |
| Training | method | 3,862 | 2,432 | (4,071) | 1,639 | - | - | - | - | - | N/A | - | - |
| Haidao | Equity | | | | | | | | | | | | |
| Construction | method | 1,500,000 | 1,500,000 | (1,535,903) | 35,903 | - | | | - | - | N/A | - | - |
| | | | 1,514,486 | 302,026 | 39,754 | (6,016) | - | 1,850,250 | | | | | |
| | | | | | | | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

- (3) Long-term equity investments (Continued)
- (c) Other long-term equity investments

| | | | | | | | | difference | | | |
|-------------------|-------------|-----------------|-------------|--------------|-------------|--------------|----------|------------------|----------------|-----------------|----------------|
| | | | | | | | | between % | | Provisions for | Cash dividends |
| | Accounting | Original | 31 December | Current year | 31 December | % | % voting | shareholding and | Provisions for | impairment made | declared in |
| | method | investment cost | 2010 | additions | 2011 | shareholding | right | % voting rights | impairment | in current year | current year |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | | | | | | |
| Tianjin Airlines | Cost method | 19,000 | 19,000 | 694,000 | 713,000 | 17.59% | 17.59% | N/A | - | - | - |
| Haikou Meilan | Cost method | 304,765 | 304,765 | - | 304,765 | 12.08% | 12.08% | N/A | - | - | - |
| HNA Hotel Group | Cost method | 58,161 | 58,161 | - | 58,161 | 19% | 19% | N/A | - | - | - |
| Xin Guo Hotel | Cost method | 40,000 | 31,952 | - | 31,952 | 13.33% | 13.33% | N/A | - | - | - |
| TravelSky Tech | Cost method | 17,000 | 17,000 | - | 17,000 | 1.13% | 1.13% | N/A | - | - | - |
| Yangtze River | Cost method | | | | | | | N/A | | | |
| Express | | 10,000 | 10,000 | - | 10,000 | 2% | 2% | | - | - | - |
| Meilan Airport | Cost method | 6,906 | 6,906 | - | 6,906 | 1.12% | 1.12% | N/A | - | - | - |
| Other investments | Cost method | 5,275 | 5,275 | <u> </u> | 5,275 | | | _ | (5,000) | | 83 |
| | | | 453,059 | 694,000 | 1,147,059 | | | | (5,000) | | 83 |

Explanation for

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(4) Revenue and operating costs

(a)

| | | 2011 | 2010 |
|---|--|---------------------|----------------|
| | | RMB'000 | RMB'000 |
| | | TAME 000 | TAME 000 |
| | Revenue from main operations (a) | 17,021,253 | 13,340,675 |
| | Revenue from other operations (b) | 1,139,735 | 1,420,956 |
| | 1 () | 18,160,988 | 14,761,631 |
| | | 10,100,000 | 1 1,7 0 1,00 1 |
| | Operating costs of main operations | (12,953,515) | (9,880,596) |
| | Operating costs of other operations (b) | (572,269) | (462,034) |
| | | (13,525,784) | (10,342,630) |
|) | Revenue from main operations | | |
| | Revenue from main operations by business categories is a | nalysed as follows: | |
| | | 2011 | 2010 |
| | | | |
| | | RMB'000 | RMB'000 |
| | Passenger | 16,226,666 | 12,605,476 |
| | Cargo and mail | 712,869 | 693,614 |
| | Others | 81,718 | 41,585 |
| | | 17,021,253 | 13,340,675 |
| | | | |

The total revenue of the Company's top 5 customers for the year ended 31 December 2011 amounted to RMB4,540,247 thousand (2010: RMB4,714,861 thousand), accounting for 25% of total revenue of the Company (2010: 32%).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(4) Revenue and operating costs (Continued)

(b) Revenue and operating costs of other operations (Continued)

| | 201 | 1 | 2010 | | | |
|--|------------------|----------------|------------------|-----------------|--|--|
| <u>-</u> | | Operating | | Operating costs | | |
| | Revenue from | costs of other | Revenue from | of other | | |
| | other operations | operations | other operations | operations | | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | |
| Aircraft leasing income Processing fee for | 810,353 | (517,779) | 1,095,133 | (423,540) | | |
| cancelled tickets | 101,779 | - | 64,421 | - | | |
| Building rental income Aircraft advertising | 60,258 | - | 45,896 | - | | |
| income | 32,850 | - | 37,335 | - | | |
| Commission fee | | | | | | |
| income | 25,365 | - | 22,184 | - | | |
| Others | 109,130 | (54,490) | 155,987 | (38,494) | | |
| <u> </u> | 1,139,735 | (572,269) | 1,420,956 | (462,034) | | |

Costs of aircraft leasing did not include interests charge of RMB218,722 thousand (2010: RMB395,514 thousand) incurred for the loans and finance leases of the relevant aircraft. Such interest charges are included in the finance expenses.

(5) Investment income

| (5) | Investment income | | |
|-----|--|---------|---------|
| | | 2011 | 2010 |
| | | RMB'000 | RMB'000 |
| | Gain on disposal of long-term equity investments (a) | 384,251 | - |
| | Share of results of investees under equity method | 39,754 | (944) |
| | Divident income from available-for-sale financial assets | 8,932 | 14,886 |
| | Dividents declared by investees under cost method | 83 | 10,014 |
| | · — | 433,020 | 23,956 |
| | _ | | |
| (a) | Gain on disposal of long-term equity investments | | |
| ` ' | | | 2011 |
| | | | RMB'000 |
| | Hainan Guoxu | | 115,405 |
| | Hainan Hangpeng | | 82,757 |
| | Haidao Construction | | 64,097 |
| | Hainan Guoshan | | 63,900 |
| | Qionghai Nanjue | | 58,487 |
| | Others | | (395) |
| | | _ | 384,251 |
| | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

15 NOTES TO THE COMPANY'S FINANCIAL STATEMENTS (CONTINUED)

(6) Supplementary information for cash flow statement

(a) Reconciliation from net profit to cash flows from operating activities

| | 2011 | 2010 |
|--|-------------------------|-----------|
| | RMB'000 | RMB'000 |
| Net profit | 1,840,829 | 2,437,698 |
| Add: Provisions for asset impairment | - | (5,115) |
| Depreciation of fixed assets | 1,762,869 | 1,681,149 |
| Amortisation of intangible assets | 1,911 | 2,187 |
| Amortisation of long-term deferred expenses | 57,659 | 55,146 |
| Amortization of deferred loss on sales and leaseback | 85,205 | 59,804 |
| transaction | | |
| (Losses)/gains on disposals of fixed assets, | 25,683 | (307,593) |
| intangible assets and other long-term assets | | |
| Gains on changes in fair value | (189,536) | (102,659) |
| Finance expenses | 1,497,674 | 1,125,206 |
| Investment losses | (433,020) | (23,956) |
| Increase in deferred tax liabilities | 763,584 | 22,245 |
| Increase in deferred revenue | 110,251 | 58,342 |
| (Increase)/decrease in inventories | (78,424) | 215,597 |
| Increase in operating receivables | (1,319,679) | (33,358) |
| Decrease in operating payables | 1,639,213 | 2,702,777 |
| Net cash flows from operating activities | 5,764,219 | 7,887,470 |
| Significant investing and financing activities that do not involve | vo apph receipts and as | avmonto. |
| Significant investing and financing activities that do not involve | re cash receipts and pa | ayments |
| | 0011 | 0040 |

(b)

| | | 2011 RMB'000 | 2010 RMB'000 |
|-----|---|--|---------------------------------------|
| | Fixed assets acquired under finance leases | | 642,726 |
| (c) | Net increase in cash and cash equivalents | | |
| | | 2011 RMB'000 | 2010 RMB'000 |
| | Cash and cash equivalents at end of year Less: Cash and cash equivalents at beginning of year Net increase in cash and cash equivalents | 10,915,876 (8,917,586) 1,998,290 | 8,917,586 (7,710,809) 1,206,777 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

16 FULL NAMES AND ABBREVIATION OF CERTAIN COMPANIES MENTIONED IN THE NOTES TO THE FINANCIAL STATEMENTS

Full company name (in Alphabetic order)

Abbreviation used in the financial statements

Beijing HNA Dingsheng Real Estate Co., Ltd.

Beijing HNA Real Estate Co., Ltd.

Beijing Hengshi Real Estate Development Co., Ltd

Beijing Kehang Investment Co., Ltd.

Beijing Business Culture Diffusion Co., Ltd.

Beijing Tianchen Exhibition Engineering Co., Ltd.

Brussels DATA Hotel
Brussels EDIP Hotel
Brussels SODE Hotel
Chang'an Airlines Co., Ltd.
Changiang Leasing Co., Ltd.

Grand China Baixiang logistics Co. Ltd.

Grand China Air Co., Ltd.

Grand China Air Technology Co., Ltd.

Gansu Airport Group Co., Ltd.

Hainan International Tourism Island Development Co., Ltd.

HNA Group Finance Co., Ltd.

HNA Real Estate Holding (Group) Co., Ltd. HNA Airlines Holdings (Group) Co., Ltd. Hainan HNA Aviation Sales Co., Ltd.

Hainan Air Aviation Import & Export Co., Ltd. Hainan Airport Holding (Group) Co., Ltd. HNA Hotel (Group) Company Limited HNA Hotel Holding Group Co., Ltd.

Hainan Air Group Co., Ltd.

HNA Group Northwest Headquarter Co., Ltd.

HNA Group (Hong Kong) Co., Ltd.

HNA Tourism Holding (Group) Company Ltd.

HNA Safe Car Rental Co., Ltd. HNA Group (Hong Kong) Co., Ltd.

HNA Group (Hong Kong) Investment Co., Ltd. HNA Property Holdings (Group) Co., Ltd. Haikou Meilan International Airport Co., Ltd. Hainan Province Development Holding Co., Ltd Beijing HNA Dingsheng

Beijing HNA Real Estate

Beijing Hengshi Beijing Kehang

Beijing Business Culture

Beijing Tianchen Brussels DATA Brussels EDIP Brussels SODE Chang'an Airlines Changiiang Leasing

Grand China Baixiang logistics

Grand China Air

Grand China Technology

Gansu Airport Haidao Construction HNA Finance

HNA Real Estate Holding HNA Airlines Holdings HNA Aviation Sales HNA Import & Export HNA Airport Holdings HNA Hotel Group

HNA Group

HNA Hotel Holding

HNA Group Northwest Headquarter

HNA Group (Hong Kong)

HNA Tourism HNA Safe HNA Hongkong

HNA Hongkong Investment HNA Property Holdings

Haikou Meilan

Hainan Development Holding

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

16 FULL NAMES AND ABBREVIATION OF CERTAIN COMPANIES MENTIONED IN THE NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Full company name

Abbreviation used in the financial statements

Hainan Guoshan Industrial Co., Ltd. Hainan Guoxu Industrial Co., Ltd. Hainan Hangpeng Industrial Co., Ltd.

Hainan Air Catering Co., Ltd.

Hainan Hansha Technology Training Ltd. Hainan Qi Xing Industrial Investment Co., Ltd.

HNA Air Catering Holding Co., Ltd.

Hunan Golden-Deer Investment Management Co., Ltd. Beijing Vigorous Vision Advertisement Co., Ltd. Hainan Golden-Deer Aviation Sales Co. Ltd. Hainan Meilan International Airport Co., Ltd.

Qionghai Nanjue Aviation Hainan Investment Co., Ltd.

Beijing Capital Airlines Co., Ltd.

Shanxi Airlines Co., Ltd.

Sanya Phoenix International Airport Tianhang Holdings

Sanya Hansha Air Catering Co., Ltd

Tianhang Holdings Co., Ltd. Tianjin Airlines Co. Ltd.

Xi'an Chanba Financing Warranty Co., Ltd

Xi'an HNA Real Estate Co., Ltd. Northwest HNA Property Co., Ltd.

West Airlines Co., Ltd. Hong Kong Airlines Co., Ltd.

Hong Kong Airlines Holding Co., Ltd.

Hong Kong Airlines Consultancy Services Co., Ltd. Haikou New City Construction and Development Co., Ltd.

Hainan Xin Guo Hotel Ltd. China Xinhua Airlines Co., Ltd. Beijing Xinhua Air Catering Co., Ltd.

Beijing HNA Xinhua Culture Diffussion Co., Ltd. Xinjiang HNA Hansha Air Catering Co., Ltd. Hainan Xinsheng Information Technology Co., Ltd

Yunnan Xiangpeng Airlines Co., Ltd.

Hainan Guoshan Hainan Guoxu Hainan Hangpeng Hainan Air Catering Hainan Hansha Training

Hainan Qi Xing
Air Catering Holding
Hunan Golden-Deer
Vigorous Vision
Golden-Deer Sales
Meilan Airport
Qionghai Nanjue
Capital Airlines
Shanxi Airlines

Sanya Phoenix Airport Sanya Catering Tianhang Holdings Tianjin Airlines Xi'an Chanba Xi'an Real Estate

Northwest HNA Property

West Airlines
Hong Kong Airlines

Hong Kong Airlines Holding Hong Kong Airlines Consultancy

New City Construction

Xin Guo Hotel Xinhua Airlines Xinhua Air Catering Xinhua Culture Xinjiang Catering Xinsheng Info Tech

Lucky Air

China Merchants Securities Co., Ltd

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(All amounts in RMB Thousand Yuan unless otherwise stated) [English Translation for Reference Only]

16 FULL NAMES AND ABBREVIATION OF CERTAIN COMPANIES MENTIONED IN THE NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Abbreviation used in the Full company name financial statements

Yunnan Xiangpeng Investment Co., Ltd. Lucky Air Investment Tianjin Yanshan Aircraft Leasing Industry Equity Funds Yanshan Funds Partnership Firm HNA Yisheng Holding Co., Ltd. Yangtze River Express Airlines Co., Ltd. Yangtze River International Leasing Co., Ltd. HNA Industrial Holding Co., Ltd. TravelSky Technology, Ltd

Yisheng Holding Yangtze River Express Yangtze River Leasing **HNA** Industrial TravelSky Tech

Merchants Securities