FINANCIAL STATEMENTS AND REPORT OF THE AUDITORS FOR THE YEAR ENDED 31 DECEMBER 2012

[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 2012

[English translation for reference only]

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[English translation for reference only]

Report of the Auditors

PwC ZT Shen Zi (2013) No. 10071 (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 2012, 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.





PwC ZT Shen Zi (2013) No. 10071 (Page 2 of 2)

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. 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 2012, and their financial performance and cash flows for the year then ended in accordance with the requirement of Accounting Standards for Business Enterprises.

PricewaterhouseCoopers Zhong Tian CPAs Limited Company

Shanghai, the People's Republic of China 14 March 2013

CONSOLIDATED AND COMPANY'S BALANCE SHEETS AS AT 31 DECEMBER 2012

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

| | 31 December | 31 December | 31 December | 31 December |
|--------------|--|---|--|---|
| | 2012 | 2011 | 2012 | 2011 |
| Notes | Consolidated | Consolidated | Company | Company |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | |
| 5(1) | 22 312 403 | 19 060 578 | 17 433 182 | 12,975,573 |
| | | , , | | 3,117,336 |
| | 541 651 | | 326 636 | 711,977 |
| | | | | 386,739 |
| | • | , - , | • | 68,048 |
| 3(3) | | | , | 6,016 |
| 5(4), 15(2) | | | | 1,402,439 |
| | 70,514 | 126,256 | 60,924 | 122,031 |
| | 2,000,000 | - | 1,000,000 | , - |
| ` ' | 25,686,825 | 25,087,189 | 20,349,724 | 18,790,159 |
| | | | | |
| | | | | |
| 5(9) | 1,061,446 | 899,684 | 1,061,446 | 899,559 |
| 5(10), 15(3) | 9,077,138 | 5,145,199 | 12,019,732 | 11,375,327 |
| 5(11) | 7,256,342 | 6,839,112 | 2,452,974 | 2,334,579 |
| 5(12) | 34,377,690 | 31,229,556 | 27,731,799 | 25,887,414 |
| 5(13) | 12,001,162 | 8,839,069 | 11,543,185 | 7,071,468 |
| 5(14) | 164,204 | 194,177 | 66,691 | 92,816 |
| 5(15) | 328,865 | 328,865 | - | - |
| 5(16) | 483,595 | 358,553 | 457,364 | 331,144 |
| 5(17) | 2,281,877 | 2,375,248 | 1,945,181 | 2,026,215 |
| | 67,032,319 | 56,209,463 | 57,278,372 | 50,018,522 |
| | 92 719 144 | 81 296 652 | 77 628 096 | 68,808,681 |
| | 5(1) 5(2) 5(3), 15(1) 5(6) 5(5) 5(4), 15(2) 5(7) 5(8) 5(9) 5(10), 15(3) 5(11) 5(12) 5(13) 5(14) 5(15) 5(16) | Notes Consolidated RMB'000 5(1) 22,312,403 5(2) - 5(3), 15(1) 541,651 5(6) 326,543 5(5) 230,288 1,865 5(4), 15(2) 203,561 5(7) 70,514 5(8) 2,000,000 25,686,825 5(9) 1,061,446 5(10), 15(3) 9,077,138 5(11) 7,256,342 5(12) 34,377,690 5(13) 12,001,162 5(14) 164,204 5(15) 328,865 5(16) 483,595 5(17) 2,281,877 | Notes Consolidated RMB'000 Consolidated RMB'000 5(1) 22,312,403 19,060,578 5(2) - 3,117,336 5(3), 15(1) 541,651 598,332 5(6) 326,543 452,540 5(5) 230,288 190,147 1,865 6,016 5(4), 15(2) 203,561 1,535,984 5(7) 70,514 126,256 5(8) 2,000,000 - 25,686,825 25,087,189 5(10), 15(3) 9,077,138 5,145,199 5(11) 7,256,342 6,839,112 5(12) 34,377,690 31,229,556 5(13) 12,001,162 8,839,069 5(14) 164,204 194,177 5(15) 328,865 328,865 5(16) 483,595 358,553 5(17) 2,281,877 2,375,248 67,032,319 56,209,463 | Notes Consolidated Consolidated RMB'000 Consolidated Consolidated RMB'000 Company RMB'000 5(1) 22,312,403 19,060,578 17,433,182 5(2) - 3,117,336 - 5(3), 15(1) 541,651 598,332 326,636 5(6) 326,543 452,540 348,636 5(5) 230,288 190,147 90,937 1,865 6,016 1,865 5(4), 15(2) 203,561 1,535,984 1,087,544 5(7) 70,514 126,256 60,924 5(8) 2,000,000 - 1,000,000 25,686,825 25,087,189 20,349,724 5(9) 1,061,446 899,684 1,061,446 5(10), 15(3) 9,077,138 5,145,199 12,019,732 5(11) 7,256,342 6,839,112 2,452,974 5(12) 34,377,690 31,229,556 27,731,799 5(13) 12,001,162 8,839,069 11,543,185 5(14) 164,204 194,177 66,691 < |

CONSOLIDATED AND COMPANY'S BALANCE SHEETS AS AT 31 DECEMBER 2012 (CONTINUED)

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

| | | 31 December | 31 December | 31 December | 31 December |
|--|-------|--------------|--------------|-------------|-------------|
| | | 2012 | 2011 | 2012 | 2011 |
| LIABILITIES AND SHAREHOLDERS' EQUITY | Notes | Consolidated | Consolidated | Company | Company |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Current liabilities | | | | | |
| Short-term borrowings | 5(20) | 15,792,336 | 17,533,295 | 11,706,561 | 12,718,250 |
| Financial liabilities held for trading | | - | 150 | - | 150 |
| Notes payable | 5(21) | 5,464,473 | 5,059,860 | 3,554,473 | 3,066,621 |
| Accounts payable | 5(22) | 4,924,949 | 3,764,821 | 7,537,384 | 8,943,296 |
| Advances from customers | 5(23) | 918,462 | 1,124,595 | 22,060 | 22,060 |
| Employee benefits payable | 5(24) | 198,248 | 240,297 | 110,600 | 131,538 |
| Taxes payable | 5(25) | 552,670 | 576,743 | 226,351 | 112,616 |
| Interest payable | 5(26) | 346,211 | 324,449 | 299,467 | 291,330 |
| Dividend payable | | 68,521 | 24,617 | 68,521 | 24,617 |
| Other payables | 5(27) | 877,345 | 771,008 | 332,938 | 179,867 |
| Current portion of non-current liabilities | 5(28) | 6,184,770 | 4,603,564 | 5,085,484 | 3,760,545 |
| Total current liabilities | | 35,327,985 | 34,023,399 | 28,943,839 | 29,250,890 |
| Non-current liabilities | | | | | |
| Long-term borrowings | 5(29) | 23,169,711 | 23,463,293 | 18,452,711 | 17,931,380 |
| Debentures payable | 5(30) | 6,430,063 | 5,918,309 | 4,939,440 | 4,927,151 |
| Long-term payables | 5(31) | 1,195,060 | 1,412,548 | 1,195,060 | 1,397,460 |
| Deferred tax liabilities | 5(18) | 2,054,148 | 1,429,928 | 1,225,396 | 821,932 |
| Other non-current liabilities | 5(32) | 632,948 | 478,006 | 408,937 | 304,548 |
| Total non-current liabilities | ` , | 33,481,930 | 32,702,084 | 26,221,544 | 25,382,471 |
| Total liabilities | | 68,809,915 | 66,725,483 | 55,165,383 | 54,633,361 |
| Shareholders' equity | | | | | |
| Share capital | 5(33) | 6,091,091 | 4,125,491 | 6,091,091 | 4,125,491 |
| Capital surplus | 5(34) | 11,739,753 | 5,817,180 | 12,020,868 | 6,097,975 |
| Surplus reserve | 5(35) | 657,397 | 568,001 | 657,397 | 568,001 |
| Undistributed profits | 5(36) | 5,309,332 | 3,966,000 | 3,693,357 | 3,383,853 |
| Total equity attributable to equity | -() | 23,797,573 | 14,476,672 | 22,462,713 | 14,175,320 |
| shareholders of the Company | | 20,701,010 | ,, | ,, | ,, |
| Minority interests | 5(37) | 111,656 | 94,497 | - | - |
| Total Shareholders' equity | ` ' | 23,909,229 | 14,571,169 | 22,462,713 | 14,175,320 |
| TOTAL LIABILITIES AND SHAREHOLDERS | | | | | |
| EQUITY | | 92,719,144 | 81,296,652 | 77,628,096 | 68,808,681 |

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

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

Person in charge of accounting department: Xu Zhoujin

CONSOLIDATED AND COMPANY'S INCOME STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

| | Notes | 2012 Consolidated RMB'000 | 2011 Consolidated RMB'000 | 2012 Company RMB'000 | 2011 Company RMB'000 |
|--|--|--|--|--|--|
| Revenue Less: Operating cost Business taxes and surcharges Selling and distribution expenses | 5(38), 15(4) 5(38), 15(4) 5(39) 5(40) | 28,867,585 (21,557,641) (875,181) (1,846,854) | 26,273,246 (19,497,987) (802,878) (1,260,252) | 20,013,287 (14,933,594) (607,748) (1,253,483) | 18,160,988 (13,525,784) (532,624) (885,397) |
| General and administrative expenses Financial expenses – net Assets impairment losses Add: Gain on changes in fair value | 5(41) 5(42) 5(43) 5(44) | (598,504) (2,603,623) (86,484) 504,363 | (575,585) (2,003,902) (8,206) 869,871 | (434,827) (2,149,095) (86,104) 118,396 | (412,101) (1,573,533) - 189,536 |
| Investment income Including: share of results of associate Operating profit | | 188,241 212,413 1,991,902 | 197,884 89,493 3,192,191 | 96,148 125,785 762,980 | 433,020 39,754 1,854,105 |
| Add: Non-operating income Less: Non-operating expenses Including: losses on disposal of non-or | 5(46) 5(47) urrent assets | 674,449 (12,637) (1,722) | 580,720 (76,855) (70,065) | 618,502 (7,284) (1,081) | 490,058 (29,381) (28,851) |
| Total profit Less: Income tax expenses Net profit | 5(48) | 2,653,714 (708,768) 1,944,946 | 3,696,056 (861,848) 2,834,208 | 1,374,198 (480,239) 893,959 | 2,314,782 (473,953) 1,840,829 |
| Attributable to equity shareholders of the C Minority interests | ompany | 1,927,787 | 2,631,312 202,896 | 893,959 | 1,840,829 |
| Earnings per share (EPS) Basic earnings per share (RMB Yuan) Diluted earnings per share (RMB Yuan) | 5(49) 5(49) | 0.40 0.40 | 0.64 0.64 | | |
| Other comprehensive income | 5(50) | 101,501 | (130,871) | 101,501 | (130,871) |
| Total comprehensive income - Attributable to equity shareholders of the C - Minority interests | ompany . | 2,046,447 2,029,288 17,159 | 2,703,337 2,500,441 202,896 | 995,460 | 1,709,958 |

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

Legal representative: Person in Chen Ming function

Person in charge of accounting function: Xu Zhoujin

Person in charge of accounting department: Xu Zhoujin

CONSOLIDATED AND COMPANY'S CASH FLOW STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

| | | 2012 | 2011 | 2012 | 2011 |
|---|-----------|--------------|--------------|--------------|--------------|
| Items | Notes | Consolidated | Consolidated | Company | Company |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| 1. Cash flows from operating activities | | | | | |
| Cash received from sales of goods or rendering of services | | 30,180,082 | 27,799,258 | 20,527,144 | 19,292,000 |
| Cash received relating to other operating activities | 5(51)(a) | 3,060,066 | 1,890,338 | 2,643,047 | 569,145 |
| Sub-total of cash inflows | | 33,240,148 | 29,689,596 | 23,170,191 | 19,861,145 |
| Cash paid for goods and services | | (14,135,493) | (15,063,957) | (12,897,088) | (8,461,817) |
| Cash paid to and on behalf of employees | | (1,852,373) | (1,455,715) | (1,141,635) | (539,169) |
| Payments of taxes and surcharges | | (2,899,732) | (2,549,650) | (1,141,329) | (1,049,080) |
| Cash paid relating to other operating activities | 5(51)(b) | (4,156,639) | (4,631,907) | (3,538,716) | (4,046,860) |
| Sub-total of cash outflows | | (23,044,237) | (23,701,229) | (18,718,768) | (14,096,926) |
| Net cash flows from operating activities | 5(52)(a) | 10,195,911 | 5,988,367 | 4,451,423 | 5,764,219 |
| 2. Cash flows from investing activities | | | | | |
| Cash received from disposal of investments | | 4,490,842 | 13,236 | 4,408,586 | 3,236 |
| Cash received from returns on investments Net cash received from disposal of fixed assets, | | 17,799 | 12,359 | 14,630 | 9,014 |
| intangible assets and other long-term assets | | 546,675 | 4,109,182 | 514,064 | 3,504,160 |
| Cash received relating to other investing activities | 5(51)(c) | 2,354,482 | 2,835,367 | 561,664 | 295,130 |
| Sub-total of cash inflows | - (-)(-) | 7,409,798 | 6,970,144 | 5,498,944 | 3,811,540 |
| Cash paid to acquire fixed assets, intangible assets | | | | | |
| and other long-term assets | | (8,261,080) | (7,951,498) | (7,050,408) | (6,855,361) |
| Cash paid to acquire investments | | (5,502,131) | (6,363,627) | (2,540,760) | (4,278,290) |
| Net cash paid to acquire subsidiaries and other business units | | - | - | - | (508,417) |
| Cash paid relating to other investing activities | 5(51)(d) | (1,525,000) | (2,086,397) | - | (200,000) |
| Sub-total of cash outflows | | (15,288,211) | (16,401,522) | (9,591,168) | (11,842,068) |
| Net cash flows from investing activities | | (7,878,413) | (9,431,378) | (4,092,224) | (8,030,528) |
| 3. Cash flows from financing activities | | | | | |
| Cash proceeds from capital contributions | 5(33)(a) | 7,786,992 | - | 7,786,992 | - |
| Cash received from borrowings | | 25,864,823 | 31,129,042 | 21,265,302 | 24,452,615 |
| Cash received from issuance of bonds | | 494,979 | 5,910,371 | - | 4,920,000 |
| Cash received relating to other financing activities | 5(51)(e) | 2,753,000 | 4,272,000 | 2,753,000 | 2,621,010 |
| Sub-total of cash inflows | | 36,899,794 | 41,311,413 | 31,805,294 | 31,993,625 |
| Cash repayments of borrowings | | (26,459,697) | (30,050,201) | (20,607,194) | (22,586,715) |
| Cash payments for interest expenses and distribution of dividends | | (3,651,174) | (2,655,058) | (3,061,595) | (2,069,170) |
| Cash payments relating to other financing activities | 5(51)(f) | (5,070,275) | (3,252,741) | (3,304,603) | (3,058,291) |
| Sub-total of cash outflows | | (35,181,146) | (35,958,000) | (26,973,392) | (27,714,176) |
| Net cash flows from financing activities | | 1,718,648 | 5,353,413 | 4,831,902 | 4,279,449 |
| 4. Effect of foreign exchange rate changes on cash | | | | | |
| and cash equivalents | | (475) | (25,825) | (444) | (14,850) |
| 5. Net increase in cash and cash equivalents | 5(52)(a) | 4,035,671 | 1,884,577 | 5,190,657 | 1,998,290 |
| Add: Cash and cash equivalents at beginning of year | 5(52)(a) | 14,598,317 | 12,713,740 | 10,915,876 | 8,917,586 |
| 6. Cash and cash equivalent at end of year | 5(52)(b) | 18,633,988 | 14,598,317 | 16,106,533 | 10,915,876 |

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 STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE YEAR ENDED 31 DECEMBER 2012

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

| | _ | Attributable | e to equity shar | he Company | | Total | |
|--|-----------|--------------|------------------|------------|---------------|-------------|--------------|
| | | Share | Capital | Surplus | Undistributed | Minority | shareholdes' |
| Items | Notes | capital | surplus | reserves | profits | interests | equity |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | | |
| Balance at 31 December 2010 | <u>.</u> | 4,125,491 | 6,231,028 | 383,918 | 1,725,046 | 973,866 | 13,439,349 |
| | | | | | | | |
| Movements for the year ended | 31 Decemb | er 2011 | | | | | |
| - Net profit | | - | - | - | 2,631,312 | 202,896 | 2,834,208 |
| - Other comprehensive income | 5(50) | - | (130,871) | - | - | - | (130,871) |
| - Acquisition of minority interests | | | | | | | |
| in subsidiaries | | - | (282,977) | - | - | (1,079,013) | (1,361,990) |
| - Profit distribution | | | | | | | |
| Appropriation to surplus | | | | | | | |
| reserves | 5(35) | - | - | 184,083 | (184,083) | - | - |
| - Profit distribution to | | | | | | | |
| shareholders | 5(36) | - | - | - | (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 |
| | | | | | | | |
| Movements for the year ended | 31 Decemb | er 2012 | | | | | |
| - Capital contribution by | | | | | | | |
| shareholders | 5(33)(a) | 1,965,600 | 5,821,392 | - | - | - | 7,786,992 |
| - Net profit | | - | - | - | 1,927,787 | 17,159 | 1,944,946 |
| - Other comprehensive income | 5(50) | - | 101,501 | - | - | - | 101,501 |
| - Profit distribution | | | | | | | |
| - Appropriation to surplus | | | | | | | |
| reserves | 5(35) | - | - | 89,396 | (89,396) | - | - |
| Profit distribution to | | | | | | | |
| shareholders | 5(36) | - | - | - | (495,059) | - | (495,059) |
| - Others | - | - | (320) | - | - | | (320) |
| Balance at 31 December 2012 | | 6,091,091 | 11,739,753 | 657,397 | 5,309,332 | 111,656 | 23,909,229 |
| Data income of December 2012 | - | 0,001,001 | . 1,100,100 | 001,001 | 0,000,002 | 111,000 | 20,000,220 |

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

Legal representative:
Chen Ming

Person in charge of accounting function: Xu Zhoujin

Person in charge of accounting department: Xu Zhoujin

COMPANY'S STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE YEAR ENDED 31 DECEMBER 2012

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

| Items Balance at 31 December 2010 | Notes | Share capital RMB'000 | Capital surplus RMB'000 6,228,846 | Surplus reserves RMB'000 | Undistributed profits RMB'000 | Total shareholdes' equity RMB'000 |
|---|------------------------|-----------------------|--|--------------------------------|-------------------------------|--|
| Movements for the year ended 31 - Net profit - Other comprehensive income | December 2011 5(50) | - - | - (130,871) | - | 1,840,829 | 1,840,829 (130,871) |
| Profit distribution Appropriation of surplus reserves Profit distribution to shareholders | 5(35) 5(36) | - | - | 184,083 | (184,083) (206,275) | (206,275) |
| Balance at 31 December 2011 | _ | 4,125,491 | 6,097,975 | 568,001 | 3,383,853 | 14,175,320 |
| Movements for the year ended 31 | December 2012 | | | | | |
| Capital contribution by shareholders Net profit Other comprehensive income Profit distribution | 5(33)(a) 5(50) | 1,965,600 - - | 5,821,392 - 101,501 | - | - 893,959 - | 7,786,992 893,959 101,501 |
| Appropriation of surplus reservesProfit distribution to | 5(35) | - | - | 89,396 | (89,396) | - (405.050) |
| shareholders | 5(36) | | | | (495,059) | (495,059) |
| Balance at 31 December 2012 | | 6,091,091 | 12,020,868 | 657,397 | 3,693,357 | 22,462,713 |

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

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

Person in charge of accounting department: Xu Zhoujin

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 non-public offerings 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.

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. 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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

1 GENERAL INFORMATION OF THE COMPANY (CONTINUED)

On 3 May 2012, as approved by CSRC, the Company completed a non-public share offerings of 1,9656 million A shares with lock-up period of 12 months (Note 5(33)). After the completion of the above share issuance, the Company's share capital was increased to RMB6,091 million, RMB1,716 million of which is held by Grand China Air, whose shareholding of the Company was diluted to 28.18%, but remained as the single largest shareholder of the Company.

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 including 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 on 14 March 2013.

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 2012, the current liabilities of the Group exceed its current assets by approximately RMB9,641 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.

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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

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

The financial statements of the Company for the year ended 31 December 2012 are in compliance with the Accounting Standards for Business Enterprises, and present truly and completely the financial position as at 31 December 2012 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.

(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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

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.

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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

2 SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES (CONTINUED)

(8) Foreign currency translation (CONTINUED)

(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.

(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 2012

(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)
- (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 2012

(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)
- (a) Financial assets (Continued)
- (iii) Impairment of financial assets (Continued)

The objective evidence that a equity instrument is impaired includes significant or non-temporary decline in fair value of equity instrument investment. The Group assesses the impairement of available-for-sale equity instrument item by item on balance sheet date. If the decline in fair value of equity instrument exceeds more than 50% (including 50%) of it's initial investment cost or the decline in fai value of equity instrument persists for more than one year (including one year), it is concluded as impaired. If the decline in fair value of equity instrument exceeds more than 20% (including 20%) but less than 50% of it's initial investment cost, the Group will consider other factors such as price fluctuation rate ect., to assess whether an impairment loss on equity instruments incurred.

When 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.

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.

(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 2012

(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, debentures and finance lease payables 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 current 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 2012

(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 | Amount | s due ' | from re | lated | 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 | Based on historical loss ratio |
|---------|--------------------------------|
| Group 2 | Based on historical loss ratio |
| 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 2012

(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) Basis of determining net realisable value of inventories and the method to make provision for obsolete stock

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 2012

(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 2012

(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 2012

(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 a 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 2012

(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 2012

(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 | 12 years | 5% | 7.9% |
| 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 2012

(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 2012

(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 2012

(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 2012

(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 revenue 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 straightline basis over the lease periods.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 offered 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 2012

(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 2012

(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 2012

(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. Different estimation may affect the depreciation amount and the profit and loss for the period.

(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 2012

(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 "Corporate Income Tax Law of the People's Republic of China" 《中华人民共和国企业所得税法》, 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 for years from 2008 to 2012. The applicable corporate income tax rates for 2012 are 25% (2011: 24%).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

3 TAXATION (CONTINUED)

(1) Corporate income tax (Continued)

Pursuant to the "Notes on relevant procedures for changing the implementation of West Development Strategy"《关于深入实施西部大开发战略有关企业所得税问题的公告》(2012 No.12) issued by the State Administration of Taxation, enterprises located in western region and engaged in the industrial activities as listed in the "Catalog of Encouraged Industries in West Regine"《西部地区鼓励类产业目录》, main operation revenue accounts for over 70% of its total revenue, will be entitled to a reduced income tax rate of 15% from January 2011 to 31 December 2020 upon approval from tax authorities. As approved by Shanxi province Development and Reform Committee and Tax Bureau (2012 No.007), the applicable corporate income tax rate for the Company's subsidiary, Chang'an Airlines, is 15% starting from 2012.

For the subsidiaries established in other regions, the applicable corporate income tax rates for 2012 are 25%.

(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%. Effective from 1 September 2012, the domestic traffic revenues of Xinhua Airlines, a subsidiary of the Company, are subject to value added tax (Note 3(4)). The applicable tax rate of commission income and certain other revenues is 5%.

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 "Notice of alignment of the institution of city maintenance and construction tax and education surcharges of foreign and domestic enterprises and individuals - Guofa 2010 No.35" issued by the State Council on 18 October 2010 ("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 2012

(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.

The Company was qualified VAT general taxpayer from September 2012. Import and export of commodities and materials transfers are subject to value added tax of 17%.

Pursuant to the "Notice of Issuing the Pilot Plan for Levying Value Added Tax in Lieu of Business Tax" Caishui 【2011】No. 110("《关于印发《营业税改征增值税试点方案》的通知》(财税【2011】110 号)")and the "Notice of Nominating 8 Pilot Cities Including Beijing for for Levying Value Added Tax in Lieu of Business Tax on Transportation Industry and Partial Modern Service Industry" Caishui 【2012】No. 71("《关于在北京等 8 省市开展交通运输业和部分现代服务业营业税改征增值税试点的通知》(财税【2012】71 号)")jointly issued by Ministry of Finance and the State Administration of Taxation, effective from 1 September 2012, the domestic traffic revenues of Xinhua Airlines, a subsidiary of the Company, are subject to value added tax. The applicable output tax rate of domestic traffic revenues is 11%, and the VAT input arising from purchases of fuel, inflight catering and fixed assets can be used to deduct VAT output.

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.").

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

3 TAXATION (CONTINUED)

(6) Domestic infrastructure levies, Civil aviation airport construction fee and aviation Development Fund

Prior to 1 April 2012, 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.

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.

In addition, according to "Notice for the Collection, Use and Management of the Civil Aviation Development Fund" (Caizong【2012】No. 17) ("财综【2012】17号《民航发展基金征收使用管理暂行办法》") issued by MoF, effective from 1 April 2012, the former regulations related to Civil Aviation Airport Construction Fee and Civil Aviation Infrastructure Construction Fund as described above are annulled. The Civil Aviation Airport Construction Fee and Civil Aviation Infrastructure Construction Fund as defined in the former regulations are merged as Civil Aviation Development Fund under the new rule. Airline companies are required to pay the Civil Aviation Development Fund according to types of routes, maximum flight weight, flying distance and the relevant collection standards, payments of such fund are charged to operating costs. The passengers are required to pay Civil Aviation Development Fund and the relevant rates are 50 Yuan per passenger for domestic route; 90 Yuan per passenger (including 20 Yuan of tourism development fund) for international and regional routes. Airline companies or ticket sales agencies collect the Civil Aviation Development Fund from passengers when air tickets are sold, and the amount of the fund is showed separately from the air fare.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 as at 31 December 2012

| | Type of | Place of | Nature of | Registered | | | Legal | Organisation |
|------------|--------------|--------------|----------------|---------------|---|-----------------|----------------|--------------|
| | subsidiaries | registration | business | capital | Scope of business | Enterprise type | representative | code |
| | | | | | | | | |
| Hainan | Direct | Haikou | Investment | RMB10,000,000 | Project planning and management service of industrial and civil | Limited | Li Fanghui | 708876980 |
| Hang Xiang | control | | | | construction project; hotel, tourism investment management and | liability | | |
| | | | | | consulting; construction machinery and equipment leasing; sales | company | | |
| | | | | | of machineries, electronic equipments, building and ornamental | | | |
| | | | | | materials | | | |
| Hainan | Direct | Hong Kong | Investment | HKD70,200,000 | Acting as the agent of Hainan Airlines in Hong Kong and Macao, | Limited | Wang | 636400456 |
| Airlines | control | | | | such as import and export, equipment lease, information | liability | Yingming | |
| (Hongkong) |) | | | | technology services, high technology development, consulting, | company | | |
| | | | | | investment and capital operations, etc. | | | |
| Golden- | Direct | Haikou | Transportation | RMB8,000,000 | Agency of flight ticket sales, air freight and airplane charter | Limited | Du | 28402951-7 |
| Deer Sales | control | | | | business. | liability | Xiaoping | |
| | | | | | | company | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 as at 31 December 2012 (Continued)

| | | | | | | | Amount offsetting |
|-------------------|-----------------------|-------------------------|----------------|----------------|--------------|-----------------------------|----------------------------|
| | | Balances of other items | | | | | minority interests (profit |
| | Accumulated capital | forming the net | | | | | and loss) included in |
| | contribution as at 31 | investment in | | | Consolidated | Minority interests as at 31 | minority interest |
| | December 2012 | subsidiaries | % shareholding | % voting right | or not | December 2012 | (balance sheet) |
| | RMB'000 | | | | | | |
| | | | | | | | |
| Hainan Hang Xiang | 10,000 | - | 100% | 100% | Yes | - | - |
| Hainan Airlines | | - | 100% | 100% | | - | - |
| (Hongkong) | 58,417 | | | | Yes | | |
| Golden-Deer Sales | 7,600 | | 95% | 95% | Yes | 5,982 | |
| | 76,017 | | | | - | 5,982 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 obtained through establishment or investment as at 31 December 2012

| | Type of | Place of | Nature of | | | Enterprise | Legal | Organisation |
|-------------------|------------------|--------------|-----------------|--------------------|---|-------------------|----------------|--------------|
| | subsidiaries | registration | business | Registered capital | Scope of business | 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 | Deng Yao | 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 Jinsong | BE0435779032 |
| | | | | | | company | | |
| Brussels DATA | Direct control | Brussels | Hotel operation | EUR248,000 | Hotel management, tour service | Limited liability | Zhang Jinsong | BE0860905979 |
| | | | | | | company | | |
| Brussels SODE | Direct control | Brussels | Hotel operation | EUR2,163,000 | Hotel management, tour service, finance, real estate development. | Limited liability | Zhang Jinsong | BE0407675657 |
| | | | | | agency | company | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 2012 (Continued)

| | Accumulated | Balances of other | | | | | Amount offsetting |
|-------------------|-----------------|--------------------|----------------|----------------|--------------|--------------------|----------------------------|
| | capital | items in substance | | | | | minority interests (profit |
| | contribution as | forming the net | | | | | & loss) included in |
| | at 31 December | investment in | | | Consolidated | | minority interests |
| _ | 2012 | subsidiaries | % shareholding | % voting right | or not | Minority interests | (balance sheet) |
| | RMB'000 | | | | | RMB'000 | |
| | | | | | | | |
| Xinhua Airlines | 3,746,107 | - | 100% | 100% | Yes | - | - |
| Chang'an Airlines | 1,799,408 | - | 100% | 100% | Yes | - | - |
| Beijing Kehang | 1,728,341 | - | 95% | 95% | Yes | 105,674 | - |
| 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 | | | | | 105,674 | |

Hainan Hang

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 current year

| | Incorporation Date | Net assets as at 31 December 2012 RMB'000 | Net loss in 2012 RMB'000 |
|------------------------|--------------------|---|--------------------------------|
| y Xiang (Note 4 (1)(a) | 23 October 2012 | 8,089 | (1,911) |

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

In December 2012, HNA Aviation Holding Company increased its investment in Hunan Golden-Deer, which previously was a wholly owned subsidiary of the Company. After the capital increase, the Company's percentage of shares in Hunan Golden-Deer was diluted to 47.73%. Thereafter, the investment in Hunan Golder-Dear was transferred from subsidiary to associate and measured by using equity method of accounting.

| | Disposal date | Net asset as at disposal date RMB'000 | Net loss from 1 January 2012 to disposal date RMB'000 |
|--|--------------------|---|--|
| Hunan Golden-Deer (Note 5 (10)(a)(ii)) | 24 December 2012 _ | 449,757 | (243) |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

| | 3 | 1 December : | 2012 | 31 December 2011 | | | |
|----------------------------|---------------------|--------------|---------------|------------------|----------|---------------|--|
| | Original Exchange | | | Original | Exchange | | |
| | currency | rate | Amount in RMB | currency | rate | Amount in RMB | |
| | ('000) | | RMB'000 | ('000) | | RMB'000 | |
| Cash on hand | | | | | | | |
| RMB | | | 1,901 | | | 579 | |
| USD | 35 | 6.2855 | 220 | 50 | 6.3009 | 314 | |
| Others | | | 288 | | | 1,067 | |
| Subtotal | | | 2,409 | | | 1,960 | |
| Cash at banks and financia | al institutions (a) | | | | | | |
| RMB | | | 18,365,549 | | | 14,133,939 | |
| USD | 30,730 | 6.2855 | 193,153 | 56,243 | 6.3009 | 354,379 | |
| Others | | | 72,877 | | | 108,039 | |
| Subtotal | | | 18,631,579 | | | 14,596,357 | |
| Other cash balances (b) | | | | | | | |
| RMB | | | 3,678,415 | | | 4,462,261 | |
| Total | | | 22,312,403 | | | 19,060,578 | |

(a) As at 31 December 2012, the cash at bank and on hand included deposits of RMB4,699,439 thousand (31 December 2011: RMB4,449,149 thousand) placed in HNA Finance, a related party of the Group (Note 7(6)), among which, RMB3,213,042 thousand (31 December 2011: RMB2,862,752 thousand) was recorded in cash at banks and financial institutions, and RMB1,486,397 thousand (31 December 2011: RMB1,586,397 thousand) was recorded in other cash balances.

(b) Other cash balances comprise:

| | 31 December | 31 December |
|-------------------------------------|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Term deposits (Note) | 1,525,000 | 1,750,000 |
| Security deposits for notes payable | 1,566,038 | 1,390,599 |
| Other restricted deposits | 587,377 | 1,321,662 |
| | 3,678,415 | 4,462,261 |
| | | |

Note: As at 31 December 2012, term deposit of RMB1,165,000 thousand (31 December 2011: RMB1,250,000 thousand) was pledged for short-term borrowings of RMB361,500 thousand and long-term borrowings of RMB599,250 thousand (Note 5(20)&(29)).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

(c) 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 between the Company and the banks, upon maturities, the impawned 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 2012 RMB'000 | 31 December 2011 RMB'000 |
|-----|---|--------------------------------|--------------------------------|
| | Other cash balances – restricted cash deposits Short-term borrowings | <u> </u> | 381,352 (381,352) |
| (2) | Notes receivable | | |
| | | 31 December 2012 RMB'000 | 31 December 2011 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 major shareholder of the Company, for acquiring the subsidiaries (i.e. Hainan Guoshan and Hainan Hangpeng) and an associate (i.e. Haidao Construction) of the Company. The balance was settled in 2012.

(3) Accounts receivable

| | 31 December | 31 December |
|--------------------------------|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Accounts receivable | 570,454 | 626,755 |
| Less: Provisions for bad debts | (28,803) | (28,423) |
| | 541,651 | 598,332 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)
- (a) The aging of accounts receivable is analysed below:

| | 31 December 2012 | 31 December 2011 |
|---------------|---------------------|---------------------|
| | RMB'000 | RMB'000 |
| Within 1 year | 534,431 | 598,332 |
| 1 to 2 years | 7,600 | - |
| 2 to 3 years | - | = |
| 3 to 4 years | - | - |
| 4 to 5 years | - | - |
| 5 to 6 years | - | - |
| Over 6 years | 28,423 | 28,423 |
| | 570,454 | 626,755 |

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

| | 31 December 2012 | | | | 31 December 2011 | | | |
|---|------------------|---------------|----------|--------------------------|------------------|------------|----------|--------------------------|
| | Amount | % of total | Amount | % of total provision for | Amount | % of total | Amount | % of total provision for |
| | RMB'000 | balance | RMB'000 | bad debts | RMB'000 | balance | RMB'000 | bad debts |
| Provisions for bad debts by group - Group by aging analysis | | | | | | | | |
| method | 477,160 | 83% | (1,506) | 0% | 380,138 | 61% | (1,126) | 0% |
| - Group by related parties Amounts that are not individually significant but with provisions for bad | 65,997 | 12% | - | - | 219,320 | 35% | - | - |
| debts assessed individually | 27,297 | 5% | (27,297) | 100% | 27,297 | 4% | (27,297) | 100% |
| • | 570,454 | 100% | (28,803) | 5% | 626,755 | 100% | (28,423) | 5% |

- (c) At 31 December 2012, there is no accounts receivable which was individually significant and with specific provision for bad debts (31 December 2011: Nil).
- (d) Provisions for bad debts for accounts receivable grouped using aging analysis method are as follows:

| | 31 December 2012 | | | | 31 December 2011 | | | |
|---|---|--|--|-----------------------------------|--|---|---|---------------------------------------|
| | Book b | alance | | Provision for bad debts | | Book balance | | on for lebts |
| | Amount RMB'000 | % of total balance | Amount RMB'000 | % of total balance | Amount RMB'000 | % of total balance | Amount RMB'000 | % of total balance |
| Within 1 year 1 to 2 years 2 to 3 years 3 to 4 years 4 to 5 years 5 to 6 years Over 6 years | 468,434 7,600 - - - 1,126 477,160 | 98% 2% - - - 0% 100% | (380) - - - (1,126) (1,506) | 5% - - - 100% 0.3% | 379,012 - - - - - 1,126 380,138 | 100% - - - - - 0% 100% | - - - - - (1,126) (1,126) | - - - - - 100% 0.3% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

(e) As at 31 December 2012, accounts receivable that were not individually significant but with specific provisions for bad debts are analysed as follows:

| | Gross amount | Provisions for bad debts | % of provisions for bad debts |
|------------|--------------|--------------------------|-------------------------------|
| Customer A | 8,184 | (8,184) | 100% |
| Customer B | 4,478 | (4,478) | 100% |
| Customer C | 2,791 | (2,791) | 100% |
| Customer D | 1,693 | (1,693) | 100% |
| Others | 10,151 | (10,151) | 100% |
| | 27,297 | (27,297) | 100% |

As at 31 December 2012, 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.

- (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.
- (g) As at 31 December 2012, accounts receivable did not include any amounts due from entities which hold over 5% (5% inclusive) voting shares of the Company (31 December 2011: Nil).
- (h) As at 31 December 2012, the top 5 largest accounts receivables are analysed as follows:

| | | | % of total accounts |
|-----------------------------|---|---|---|
| Relationship with the Group | Amount | Aging | receivable balance |
| | | | |
| Third party | 101,120 | Within 1 year | 18% |
| Third party | 48,684 | Within 1 year | 9% |
| Under HNA Group's control | 34,597 | Within 1 year | 6% |
| Third party | 31,326 | Within 1 year | 5% |
| Third party | 25,990 | Within 1 year | 5% |
| | 241,717 | | 43% |
| | Third party Third party Under HNA Group's control Third party | Third party 101,120 Third party 48,684 Under HNA Group's control 34,597 Third party 31,326 Third party 25,990 | Third party 101,120 Within 1 year Third party 48,684 Within 1 year Under HNA Group's control 34,597 Within 1 year Third party 31,326 Within 1 year Third party 25,990 Within 1 year |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 [| 31 December 2012 | | | 31 December 2011 | | | |
|--------------------|-----------------------|--------|------------------|-----------|---------|------------------|-----------|--|--|
| | Relationship with the | | | Provision | | | Provision | | |
| | Group | | % of total | for bad | | % of total | for bad | | |
| | | Amount | balance | debts | Amount | balance | debts | | |
| Yisheng Holding | Under HNA Group's | | | | | | | | |
| | control | 34,597 | 6% | - | 45,274 | 7% | - | | |
| Xinsheng Info Tech | Under HNA Group's | | | | | | | | |
| | control | 19,087 | 3% | - | 102,896 | 17% | - | | |
| HNA Cargo | Under HNA Group's | | | | | | | | |
| | control | 4,333 | 1% | - | 19,903 | 3% | - | | |
| Tianjin Airlines | Under HNA Group's | | | | | | | | |
| | control | - | - | - | 42,479 | 7% | - | | |
| Others | | 7,980 | 1% | | 8,768 | 1% | | | |
| | | 65,997 | 11% | - | 219,320 | 35% | - | | |

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

| | | 31 Decembe | er 2012 | 3 | 1 December 2 | 2011 |
|------------------|----------|------------|------------|----------|--------------|------------|
| | Original | Exchange | RMB | Original | Exchange | RMB |
| Foreign currency | currency | rate | equivalent | currency | rate | equivalent |
| | ('000) | | RMB'000 | ('000) | | RMB'000 |
| USD | 4,535 | 6.2855 | 28,506 | 2,568 | 6.3009 | 16,181 |
| Others | | | 10,450 | | | 13,973 |
| | | | 38,956 | | | 30,154 |

(4) Other receivables

| | 31 December 2012 | 31 December 2011 |
|---|------------------|------------------|
| | RMB'000 | RMB'000 |
| Amounts due from related parties (Note) | 19,503 | 1,363,426 |
| Others | 239,322 | 227,822 |
| | 258,825 | 1,591,248 |
| Less: Provision for bad debts | (55,264) | (55,264) |
| | 203,561 | 1,535,984 |

Note: As at 31 December 2011, among the balance of amounts due from related parties, RMB1,209,574 thousand and RMB155,875 thousand were due from Grand China Air and HNA Real Estate Holding respectively, which represented the unsettled considerations for the equity shares disposed. The balance was settled in 2012.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

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

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|---------------|--------------------------------|--------------------------------|
| | | |
| Within 1 year | 176,345 | 1,528,422 |
| 1 to 2 years | 20,681 | 9,222 |
| 2 to 3 years | 9,160 | 1,465 |
| 3 to 4 years | 1,276 | 1,505 |
| 4 to 5 years | 1,446 | 870 |
| 5 to 6 years | 701 | 2,080 |
| Over 6 years | 49,216 | 47,684 |
| • | 258,825 | 1,591,248 |

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

| | 31 December 2012 | | | | 31 December 2011 | | | |
|-----------------------------------|------------------|---------|----------|------------|------------------|------------|----------|---------|
| | | | Provisi | | | | Provisio | |
| | Book bal | ance | bad d | ebts | Book ba | lance | bad de | ebts |
| | | % of | | | | | | % of |
| | Amount | total | Amount | % of total | Amount | % of 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 | 5% | (11,799) | 100% | 11,799 | 1% | (11,799) | 100% |
| Provision for bad debts by group | | | | | | | | |
| - Group by aging analysis | | | | | | | | |
| method (d) | 79,278 | 31% | (14,382) | 18% | 115,945 | 7% | (14,382) | 12% |
| - Aircraft leasing security | | | | | | | | |
| deposits and maintenance | | | | | | | | |
| funds receivable | 119,162 | 45% | - | - | 70,995 | 4% | - | - |
| - Group by related parties (i) | 19,503 | 8% | - | - | 1,363,426 | 86% | - | - |
| Amounts that are not individually | | | | | | | | |
| significant but with specific | | | | | | | | |
| provision for bad debts (e) | 29,083 | 11% | (29,083) | 100% | 29,083 | 2% | (29,083) | 100% |
| _ | 258,825 | 100% | (55,264) | 21% | 1,591,248 | 100% | (55,264) | 3% |

(c) As at 31 December 2012, other receivables that were individually significant and with specific provisions for bad debts are analysed below:

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

As at 31 December 2012, 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 2012

(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 2012 | | | | 31 December 2011 | | | |
|---------------|------------------|---------|-------------------------|---------|------------------|--------------|----------|-----------------|
| | Book balance | | Provision for bad debts | | Book b | Book balance | | on for lebts |
| | % 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 | 53,093 | 67% | - | _ | 89,724 | 77% | - | _ |
| 1 to 2 years | 2,933 | 4% | (75) | 3% | 7,640 | 7% | (229) | 3% |
| 2 to 3 years | 7,597 | 10% | (324) | 4% | 2,656 | 2% | (186) | 7% |
| 3 to 4 years | 1,144 | 1% | (283) | 25% | 1,220 | 1% | (312) | 26% |
| 4 to 5 years | 1,207 | 1% | (553) | 46% | 1,089 | 1% | (481) | 44% |
| 5 to 6 years | 634 | 1% | (477) | 75% | 1,755 | 2% | (1,313) | 75% |
| Over 6 years | 12,670 | 16% | (12,670) | 100% | 11,861 | 10% | (11,861) | 100% |
| • | 79,278 | 100% | (14,382) | 18% | 115,945 | 100% | (14,382) | 12% |

(e) As at 31 December 2012, debtors that were not individually significant but with specific provision for bad debts are analysed below:

| | Book balance | Provision for bad debts | % of provision for 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 2012, 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.

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

| | 31 December 2012 | 31 December 2011 |
|-----------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| Grand China Air | | 1,135,375 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

(h) As at 31 December 2012, the top 5 largest other receivables are analysed below:

| | | | | % of total |
|--------------------|-----------------------------|---------|---------------|------------|
| | Relationship with the Group | Amount | Aging | balance |
| | | RMB'000 | | |
| | | | | |
| Other Receivable 2 | Third party | 47,228 | Within 1 year | 18% |
| Other Receivable 3 | Third party | 24,498 | Within 1 year | 9% |
| Other Receivable 4 | Third party | 24,000 | Within 1 year | 9% |
| Other Receivable 5 | Third party | 13,681 | Within 1 year | 5% |
| Other Receivable 6 | Third party | 11,799 | Within 1 year | 5% |
| | | 121,206 | _ | 46% |

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

| | <u>-</u> | 31 Decembe | r 2012 | 31 December 2011 | | |
|----------------------------|---|------------|------------|------------------|------------|--|
| | Relationship with | Amount | % of total | Amount | % of total | |
| | the Group | RMB'000 | balance | RMB'000 | balance | |
| HNA Real Estate Holding | Under HNA Group's control | 169 | - | 156,069 | 10% | |
| Grand China Air | Shareholder holding over 5% voting shares | - | - | 1,135,375 | 71% | |
| Yangtze River Express | Under HNA Group's control | - | - | 44,802 | 3% | |
| Others | _ | 19,334 | 8% | 27,180 | 2% | |
| | _ | 19,503 | 8% | 1,363,426 | 86% | |

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

| | 3 | 1 December 20 |)12 | 31 December 2011 | | | | |
|--------|----------|---------------|----------------|------------------|----------|----------------|--|--|
| | Original | Exchange | | Original | Exchange | | | |
| | currency | rate | RMB equivalent | currency | rate | RMB equivalent | | |
| | (000′) | | RMB'000 | ('000) | | RMB'000 | | |
| USD | 14,758 | 6.2855 | 92,762 | 12,276 | 6.3009 | 77,350 | | |
| Others | | | 2,207 | | | 4,110 | | |
| | | | 94,969 | | | 81,460 | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(5) Interest receivable

| | 31 December 2012 | 31 December 2011 |
|-------------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| HNA Finance (Note 7(6)) | 169,806 | 121,444 |
| Others | 60,482 | 68,703 |
| | 230,288 | 190,147 |

(6) Advances to suppliers

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

| | 31 December 20 | 12 | 31 December 2011 | |
|---------------|----------------|---------|------------------|---------|
| | Amount % total | | Amount | % total |
| Aging | RMB'000 | balance | RMB'000 | balance |
| Within 1 year | 267,167 | 82% | 413,969 | 91% |
| 1 to 2 years | 50,544 | 15% | 22,186 | 5% |
| 2 to 3 years | 6,255 | 2% | 7,824 | 2% |
| Over 3 years | 2,577 | 1% | 8,561 | 2% |
| | 326,543 | 100% | 452,540 | 100% |

As at 31 December 2012, advances to suppliers with aging over 1 year amounted to RMB59,376 thousand (31 December 2011: RMB38,571 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 2012, the top 5 largest advances to suppliers with are analysed below:

| | Relationship with the Group | Amount RMB'000 | % to the total balance | Time of payment | Reasons for unsettlement |
|-----------|-----------------------------|-------------------|------------------------|-----------------|--|
| Company 1 | Third party | 54,585 | 17% | 2012 | Prepayment for flight equipment, goods not yet delivered |
| Company 2 | Third party | 40,240 | 12% | 2012 | Prepaid fuel cost, goods not yet delivered |
| Company 3 | Third party | 22,471 | 7% | 2012 | Prepaid fuel cost, goods not yet delivered |
| Company 4 | Third party | 21,806 | 7% | 2012 | Prepaid fuel cost, goods not yet delivered |
| Company 5 | Third party | 18,706 | 6% | 2012 | Prepaid custom duty and VAT, not yet cleared |
| | , | 157,808 | 49% | | • |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 2012, 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 2011: Nil).
- (d) The advances to suppliers include the following balances denominated in foreign currencies:

| | 31 | December 20 | 012 | 31 December 2011 | | | | |
|----------|----------|-------------|------------|------------------|----------|------------|--|--|
| Foreign | Original | Exchange | RMB | Original | Exchange | RMB | | |
| currency | currency | rate | equivalent | currency | rate | equivalent | | |
| | ('000) | | RMB'000 | ('000) | ('000) | | | |
| | | | | | | | | |
| USD | 40,899 | 6.2855 | 257,073 | 40,912 | 6.3009 | 257,782 | | |
| EUR | 540 | 8.3176 | 4,494 | 622 | 8.1625 | 5,077 | | |
| Others | | | 342 | | | 1,931 | | |
| | | | 261,909 | | | 264,790 | | |

(7) Inventories

| | 31 | December 20 | 12 | 31 December 2011 | | | |
|----------------|---------|--------------------------|----------|------------------|--------------|----------|--|
| | | Provision | | Provision | | | |
| | | for declines | | | for declines | | |
| | Gross | in value of | Net book | Gross | in value of | Net book | |
| | amount | amount inventories value | | | inventories | value | |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | |
| Cabin supplies | 42,415 | - | 42,415 | 42,482 | (83) | 42,399 | |
| Consumables | - | - | - | 58,714 | - | 58,714 | |
| Others | 28,099 | | 28,099 | 25,143 | | 25,143 | |
| | 70,514 | | 70,514 | 126,339 | (83) | 126,256 | |

(8) Other current assets

| | 31 December | 31 December |
|---|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| | | |
| Available-for-sale financial assets with maturity within 1 year (a) | 2,000,000 | |

(a) In December 2012, the Group purchased short-term financial products from a third party commercial bank at an aggregate amount of RMB 2 billion. These financial products are not capital guaranteed and with a maximum annual yield of 5.5%. The investment of the financing products are limited to financial instruments identified by supervision department of the financial market, including but not limited to cash, bank deposits by agreement, bond repurchase, government loans, financial bond, central bank bill, SCP, short-term commercial paper, corporate bond, MTN, ABS and financial instrument with fixed income and low risk.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(9) Available-for-sale financial assets

| | 31 December 2012 | 31 December 2011 |
|---|---------------------|---------------------|
| | RMB'000 | RMB'000 |
| Yanshan Funds (a) | 500,000 | 500,000 |
| Available-for-sale equity instruments (b) | 361,446 | 399,684 |
| Guokaijingcheng investment fund (c) | 200,000 | |
| | 1,061,446 | 899,684 |

- (a) The Company and a third party (the "Partner") set up a limited partnership enterprise with a period of 10 years. The Company contributed capital of RMB500 million and taken limited liabilities. The Partner 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 2012, the Group held 34,260,268 shares of China Merchants Securities (31 December 2011: 38,704,245 shares) which was presented in fair value. The fair value of these shares as at 31 December 2012 were determined based on the closing price of the trading shares quoted on Shanghai Stock Exchange at 31 December 2012. In 2012, China Merchants Securities passed a profit appropriation resolution of RMB1.5 Yuan cash dividend for each 10 shares. The cash dividend of RMB4,636 thousand was received in 2012 and recorded as investment income (Note 5(45)). During the year 2012, the Company sold 7,796,291 shares of China Merchants Securities and incurred a loss of RMB 40,116 thousand. which has been recorded in investment loss for the current year (Note 5(45)).

In 2012, since the share price of China Merchants Securities have been constantly lower than the average purchase price of the Company for over a year, the Company has performed an impairment assessment. In consideration of the price fluctuation rate and subsequent share price fluctuation ect., a loss of RMB 86,104 thousand caused by the decline in fair value in 2012 was transferred out from the capital reserve and charged to impairment loss of the income statement (Note 5(43)).

(c) In 2012, the Company and other parties jointly set up Guokaijingcheng investment fund and the Company contributed RMB200 million to the fund. The registrated capital of the fund is RMB 6,840 million with an operation period of 10 years. Each investor enjoyed the voting rights based on their respective ownership percentages. Since the Company only has 3% ownership in the fund, the Company has no control, common control or significantly impact on the fund. Therefore, this investment was recognised as available-for-sale financial assets.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(10) Long-term equity investments

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--|--------------------------------|--------------------------------|
| | | |
| Associates - without quoted prices (a) | 6,565,997 | 3,142,678 |
| Other long-term equity investments (b) | 2,517,915 | 2,009,295 |
| | 9,083,912 | 5,151,973 |
| Less: Provision for impairment of long-term equity | | |
| investments | (6,774) | (6,774) |
| | 9,077,138 | 5,145,199 |
| | | |

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 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(10) Long-term equity investments (Continued)

(a) Associates

| | | | | | Current year m | novements | | | | | | | |
|---------------------------|-------------------|--------------------------|------------------------|------------------------------------|--|-------------------------------|-------------------------------|------------------------|---------------------|-----------------------|--|--------------------------------|---|
| | Accounting method | Original investment cost | 31 December 2011 | Transferred from other investments | Addition or reduction of investment cost | Share of results of associate | Cash dividends declared | 31 December 2012 | % share- holding | % voting rights | Explanation for difference between % shareholding and % voting right | Provision for impairment | Provision for impairment made in the current year |
| | Equity | | | | | | | | | | N/A | | |
| Bohai Trust(i) | method Equity | 2,760,906 | - | - | 2,760,906 | - | - | 2,760,906 | 39.78% | 39.78% | N/A | - | - |
| HNA Technology | method | 1,000,000 | 1,000,000 | - | - | 12,209 | - | 1,012,209 | 48.08% | 48.08% | N/A | - | - |
| Lucky Air | Equity | 842,000 | 842,000 | - | - | 111,005 | - | 953,005 | 40.00% | 40.00% | | - | - |
| HNA Finance | Equity method | 865,578 | 865,578 | - | - | 70,890 | - | 936,468 | 23.70% | 23.70% | N/A | - | - |
| Hunan Golden- Deer(ii) | Equity method | 450,000 | - | 450,000 | - | - | - | 450,000 | 47.37% | 47.37% | N/A | - | - |
| Xi'an Chanba | Equity method | 400,000 | 400,101 | - | - | 7,838 | - | 407,939 | 40.00% | 40.00% | N/A | - | - |
| Other | | | 34,999 3,142,678 | 450,000 | 2,760,906 | 10,471 212,413 | | 45,470 6,565,997 | | | | | |
| | | | | | | | | | | | | | |

⁽i) In December 2012, the Group purchased 39.78% shares of Bohai Trust from the related parties namely, Haikou Meilan, HNA Hotel Holding, Yangtze Real Estate, Yanjing Hotel, HNA Technology at a total consideration of RMB2,761 million. Bohai Trust is mainly engaged in trust services and more details about its operation are set out in Note 7(3).

⁽ii) In December 2012, HNA Aviation Holding Company increased investment in Hunan Golden-Deer, which was a wholly subsidiary of the Company. After the capital increase, the Company's ownership percentage in Hunan Golden-Deer has been diluted to 47.73%. Thereafter, Hunan Golden-Deer has been classified as an associate of the Company and is accounted for by equity method of accounting.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(10) Long-term equity investments (Continued)

(b) Other long-term equity investments

| | | | | | | | | Explanation for | | Provision for | |
|------------------------------|-------------|------------|-------------|--------------|-------------|----------|----------|----------------------|---------------|---------------|----------------|
| | | Original | | | | | | difference between % | | impairment | Cash dividends |
| | Accounting | investment | 31 December | Current year | 31 December | % Share- | % voting | shareholding and % | Provision for | made in | declared in |
| | method | cost | 2011 | movement | 2012 | 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 | Cost method | 842,000 | 842,000 | - | 842,000 | 15.81% | 15.81% | N/A | - | - | - |
| Tianjin Airlines | Cost method | 19,000 | 713,000 | - | 713,000 | 17.59% | 17.59% | N/A | - | - | - |
| Capital Airlines Holding (i) | Cost method | 508,620 | - | 508,620 | 508,620 | 19.60% | 19.60% | N/A | - | - | - |
| Haikou Meilan | Cost method | 304,765 | 304,765 | - | 304,765 | 12.08% | 12.08% | N/A | - | - | 966 |
| HNA Hotel Group | Cost method | 58,161 | 58,161 | - | 58,161 | 19.00% | 19.00% | N/A | - | - | - |
| Xin Guo Hotel | Cost method | 40,000 | 31,952 | - | 31,952 | 13.33% | 13.33% | N/A | - | - | - |
| Civil Aviation Information | | | | | | | | | | | |
| Network of China | Cost method | 29,860 | 29,860 | - | 29,860 | 1.68% | 1.68% | N/A | - | - | 6,986 |
| Yangtze River Express | Cost method | 10,000 | 10,000 | - | 10,000 | 2.00% | 2.00% | N/A | - | - | - |
| Others | Cost method | 19,557 | 19,557 | | 19,557 | | | | (6,774) | | 1,060 |
| | | _ | 2,009,295 | 508,620 | 2,517,915 | | | | (6,774) | | 9,012 |
| | | | | | | | | • | | | |

⁽i) In December 2012, the Company purchased 19.60% shareholdings of Capital Airlines from related party HNA Tourisim, a related party of the Company, at a consideration of RMB508.620 thousand.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(10) Long-term equity investments (Continued)

(b) Investments in associates

Major financial information of the associates held by the Company in 2012 is outlined as below:

| | | _ | 31 December 2012 | | | 201 | 2 |
|----------------|----------|-------------|------------------|-------------|-----------|--------------|-------------|
| | % equity | % of voting | | Total | Net | | Total |
| | interest | right | Total assets | liabilities | Assets | Total assets | liabilities |
| | | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | | | | |
| Bohai Trust | 39.78% | 39.78% | 2,833,099 | 94,925 | 2,738,174 | 702,653 | 412,026 |
| HNA technology | 48.08% | 48.08% | 2,406,909 | 256,600 | 2,150,309 | 1,065,428 | 25,392 |
| Lucky Air | 40.00% | 40.00% | 7,122,967 | 5,170,561 | 1,952,406 | 3,303,043 | 277,513 |
| HNA Finance | 23.70% | 23.70% | 21,047,292 | 17,279,237 | 3,768,055 | 605,639 | 299,114 |
| Hunan Golden | | | | | | | |
| Deer | 47.37% | 47.37% | 450,007 | 250 | 449,757 | - | (243) |
| Xi'an Chanba | 40.00% | 40.00% | 1,026,361 | 6,531 | 1,019,830 | 26,125 | 19,593 |

(11) Investment properties

| | | Current year additions | | Current year reductions | |
|-----------------------|------------------|------------------------|------------|-------------------------|------------------|
| | Fair value as at | Current year | Changes in | | Fair value as at |
| Items | 1 January 2012 | new additions | fair value | | 31 December 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Cost | F 460 002 | 0.066 | | (07,000) | E 200 0E0 |
| Γ | 5,468,083 | 9,966 | - | (97,099) | 5,380,950 |
| Buildings | 5,183,508 | 9,966 | - | (97,099) | 5,096,375 |
| Land use rights | 284,575 | - | - | - | 284,575 |
| | | | | | |
| Changes in fair value | 1,371,029 | - | 504,363 | - | 1,875,392 |
| Buildings | 1,239,551 | - | 504,363 | - | 1,743,914 |
| Land use rights | 131,478 | - | - | - | 131,478 |
| | | | | | |
| Net book value | 6,839,112 | 9,966 | 504,363 | (97,099) | 7,256,342 |
| Buildings | 6,423,059 | 9,966 | 504,363 | (97,099) | 6,840,289 |
| Land use rights | 416,053 | - | - | - | 416,053 |

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

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(11) Investment properties (Continued)

As at 31 December 2012, the net book value of the investment properties was RMB7,256,342 thousand (31 December 2011: RMB6,839,112 thousand). The valuation of the investment properties with valuation date of 30 November 2012 was conducted by an independent appraiser and the market values of the investment properties were determined by the Company's management with reference to the valuation results.

In 2012, the total changes in the fair value of the investment properties of the Group amounted to RMB504,363 thousand (2011: RMB869,845 thousand), and was fully recognised in profit or loss for the year.

As at 31 December 2012, investment properties with book value of RMB4,229,656 thousand (31 December 2011: RMB3,217,121 thousand) were pledged for long-term borrowings (Note 5(29)(a)(i) and Note5(29)(d)(ii)).

As at 31 December 2012, the title certificates of certain buildings and land use rights with carrying amount of RMB2,442,344 thousand (31 December 2011: RMB2,410,321 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 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(12) Fixed assets

| | 31 December | Current year | Current year | 31 December |
|-------------------------------|--------------|--------------|--------------|--------------|
| | 2011 | additions | reductions | 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | TUND | Table 500 | T AND OOC | Table 500 |
| Cost | 41,623,649 | 5,991,349 | (1,333,882) | 46,281,116 |
| Buildings | 1,692,250 | 1,919,888 | (136,273) | 3,475,865 |
| Aircraft and engines | 36,786,747 | 3,867,068 | (1,132,017) | 39,521,798 |
| Rotables | 2,384,834 | 142,914 | (1,388) | 2,526,360 |
| Motor vehicles | 214,468 | 23,706 | (16,243) | 221,931 |
| Machinery and equipment | 545,350 | 37,773 | (47,961) | 535,162 |
| | | | | |
| Accumulated depreciation | (10,377,715) | (2,330,061) | 820,728 | (11,887,048) |
| Buildings | (380,708) | (41,536) | 45,842 | (376,402) |
| Aircraft and engines | (8,056,418) | (2,068,982) | 733,681 | (9,391,719) |
| Rotables | (1,435,225) | (159,876) | 682 | (1,594,419) |
| Motor vehicles | (151,816) | (13,469) | 8,597 | (156,688) |
| Machinery and equipment | (353,548) | (46,198) | 31,926 | (367,820) |
| | | | | |
| Book value before impairment | 31,245,934 | | | 34,394,068 |
| Buildings | 1,311,542 | | | 3,099,463 |
| Aircraft and engines | 28,730,329 | | | 30,130,079 |
| Rotables | 949,609 | | | 931,941 |
| Motor vehicles | 62,652 | | | 65,243 |
| Machinery and equipment | 191,802 | | | 167,342 |
| | | | | |
| Provision for impairment loss | (16,378) | - | - | (16,378) |
| Buildings | - | - | - | - |
| Aircraft and engines | - | - | - | - |
| Rotables | (16,378) | - | - | (16,378) |
| Motor vehicles | - | - | - | - |
| Machinery and equipment | - | - | - | - |
| | | | | |
| Net book value | 31,229,556 | | | 34,377,690 |
| Buildings | 1,311,542 | | | 3,099,463 |
| Aircraft and engines | 28,730,329 | | | 30,130,079 |
| Rotables | 933,231 | | | 915,563 |
| Motor vehicles | 62,652 | | | 65,243 |
| Machinery and equipment | 191,802 | | | 167,342 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(12) Fixed assets (Continued)

As at 31 December 2012, fixed assets with net book value of RMB21,546,792 thousand (31 December 2011: RMB20,279,400 thousand) and original cost of RMB27,022,311 thousand (31 December 2011: RMB24,852,368 thousand) were pledged for short-term borrowings of RMB625,000 thousand and long-term borrowings of RMB18,406,043 thousand (Note 5(20)&(29)).

For the year ended 31 December 2012, total amount of depreciation charges for fixed assets amounted to RMB2,330,061 thousand (2011: RMB2,173,908 thousand), which were charged to operating costs, selling and distribution expense, general and administrative expense at RMB2,288,391 thousand, RMB5,148 thousand and RMB36,522 thousand respectively (2011: RMB2,111,485 thousand, RMB4,740 thousand and RMB57,683 thousand respectively).

For the year ended 31 December 2012, constructions in progress with original cost of RMB4,373,498 thousand (2011: RMB3,284,746 thousand) were transferred to fixed assets.

(a) Fixed assets under financial leases

| | | Accumulated | |
|----------------------|-----------|--------------|------------|
| | Cost | depreciation | Book value |
| | RMB'000 | RMB'000 | RMB'000 |
| 31 December 2012 | | | |
| Aircraft and engines | 8,468,737 | (2,932,672) | 5,536,065 |
| Rotables | 50,000 | (12,292) | 37,708 |
| | 8,518,737 | (2,944,964) | 5,573,773 |
| | | | _ |
| 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 |
| | | | |

(b) Fixed assets without property certificates

As at 31 December 2012, property certificates of certain buildings with net book value of RMB1,004,349 thousand and original cost of RMB1,006,043 thousand (31 December 2011: net book value of RMB53,308 thousand and original cost of RMB65,881 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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(13) Construction in progress

| | 3 | 1 December 201 | 2 | 31 December 2011 | | | |
|------------------------|------------|----------------|------------|------------------|---------------|-----------|--|
| | 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 | 11,525,757 | - | 11,525,757 | 7,673,230 | - | 7,673,230 | |
| Beijing base expansion | | | | | | | |
| project | 455,351 | - | 455,351 | 1,077,882 | - | 1,077,882 | |
| Others | 22,361 | (2,307) | 20,054 | 90,264 | (2,307) | 87,957 | |
| | 12,003,469 | (2,307) | 12,001,162 | 8,841,376 | (2,307) | 8,839,069 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(13) Construction in progress (Continued)

(a) Movements of major construction in progress

| | | | | | Other | | | | | Capitalize | d amount | | |
|-------------------|------------|-----------|-----------|--------------|----------|------------|-----------------|--------------|-------------|------------|--------------|----------------|------------|
| | | | | | transfer | | | | | during t | he year | | |
| | | | | Transfer to | during | | | | Accumulated | | Exchange | Annual | |
| | | 31 | Current | fixed assets | current | 31 | % completion of | | borrowing | | gain or loss | interest rate | |
| | | December | year | during | year | December | construction | Construction | costs | | of special | for | Source of |
| Name of project | Budget | 2011 | additions | current year | (Note) | 2012 | project | progress | capitalised | Interests | borrowings | capitalisation | fund |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | RMB'000 | RMB'000 | RMB'000 | | RMB'000 |
| | | | | | | | | | | | | | |
| Advanced payments | 86,275,791 | 7,673,230 | 7,196,669 | (3,344,142) | - | 11,525,757 | 12% | 12% | 877,275 | 400,114 | (17,464) | 4.84% | Bank loans |
| for aircraft | | | | | | | | | | | | | |
| acquisitions | | | | | | | | | | | | | |
| Beijing base | 477,095 | 1,077,882 | 285,196 | (897,761) | (9,966) | 455,351 | 73% | 73% | 106,629 | 59,186 | - | 5.70% | Bank loans |
| expansion project | | | | | | | | | | | | | and self |
| | | | | | | | | | | | | | generated |
| | | | | | | | | | | | | | fund |
| Others | | 90,264 | 76,032 | (131,595) | (12,340) | 22,361 | | | | | | | |
| | | 8,841,376 | 7,557,897 | (4,373,498) | (22,306) | 12,003,469 | | | 983,904 | 459,300 | (17,464) | | |
| | | | | | | | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(13) Construction in progress (Continued)

(b) The progress of the major constructions in progress as at 31 December 2012 is as follows:

| | Construction | Remarks |
|--------------------------------|--------------|--|
| | progress | |
| Beijing base expansion project | 73% | The construction progress is estimated |
| | | based on the budgeted project costs. |

(14) Intangible assets

| | 31 December | Current year | Current year | 31 December |
|--------------------------|-------------|--------------|--------------|-------------|
| | 2011 | additions | reductions | 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | |
| Original cost | 256,986 | 39 | (29,352) | 227,673 |
| Land use rights | 256,411 | - | (29,336) | 227,075 |
| Software | 575 | 39 | (16) | 598 |
| | | | | |
| Accumulated amortisation | (62,809) | (5,783) | 5,123 | (63,469) |
| Land use rights | (62,616) | (5,634) | 5,122 | (63,128) |
| Software | (193) | (149) | 1 | (341) |
| | | | | |
| Net book value | 194,177 | | | 164,204 |
| Land use rights | 193,795 | | | 163,947 |
| Software | 382 | | | 257 |

For the year ended 31 December 2012, total amortisations of the intangible assets amounted to RMB5,783 thousand (2011: RMB5,779 thousand).

As at 31 December 2012, the land use rights with net book value of RMB31,170 thousand and original cost of RMB40,421 thousand (31 December 2011: net book value of RMB35,531 thousand and original cost of RMB45,000 thousand) were pledged for long-term borrowings of RMB2,111,407 thousand (Note 5(29)(a)(ii)).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(15) Goodwill

As at 31 December 2012, 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.

(16) Long-term prepaid expenses

| | 31 December 2011 RMB'000 | Current year additions RMB'000 | Amortisation for the year RMB'000 | Other reductions RMB'000 | 31 December 2012 RMB'000 |
|----------------------------|--------------------------------|--------------------------------------|---|--------------------------|--------------------------------|
| Deferred pilot recruitment | | | | | |
| costs | 338,536 | 210,811 | (88,267) | - | 461,080 |
| Others | 20,017 | 14,581 | (12,083) | | 22,515 |
| | 358,553 | 225,392 | (100,350) | _ | 483,595 |

(17) Other non-current assets

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--|--|--|
| Maintenance reserve fund for aircraft and engines Security deposits for leased aircraft and engines Deferred losses on sales and lease back transactions Others | 1,290,691 739,285 231,901 20,000 2,281,877 | 1,149,746 901,482 304,020 20,000 2,375,248 |

(18) Deferred tax assets and deferred tax liabilities

(a) Deferred tax assets before offsetting

| | 31 December 2012 | | 31 Decemb | per 2011 |
|---|------------------|----------------|--------------|----------------|
| | 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 | 200 774 | 4.042.005 | 400 704 | 754,000 |
| maintenance cost | 260,771 | 1,043,085 | 188,721 | 754,886 |
| Changed in fair value of available-for-sale | | | | |
| financial assets | 36,828 | 147,310 | 49,135 | 196,540 |
| Tax losses | 5,834 | 38,891 | 83,807 | 335,229 |
| <u> </u> | 303,433 | 1,229,286 | 321,663 | 1,286,655 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

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

(b) Deferred tax liabilities before offsetting

| _ | 31 December 2012 | | 31 December 2011 | |
|---|------------------|-------------|------------------|-------------|
| | Deferred tax | Taxable | Deferred tax | Taxable |
| | liabilities | temporary | liabilities | temporary |
| | | differences | | differences |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | |
| Fixed assets depreciation | 1,481,458 | 6,135,074 | 1,019,559 | 4,078,235 |
| Business combinations under non-common | | | | |
| control | 346,294 | 1,385,175 | 346,294 | 1,385,175 |
| Differences between book value and tax base | | | | |
| of investment properties | 529,829 | 2,119,295 | 385,738 | 1,542,956 |
| _ | 2,357,581 | 9,639,544 | 1,751,591 | 7,006,366 |

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

| | 31 December 2012 | 31 December 2011 |
|----------------------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| Deductible temporary differences | - | - |
| Tax losses | 1,911 | 91,819 |
| | 1,911 | 91,819 |

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 2012 | 31 December 2011 |
|------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| 2015 | - | 27,356 |
| 2016 | - | 64,463 |
| 2017 | 1,911 | |
| | 1,911 | 91,819 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

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

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

| | 31 December 2012 | 31 December 2011 |
|--------------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| Deferred tax assets | 303,433 | 321,663 |
| Deferred tax liabilities | 303,433 | 321,663 |

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

| | 31 December 2012 | | 31 December 2011 | |
|--------------------------|-----------------------|-------------------|---------------------------------------|-------------------|
| | Net deferred tax | | ax 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 | 2,054,148 | 8,410,258 | 1,429,928 | 5,719,711 |

(19) Provisions for asset impairment

| | 31 December | Current year | Current year | 31 December |
|--|-------------|--------------|--------------|-------------|
| | 2011 | additions | reductions | 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Provisions for available-for-sale financial | | | | |
| assets impairment (Note 5 (9)(b)) | - | 86,104 | - | 86,104 |
| Provisions for bad debts | 83,687 | 380 | - | 84,067 |
| Including: Accounts receivable | 28,423 | 380 | - | 28,803 |
| Other receivables | 55,264 | - | - | 55,264 |
| Provision for declines in value of inventories | 83 | - | (83) | - |
| Provisions for impairment of long-term equity investment | 6,774 | - | - | 6,774 |
| Provisions for impairment of fixed assets | 16,378 | - | - | 16,378 |
| Provisions for impairment of construction in | | | | |
| progress | 2,307 | <u> </u> | <u> </u> | 2,307 |
| | 109,229 | 86,484 | (83) | 195,630 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(20) Short-term borrowings

| | Currency | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|-------------------------------|----------|--------------------------------|--------------------------------|
| Pledged (a) | RMB | 500,000 | 330,000 |
| Impawn (b) | | 4,965,890 | 6,943,250 |
| | RMB | 3,834,500 | 6,313,160 |
| | USD | 1,131,390 | 630,090 |
| Guaranteed (c) | | 6,474,275 | 7,895,045 |
| | RMB | 6,160,000 | 7,580,000 |
| | USD | 314,275 | 315,045 |
| Borrowings with guarantee and | RMB | | _ |
| pledge/impawn (d) | | 3,615,500 | 2,245,000 |
| Unsecured | RMB | 236,671 | 120,000 |
| Total | | 15,792,336 | 17,533,295 |

(a) As at 31 December 2012, the pledged borrowings of RMB500,000 thousand (31 December 2011: Nil) are secured by aircraft of the Company with a net book value of RMB310,505 thousand (original cost of RMB356,602 thousand) (Note 5(12)).

As at 31 December 2011, the pledged borrowings of RMB330,000 thousand are secured by investment properties of related parties which has been settled in 2012.

- (b) As at 31 December 2012, impawn borrowings comprise:
 - (i) Borrowings of RMB361,500 thousand (31 December 2011: RMB490,000 thousand) is impawned by the term deposit of RMB415,000 thousand (31 December 2011: RMB580,000 thousand) (Note 5(1)).
 - (ii) Borrowings of RMB2,152,390 thousand (including RMB1,021,000 thousand and USD180,000 thousand) (31 December 2011: RMB2,160,090 thousand) is impawned by certain equity interests held by related parties of the Group (Note7 (5)(c)).
 - (iii) Borrowings of RMB1,952,000 thousand (31 December 2011: Nil) represents the letter of credit, which is impawned by certain equity interests held by related parties (Note7 (5)(c)) and 3rd parties of the Group.
 - (iv) Borrowings of RMB500,000 thousand (31 December 2011: Nil) represents the letter of credit, which is impawned by certain equity interests held by related parties (Note7 (5)(c)) and third parties of the Group.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(20) Short-term borrowings (Continued)

(b) As at 31 December 2012, impawn borrowings comprise: (Continued)

As at 31 December 2011, borrowings of RMB2,072,160 thousand represents the letter of credit impawned by deposit of RMB867,800 thousand, borrowings of RMB110,000 thousand impawned by certain equity interests in HNA Finance held by the Group, and borrowings of RMB2,111,000 thousand impawned by certain equity interests held by third parties were matured and repaid in 2012.

- (c) As at 31 December 2012, guaranteed borrowings comprise:
 - (i) Borrowings of RMB3,195,000 thousand (31 December 2011: RMB4,330,000 thousand) is guaranteed by related parties of the Group (Note 7(5)(c)).
 - (ii) Borrowings of RMB3,279,275 thousand (including RMB 2,965,000 thousand and USD50,000 thousand) (31 December 2011: USD50,000 thousand, equivalent to RMB315,045 thousand), is guaranteed by the Company.

As at 31 December 2011, borrowings of RMB300,000 thousand guaranteed by the Group and related parties of the Group and borrowings of RMB2,950,000 thousand guaranteed by the Group were matured and repaid in 2012.

- (d) As at 31 December 2012, borrowings with guarantee and pledge/impawn comprise:
 - (i) Borrowings of RMB2,330,000 thousand (31 December 2011: RMB1,550,000 thousand) 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) Borrowings of RMB560,500 thousand (31 December 2011: Nil) represents the letter of credit, which is impawned by deposit of RMB168,150 thousand and secured by related parties of the Group (Note7 (5)(c)).
 - (iii) Borrowings of RMB300,000 thousand (31 December 2011: Nil) are impawned by certain equity interests held by related parties of the Group (Note7 (5)(c)) and guaranteed by the Company.
 - (iv) Borrowing of RMB125,000 thousand (31 December 2011: RMB125,000 thousand) is pledged by fixed assets of the Group (Note 5(12)) with net book value of RMB94,422 thousand and original cost of RMB118,587 thousand (31 December 2011: Net book value of RMB84,871 thousand and original cost of RMB108,380 thousand) and is guaranteed by the Company.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (20) Short-term borrowings (Continued)
- (d) As at 31 December 2012, borrowings with guarantee and pledge/impawn comprise: (Continued)
 - (v) Borrowings of RMB150,000 thousand (31 December 2011: Nil), are impawned by certain equity interests held by the Company (Note7 (5)(c)) and guaranteed by related parities of the Group.
 - (vi) Borrowings of RMB150,000 thousand (31 December 2011: Nil), are impawned by certain equity interests held by third parties and guaranteed by related parities of the Group (Note7 (5)(c)).

As at 31 December 2011, borrowings of RMB250,000 thousand impawned by certain equity interests held by related parties of the Group and guaranteed by related parties of the Group; borrowings of RMB200,000 thousand impawned by RMB100,000 thousand security deposit of the Group and guaranteed by the Company, and borrowings of RMB120,000 thousand impawned by certain equity interests held by the Company and guaranteed by the Company were matured and repaid in 2012.

- (e) As at 31 December 2012, the annual weighted average interest for the short-term borrowings of the Group is 6.89% per annum (31 December 2011: 6.59%).
- (f) As at 31 December 2012, 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 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(20) Short-term borrowings (Continued)

(21) Notes payable

| 31 December | 31 December |
|-------------|---|
| 2012 | 2011 |
| RMB'000 | RMB'000 |
| 4,782,981 | 4,506,488 |
| 681,492 | 553,372 |
| 5,464,473 | 5,059,860 |
| | 2012 RMB'000 4,782,981 681,492 |

As at 31 December 2012 and 31 December 2011, all notes payable will be matured within one year.

(22) Accounts payable

| | 31 December | 31 December |
|---|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Aircraft and engines maintenance fees payable | 1,864,348 | 1,530,151 |
| Fuel cost payable | 1,225,628 | 710,098 |
| Taking-off and landing fees payable | 631,558 | 523,107 |
| Ticket reservation fees payable | 284,060 | 211,113 |
| In-flight catering payable | 181,686 | 83,250 |
| Flight equipment payable | 118,739 | 118,856 |
| Others | 618,930 | 588,246 |
| | 4,924,949 | 3,764,821 |
| | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

Accounts payable (Continued) (22)

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

| 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--------------------------------|--------------------------------|
| 25,112 2,147 | 31,905 |
| 27,259 | 31,905 |
| | 2012 RMB'000 25,112 |

(b)

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--|---|--|
| HNA Technology Lucky Air Grand China Air HNA Aviation Sales Western Airlines Haikou Meilan HNA Airlines Holding Meilan Airport | 54,231 38,079 25,112 18,888 16,194 2,147 | - - - 1,670 31,905 27,207 25,374 |
| HNA Airport Holding HNA Group (Hong Kong) Others | 97,169 251,820 | 10,829 10,005 32,730 139,720 |

- (c) As at 31 December 2012, the accounts payable with aging over 1 year amounted to RMB417,595 thousand (31 December 2011: RMB405,245 thousand), mainly comprised of 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 2012 | | 31 December 2011 | | 2011 | |
|--------|------------------|----------|------------------|-----------|----------|------------|
| | Amount in | Exchange | RMB | Amount in | Exchange | RMB |
| | foreign | rate | equivalent | foreign | rate | equivalent |
| | currency | | | currency | | |
| | ('000) | | RMB'000 | ('000) | | RMB'000 |
| USD | 389,196 | 6.2855 | 2,446,291 | 244,627 | 6.3009 | 1,541,372 |
| Others | | | 338,653 | | | 81,317 |
| | | | 2,784,944 | | | 1,622,689 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(23) Advances from customers

| | 31 December | 31 December |
|------------------------------|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Sales in advance of carriage | 862,207 | 1,026,370 |
| Other advances received | 56,255 | 98,225 |
| | 918,462 | 1,124,595 |

- (a) As at 31 December 2012, 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 2011: Nil).
- (b) As at 31 December 2012, advances from customers aging over 1 year amounted to RMB108,116 thousand, which mainly represented sales in advances of carriage. As the related services have not been rendered, the related balances have not yet recognised as the revenue.
- (c) As at 31 December 2012, there is no significant balance dominated in foreign currency included in advances from customers.

(24) Employee benefits payable

| 31 December | Current year | Current year | 31 December |
|-------------|--|--|--|
| 2011 | additions | reductions | 2012 |
| RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | |
| 173,370 | 1,379,463 | (1,409,152) | 143,681 |
| 7,816 | 260,036 | (259,946) | 7,906 |
| 1,952 | 64,895 | (65,145) | 1,702 |
| 4,381 | 162,238 | (161,743) | 4,876 |
| 668 | 16,224 | (16,489) | 403 |
| 148 | 8,112 | (8,111) | 149 |
| 64 | 4,867 | (4,867) | 64 |
| 603 | 3,700 | (3,591) | 712 |
| 31,188 | 131,171 | (134,151) | 28,208 |
| | | | |
| 27,923 | 39,654 | (49,124) | 18,453 |
| 240,297 | 1,810,324 | (1,852,373) | 198,248 |
| | 2011 RMB'000 173,370 7,816 1,952 4,381 668 148 64 603 31,188 | 2011 additions RMB'000 RMB'000 173,370 1,379,463 7,816 260,036 1,952 64,895 4,381 162,238 668 16,224 148 8,112 64 4,867 603 3,700 31,188 131,171 27,923 39,654 | 2011 additions reductions RMB'000 RMB'000 RMB'000 173,370 1,379,463 (1,409,152) 7,816 260,036 (259,946) 1,952 64,895 (65,145) 4,381 162,238 (161,743) 668 16,224 (16,489) 148 8,112 (8,111) 64 4,867 (4,867) 603 3,700 (3,591) 31,188 131,171 (134,151) 27,923 39,654 (49,124) |

As at 31 December 2012, the employee benefits payable does not include any overdue amounts and the payable balance is expected to be paid in 2013.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(25) Taxes payable

HNA Group

| | | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|------|---|---|--|
| | Aviation development fund payable Corporate income tax payable Business tax payable Others | 292,327 140,068 42,911 77,364 552,670 | 252,574 86,619 113,467 124,083 576,743 |
| (26) | Interest payable | | |
| | | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
| | Interests on debentures (Note 5(30)(b)) Interests on borrowings | 188,873 157,338 346,211 | 178,589 145,860 324,449 |
| (27) | Other payables | | |
| | | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
| | Amounts due to related parties (b) Security deposits and funds Aircraft acquisition Pilot training fees Construction project payable Others | 298,921 234,283 47,100 33,545 6,940 256,556 877,345 | 70,723 160,484 52,847 47,216 193,279 246,459 771,008 |
| (a) | Other payables include the following amounts payable voting shares of the Company: | e to entities which hold over | 5% (5% inclusive) |
| | | 31 December | 31 December |

2012

RMB'000

180,456

2011

8,612

RMB'000

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(27) Other payables (Continued)

(b) Other payables to related parties:

| | 31 December | 31 December |
|-----------------------|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| HNA Group | 180,456 | 8,612 |
| Capital Airlines | 33,044 | 18,014 |
| Changjiang Leasing | 20,967 | 790 |
| HNA Aviation Holding | 20,477 | - |
| HNA Group (Hong Kong) | 12,453 | - |
| Yangtze River Leasing | - | 14,146 |
| Others | 31,524 | 29,161 |
| | 298,921 | 70,723 |

- (c) As at 31 December 2012, other payables aging over one year amounted to RMB216,816 thousand (31 December 2011: RMB149,979 thousand) and mainly comprised 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:

| | 3 | 1 December | 2012 | 31 December 2011 | | |
|-----|-----------|--------------------------------------|------------|------------------|--------|------------|
| | Amount in | t in Exchange RMB Amount in Exchange | | RMB | | |
| | foreign | rate | equivalent | foreign | rate | equivalent |
| | currency | | | currency | | |
| | ('000') | | RMB'000 | ('000) | | RMB'000 |
| HOD | 0.704 | 0.0055 | 54.000 | 44.040 | 0.0000 | 70.004 |
| USD | 8,701 | 6.2855 | 54,689 | 11,618 | 6.3009 | 73,204 |
| EUR | 2,273 | 8.3176 | 18,905 | - | - | |
| | | | 73,594 | | | 73,204 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(28) Non-current liabilities within one year

| | | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--|----------|--------------------------------|--------------------------------|
| Long-term borrowings within one year (a) | | 5,587,758 | 4,181,995 |
| Long-term payables within one year (b) | | 597,012 | 421,569 |
| | | 6,184,770 | 4,603,564 |
| (a) Long-term borrowings within one year | | | |
| | | 31 December | 31 December |
| | Currency | 2012 | 2011 |
| | | RMB'000 | RMB'000 |
| Pledged (Note 5(29)(a)) | | 2,975,479 | 2,330,609 |
| - , , , , , | RMB | 1,712,339 | 774,754 |
| | USD | 1,254,471 | 1,555,361 |
| | EUR | 8,669 | 494 |
| Impawn (Note 5(29)(b)) | RMB | 1,129,250 | 513,900 |
| Guaranteed (Note 5(29)(c)) | | 636,678 | 418,410 |
| | RMB | 149,130 | 418,410 |
| | USD | 487,548 | - |
| Guaranteed and pledged/ impawn | | | |
| (Note 5(29)(d)) | | 656,715 | 899,076 |
| | RMB | 383,798 | 813,384 |
| | USD | 272,917 | 85,692 |
| Unsecured | | 189,636 | 20,000 |
| | RMB | 152,112 | 20,000 |
| | USD | 37,524 | - |
| | | 5,587,758 | 4,181,995 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(28) 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:

| | | | | 3 | 1 December 20 |)12 |
|------------------|---|---|--|----------------------|--|---|
| | Loan | Loan | Interest rate (%) | Currency | Amount in | RMB |
| | commencement | maturity | | | foreign | equivalent |
| | date | date | | | currency | |
| | | | | | (000) | RMB'000 |
| BANK A | 30/11/2010 | 29/11/2013 | Benchmark rate | RMB | _ | 700,000 |
| BANK B | 24/02/2011 | 23/08/2013 | Benchmark rate | RMB | _ | 545,000 |
| BANK C | 30/11/2010 | 29/05/2013 | Benchmark rate | RMB | _ | 249,000 |
| BANK D | 25/11/2011 | 25/11/2013 | Benchmark rate plus | RMB | _ | , |
| | | | 15% | | | 230,000 |
| BANK E | 18/04/2011 | 18/04/2013 | 6 month LIBOR plus | USD | | |
| | | | 4% | | 33,500 | 210,564 |
| | | | | | | 1,934,564 |
| | | | | | _ | |
| | | | | _ | | |
| | | | | 3 | 1 December 20 |)11 |
| | Loan | Loan | Interest rate (%) | Currency 3 | 1 December 20 Amount in | RMB |
| | Loan commencement | Loan maturity | Interest rate (%) | | | |
| | | | Interest rate (%) | | Amount in | RMB |
| | commencement | maturity | Interest rate (%) | | Amount in foreign | RMB |
| BANK A | commencement | maturity | Interest rate (%) 1 month LIBOR plus 1.07% | | Amount in foreign currency | RMB equivalent |
| BANK A BANK B | commencement date | maturity date | 1 month LIBOR plus | Currency | Amount in foreign currency ('000) | RMB equivalent RMB'000 |
| | commencement date 26/03/2008 | maturity date 31/01/2012 | 1 month LIBOR plus 1.07% Benchmark rate plus | Currency | Amount in foreign currency ('000) 50,456 | RMB equivalent RMB'000 317,915 |
| BANK B | commencement date 26/03/2008 29/06/2010 | maturity date 31/01/2012 22/06/2012 | 1 month LIBOR plus 1.07% Benchmark rate plus 10% | Currency USD RMB | Amount in foreign currency ('000) 50,456 | RMB equivalent RMB'000 317,915 300,000 |
| BANK B | commencement date 26/03/2008 29/06/2010 18/05/2010 | maturity date 31/01/2012 22/06/2012 18/05/2012 | 1 month LIBOR plus 1.07% Benchmark rate plus 10% 5.40% | Currency USD RMB RMB | Amount in foreign currency ('000) 50,456 | RMB equivalent RMB'000 317,915 300,000 270,000 |

(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 20 |)12 | • |
|-------------------|----------|---------|---------------|-----------------|----------|-------------|------------|------------------------|
| | | | | Accrued | | Amount in | | |
| | Lease | Initial | Interest | interest | | foreign | RMB | Borrowing |
| | term | amount | rate (%) | in current year | Currency | currency | equivalent | conditions |
| | | RMB'000 | | RMB'000 | | (000) | RMB'000 | |
| Lessor of finance | 10 years | 177,196 | Floating | 3,560 | RMB | - | 173,636 | Aircraft finance lease |
| lease 1 | | | interest rate | | | | | |
| Lessor of finance | 5 years | 120,377 | Fixed | 13,199 | RMB | - | 107,178 | Aircraft finance lease |
| lease 2 | | | interest rate | | | | | |
| Lessor of finance | 12 years | 100,095 | Floating | 1,023 | USD | 15,762 | 99,072 | Aircraft finance lease |
| lease 3 | | | interest rate | | | | | |
| Lessor of finance | 5 years | 79,806 | Benchmark | 275 | RMB | - | 79,531 | Aircraft finance lease |
| lease 4 | | | rate | | | | | |
| Lessor of finance | 5 years | 56,416 | Floating | 13,896 | RMB | - | 42,520 | Aircraft finance lease |
| lease 5 | | | interest rate | | | | | |
| | | | | | | | 501,937 | |
| | | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(29) Long-term borrowings

| | | 31 December 2012 | | 31 December 2011 | | | |
|-------------------------|-----|------------------|-----------------|------------------|--------------|-----------------|---------------|
| | | | | 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) | | 18,750,133 | (2,975,479) | 15,774,654 | 19,478,055 | (2,330,609) | 17,147,446 |
| | RMB | 5,032,387 | (1,712,339) | 3,320,048 | 5,999,617 | (774,754) | 5,224,863 |
| | USD | 13,631,893 | (1,254,471) | 12,377,422 | 13,384,319 | (1,555,361) | 11,828,958 |
| | EUR | 85,853 | (8,669) | 77,184 | 94,119 | (494) | 93,625 |
| Impawn (b) | | 1,799,250 | (1,129,250) | 670,000 | 1,804,587 | (513,900) | 1,290,687 |
| | RMB | 1,799,250 | (1,129,250) | 670,000 | 1,593,750 | (513,900) | 1,079,850 |
| | USD | - | - | - | 210,837 | - | 210,837 |
| Guaranteed (c) | | 2,023,327 | (636,678) | 1,386,649 | 2,229,549 | (418,410) | 1,811,139 |
| | RMB | 677,376 | (149,130) | 528,246 | 712,308 | (418,410) | 293,898 |
| | USD | 1,345,951 | (487,548) | 858,403 | 1,451,941 | - | 1,451,941 |
| | EUR | - | - | - | 65,300 | = | 65,300 |
| Guaranteed and pledged/ | | | | | | | |
| impawn (d) | | 5,853,799 | (656,715) | 5,197,084 | 3,145,476 | (899,076) | 2,246,400 |
| | RMB | 3,870,786 | (383,798) | 3,486,988 | 2,669,991 | (813,384) | 1,856,607 |
| | USD | 1,983,013 | (272,917) | 1,710,096 | 475,485 | (85,692) | 389,793 |
| Unsecured | | 330,960 | (189,636) | 141,324 | 987,621 | (20,000) | 967,621 |
| | RMB | 285,445 | (152,112) | 133,333 | 901,227 | (20,000) | 881,227 |
| | USD | 45,515 | (37,524) | 7,991 | 86,394 | - | 86,394 |
| Total | | 28,757,469 | (5,587,758) | 23,169,711 | 27,645,288 | (4,181,995) | 23,463,293 |
| | | | (-,,-30) | ,, | | (., ,) | ,, |

- (a) As at 31 December 2012, pledged borrowings comprise:
 - (i) The pledged borrowings of RMB13,521,806 thousand (including: RMB2,663,887 thousand, USD1,713,796 thousand and EUR10,516 thousand) (31 December 2011: RMB16,834,442 thousand) are pledged by the following fixed assets and investment properties individually or collectively:

| | 31 Decer | mber 2012 | 31 Dece | mber 2011 |
|-------------------------------|------------|----------------|------------|----------------|
| | Cost | Net book value | Cost | Net book value |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | |
| Fixed assets - buildings | 512,384 | 398,180 | 325,064 | 229,026 |
| Fixed assets – aircraft | 18,955,890 | 15,938,709 | 19,838,755 | 16,956,549 |
| Subtotal (Note 5(12)) | 19,468,274 | 16,336,889 | 20,163,819 | 17,185,575 |
| Investment properties (Note 5 | (11)) | 763,156 | | 3,217,121 |
| Total | | 17,100,045 | | 20,402,696 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (29) Long-term borrowings (Continued)
- (a) As at 31 December 2012, pledged borrowings comprise: (Continued)
 - (ii) The pledged borrowings of RMB2,111,407 thousand (including: RMB1,054,500 thousand and USD168,150 thousand) (31 December 2011: RMB 2,326,062 thousand) are pledged by aircrafts owned by the Group's related parties and the intangible assets of the Company with net book value of RMB31,170 thousand and original cost of RMB40,421 thousand (31 December 2011: net book value of RMB35,531 thousand and original cost of RMB45,000 thousand) (Note 5(14)), and the fixed assets of the Company with net book value of RMB342,814 thousand and original cost of RMB465,563 thousand (31 December 2011: Nil) (Note 5(12)).
 - (iii) The pledged borrowings of RMB3,116,920 (including RMB1,314,000 thousand and USD286,838 thousand) (31 December 2011: RMB317,551 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 2012, impawn borrowings comprise:
 - (i) The impawn borrowings of RMB599,250 thousand (31 December 2011: RMB579,750 thousand) are impawned by term deposits of RMB750,000 thousand of the Group (Note 5(1)).
 - (ii) The impawn borrowings of RMB500,000 thousand (31 December 2011: RMB524,837 thousand) are impawned by certain equity interests held by related parties of the Group and third parties (Note 7(5)(c)).
 - (iii) The impawn borrowings of RMB700,000 thousand (31 December 2011: RMB700,000 thousand) are impawned by certain equity interests held by related parties of the Group (Note 7(5)(c)).
- (c) As at 31 December 2012, guaranteed borrowings of RMB2,023,327 thousand (Including: RMB677,376 thousand and USD214,136 thousand) (31 December 2011: RMB2,229,549 thousand) are guaranteed by related parties of the Company and of the Group (Note 7(5)(c)), among which, RMB654,079 thousand is guaranteed by the Company, RMB1,158,684 is guaranteed by related parities of the Group and RMB210,564 thousand is guaranteed by third parties.
- (d) As at 31 December 2012, borrowings with guarantee and pledge/impawn comprise:
 - (i) Borrowings of RMB2,759,870 thousand (including RMB1,260,526 thousand, USD238,540 thousand) (31 December 2011: RMB850,590 thousand) are pledged by aircrafts of the Group with net book value of RMB3,806,561 thousand and original cost of RMB5,293,670 thousand (31 December 2011: net book value of RMB2,268,552 thousand and original cost of RMB3,260,545 thousand) (Note 5(12)), and also guaranteed by related parties of the Group (Note 7(5)(c)).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- (29) Long-term borrowings (Continued)
- (d) As at 31 December 2012, borrowings with guarantee and pledge/impawn comprise: (Continued)
 - (ii) Borrowings of RMB1,240,000 thousand (31 December 2011: RMB1,000,000 thousand) are pledged by the Group's investment properties with fair value of RMB3,466,500 thousand (31 December 2011: RMB3,217,121 thousand) (Note 5(11)), and also guaranteed by the Company and related parties of the Group (Note 7(5)(c)), among which, RMB300,000 thousand is guaranteed by the related parties of the Group.
 - (iii) Borrowings of USD30,750 thousand (RMB193,279 thousand equivalent) (31 December 2011: RMB269,053 thousand) are pledged by aircrafts of the Group with net book value of RMB655,601 thousand and original cost of RMB1,319,615 thousand (31 December 2011: net book value of RMB740,402 thousand and original cost of RMB1,319,615 thousand) (Note 5(12)), and are impawned by certain equity interests held by related parties of the Group (Note 7(5)(c)).
 - (iv) Borrowings of RMB1,214,542 thousand (31 December 2011: Nil) are pledged by the Company's purchase rights of certain aircrafts for which the related morgate procedures have not been completed, and also guaranteed by related parties of the Group (Note 7(5)(c)).
 - (v) Borrowings of RMB250,000 thousand (31 December 2011: Nil) are pledged by fixed assets of related parties of the Group, and also guaranteed by related parties of the Group (Note 7(5)(c)).
 - (vi) Borrowings of USD31,200 thousand (RMB196,108 thousand equivalent) (31 December 2011: RMB206,432 thousand) 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 2011, borrowings of RMB249,400 thousand pledged by certain equity interests held by related parties of the Group and also guaranteed by the Group; borrowings of RMB300,000 thousand impawned by certain equity interests held by the Company and also guaranteed by related parties of the Group, and borrowings of RMB270,000 thousand pledged by buildings of related parties of the Group and also guaranteed by related parties of the Group, which were all matured and repaid in 2012.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(29) Long-term borrowings (Continued)

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

| | | | | | 31 Decembe | er 2012 |
|--------|-------------------|------------------|-------------------------|----------|-------------------|----------------|
| | Loan commencement | Loan maturity | Interest rate (%) | Currency | Amount in foreign | RMB equivalent |
| | date | date | | | currency | |
| | | | | | (000) | RMB'000 |
| BANK A | 28/12/2007 | 27/12/2022 | 3 month LIBOR plus 1.3% | USD | 259,000 | 1,627,945 |
| BANK B | 31/10/2008 | 29/10/2023 | 3 month LIBOR plus 4% | USD | 246,000 | 1,546,233 |
| BANK C | 31/10/2012 | 31/10/2027 | 3 month LIBOR plus 5.7% | USD | 138,510 | 870,605 |
| BANK D | 28/08/2003 | 07/07/2018 | LIBOR plus 1.45% | USD | 136,150 | 855,771 |
| BANK E | 30/06/2003 | 30/06/2018 | Benchmark rate | RMB | | 854,500 |
| | | | | | | 5,755,054 |
| | | | | | 31 Decembe | er 2011 |
| | 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 |

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

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--------------|-----------------------------|-----------------------------|
| 1 to 2 years | 4,239,331 | 5,612,833 |
| 2 to 5 years | 9,398,720 | 8,127,951 |
| Over 5 years | 9,531,660 | 9,722,509 |
| | 23,169,711 | 23,463,293 |

As at 31 December 2012, the weighted average interest rate of long-term borrowings is 4.65% per annum (31 December 2011: 4.3% per annum).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(30) Debentures Payable

| | 31 December 2011 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2012 RMB'000 |
|-----------------|--------------------------------|--------------------------------------|---------------------------------|--------------------------------|
| Corporate bonds | 4,927,151 | 12,289 | - | 4,939,440 |
| RMB bonds | 991,158 | 504,486 | (5,021) | 1,490,623 |
| | 5,918,309 | 516,775 | (5,021) | 6,430,063 |

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

| | Face value RMB'000 | Issuing date | Term | Issuing amount 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 |
| RMB bonds (iii) | 500,000 | 20/01/2012 | 3 years | 494.979 |

- (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 three years.
- (iii) In January 2012, HNA Hongkong, a wholly-owned subsidiary of the Company, issued three year RMB corporate bonds of RMB0.5 billion with final maturity in 2015 and bearing interest at 5.25% per annum. The bonds are with an unconditional and irrevocable guarantee provided by the Company for a period of three years.
- (b) Interest payable of bonds is analysed as follows:

| | 31 December | Interest accrued | Interest paid | 31 December |
|-----------------|-------------|------------------|-----------------|-------------|
| | 2011 | in current year | in current year | 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Corporate bonds | 162,922 | 288,640 | (288,640) | 162,922 |
| RMB bonds | 15,667 | 83,625 | (73,341) | 25,951 |
| | 178,589 | 372,265 | (361,981) | 188,873 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(31) Long-term payables

| | 31 December | 31 December |
|--|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Finance lease obligations | 1,792,072 | 1,834,117 |
| Less: portion within 1 year (Note 5(28)) | (597,012) | (421,569) |
| | 1,195,060 | 1,412,548 |

(a) Breakdown of finance lease obligations by lessor:

| | 3 | 1 Decembe | r 2012 | | 31 Decem | ber 2011 |
|-----------------------|----------|-----------|------------|----------|-----------|------------|
| | | Amount in | | | Amount in | |
| | | foreign | RMB | | foreign | RMB |
| | Currency | currency | equivalent | Currency | currency | equivalent |
| | | ('000') | RMB'000 | | ('000) | RMB'000 |
| | | | | | | |
| Changjiang Leasing | USD | 65,178 | 409,678 | USD | 65,947 | 415,523 |
| Lessor No. 1 | RMB | _ | 324,533 | RMB | | 422,119 |
| Lessor No. 2 | RMB | _ | 249,531 | RMB | | 191,343 |
| Lessor No. 3 | RMB | _ | 223,873 | RMB | _ | - |
| Lessor No. 4 | RMB | _ | 194,655 | RMB | _ | 203,302 |
| Lessor No. 5 | RMB | _ | 186,212 | RMB | _ | 200,000 |
| Lessor No. 6 | USD | 15,762 | 99,072 | USD | 34,793 | 219,226 |
| Yangtze River Leasing | USD | 14,217 | 89,360 | USD | 16,793 | 105,808 |
| Others | | _ | 15,158 | | _ | 76,796 |
| | | _ | 1,792,072 | | _ | 1,834,117 |

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).

| | 2012 | 2011 |
|---|-----------|-----------|
| | RMB'000 | RMB'000 |
| Designing halance of the con- | 4 004 447 | 0.457.070 |
| Beginning balance of the year | 1,834,117 | 2,157,670 |
| Add: current year additions | 393,873 | 200,000 |
| Less: current year payment | (435,918) | (523,553) |
| Ending balance of the year | 1,792,072 | 1,834,117 |
| Less: finance lease obligations within one year | (597,012) | (421,569) |
| | 1,195,060 | 1,412,548 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(31) Long-term payables (Continued)

(a) Breakdown of finance lease obligations by lessor: (Continued)

| | 31 December | 31 December |
|-----------------------------------|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Minimum lease payments | 2,139,167 | 2,209,051 |
| Less: unrecognised finance charge | (347,095) | (374,934) |
| Net balance of lease obligations | 1,792,072 | 1,834,117 |

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

| | | Principle | | Accrued | | Borrowing |
|--------------------|----------|-------------------|------------------------|---------------------|---------------------------|---------------|
| | Term | amount RMB'000 | Interest rate (%) | interest RMB'000 | Ending balance RMB'000 | conditions |
| Changjiang Leasing | 13 years | 569,971 | Floating interest rate | 160,293 | 409,678 | Finance lease |
| Lessor No.1 | 5 years | 352,976 | Fixed interest rate | 28,443 | 324,533 | Finance lease |
| Lessor No.2 | 5 years | 283,120 | Floating interest rate | 33,589 | 249,531 | Finance lease |
| Lessor No.3 | 5 years | 260,977 | Floating interest rate | 37,104 | 223,873 | Finance lease |
| Lessor No.4 | 5 or 10 | | | | | |
| | years | 198,810 | Floating interest rate | 4,155 | 194,655 | Finance lease |
| | | 1,665,854 | | 263,584 | 1,402,270 | |

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

| | 31 December 2012 | 31 December 2011 |
|--------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| 1 to 2 years | 231,885 | 531,274 |
| 2 to 5 years | 473,921 | 349,108 |
| Over 5 years | 489,254 | 532,166 |
| | 1,195,060 | 1,412,548 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(32) Other non-current liabilities

| | 31 December | 31 December |
|---|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Deferred revenue – Unredeemed mileages under frequent flyer programme (a) | 603,169 | 437,219 |
| Deferred revenue – Unrealised gain on sales and leaseback transaction (b) | 22,420 | 26,317 |
| Customs duties and VAT relating to finance lease | 7,359 | 14,470 |
| _ | 632,948 | 478,006 |
| (a) Unredeemed mileages under frequent flyer programme | | |
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| As at 1 January | 437,219 | 280,850 |
| Current year additions | 287,306 | 337,271 |
| Current year redemption/(expiration) | (121,356) | (180,902) |
| As at 31 December | 603,169 | 437,219 |

⁽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 over the useful lives of the relevant assets.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(33) Share capital

| | 31 December 2011 RMB'000 | Current year movement (a) RMB'000 | 31 December 2012 RMB'000 |
|--|--------------------------------|---|--------------------------------|
| Shares with trading restrictions - Shares held by domestic non-state-owned | | | |
| legal persons Shares held by domestic state-owned | 297,956 | 1,965,600 | 2,263,556 |
| legal persons | 297,619 | - | 297,619 |
| | 595,575 | 1,965,600 | 2,561,175 |
| 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 | 1,965,600 | 6,091,091 |
| | 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 Shares held by domestic state-owned | 297,956 | - | 297,956 |
| legal persons | 297,619 | _ | 297,619 |
| regan percent | 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 |

(a) The Company obtained the approval from CSRC 《关于核准海南航空股份有限公司非公开发行股票的批复》(【2012】No. 612) for the Company's non-public share issuance for no more than 1,965,600 thousand shares. In August 2012, the Company completed the share offering. The offering price was set at RMB4.07 per share and the total proceeds raised from this share issuance amounted to RMB7,786,992 thousand after deducting the related share issuing costs of RMB213,000 thousand. The capital surplus (share premium) increased by RMB5,821,392 thousand, which was the difference between the total proceeds and the share capital. The shares issued in this offering are restricted for trading with a lock-up period of 12 months, from 13 August 2012 to 12 August 2013.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(34) Capital surplus

| Other capital surplus - Change in fair value of available-for-sale financial (147,406) 101,501 - (45,905) assets (Note 5(50)) - Investment properties transferred from self-used 31,168 31,168 properties - Long-term investments accounted for by equity 1,850 1,850 method | | 31 December 2011 RMB'000 | Current year additions RMB'000 | Current year reductions RMB'000 | 31 December 2012 RMB'000 |
|---|--------------------------|--------------------------------|--------------------------------------|---------------------------------------|--------------------------------|
| - Change in fair value of available-for-sale financial (147,406) 101,501 - (45,905 assets (Note 5(50)) - Investment properties transferred from self-used 31,168 31,168 properties - Long-term investments accounted for by equity 1,850 1,850 method | are premium (Note 5(33)) | 5,930,452 | 5,821,392 | - | 11,751,844 |
| assets (Note 5(50)) - Investment properties transferred from self-used 31,168 31,168 properties - Long-term investments accounted for by equity 1,850 1,850 method | her capital surplus | | | | |
| properties - Long-term investments accounted for by equity 1,850 1,850 method | • | (147,406) | 101,501 | - | (45,905) |
| method | • • | 31,168 | - | - | 31,168 |
| Others 1.116 (220) 706 | | 1,850 | - | - | 1,850 |
| - Others1,110 (320) | - Others | 1,116 | | (320) | 796 |
| 5,817,180 5,922,893 (320) 11,739,753 | | 5,817,180 | 5,922,893 | (320) | 11,739,753 |
| | | | | | |
| 31 December Current year Current year 31 December | | 31 December | Current year | Current year | 31 December |
| 2010 additions reductions 2011 | | 2010 | additions | reductions | 2011 |
| RMB'000 RMB'000 RMB'000 RMB'000 | | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Share premium 6,213,429 - (282,977) 5,930,452 Other capital surplus | · | 6,213,429 | - | (282,977) | 5,930,452 |
| - Change in fair value of available-for-sale financial (16,535) - (130,871) (147,406 assets (Note 5(50)) | · · | (16,535) | - | (130,871) | (147,406) |
| - Investment properties transferred from self-used 31,168 31,168 properties | · | 31,168 | - | - | 31,168 |
| - Long-term investments accounted for by equity 1,850 1,850 method | | 1,850 | - | - | 1,850 |
| - Others | - Others | 1,116 | | | 1,116 |
| 6,231,028 - (413,848) 5,817,180 | | 6,231,028 | | (413,848) | 5,817,180 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(35) Surplus reserve

| | 31 December | Current year | Current year | 31 December |
|---------------------------|-------------|--------------|--------------|-------------|
| | 2011 | additions | reductions | 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Statutory surplus reserve | 568,001 | 89,396 | | 657,397 |
| | 31 December | Current year | Current year | 31 December |
| | 2010 | additions | reductions | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Statutory surplus reserve | 383,918 | 184,083 | | 568,001 |

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. The Company appropriated 10% of net profit, amounted to RMB89,396 thousand (2011: RMB184,083 thousand), to statutory surplus reserve for the year ended 31 December 2012.

(36) Undistributed profits

| 2012 RMB'000 | 2011 RMB'000 |
|---|-----------------|
| Undistributed profits as at January 1 3,966,000 Add: Net profits attributable to the equity shareholders of | 1,725,046 |
| the Company 1,927,787 | 2,631,312 |
| Less: Appropriation to surplus reserves (89,396) | (184,083) |
| Dividends to ordinary shares (495,059) | (206,275) |
| Undistributed profits as at December 31 5,309,332 | 3,966,000 |

As at 31 December 2012, undistributed profits included surplus reserve of RMB161,346 thousand attributable to the Company's subsidiaries (31 December 2011: RMB124,751 thousand).

According to the shareholders meeting resolution passed on 26 April 2012, a cash dividend of RMB1.2 yuan per 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 amount to RMB495,059 thousand. As at 31 December 2012, RMB68,521 thousand has not been paid yet.

According to the Board's resolution passed on 14 March 2013, a cash dividend of RMB1 yuan per every 10 shares (tax inclusive), and 10 extra shares per 10 shares to all shareholders were proposed. Based on a total of 6,091,091,085 outstanding shares in issue, the total cash dividends proposed amounted to RMB609,109 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 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(37) Minority interests

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

| | | 31 December | 31 December |
|------|--|-----------------|-----------------|
| | | 2012 | 2011 |
| | | RMB'000 | RMB'000 |
| | Beijing Kehang | 105,674 | 88,515 |
| | Others | 5,982 | 5,982 |
| | | 111,656 | 94,497 |
| (38) | Revenue and operating costs | | |
| | | 2012 | 2011 |
| | | RMB'000 | RMB'000 |
| | Revenue from main operations (a) | 26,870,275 | 24,280,510 |
| | Revenue from other operations (b) | 1,997,310 | 1,992,736 |
| | Terental nem carer operations (c) | 28,867,585 | 26,273,246 |
| | | | |
| | Operating costs of main operations | (20,671,305) | (18,508,261) |
| | Operating costs of other operations (b) | (886,336) | (989,726) |
| | | (21,557,641) | (19,497,987) |
| (a) | Revenue from main operations | | |
| | Revenue from main operations by categories is analysed a | s follows: | |
| | | 0040 | 2044 |
| | | 2012 RMB'000 | 2011 RMB'000 |
| | Passenger | 25,794,029 | 23,275,882 |
| | Cargo and Mail | 934,105 | 922,910 |
| | Others | 142,141 | 81,718 |
| | | 26,870,275 | 24,280,510 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(38) Revenue and operating costs (Continued)

(b) Revenue and operating costs of other operations

| _ | 20 | 12 | 20 | 11 |
|---------------------------------------|------------|----------------|------------|----------------|
| _ | Revenue of | Operating | Revenue of | Operating |
| | other | costs of other | other | costs of other |
| | operations | operations | operations | operations |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Aircraft leasing income (Note 7(5)(b) | 1,192,902 | (757,056) | 1,221,751 | (763,112) |
| Property rental income | 397,135 | (68,776) | 348,657 | (89,381) |
| Processing fee for cancelled tickets | 186,669 | - | 146,837 | |
| Commission income | 39,802 | - | 36,632 | _ |
| Gain on disposal of investment | | | | |
| properties | - | - | 92,066 | (75,800) |
| Others | 180,802 | (60,504) | 146,793 | (61,433) |
| _ | 1,997,310 | (886,336) | 1,992,736 | (989,726) |
| _ | | | | |

The costs of aircraft leasing did not include interest charge of RMB327,273 thousand (2011: RMB340,063 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 2012, total revenue of the top 5 customers of the Group amounted to RMB6,840,314 thousand (2011: RMB6,670,439 thousand), accounting for 24% of the total revenues of the Group (2011: 25%).

(39) Business tax and surcharges

| | 2012 | 2011 |
|---------------------------------------|---------|---------|
| | RMB'000 | RMB'000 |
| | | |
| Business tax | 777,399 | 716,723 |
| City maintenance and construction tax | 54,421 | 47,177 |
| Education surcharges | 40,768 | 32,859 |
| Others | 2,593 | 6,119 |
| | 875,181 | 802,878 |

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 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(40) Selling and distribution expenses

| Commissions tickets sales | | | | |
|--|------|-------------------------------------|---|-----------|
| Commissions tickets sales | | | 2012 | 2011 |
| Tickets reservation fee 172,080 155,490 Wages, bonuses and welfares 120,842 120,004 Sales branches expenses 68,979 76,609 Rentals 40,530 53,278 Others 56,052 88,052 1,846,854 1,260,252 (41) General and administrative expenses 2012 2011 RMB'000 RMB'000 Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) 363,042 Net exchange gains (60,904) (637,883) Others | | | RMB'000 | RMB'000 |
| Wages, bonuses and welfares 120,842 120,004 Sales branches expenses 68,979 76,609 Rentals 40,530 53,278 Others 56,052 88,052 1,846,854 1,260,252 (41) General and administrative expenses | | Commissions tickets sales | 1,388,371 | 766,819 |
| Sales branches expenses 68,979 76,609 Rentals 40,530 53,278 Others 56,052 88,052 1,846,854 1,260,252 (41) General and administrative expenses 2012 2011 RMB'000 Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Tickets reservation fee | 172,080 | 155,490 |
| Rentals Others 40,530 53,278 56,052 88,052 1,846,854 55,052 1,846,854 28,052 1,846,854 1,260,2552 (41) General and administrative expenses 2012 2011 RMB'000 RMB'000 RMB'000 Wages, bonuses and welfares 128,379 142,520 142,520 Yarious types of taxes 90,535 55,599 55,599 Insurances 41,108 36,887 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 264,149 237,478 237,478 598,504 575,585 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 RMB'0 | | Wages, bonuses and welfares | 120,842 | 120,004 |
| Others 56,052 88,052 1,846,854 1,260,252 (41) General and administrative expenses 2012 2011 RMB'000 RMB'000 Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Sales branches expenses | 68,979 | 76,609 |
| (41) General and administrative expenses 2012 AUT1 RMB'000 Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Rentals | 40,530 | 53,278 |
| (41) General and administrative expenses 2012 RMB'000 2011 RMB'000 Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Others | 56,052 | 88,052 |
| 2012 2011 RMB'000 | | | 1,846,854 | 1,260,252 |
| Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net Interest expenses Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | (41) | General and administrative expenses | | |
| Wages, bonuses and welfares 128,379 142,520 Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net Interest expenses Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | | 2012 | 2011 |
| Various types of taxes 90,535 55,599 Insurances 41,108 36,887 Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | | | |
| Insurances | | Wages, bonuses and welfares | 128,379 | 142,520 |
| Rents 37,811 45,418 Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Various types of taxes | 90,535 | 55,599 |
| Depreciation 36,522 57,683 Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Insurances | 41,108 | 36,887 |
| Others 264,149 237,478 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Rents | 37,811 | 45,418 |
| 598,504 575,585 (42) Finance expenses – net 2012 2011 RMB'000 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Depreciation | 36,522 | 57,683 |
| (42) Finance expenses – net 2012 RMB'000 2011 RMB'000 Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Others | 264,149 | 237,478 |
| 2012 2011 RMB'000 RMB'000 RMB'000 RMB'000 RMB'000 2012 2011 | | | 598,504 | 575,585 |
| Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | (42) | Finance expenses – net | | |
| Interest expenses 3,645,329 3,091,318 Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | | 2012 | 2011 |
| Less: Interest capitalised (459,300) (287,676) Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | | RMB'000 | RMB'000 |
| Less: Interest income (644,623) (363,042) Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | Interest expenses | 3,645,329 | 3,091,318 |
| Net exchange gains (60,904) (637,883) Others 123,121 201,185 | | · | (459,300) | (287,676) |
| Others 123,121 201,185 | | Less: Interest income | (644,623) | (363,042) |
| | | | • | |
| 2,603,623 2,003,902 | | Others | 123,121 | 201,185 |
| | | | 2,603,623 | 2,003,902 |

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

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(43) Impairment losses

| | | 2012 RMB'000 | 2011 RMB'000 |
|------|--|-----------------|-----------------|
| | Provision for available-for-sale financial assets (Note 5 (9)(b) Provision for bad debts |) 86,104 380 | - 8,206 |
| | | 86,484 | 8,206 |
| (44) | Gains on changes in fair value | | |
| | | 2012 RMB'000 | 2011 RMB'000 |
| | Investment properties (Note 5(11)) | 504,363 | 869,845 |
| | Other financial assets held for trading | 504,363 | 26 869,871 |
| (45) | Investment income | | |
| | | 2012 RMB'000 | 2011 RMB'000 |
| | Share of results of investees accounted for under equity method (Note 5(10)(a)) | 212,413 | 89,493 |
| | Dividend income from investees accounted for under cost method (Note 5(10)(b)) | 9,012 | 3,427 |
| | Dividend income from available-for-sale financial assets (Note 5(9)(b)) | 4,636 | 8,932 |
| | Gain on disposal of long-term equity investments Loss on disposal of available-for-sale financial assets | 2,296 | 96,032 |
| | (Note 5(9)(b)) | (40,116) | |
| | <u>_</u> | 188,241 | 197,884 |

The Group has no significant limitation on returns on investments.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(46) Non-operating income

| | 2012 | 2011 | Amount recorded in |
|---------------------------------------|---------|---------|------------------------|
| | | | extraordinary items of |
| | | | 2012 |
| | RMB'000 | RMB'000 | RMB'000 |
| Subsidy income | 460,154 | 333,162 | 460,154 |
| Including: Flight route subsidies (a) | 185,302 | 94,474 | 185,302 |
| Tax refund | 125,376 | 66,930 | 125,376 |
| Other financial subsidies | 149,476 | 171,758 | 149,476 |
| Gain on disposal of non current | | | |
| assets | 78,092 | 34,737 | 78,092 |
| Profit compensation received from | | | |
| HNA Group with respect to Beijing | | | |
| Kehang (b) | 117,875 | 109,917 | 117,875 |
| Others | 18,328 | 102,904 | 18,328 |
| _ | 674,449 | 580,720 | 674,449 |

- (a) Among flight route subsidies, RMB123,820 thousand represents 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 2012, the Company received the profits compensation of Beijing Kehang from HNA Group amounted to RMB117,875 thousand (2011: RMB109,917 thousand)(Note 7(5)(j)).

(47) Non-operating expenses

| | 2012 | 2011 | Amount recorded in |
|----------------------------------|---------|---------|------------------------|
| | | | extraordinary items of |
| | | | 2012 |
| | RMB'000 | RMB'000 | RMB'000 |
| Loss on disposal of fixed assets | 1,722 | 70,065 | 1,722 |
| Others | 10,915 | 6,790 | 10,915 |
| | 12,637 | 76,855 | 12,637 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(48) Income tax expenses

| | 2012 | 2011 |
|---------------------|---------|---------|
| | RMB'000 | RMB'000 |
| Current income tax | 73,194 | 122,764 |
| Deferred income tax | 635,574 | 739,084 |
| | 708,768 | 861,848 |

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:

| RMB'000 RMB' | | 2012 | 2011 |
|--|---|-----------|-----------|
| Income tax expenses calculated at the applicable tax rate of 25% (2011: 24%) Effect of different tax rates of subsidiaries (48,884) 16,067 Income not subject to tax (63,832) (30,762) Expenses not deductible for tax purposes 15,555 10,039 Recognition of previously unrecognised deductible temporary differences and tax losses - (40,980) Unrecognised deductible tax losses 478 16,116 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (9,558) 4,315 | | RMB'000 | RMB'000 |
| 25% (2011: 24%) Effect of different tax rates of subsidiaries (48,884) 16,067 Income not subject to tax (63,832) (30,762) Expenses not deductible for tax purposes 15,555 10,039 Recognition of previously unrecognised deductible temporary differences and tax losses - (40,980) Unrecognised deductible tax losses 478 16,116 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (9,558) 4,315 | Total profit | 2,653,714 | 3,696,056 |
| Income not subject to tax Expenses not deductible for tax purposes Recognition of previously unrecognised deductible temporary differences and tax losses Unrecognised deductible tax losses 478 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (63,832) (63,832) (40,980) (40,980) 478 85,227 - 66,354 - (40,980) 478 478 478 478 478 478 478 47 | · | 663,428 | 887,053 |
| Expenses not deductible for tax purposes Recognition of previously unrecognised deductible temporary differences and tax losses Unrecognised deductible tax losses 478 16,116 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences 15,555 10,039 40,980 60,380 66,354 - 66,354 - 66,354 - 66,354 - 4,315 | Effect of different tax rates of subsidiaries | (48,884) | 16,067 |
| Recognition of previously unrecognised deductible temporary differences and tax losses - (40,980) Unrecognised deductible tax losses 478 16,116 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (9,558) 4,315 | Income not subject to tax | (63,832) | (30,762) |
| temporary differences and tax losses Unrecognised deductible tax losses 478 16,116 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (40,980) 478 55,227 - 66,354 - (9,558) 4,315 | Expenses not deductible for tax purposes | 15,555 | 10,039 |
| Unrecognised deductible tax losses 478 16,116 Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (9,558) 4,315 | Recognition of previously unrecognised deductible | | |
| Reversal of deferred tax assets reviously recognised for tax losses Adjustment of income not subject to tax in accordance of tax clearance Other differences 85,227 - 66,354 - (9,558) 4,315 | temporary differences and tax losses | - | (40,980) |
| losses Adjustment of income not subject to tax in accordance of tax clearance Other differences (9,558) 4,315 | Unrecognised deductible tax losses | 478 | 16,116 |
| tax clearance Other differences (9,558) 4,315 | • | 85,227 | - |
| | • | 66,354 | - |
| Income tax expenses 708,768 861,848 | Other differences | (9,558) | 4,315 |
| | Income tax expenses | 708,768 | 861,848 |

(49) 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.

| | 2012 RMB'000 | 2011 RMB'000 |
|---|-------------------|-------------------|
| Profits attributable to the ordinary shareholders of the Company Weighted average number of outstanding ordinary shares | 1,927,787 | 2,631,312 |
| in issue Basic earnings per share (RMB Yuan per share) | 4,780,691 0.40 | 4,125,491 0.64 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(49) 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 2012, there are no diluted ordinary shares (2011: Nil), therefore diluted earnings per share is equal to basic earnings per share.

(50) Other comprehensive income

(51)

| | 2012 | 2011 |
|--|---------------------|---------------------|
| | RMB'000 | RMB'000 |
| Gain/(loss) arising from available-for-sale financial assets Less: Income tax impact | 135,334 (33,833) | (180,006) 49,135 |
| | 101,501 | (130,871) |
| Notes to consolidated cash flow statements | | |

(a) Cash received relating to other operating activities:

| | 2012 RMB'000 | 2011 RMB'000 |
|---|---------------------------------|---------------------------------|
| Refunds of security deposits for notes payable Receipts of subsidy income (Note 5(46)) Receipts of net profit compensation of Beijing Kehang (Note 5(46)(b)) | 2,369,984 460,154 117,875 | 1,336,994 333,162 109,917 |
| Others | 112,053 3,060,066 | 110,265 1,890,338 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

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

(b) Cash paid relating to other operating activities:

| | 2012 RMB'000 | 2011 RMB'000 |
|--|--|---|
| Payments of notes payable, borrowings and other security deposits Payments of ticket sales commission Payments of lease security deposits and maintenance | 1,796,013 1,388,371 | 2,369,984 766,819 |
| reserve funds Payments of ticket reservation fees Payments of bank charges Payments of sales branches expenses Payments of advertising and entertainment expenses Others | 172,080 123,121 68,979 62,364 545,711 4,156,639 | 412,827 155,490 135,165 76,609 55,473 659,540 4,631,907 |
| (c) Cash received relating to other investing activities | 4,100,000 | 4,001,007 |
| | 2012 RMB'000 | 2011 RMB'000 |
| Receipts of term deposits upon maturity Interests on deposits | 1,750,000 604,482 2,354,482 | 2,623,115 212,252 2,835,367 |
| (d) Cash paid relating to other investing activities | | |
| | 2012 RMB'000 | 2011 RMB'000 |
| Term deposits | 1,525,000 | 2,086,397 |
| (e) Cash received relating to other financing activities | | |
| | 2012 RMB'000 | 2011 RMB'000 |
| Cash received from discounted notes payable | 2,753,000 | 4,272,000 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

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

(f) Cash paid relating to other financing activities

| 2012 RMB'000 | 2011 RMB'000 |
|-----------------|---------------------------------|
| 4,272,000 | 2,129,952 |
| 435,918 | 523,553 |
| 362,357 | 599,236 |
| 5,070,275 | 3,252,741 |
| | 4,272,000 435,918 362,357 |

(52) 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

| | 2012 | 2011 |
|--|------------|-------------|
| | RMB'000 | RMB'000 |
| Net profit | 1,944,946 | 2,834,208 |
| Add: Adjust by provision for asset impairment (Note 5(43)) | 86,484 | 8,206 |
| Depreciation of fixed assets (Note 5(12)) | 2,330,061 | 2,173,908 |
| Amortisation of intangible assets (Note 5(14)) | 5,783 | 5,779 |
| Amortisation of long-term prepaid expenses (Note 5(16)) | 100,350 | 65,394 |
| Amortisation of deferred loss on sales and leaseback transaction | 66,001 | 66,711 |
| Losses/(gains) on disposals of fixed assets | (76,370) | 35,328 |
| Gains on changes in fair value (Note 5(44)) | (504,363) | (869,871) |
| Finance expenses | 2,480,502 | 1,868,737 |
| Investment income (Note 5(45)) | (188,241) | (197,884) |
| Increase in deferred tax liabilities | 590,386 | 999,624 |
| Increase in deferred revenue | 162,053 | 150,367 |
| Decrease/(increase) in inventories | 55,742 | (78,628) |
| Increase in operating receivables | 479,832 | (1,531,086) |
| Increase in operating payables | 2,662,745 | 457,574 |
| Net cash flows from operating activities | 10,195,911 | 5,988,367 |
| | · | · |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

5 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

(52) 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:

| | | 2012 | 2011 |
|-----|--|--------------|--------------|
| | | RMB'000 | RMB'000 |
| | Asset transfer | 192,552 | - |
| | Fixed assets acquired under finance leases | 473,000 | <u> </u> |
| | | 665,552 | |
| | Movement in cash and cash equivalents: | | |
| | | 2012 | 2011 |
| | | RMB'000 | RMB'000 |
| | Cash and cash equivalents at end of year | 18,633,988 | 14,598,317 |
| | Less: Cash and cash equivalents at beginning of year | (14,598,317) | (12,713,740) |
| | Net increase in cash and cash equivalents | 4,035,671 | 1,884,577 |
| (b) | Cash and cash equivalents | | |
| | | 31 December | 31 December |
| | | 2012 | 2011 |
| | | RMB'000 | RMB'000 |
| | Cash on hand | 2,409 | 1,960 |
| | Bank deposits available for drawing at any time | 18,631,579 | 14,596,357 |
| | Cash and cash equivalents at end of year | 18,633,988 | 14,598,317 |

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, are combined as other segments.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 2012 and 2011 are as follows:

| _ | Airline operation segment | | Other segments | | Elimination between segments | | Unallocated items (Note) | | Total | |
|-------------------------|---------------------------|------------|----------------|-----------|------------------------------|-------------|--------------------------|-----------|------------|------------|
| | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Revenue generated from | 28,603,582 | 26,035,447 | | | | | | | | |
| external transactions | | | 264,003 | 237,799 | - | - | - | - | 28,867,585 | 26,273,246 |
| Interest income | 642,264 | 362,133 | 2,359 | 909 | - | - | - | - | 644,623 | 363,042 |
| Interest expenses | 3,565,099 | 2,974,891 | 80,230 | 116,427 | - | - | - | - | 3,645,329 | 3,091,318 |
| Assets impairment | - | 2,577 | | | | | | | | |
| losses | | | 380 | 5,629 | - | - | 86,104 | - | 86,484 | 8,206 |
| Depreciations and | 2,463,750 | 2,202,097 | | | | | | | | |
| amortisations | | | 38,445 | 42,984 | - | - | - | - | 2,502,195 | 2,245,081 |
| Gain on changes in fair | 141,371 | 210,001 | | | | | | | | |
| value | | | 362,992 | 659,870 | - | - | - | - | 504,363 | 869,871 |
| Total profit | 2,122,199 | 3,173,375 | 429,378 | 617,353 | - | (292,556) | 102,137 | 197,884 | 2,653,714 | 3,696,056 |
| Income tax expenses | 605,730 | 670,506 | 103,038 | 191,342 | - | - | - | - | 708,768 | 861,848 |
| Net profit | 1,516,469 | 2,502,869 | 326,340 | 426,011 | - | (292,556) | 102,137 | 197,884 | 1,944,946 | 2,834,208 |
| • | | | | | | | | | | |
| Total assets | 78,048,028 | 72,370,453 | 4,710,474 | 5,643,545 | (2,506,807) | (3,091,094) | 12,467,449 | 6,373,748 | 92,719,144 | 81,296,652 |
| Total liabilities | 65,796,404 | 64,503,561 | 3,543,275 | 2,928,026 | (529,764) | (706,104) | | - | 68,809,915 | 66,725,483 |

Note: Unallocated items include in total profits mainly represent the investment income and impairment on available-for-sale financial assets, 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 2012

(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:

| | 2012 | 2011 |
|----------------------------|------------|------------|
| | RMB'000 | RMB'000 |
| Domestic | 25,257,345 | 22,631,487 |
| International and regional | 3,610,240 | 3,641,759 |
| | 28,867,585 | 26,273,246 |

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

| | Enterprise type | Place of registration | Legal representative | Nature 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 |
|-----------------|-------------|--------------|--------------|-------------|
| | 2011 | additions | reductions | 2012 |
| | RMB'000 | | | RMB'000 |
| Grand China Air | 6,008,324 | - | - | 6,008,324 |

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

| | 31 Decembe | er 2012 | 31 December 2011 | | |
|-----------------|-------------------------|-----------------|-------------------------|-----------------|--|
| | % equity interests held | % voting rights | % equity interests held | % voting rights | |
| Grand China Air | 28.18% | 28.18% | 44.22% | 44.22% | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (continued)

(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 |
| | | | | | RMB'000 | | | |
| Bohai Trust | Limited | Shijia | Jin Pin | Assets trust, movable trust, and | 2,000,000 | 39.78% | 39.78% | 104323736 |
| | company | Zhuang | | real estate trust, negotiable | | | | |
| | | | | securities trust, and other | | | | |
| | | | | property trust, and as a fund or | | | | |
| | | | | fund management company | | | | |
| | | | | sponsors engaged in investment | | | | |
| | | | | fund business; corporate assets | | | | |
| | | | | reorganization, merger and | | | | |
| | | | | acquisition and financing, and | | | | |
| | | | | company banking, and financial | | | | |
| | | | | consultant, business, trustee | | | | |
| | | | | operating state about sector | | | | |
| | | | | approved securities underwriting | | | | |
| | | | | business, and handle brokered, | | | | |
| | | | | and advisory investigation, | | | | |
| | | | | business, generation custody | | | | |
| | | | | and custody box business, inter | | | | |
| | | | | bank business, loan, lease, | | | | |
| | | | | capital operation, assets | | | | |
| | | | | guarantees and other business | | | | |
| | | | | according to regulation and | | | | |
| | | | | business approval of the China | | | | |
| | | | | Banking Regulatory Commission. | | | | |
| Grand | Limited | Haikou | Wang | Maintenance, protection and | 2,080,000 | 48.08% | 48.08% | 69890098-2 |
| China | | Tialkou | Yingming | retreat of aircrafts, engines and | 2,000,000 | 40.0070 | 40.0070 | 03030030 2 |
| Technology | company | | ringining | other accessories; crew services | | | | |
| recrinology | | | | 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. | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 | <u> </u> | Legal representative | Nature of business | Registered Capital RMB'000 | equtity interests held | % voting right held by the Company | Organisation code |
|-------------|--------------------|----------|----------------------|--|----------------------------------|------------------------|---|-------------------|
| Lucky Air | Limited company | Kunming | Wang Yangang | Domestic passenger and cargo air transportation, cargo import and export; insurance by-business agency (operating with permission), etc. | 1,492,282 | 40.00% | 40.00% | 76044470-4 |
| HNA Finance | Limited company | Beijing | Zhang Shanghui | 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 | 23.70% | 23.70% | 102054341 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

| | | Place | | | | | % voting | |
|---------|-----------------|---------|---------|--------------------------------------|------------|-----------|------------|--------------|
| | | of | Legal | | Registered | % equtity | right held | |
| | | registr | represe | | Capital | interests | by the | Organisation |
| | Enterprise type | ation | ntative | Nature of business | RMB'000 | held | Company | code |
| | | | | | | | | |
| Hunan | Limited company | Hunan | Xuzhou | Investment and management of | 950,000 | 47.37% | 47.37% | 57860988-3 |
| Golden- | | | Jin | airline transportations, relevant | | | | |
| Deer | | | | projects, and airport; investment in | | | | |
| | | | | energy and communication | | | | |
| | | | | industries; capital operating | | | | |
| | | | | planning and management, | | | | |
| | | | | investment management; corporate | | | | |
| | | | | marketing planning and | | | | |
| | | | | management. | | | | |
| | | | | | | | | |
| Xi'an | Limited company | Xi'an | Huang | Borrowings warranty, notes | 1,000,000 | 40.00% | 40.00% | 57842871-6 |
| Chanba | | | Wen | acceptance warranty, trade | | | | |
| | | | | financing warranty, project | | | | |
| | | | | financing warranty, letter of credit | | | | |
| | | | | warranty and other financing | | | | |
| | | | | warranties allowed by laws and | | | | |
| | | | | regulatory. | | | | |
| | | | | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 |
|--|---|-------------------|
| HNA Group | A shareholder with significant influence on the parent company of the Company | 708866504 |
| 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 Company | 72127172-4 |
| 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 |
| HNA Cargo | 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 |
| New City Construction | Under HNA Group's control | 735830080 |
| Yangtze River Leasing | Under HNA Group's control | 621904344 |
| HNA Airport Holding | 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 |
| HNA Real Estate Holding | Under HNA Group's control | 676067133 |
| Changjiang Leasing | A shareholder with over 5% voting rights of the Company | 72123031-6 |
| HNA Group (Hong Kong) | Under HNA Group's control | 36669070 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

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

| Nature of transaction | Pricing policy | Related party | 2 | 012 | 2011 | |
|---|----------------------------|-----------------------------|---------|-----------------|---------|----------------|
| | | • | Amount | % of | Amount | % of |
| | | | RMB'000 | transactions in | RMB'000 | transaction in |
| | | | | same nature | | same nature |
| In-flight meal purchase | Mutually agreed price | Xinhua Air Catering | 117,751 | 17% | 102,234 | 25% |
| - ' | | Air Catering Holding | 37,955 | 6% | 38,823 | 10% |
| | | Xinjiang Catering | 24,650 | 4% | 22,682 | 6% |
| | | Sanya Catering | 12,032 | 2% | 11,551 | 3% |
| | | | 192,388 | 29% | 175,290 | 44% |
| Take-off and landing | Government directed | Meilan Airport | 95,914 | 4% | 97,544 | 7% |
| rane on ana lanang | price | Sanya Phoenix | 49,124 | 2% | 37,206 | 3% |
| | p00 | Airport | 45,124 | 270 | 01,200 | 370 |
| | | Haikou Meilan | 39,175 | 2% | 40,774 | 3% |
| | | | 184,213 | 8% | 175,524 | 13% |
| Advertising services | Mutually agreed price | Beijing Business Culture | 30,000 | 50% | 30,000 | 63% |
| | | Xinhua Culture | 5,827 | 10% | 17,473 | 37% |
| | | • | 35,827 | 60% | 47,473 | 100% |
| Import & export agency fee | 0.3%~3% of purchase prices | HNA Import & Export | 27,395 | 100% | 18,002 | 100% |
| Ticket sales commissions to | Mutually agreed price | HNA Aviation Sales | 152,344 | 11% | 112,428 | 15% |
| related parties | Mutually agreed price | Xinsheng Info Tech | 14,675 | 1% | 10,237 | 1% |
| · | Mutually agreed price | Yisheng Holding | 3,747 | 0.3% | 35,825 | 5% |
| | , , , | • | 170,766 | 12% | 158,490 | 21% |
| Ticket sales commissions from | Mutually agreed price | Grand China Air | 11,991 | 30% | 12,506 | 34% |
| related parties | wataany agreed price | Tianjin Airlines | 4,571 | 11% | 6,887 | 19% |
| related parties | | Capital Airlines | 2,747 | 7% | 2,459 | 7% |
| | | Lucky Air | 1,587 | 4% | 1,798 | 5% |
| | | West Airlines | 705 | 2% | 519 | 1% |
| | | - | 21,601 | 54% | 24,169 | 66% |
| | | • | 21,001 | 0470 | 24,100 | 00 70 |
| Cargo agency fees paid to related parties | Mutually agreed price | HNA Cargo | 60,929 | 4% | 60,028 | 8% |
| Sales of New Gold Deer cards | Mutually agreed price | Yisheng Holding | 37,640 | 0.15% | 28,935 | 0.2% |
| | . = . | · - | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 | | | | |
|---------------------------------|-----------------------|------------------|---------------|------------|---------|-----------------|
| | | | 2012 | | 2011 | |
| | | | Amount | % of | Amount | % of |
| | | | RMB'000 trans | actions in | RMB'000 | transactions in |
| | | | sa | me nature | | same nature |
| Receipt of aircraft maintenance | Mutually agreed price | Grand China | | | | |
| services | | Technology | 610,330 | 39% | 567,165 | 36% |
| | | | | | | · |
| Interest income | Market price | HNA Finance | 138,398 | 21% | 121,444 | 33% |
| | | | | | | |
| Charter income | Mutually agreed price | Gansu Airport | 61,644 | 4% | 14,604 | 2% |
| | | | | | | |
| Frequent flyer mileages income | Mutually agreed price | Tian Jin Airline | 44,520 | 31% | 33,990 | 42% |
| | Mutually agreed price | Capital Airline | 28,322 | 20% | 5,515 | 7% |
| | Mutually agreed price | Lucky Air | 18,322 | 13% | 11,957 | 15% |
| | | | 91,164 | 64% | 51,462 | 64% |

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.

(b) Leasing

(i) The Group as a lessor:

| Lessor | Leased | Lessee | Lease commencement Lease expiry date | | Leasing term | Lease income in |
|-----------|----------|------------------|--------------------------------------|-----------------|--------------|-----------------|
| | assets | | date | | policy | 2012 |
| | | | | | | RMB'000 |
| | | | | | | |
| The Group | Aircraft | Capital Airlines | 18/12/2010 | Automatic roll- | Mutually | 478,880 |
| | | | | over annually | agreed price | |
| | | Tianjin Airlines | 25/05/2008 | Automatic roll- | Mutually | 246,961 |
| | | | | over annually | agreed price | |
| | | Lucky Air | 01/01/2007 | Automatic roll- | Mutually | 264,044 |
| | | | | over annually | agreed price | |
| | | Grand China | 30/11/2007 | Automatic roll- | Mutually | 113,632 |
| | | Air | | over annually | agreed price | |
| | | West Airlines | 09/08/2010 | Automatic roll- | Mutually | 73,800 |
| | | | | over annually | agreed price | |
| | | Yangtze River | 16/04/2010 | Automatic roll- | Mutually | 15,585 |
| | | Express | | over annually | agreed price | |
| | | | | | _ | 1,192,902 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)
- (i) The Group as a lessor: (Continued)

| Lessor | Leased | Lessee | Lease commencement Lease expiry date | | Leasing term | Lease income in |
|----------------|------------|-------------|--------------------------------------|-----------------|---------------|-----------------|
| | assets | | date | | policy | 2012 |
| | | | | | | RMB'000 |
| | | | | | | |
| The Company | Properties | HNA Tourism | 16/04/2009 | Automatic roll- | Mutually | 10,999 |
| | | | | over annually | agreed price | |
| Beijing Kehang | Properties | HNA Hotel | 01/04/2012 | 31/03/2015 | Mutually | 142,941 |
| | | Group | | | agreed price | |
| | | HNA Finance | 01/10/2008 | 31/12/2013 | Mutually | 9,558 |
| | | | | | agreed price | |
| | | HNA Group | 01/10/2008 | 31/12/2013 | Mutually | 9,084 |
| | | | | | agreed price_ | |
| | | | | | _ | 172,582 |

(ii) The Group as lessee:

| Lessor | Lessee | Leased assets | Lease | Lease expiry date | Leasing term | Lease rentals in |
|----------------|---------------|------------------|-------------------|---------------------|--------------|------------------|
| | | | commencement date | | policy | 2012 |
| | | | | | | RMB'000 |
| | | | | | | |
| Hong Kong | The Company | Aircraft | 01/10/2010 | Automatic roll-over | Mutually | |
| Airlines | | | | annually | agreed price | 322,708 |
| New City | The Company | Office buildings | 26/01/2011 | 26/09/2016 | Mutually | |
| Construction | | | | | agreed price | 27,546 |
| Yangtze River | r The Company | Aircraft engines | 15/07/2010 | 12/11/2017 | Mutually | |
| Leasing | | | | | agreed price | 20,462 |
| Capital | Chang'an | Aircraft | 01/01/2011 | Automatic roll-over | Mutually | |
| Airlines | Airlines | | | annually | agreed price | 16,200 |
| Meilan Airport | The Company | Airport terminal | 26/02/2009 | Automatic roll-over | Mutually | |
| | | | | annually | agreed price | 5,808 |
| | | | | | | 392,724 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 and pledges provided by related parties to the Group

| Gu | arantor | Guarantee | Guaranteed and pledged amount RMB'000 | Starting date | Ending date | Whether guarantee ends as at 31 December 2012 |
|-----|----------------------------------|-----------------|--|---------------|-------------|---|
| (i) | Short-term borrowings | | | | | |
| | HNA Group | The Company | 4,292,500 | 06/04/2012 | 21/08/2013 | No |
| | HNA Group and Grand China Air | The Company | 3,006,000 | 23/03/2012 | 06/12/2013 | No |
| | Grand China Air | The Company | 2,240,000 | 04/01/2012 | 24/10/2013 | No |
| | HNA Group and Haikou | The Company | 1,131,390 | 28/06/2012 | 27/06/2013 | No |
| | Meilan | | | | | |
| | HNA Group and HNA | The Company | 300,000 | 26/07/2012 | 25/07/2013 | No |
| | Finance | | | | | |
| | HNA Group | Xinhua Airlines | 300,000 | 16/11/2012 | 15/11/2013 | No |
| | HNA Business | Beijing Kehang | 20,000 | 13/02/2012 | 13/02/2013 | No |
| | HNA Group | The Company | 6,441,000 | 28/02/2011 | 21/12/2012 | Yes |
| | Grand China Air | The Company | 1,995,000 | 13/01/2011 | 23/11/2012 | Yes |
| | HNA Group and Grand | The Company | 1,700,000 | 21/06/2012 | 31/12/2012 | Yes |
| | China Air | | | | | |
| | Grand China Air | The Company | 1,200,000 | 05/01/2012 | 28/12/2012 | Yes |
| | HNA Group and Grand | The Company | 750,000 | 13/05/2011 | 25/11/2012 | Yes |
| | China Air | | | | | |
| | HNA Group and Haikou | The Company | 630,090 | 28/04/2011 | 27/04/2012 | Yes |
| | Meilan | | | | | |
| | HNA Group | Xinhua Airlines | 370,000 | 25/03/2011 | 12/08/2012 | Yes |
| | Hainan Guoshan | The Company | 330,000 | 04/11/2011 | 03/11/2012 | Yes |
| | HNA Group and HNA | The Company | 300,000 | 29/07/2011 | 26/07/2012 | Yes |
| | Finance | | | | | |
| | Grand China Air | Chang'An | 100,000 | 27/12/2011 | 26/07/2012 | Yes |
| | | Airlines | | | | |
| | HNA Finance | Xinhua Airlines | 100,000 | 28/09/2011 | 28/09/2012 | Yes |
| | HNA industrial | Beijing Kehang | 15,000 | 01/04/2011 | 31/03/2012 | Yes |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 and pledges provided by related parties to the Group (Continued)

| Guarantor | Guarantee | Guaranteed and pledged amount RMB'000 | Starting date | Ending date | Whether guarantee ends as at 31 December 2012 |
|--|----------------------|--|---------------|-------------|---|
| (ii) Long-term borrowings | | | | | |
| HNA Group | The Company | | 11/04/2007 | 31/07/2025 | No |
| HNA Airlines Holdings and New City Construction | The Company | 2,111,407 | 30/06/2003 | 07/07/2018 | No |
| HNA Group | Chang'an Airlines | 1,582,662 | 29/09/2007 | 19/06/2021 | No |
| HNA Group and Haikou Meilan and Yangtze River Investment | The Company | 700,000 | 30/11/2010 | 29/11/2013 | No |
| HNA Group and Haikou Meilan | Chang'an Airlines | 510,000 | 19/05/2005 | 28/10/2016 | No |
| Grand China Air | The Company | 500,000 | 25/11/2011 | 17/05/2014 | No |
| HNA Group and Haikou Meilan | Shan xi Airlines | 430,000 | 20/12/2005 | 17/10/2016 | No |
| HNA Group and Grand China Air and Hainan Guoshan | The Company | 250,000 | 24/12/2012 | 23/12/2015 | No |
| HNA Group and HNA Airport Holding | The Company | 196,108 | 02/08/2002 | 02/08/2035 | No |
| HNA Airport Holding | The Company | 193,279 | 19/12/2003 | 20/12/2015 | No |
| HNA Group | Xinhua Airlines | 116,874 | 09/03/2009 | 09/03/2017 | No |
| HNA Group and HNA Airlines Holdings | The Company | 90,000 | 31/03/2004 | 31/03/2014 | No |
| HNA Group | The Company | 584,000 | 31/03/2010 | 26/12/2012 | Yes |
| Grand China Air | The Company | 270,000 | 18/05/2010 | 18/05/2012 | Yes |
| HNA Group and Grand China Air | The Company | 249,400 | 11/05/2010 | 10/05/2012 | Yes |
| HNA Airlines Holdings | The Company | 136,000 | 18/09/2000 | 17/09/2012 | Yes |
| HNA Group and Haikou Meilan | Chang'an Airlines | 120,000 | 31/03/2005 | 21/12/2012 | Yes |
| HNA Group and Sanya Phoenix Airport | The Company | 110,000 | 30/09/2009 | 30/09/2012 | Yes |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 | Starting date | Ending date | Whether guarantee |
|---------------------------|--------------------------|------------|---------------|-------------|-------------------|
| | | amount | | | ends as at 31 |
| | | RMB'000 | | | December 2012 |
| | | | | | |
| (i) Short-term borrowings | | | | | |
| The Company | Lucky Air | 600,000 | 25/10/2012 | 25/04/2013 | No |
| The Company | Grand China Air | 300,000 | 16/04/2012 | 15/04/2013 | No |
| The Company | Grand China Air | 300,000 | 29/09/2012 | 28/09/2013 | No |
| The Company | Grand China Air | 300,000 | 18/09/2012 | 18/09/2013 | No |
| The Company | HNA Group | 280,000 | 06/06/2012 | 06/06/2013 | No |
| The Company | HNA Group | 117,200 | 18/12/2012 | 18/12/2013 | No |
| The Company | HNA Group | 111,700 | 06/06/2012 | 06/06/2013 | No |
| The Company | Yangtze River Express | 100,000 | 29/09/2012 | 28/09/2013 | No |
| The Company | Bohai Leasing | 30,000 | 02/07/2012 | 02/07/2013 | No |
| The Company | HNA Airlines | • | 06/02/2012 | 06/08/2012 | Yes |
| The Company | Holding | 250,000 | 00/02/2012 | 00/00/2012 | . 33 |
| The Company | Yangtze River Express | 100,000 | 17/03/2011 | 16/03/2012 | Yes |
| The Company | Yangtze River Express | 100,000 | 17/03/2012 | 16/09/2012 | Yes |
| (ii) Long-term borrowings | | | | | |
| The Company | HNA Group | 754.260 | 31/12/2009 | 30/12/2014 | No |
| The Company | Yangtze River | • | 01/02/2007 | 31/12/2018 | No |
| , , | Leasing | , | | | |
| The Company | Changjiang Leasing | 524,000 | 02/11/2012 | 02/05/2015 | No |
| The Company | HNA Tourism | 330,000 | 10/11/2011 | 08/11/2014 | No |
| The Company | HNA Airlines Holding | 301,829 | 18/09/2012 | 17/09/2017 | No |
| The Company | Yangtze River Leasing | 33,000 | 01/02/2007 | 31/12/2018 | No |
| The Company | HNA Hotel Group | 111,700 | 21/12/2010 | 21/06/2012 | Yes |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

| HNA Airlines Holding 1,635 04/01/2012 1,692 19/03/2012 HNA Airlines Holding 1,635 04/01/2012 1,692 19/03/2012 HNA Airlines Holding 10 04/01/2012 62,737 19/03/2012 HNA Airlines Holding 110,000 14/03/2012 30,000 27/03/2012 HNA Airlines Holding 28,241 15/03/2012 80,000 28/03/2012 HNA Airlines Holding 96,728 26/03/2012 6,760 30/03/2012 HNA Airlines Holding 25,000 03/05/2012 60,000 04/06/2012 HNA Airlines Holding 50,000 09/05/2012 20,000 08/06/2012 HNA Airlines Holding 360,000 04/06/2012 8,000 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 8,000 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 19 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 1,000 18/06/2012 HNA Airlines Holding 29,687 27/06/2012 33,750 21/06/2012 HNA Airlines Holding 30,000 24/07/2012 33,750 21/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 60,000 02/07/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 60,000 02/07/2012 HNA Airlines Holding - 6 | Entity | Borrowing amount RMB'000 | Borrowing date | Repayment amount RMB'000 | Repayment date |
|--|----------------------|--------------------------------|-----------------|--------------------------------|----------------|
| HNA Airlines Holding 10 04/01/2012 62,737 19/03/2012 HNA Airlines Holding 110,000 14/03/2012 30,000 27/03/2012 HNA Airlines Holding 28,241 15/03/2012 80,000 28/03/2012 HNA Airlines Holding 96,728 26/03/2012 6,760 30/03/2012 HNA Airlines Holding 25,000 03/05/2012 60,000 04/06/2012 HNA Airlines Holding 50,000 09/05/2012 20,000 08/06/2012 HNA Airlines Holding 360,000 04/06/2012 8,000 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 19 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 19 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 1,000 18/06/2012 HNA Airlines Holding 29,687 27/06/2012 33,750 21/06/2012 HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 6,000 02/07/2012 HNA Airlines Holdi | HNA Airlines Holding | 38,524 | Opening balance | 80,000 | 15/03/2012 |
| HNA Airlines Holding 110,000 14/03/2012 30,000 27/03/2012 HNA Airlines Holding 28,241 15/03/2012 80,000 28/03/2012 HNA Airlines Holding 96,728 26/03/2012 6,760 30/03/2012 HNA Airlines Holding 25,000 03/05/2012 60,000 04/06/2012 HNA Airlines Holding 50,000 09/05/2012 20,000 08/06/2012 HNA Airlines Holding 360,000 04/06/2012 8,000 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 19 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 19 18/06/2012 HNA Airlines Holding 29,687 27/06/2012 33,750 21/06/2012 HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 30,000 29/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 30,000 29/06/2012 HNA Airlines Holding - 30,000 29/07/2012 HNA Airlines Holding - 30,000 29/06/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 30,000 31/12/2012 35,000 31/12/2012 40,000 31/12/2012 35,000 31/12/2012 | HNA Airlines Holding | 1,635 | 04/01/2012 | 1,692 | 19/03/2012 |
| HNA Airlines Holding | HNA Airlines Holding | 10 | 04/01/2012 | 62,737 | 19/03/2012 |
| HNA Airlines Holding 96,728 26/03/2012 6,760 30/03/2012 HNA Airlines Holding 25,000 03/05/2012 60,000 04/06/2012 HNA Airlines Holding 50,000 09/05/2012 20,000 08/06/2012 HNA Airlines Holding 360,000 04/06/2012 8,000 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 19 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 1,000 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 1,000 18/06/2012 HNA Airlines Holding 29,687 27/06/2012 33,750 21/06/2012 HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 30,000 27/07/2012 HNA Airlines Holding - 30,000 27/07/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Group 13,156 18/07/2012 HNA Group 31,000 12/09/2012 HNA Group 31,000 12/09/2012 HNA Group 31,426 30/09/2012 HNA Group 149,460 14/12/2012 | HNA Airlines Holding | 110,000 | 14/03/2012 | 30,000 | 27/03/2012 |
| HNA Airlines Holding 25,000 03/05/2012 20,000 04/06/2012 HNA Airlines Holding 360,000 04/06/2012 8,000 18/06/2012 HNA Airlines Holding 40,000 05/06/2012 19 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 1,000 18/06/2012 HNA Airlines Holding 150,000 15/06/2012 1,000 18/06/2012 HNA Airlines Holding 29,687 27/06/2012 33,750 21/06/2012 HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 54,000 27/06/2012 HNA Airlines Holding 55,000 29/06/2012 40/ | HNA Airlines Holding | 28,241 | 15/03/2012 | 80,000 | 28/03/2012 |
| HNA Airlines Holding | HNA Airlines Holding | 96,728 | 26/03/2012 | 6,760 | 30/03/2012 |
| HNA Airlines Holding | HNA Airlines Holding | 25,000 | 03/05/2012 | 60,000 | 04/06/2012 |
| HNA Airlines Holding | HNA Airlines Holding | 50,000 | 09/05/2012 | 20,000 | 08/06/2012 |
| HNA Airlines Holding 150,000 15/06/2012 1,000 18/06/2012 HNA Airlines Holding 29,687 27/06/2012 50,000 27/06/2012 HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 54,000 27/06/2012 HNA Airlines Holding 54,000 27/06/2012 HNA Airlines Holding 54,000 27/06/2012 HNA Airlines Holding 55,000 29/06/2012 HNA Airlines Holding 55,000 27/07/2012 HNA Airlines Holding 65,000 27/07/2012 HNA Airlines Holding 75,000 27/07/2012 40, | HNA Airlines Holding | 360,000 | 04/06/2012 | 8,000 | 18/06/2012 |
| HNA Airlines Holding 29,687 27/06/2012 33,750 21/06/2012 HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 54,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 6,000 02/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 158 07/08/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 993,340 959,116 Yangtze River 14,146 Opening balance 9,923 17/01/2012 Leasing 10,088 Opening balance 62,978 09/02/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 | HNA Airlines Holding | 40,000 | 05/06/2012 | 19 | 18/06/2012 |
| HNA Airlines Holding 30,000 24/07/2012 50,000 27/06/2012 HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding 54,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 6,000 02/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 158 07/08/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 993,340 959,116 Yangtze River 14,146 Opening balance 9,923 17/01/2012 Leasing - 10,088 Opening balance 62,978 09/02/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - HNA Group 149,460 14/12/2012 | HNA Airlines Holding | 150,000 | 15/06/2012 | 1,000 | 18/06/2012 |
| HNA Airlines Holding 33,515 31/12/2012 85,000 27/06/2012 HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 6,000 02/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 993,340 959,116 Yangtze River 14,146 Opening balance 9,923 17/01/2012 Leasing - 10,088 Opening balance 62,978 09/02/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 13,156 18/07/2012 - 10,000 31/12/2012 HNA Group 31,000 12/09/2012 - 10,000 31/12/2012 HNA Group 31,000 12/09/2012 - 10,000 31/12/2012 HNA Group 31,426 30/09/2012 - 10,000 31/12/2012 - 10,000 31/12/2012 HNA Group 149,460 14/12/2012 - 10,000 31/12/2012 - 1 | HNA Airlines Holding | 29,687 | 27/06/2012 | 33,750 | 21/06/2012 |
| HNA Airlines Holding - 54,000 27/06/2012 HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 6,000 02/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 158 07/08/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 30,000 31/12/2012 Yangtze River 14,146 Opening balance 9,923 17/01/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 71,190 08/02/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - HNA Group 149,460 14/12/2012 | HNA Airlines Holding | 30,000 | 24/07/2012 | 50,000 | 27/06/2012 |
| HNA Airlines Holding - 250,000 29/06/2012 HNA Airlines Holding - 6,000 02/07/2012 HNA Airlines Holding - 100,000 27/07/2012 HNA Airlines Holding - 158 07/08/2012 HNA Airlines Holding - 30,000 31/12/2012 HNA Airlines Holding - 30,000 31/12/2012 993,340 959,116 Yangtze River 14,146 Opening balance 9,923 17/01/2012 Leasing 10,088 Opening balance 62,978 09/02/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 13,156 18/07/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - HNA Group 149,460 14/12/2012 HNA Group 149,460 14/12/2012 HNA Group 149,460 14/12/2012 | HNA Airlines Holding | 33,515 | 31/12/2012 | 85,000 | 27/06/2012 |
| HNA Airlines Holding HOA Divologoon HNA Group HNA G | HNA Airlines Holding | - | | 54,000 | 27/06/2012 |
| HNA Airlines Holding - 993,340 Yangtze River Leasing HNA Group | HNA Airlines Holding | - | | 250,000 | 29/06/2012 |
| HNA Airlines Holding HNA Airlines Holding - 993,340 - 993,340 - 14,146 Opening balance HNA Group | HNA Airlines Holding | - | | 6,000 | 02/07/2012 |
| HNA Airlines Holding - 993,340 Yangtze River Leasing HNA Group | HNA Airlines Holding | - | | 100,000 | 27/07/2012 |
| 993,340 959,116 Yangtze River Leasing 14,146 Opening balance 9,923 17/01/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 71,190 08/02/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | HNA Airlines Holding | - | | 158 | 07/08/2012 |
| Yangtze River Leasing 14,146 Opening balance 9,923 17/01/2012 HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 71,190 08/02/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | HNA Airlines Holding | | _ | 30,000 | 31/12/2012 |
| Leasing 10,088 Opening balance 62,978 09/02/2012 HNA Group 71,190 08/02/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | | 993,340 | | 959,116 | |
| HNA Group 10,088 Opening balance 62,978 09/02/2012 HNA Group 71,190 08/02/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | Yangtze River | 14,146 | Opening balance | 9,923 | 17/01/2012 |
| HNA Group 71,190 08/02/2012 35,000 31/12/2012 HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | Leasing | | | | • |
| HNA Group 13,156 18/07/2012 - HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | HNA Group | 10,088 | Opening balance | 62,978 | 09/02/2012 |
| HNA Group 31,000 12/09/2012 - HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | HNA Group | 71,190 | 08/02/2012 | 35,000 | 31/12/2012 |
| HNA Group 31,426 30/09/2012 - HNA Group 149,460 14/12/2012 - | HNA Group | 13,156 | 18/07/2012 | - | |
| HNA Group 149,460 14/12/2012 | HNA Group | 31,000 | 12/09/2012 | - | |
| · | HNA Group | 31,426 | 30/09/2012 | - | |
| 306,320 97,978 | HNA Group | 149,460 | 14/12/2012 | | - |
| | | 306,320 | | 97,978 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 | Borrowing date | Repayment | Repayment date |
|-------------------|-----------|-----------------|-----------|----------------|
| | amount | | amount | |
| | RMB'000 | | RMB'000 | |
| | | | | |
| HNA Hotel Holding | 23,601 | Opening balance | 50,000 | 31/12/2012 |
| HNA Hotel Holding | 2,636 | 29/03/2012 | - | |
| HNA Hotel Holding | 6,632 | 31/05/2012 | - | |
| HNA Hotel Holding | 5,680 | 30/06/2012 | - | |
| HNA Hotel Holding | 3,253 | 31/07/2012 | - | |
| HNA Hotel Holding | 2,934 | 31/08/2012 | - | |
| HNA Hotel Holding | 3,166 | 30/09/2012 | - | |
| HNA Hotel Holding | 3,556 | 31/10/2012 | - | |
| HNA Hotel Holding | 3,099 | 30/11/2012 | - | |
| HNA Hotel Holding | 2,924 | 31/12/2012 | | |
| | 57,481 | <u> </u> | 50,000 | i |
| | | | | |
| HNA Property | 161 | Opening balance | - | |
| Holdings | | | | |
| HNA Property | 999 | 30/06/2012 | - | |
| Holdings | | | | |
| - | 1,160 | _ | - | • |
| | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

(f) Asset transfers

| | | | 2012 | ! | 20 | 11 |
|-------------------------------|-----------------------------------|-----------------------|-----------|--------------|---------|--------------|
| | | | | % of | | % of |
| | | | | transactions | | transactions |
| | | | Amount | in same | Amount | in same |
| Related party | Nature of transaction | Pricing policy | RMB'000 | nature | RMB'000 | nature |
| New City Contrustion | Accept of fix asset | Valuation amount | (894,161) | 47% | - | - |
| Contrustion of new urben city | Transfer of fixed assets and land | Valuation amount | 192,552 | 100% | - | - |
| Yangtze River Express | Transfer of aircraft | Valuation amount | - | - | 156,282 | 100% |
| Xi'an Real Estate | Transfer of land | Valuation amount | - | - | 92,066 | 100% |
| HNA Airlines Holding | Transfer of office equipment | Mutually agreed price | - | - | 1,419 | 89% |
| <u>-</u> | | - ' | (701,609) | | 249,767 | |

(g) Capital injections

| | | | 2012 | 2 | 20 |)11 |
|--|---|--------------------------------------|-------------------|-------------------|----------------------|-------------------|
| | | | | % of transactions | | % of transactions |
| Related party | Nature of transaction | Pricing policy | Amount RMB'000 | in same nature | Amount RMB'000 | in same nature |
| HNA Airline holding (Note 5(10)(a)(ii)) HNA Technology | Capital injection – Hunan Golden Deer Capital injection – | Mutually agreed price Mutually | 500,000 | 100% | - | - |
| Hong Kong Airlines | HNA Technology Capital injection – | agreed price Mutually | - | - | 1,000,000 | 54% |
| 3 3 | Hong Kong Airlines | agreed price | 500,000 | - | 842,000 1,842,000 | 46% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

| Related party | Nature of transaction | Pricing policy | 20 | 12 | 20 | 11 |
|--|---|--|-----------|-------------|--|-------------------------------------|
| | | | | % of | | % of |
| | | | | transaction | | transaction |
| | | | Amount | s in same | Amount | s in same |
| | | | RMB'000 | nature | RMB'000 | nature |
| HNA Songzhuang | Equity interest disposal | Mutually | 50,000 | 100% | - | - |
| | - Kehang Tianshou | agreed price | | | | |
| Grand China Air | Equity interest disposal | Mutually | - | - | 1,600,000 | 36% |
| | - Haidao Construction | agreed price | | | | |
| Grand China Air | Equity interest disposal | Mutually | - | - | 1,209,574 | 27% |
| | - Hainan Guoxu | agreed price | | | | |
| Grand China Air | Equity interest disposal | Mutually | - | - | 824,256 | 18% |
| | - Hainan Hangpeng | agreed price | | | | |
| Grand China Air | Equity interest disposal | Mutually | - | - | 693,080 | 15% |
| | - Hainan Guoshan | agreed price | | | | |
| HNA Real Estate Holding | Equity interest disposal | Mutually | - | - | 155,875 | 3% |
| | - Qionghai Nanjue | agreed price | | | | |
| HNA Airlines Holding | Equity interest disposal | Mutually | - | - | 30,330 | 1% |
| | - Xi'an Real Estate | agreed price | | | | |
| HNA Airlines Holding | Equity interest disposal | Mutually | - | - | 10,136 | - |
| | - Northwest HNA | agreed price | | | | |
| | Property | • | | | | _ |
| | | | | | | |
| | | • | 50,000 | 100% | 4,523,251 | 100% |
| Haikou Meilan、HNA | Equity interest acquisition | Mutually | 2,760,906 | 100% 84% | 4,523,251 | 100%_ |
| Haikou Meilan、HNA Hotel Holding、Yangtze | Equity interest acquisition - Bohai Trust | • | · | | 4,523,251 | <u>100%</u> - |
| | | Mutually agreed price | · | | 4,523,251 | 100%_ |
| Hotel Holding、Yangtze | | • | · | | 4,523,251 | 100%_ |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information | | • | · | | 4,523,251 | - 100% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) | - Bohai Trust | agreed price | 2,760,906 | 84% | 4,523,251 | - 100% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note | - Bohai Trust Equity interest acquisition | agreed price Mutually | · | | 4,523,251 | |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) | - Bohai Trust Equity interest acquisition - Capital Airline Holding | agreed price Mutually agreed price | 2,760,906 | 84% | - | - |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition | agreed price Mutually agreed price Mutually | 2,760,906 | 84% | - 1,080,000 | - 30% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air | - Bohai Trust Equity interest acquisition - Capital Airline Holding | agreed price Mutually agreed price Mutually agreed price | 2,760,906 | 84% | 1,080,000 | - 30% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition | agreed price Mutually agreed price Mutually agreed price Mutually | 2,760,906 | 84% | - | - |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air | agreed price Mutually agreed price Mutually agreed price Mutually agreed price | 2,760,906 | 84% | - 1,080,000 712,000 | - 30% 20% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition | Mutually agreed price Mutually agreed price Mutually agreed price Mutually agreed price Mutually | 2,760,906 | 84% | 1,080,000 | - 30% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment HNA Group | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance | Mutually agreed price | 2,760,906 | 84% | - 1,080,000 712,000 705,600 | - 30% 20% 20% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance Equity interest acquisition | Agreed price Mutually | 2,760,906 | 84% | - 1,080,000 712,000 | - 30% 20% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment HNA Group Tianhang Holdings | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance Equity interest acquisition - Tianjin Airlines | Mutually agreed price | 2,760,906 | 84% | - 1,080,000 712,000 705,600 694,000 | - 30% 20% 20% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment HNA Group | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance Equity interest acquisition - Tianjin Airlines Equity interest acquisition | Mutually agreed price Mutually | 2,760,906 | 84% | - 1,080,000 712,000 705,600 | - 30% 20% 20% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment HNA Group Tianhang Holdings Grand China Air | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance Equity interest acquisition - Tianjin Airlines Equity interest acquisition - Chang'an Airlines | Mutually agreed price | 2,760,906 | 84% | - 1,080,000 712,000 705,600 694,000 281,990 | - 30% 20% 20% 19% 8% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment HNA Group Tianhang Holdings | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance Equity interest acquisition - Tianjin Airlines Equity interest acquisition - Chang'an Airlines Equity interest acquisition | Mutually agreed price Mutually | 2,760,906 | 84% | - 1,080,000 712,000 705,600 694,000 | - 30% 20% 20% |
| Hotel Holding、Yangtze River Real Estate、 Yanjing Resturant、 HNA Information (Note(10)(a)(i)) HNA Tourism (Note 5(10)(b)(i)) Grand China Air Lucky Air Investment HNA Group Tianhang Holdings Grand China Air | - Bohai Trust Equity interest acquisition - Capital Airline Holding Equity interest acquisition - Xinhua Airlines Equity interest acquisition - Lucky Air Equity interest acquisition - HNA Finance Equity interest acquisition - Tianjin Airlines Equity interest acquisition - Chang'an Airlines | Mutually agreed price | 2,760,906 | 84% | - 1,080,000 712,000 705,600 694,000 281,990 | - 30% 20% 20% 19% 8% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

(i) Remuneration of key management

| | 2012 RMB '000 | 2011 RMB '000 |
|--------------------------------|------------------|------------------|
| Remuneration of key management | 4,143 | 3,611 |

(j) Other related party transactions

| Related party | Nature of transaction | 2012 | | 20 |)11 |
|-----------------------|----------------------------|---------|--------------|---------|--------------|
| | | | % of | | % of |
| | | | transactions | | transactions |
| | | Amount | in same | Amount | in same |
| | | RMB'000 | nature | RMB'000 | nature |
| Capital Airlines | Pilot transfer | 4,050 | 23% | 50 | 3% |
| Lucky Air | Pilot transfer | 2,100 | 12% | - | - |
| Tianjin Airlines | Pilot transfer | 4,550 | 26% | - | - |
| West Airlines | Pilot transfer | 4,500 | 25% | - | - |
| Lucky Air | Amounts paid on behalf (i) | 216,855 | 43% | 217,028 | 15% |
| Capital Airlines | Amounts paid on behalf (i) | 122,714 | 24% | 94,377 | 6% |
| HNA Technology | Amounts paid on behalf (i) | 65,714 | 13% | 127,107 | 9% |
| Yangtze River Express | Amounts paid on behalf (i) | 33,952 | 7% | 43,125 | 3% |
| West Airlines | Amounts paid on behalf (i) | 32,186 | 6% | 50,763 | 3% |
| Tianjin Airlines | Amounts paid on behalf (i) | 13,711 | 3% | 55,421 | 4% |
| HNA Group | Profit compensation of | | | | |
| | Beijing Kehang | 117,875 | 100% | 109,917 | 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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

| Account | Related party | 31 December 2012 RMB '000 | 31 December 2011 RMB '000 |
|--------------------------|--|---|---|
| Cash at bank and on hand | HNA Finance | 4,699,439 | 4,449,149 |
| Notes receivable | Grand China Air | | 3,117,336 |
| Interest receivable | HNA Finance | 169,806 | 121,444 |
| Dividends receivables | Haikou Meilan Meilan Airport | 966 899 1,865 | - - - |
| Accounts receivable | Yisheng Holding Xinsheng Info Tech HNA Cargo Tianjin Airlines Others | 34,597 19,087 4,333 - 7,980 65,997 | 45,274 102,896 19,903 42,479 8,768 219,320 |
| Other receivables | HNA Real Estate Holding Grand Chian Air Yangtze River Express Others | 169 - - 19,334 19,503 | 156,069 1,135,375 44,802 27,180 1,363,426 |
| Advances to suppliers | Others | 7,602 | 2,681 |
| Other non-current assets | Changjiang Leasing | 359,366 | 339,188 |
| | Hong Kong Airlines | 345,538 704,904 | 339,188 |
| Notes payable | HNA Import & Export Yangtze River Investment Sanya Phoenix Airport | 2,753,000 820,000 54,000 3,627,000 | 2,600,000 - - 2,600,000 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

| Account | Related party | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--------------------|--|---|--|
| Interest payable | HNA Finance | 5,450 | 3,611 |
| Accounts payable | HNA Technology Lucky Air Grand China Air HNA Airline sales West Airlines Hai Kou Mei Lan | 54,231 38,079 25,112 18,888 16,194 2,147 | - - - 1,670 31,905 |
| | HAI Kou Wel Lan HNA Airlines Holdings Meilan Airport HNA Airport Holding HNA Group (Hong Kong) Others | 2,147 - - - - 97,169 251,820 | 27,207 25,374 10,829 10,005 32,730 139,720 |
| Other payables | HNA Group Capital Airlines Changjiang Leasing HNA Airlines Holdings HNA Group (Hong Kong) Yangtze River Leasing Others | 180,456 33,044 20,967 20,477 12,453 - 31,524 298,921 | 8,612 18,014 790 - - 14,146 29,161 70,723 |
| Long-term payables | Changjiang Leasing Yangtze River Leasing | 409,678 89,360 499,038 | 415,523 105,808 521,331 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

7 RELATED PARTIES AND RELATED PARTY TRANSACTIONS (CONTINUED)

(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 2012 | 31 December 2011 |
|---------------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| Operating lease out | | |
| | 341,667 | 277,290 |
| - Capital Airlines | 115,416 | 255,001 |
| - Lucky Air | 114,872 | 132,135 |
| - Tianjin Airlines | 105,096 | 108,235 |
| - Grand China Air | 33,825 | 74,165 |
| - West Airlines | 12,511 | 19,773 |
| | 723,387 | 866,599 |

8 COMMITMENTS

(1) Performance of prior year commitments

The capital expenditure commitments and operating lease commitments of the Group as at 31 December 2011 were performed as committed.

(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 |
|---------------------------------------|------------------|-------------|
| | 31 December 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Aircraft purchases | 75,627,309 | 85,433,972 |
| Buildings, machineries and equipments | 147,411 | 234,214 |
| | 75,774,720 | 85,668,186 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

8 COMMITMENTS (Continued)

(3) Operating lease commitments

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

| | 31 December 2012 | 31 December 2011 |
|---------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| AAPII-1. A | | |
| Within 1 year | 2,115,764 | 1,827,354 |
| 1 to 2 years | 1,752,991 | 1,448,781 |
| 2 to 3 years | 1,297,613 | 1,353,301 |
| Over 3 years | 5,584,598 | 4,289,569 |
| | 10,750,966 | 8,919,005 |
| | 10,750,966 | 8,919,005 |

9 POST BALANCE SHEET DATE EVENTS

- (1) In February 2013, HNA Hongkong, the Company's wholly owned subsidiary, issued unsecured debentures amounted USD 500 million, which were listed and traded in Singapore, bearing interest at 3.625% per annum with final maturity in 2020. Bank of China issued irrevocable and unconditional letter of credit for such debentures.
- (2) According to the Board's resolution passed on 14 March 2013, a cash dividend at RMB 1 yuan per every 10 shares (tax inclusive) and 10 extra shares per 10 shares were proposed. Based on a total of 6,091,091,085 outstanding shares in issue, total cash dividends proposed amounted to RMB 609,109 thousand. The above proposal is still subject to the approval of shareholders meeting.

10 LEASES

The Group leases in certain fixed assets under finance leases (Note 5(31)(a)). The future minimum lease payments of the finance leases are summarised in the following table:

| | 31 December 2012 | 31 December 2011 |
|---------------|------------------|------------------|
| | RMB'000 | RMB'000 |
| | | |
| Within 1 year | 651,987 | 492,044 |
| 1 to 2 years | 277,452 | 568,562 |
| 2 to 3 years | 258,632 | 181,726 |
| Over 3 years | 951,096 | 966,719 |
| | 2,139,167 | 2,209,051 |

As at 31 December 2012, the unrecognised finance charge amounted to RMB 347,095 thousand (31 December 2011: RMB 374,934 thousand) (Note 5(31)(a)).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

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 significant 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: market risk (primarily foreign exchange 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) Market risk

(a) Foreign exchange risk

Except for part of the overseas 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 2012 and 2011, the carrying amounts in RMB equivalent of the Group's assets and liabilities denominated in foreign currencies are summarised below:

| | 31 December 2012 | | | |
|--------------------------|------------------|------------|------------|--|
| | USD | Other | Total | |
| | | currencies | | |
| | RMB'000 | RMB'000 | RMB'000 | |
| Financial assets - | | | | |
| Cash at bank and on hand | 193,373 | 73,165 | 266,538 | |
| Accounts receivable | 28,506 | 10,450 | 38,956 | |
| Other receivables | 92,762 | 2,207 | 94,969 | |
| Other non-current assets | 1,618,839 | - | 1,618,839 | |
| | 1,933,480 | 85,822 | 2,019,302 | |
| | | | | |
| | | | | |
| Financial liabilities - | | | | |
| Short-term borrowings | 1,445,665 | - | 1,445,665 | |
| Accounts payable | 2,446,291 | 338,653 | 2,784,944 | |
| Other payables | 54,689 | 18,905 | 73,594 | |
| Long-term borrowings | 17,006,372 | 85,853 | 17,092,225 | |
| Long-term payables | 598,110 | - | 598,110 | |
| - | 21,551,127 | 443,411 | 21,994,538 | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(1) Market risk (Continued)

(a) Foreign exchange risk (Continued)

| | 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 | |
| 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 | <u> </u> | 745,884 | |
| | 18,914,571 | 240,736 | 19,155,307 | |

As at 31 December 2012, 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 RMB1,997,524 thousand (31 December 2011: approximately RMB1,708,854 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 2012, the Group's long-term interest bearing liabilities mainly included:

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(1) Market risk (Continued)

(b) Interest rate risk (Continued)

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|--|---------------------------------------|--------------------------------|
| Short-term borrowings | 15,792,336 | 17,533,295 |
| Notes payable | 4,782,981 | 4,506,488 |
| Long-term borrowings | 28,757,469 | 23,463,293 |
| Long-term payables | 1,792,072 | 1,834,117 |
| Debentures payable | 6,430,063 | 5,918,309 |
| | 57,554,921 | 53,255,502 |
| Including: liabilities at floating rates | 34,098,247 | 35,397,714 |
| liabilities at fixed rates | 23,456,674 | 17,857,788 |
| | 57,554,921 | 53,255,502 |
| | · · · · · · · · · · · · · · · · · · · | , |

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 2012 and 2011, the Group had not entered into any interest rate swap agreements.

For the year ended 31 December 2012, 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 RMB85,246 thousand (2011: approximately RMB129,702 thousand).

(2) 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.

The financing products (Note 5(8)) purchased by the Group are mainly from one city commercial bank, which is regulated by the China Banking Regulatory Commission (the "CBRC") with no significant credit risk.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(2) 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.

(3) 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 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(3) 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 2012, the Group's current liabilities exceeded current assets by approximately RMB9.64 billion. For the year ended 31 December 2012, the net cash inflows from operating activities of the Group were approximately RMB10.20 billion, the net cash outflows from investment activities and financing activities were approximately RMB6.16 billion, and cash and cash equivalents increased by approximately RMB4.04 billion.

The risk assessment of cash flows by the Company's management is 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 2012 | | |
|--------------------------|---------------|-------------|---------------|---------------|------------|
| | 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 | 20,663,866 | 459,461 | 3,303 | 1,185,773 | 22,312,403 |
| Accounts receivable | 541,651 | - | - | - | 541,651 |
| Other receivables | 203,561 | - | - | - | 203,561 |
| Other current assets - | | | | | |
| available-for-sale | | | | | |
| financial assets due | | | | | |
| within one year | 2,000,000 | <u> </u> | | <u> </u> | 2,000,000 |
| _ | 23,409,078 | 459,461 | 3,303 | 1,185,773 | 25,057,615 |
| Financial liabilities - | | _ | _ | | |
| Short-term borrowings | 16,171,765 | - | - | - | 16,171,765 |
| Accounts payable | 4,924,949 | - | - | - | 4,924,949 |
| Other payables | 877,345 | - | - | - | 877,345 |
| Long-term borrowings | 6,031,839 | 4,663,523 | 10,184,689 | 11,624,419 | 32,504,470 |
| Long-term payables | 651,987 | 277,452 | 268,632 | 951,096 | 2,149,167 |
| _ | 28,657,885 | 4,940,975 | 10,453,321 | 12,575,515 | 56,627,696 |
| _ | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(3) Liquidity risk (Continued)

| _ | | 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 |
| Notes receivable | 3,117,336 | - | - | - | 3,117,336 |
| Accounts receivable | 598,332 | - | - | - | 598,332 |
| Other receivables | 1,535,984 | <u> </u> | | | 1,535,984 |
| | 22,603,154 | 275,400 | 273,303 | 1,160,373 | 24,312,230 |
| 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 |

(4) 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 | 31 December 2012 | | r 2011 |
|-------------------------|----------------|------------------|----------------|------------|
| | Net book value | Fair value | Net book value | Fair value |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Financial liabilities - | | | | |
| Long-term borrowings | 28,757,469 | 29,195,307 | 27,645,287 | 27,238,523 |
| Long-term payables | 1,792,072 | 1,819,829 | 1,834,117 | 1,787,377 |
| | 30,549,541 | 31,015,136 | 29,479,404 | 29,025,900 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(4) 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 2012, 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- Financial liabilities - | | 361,446 | 2,700,000 | 3,061,446 |
| Financial liabilities held for trading | | | | |
| As at 31 December 2011, the financial analysed below: | assets measure | ed at fair value l | by the above thi | ree levels are |
| | Level 1 | Level 2 | Level 3 | Total |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| Financial assets - | | | | |
| Available-for-sale financial assets- | - | 399,684 | 500,000 | 899,684 |
| Financial liabilities - | | | | |
| Financial liabilities held for trading | - | 150 | - | 150 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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

12 FINANCIAL INSTRUMENT AND RISK (CONTINUED)

(4) 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 |
| | 2011 | year | equity | movements | 2012 |
| | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 |
| | | | | | |
| Investment properties measured at | | | | | |
| fair value (Note 5(11)) | 6,839,112 | 504,363 | - | (87,133) | 7,256,342 |
| Available-for-sale financial assets | | | | | |
| (Note 5(9)) | 899,684 | - | 19,671 | 142,091 | 1,061,446 |
| Other current assets - available-for- | | | | | |
| sale financial assets due within one | | | | | |
| year | | | | 2,000,000 | 2,000,000 |
| | 7,738,796 | 504,363 | 19,671 | 2,054,958 | 10,317,788 |
| | | | | | |
| Financial liabilities held for trading | 150 | | | (150) | |

14 FINANCIAL ASSETS AND LIABILITIES IN FOREIGN CURRENCY

| | 31 December 2012 RMB'000 | 31 December 2011 RMB'000 |
|---------------------------|-----------------------------|-----------------------------|
| Financial assets - | | |
| Cash at bank and on hand | 266,538 | 463,799 |
| Accounts receivable | 133,925 | 111,614 |
| Financial assets subtotal | 400,463 | 575,413 |
| Financial liabilities - | | |
| Borrowings and payables | 21,994,538 | 19,155,307 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 2012 RMB'000 | 31 December 2011 RMB'000 |
|-----|---|--------------------------------|--------------------------------|
| | Accounts receivable | 335,946 | 721,287 |
| | Less: Provisions for bad debts | (9,310) | (9,310) |
| | <u> </u> | 326,636 | 711,977 |
| (a) | The aging of accounts receivable are analysed as follows: | 31 December | 31 December |
| | | 2012 | 2011 |
| | | RMB'000 | RMB'000 |
| | Within 1 year | 326,636 | 711,977 |
| | Over 6 years | 9,310 | 9,310 |
| | | 335,946 | 721,287 |

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

| | | 31 Decem | nber 2012 | | 31 December 2011 | | | | | |
|---|-------------------|--------------------|-------------------|--------------------|-------------------|--------------------|-------------------|--------------------|--|--|
| | Book | value | Provisi bad o | | Book | value | Provisi bad o | | | |
| | Amount RMB'000 | % of total balance | | |
| Provisions for bad debts by group Group by aging analysis method | 3,065 | 1% | (1,126) | 37% | 1,126 | 0% | (1,126) | 100% | | |
| - Group by related parties Amounts that are not individually significant but with provisions for bad debts assessed individually | 324,697 8,184 | 97% 2% | - (8,184) | 100% | 711,977 8,184 | 99% | (8,184) | 100% | | |
| marvidually | 335,946 | 100% | (9,310) | 3% | 721,287 | 100% | (9,310) | 1% | | |

⁽c) As at 31 December 2012, accounts receivable did not include any amounts due from entities which hold over 5% (5% included) voting shares of the Company (31 December 2011: Nil).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 2012, the top 5 largest accounts receivables are analysed as follows:

| | Relationship with the Company | Amount RMB'000 | Period | % of total balance |
|--------------------|-------------------------------|-------------------|---------------|--------------------|
| Golden-Deer Sales | Subsidiary | 196,992 | Within 1 year | 59% |
| Yisheng Holding | Under HNA Group's | | Within 1 year | 10% |
| | control | 34,597 | | |
| Brussels | Subsidiary | 31,426 | Within 1 year | 9% |
| Xinhua Airlines | Subsidiary | 22,212 | Within 1 year | 7% |
| Xinsheng Info Tech | Under HNA Group's | | Within 1 year | |
| | control | 19,087 | | 6% |
| | | 304,314 | | 91% |

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

| | _ | 31 De | ecember 2012 | | 31 | 31 December 201 | | | | |
|----------------------|---------------------------|---------|--------------|------------|---------|-----------------|------------|--|--|--|
| | 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 | 196,992 | 59% | - | 624,224 | 87% | - | | | |
| Yisheng Holding | Under HNA Group's control | 34,597 | 10% | - | 45,274 | 6% | - | | | |
| Brussels | Subsidiary | 31,426 | 9% | - | - | - | - | | | |
| Xinhua Airlines | Subsidiary | 22,212 | 7% | - | - | - | - | | | |
| Others | _ | 39,470 | 12% | | 42,479 | 6% | | | | |
| | _ | 324,697 | 97% | | 711,977 | 99% | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

| Amounts due from related parties 979,145 1,361,708 Aircraft leasing security deposits and maintenance funds receivable 53,149 30,877 Others 68,979 23,583 Less: Provisions for bad debts (13,729) (13,729) 1,087,544 1,402,439 (a) The aging of other receivables is analysed below: 31 December 2012 2011 RMB'000 RMB'000 Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | | 31 December 2012 | 31 December 2011 |
|--|-----|---|---------------------|---------------------|
| Aircraft leasing security deposits and maintenance funds receivable Others Others Others East: Provisions for bad debts The aging of other receivables is analysed below: The aging of other receivables is analysed below: 31 December 2012 RMB'000 Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 2 to 3 years 3 to 4 years 4 to 5 years 5 to 6 years Over 6 years Aircraft leasing security deposits and maintenance funds 68,979 23,583 1,101,273 1,416,168 (13,729) 1,087,544 1,402,439 31 December 2012 RMB'000 RMB'000 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 11,542 7,640 6,601 235 3 to 4 years 175 206 4 to 5 years 1665 1442 Over 6 years 7,058 6,6418 | | | RMB'000 | RMB'000 |
| Others 68,979 23,583 1,101,273 1,416,168 Less: Provisions for bad debts (13,729) (13,729) 1,087,544 1,402,439 (a) The aging of other receivables is analysed below: 31 December 2012 2011 RMB'000 RMB'000 RMB'000 Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | · | 979,145 | 1,361,708 |
| Less: Provisions for bad debts (13,729) (13,729) (13,729) (13,729) (13,729) (13,729) (13,729) (13,729) (13,729) (13,729) (13,729) (1,087,544) (1,087, | | receivable | 53,149 | 30,877 |
| Less: Provisions for bad debts (13,729) (13,729) 1,087,544 1,402,439 (a) The aging of other receivables is analysed below: 31 December 2012 2011 RMB'000 RMB'000 Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | Others | 68,979 | 23,583 |
| 1,087,544 1,402,439 | | | 1,101,273 | 1,416,168 |
| (a) The aging of other receivables is analysed below: 31 December 2012 2011 RMB'000 RMB'000 Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | Less: Provisions for bad debts | (13,729) | (13,729) |
| Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | | 1,087,544 | 1,402,439 |
| Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | (a) | The aging of other receivables is analysed below: | | |
| Within 1 year 1,075,096 1,399,530 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | | 31 December | 31 December |
| Within 1 year1,075,0961,399,5301 to 2 years11,5427,6402 to 3 years6,6012353 to 4 years1752064 to 5 years1166975 to 6 years6851442Over 6 years7,0586,418 | | | | |
| 1 to 2 years 11,542 7,640 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | | RMB'000 | RMB'000 |
| 2 to 3 years 6,601 235 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | Within 1 year | 1,075,096 | 1,399,530 |
| 3 to 4 years 175 206 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | 1 to 2 years | 11,542 | 7,640 |
| 4 to 5 years 116 697 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | 2 to 3 years | 6,601 | 235 |
| 5 to 6 years 685 1442 Over 6 years 7,058 6,418 | | 3 to 4 years | 175 | 206 |
| Over 6 years | | 4 to 5 years | 116 | 697 |
| · · · · · · · · · · · · · · · · · · · | | 5 to 6 years | 685 | 1442 |
| 1,101,273 1,416,168 | | Over 6 years | 7,058 | 6,418 |
| | | | 1,101,273 | 1,416,168 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 December 2012 | | | | | 31 December 2011 | | | | |
|---|------------------|---------|-----------|---------|-----------|------------------|-----------|---------|--|--|
| | | | Provision | on for | | | Provision | n for | | |
| | Book ba | lance | bad d | ebts | Book ba | lance | bad debts | | | |
| | | % of | | % 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 | - | - | - | - | - | - | - | - | | |
| Amounts that are not individually significant but with specific provision for bad debts | 7,000 | 1% | (7,000) | 100% | 7,000 | 0% | (7,000) | 100% | | |
| Provision for bad debts by group | | | | | | | | | | |
| Group by aging analysis method | 68,979 | 6% | (6,729) | 10% | 22,937 | 2% | (6,729) | 29% | | |
| Aircraft leasing security deposits and maintenance funds receivable | 46,149 | 4% | - | - | 24,523 | 2% | - | - | | |
| - Group by related parties | 979,145 | 89% | | _ | 1,361,708 | 96% | _ | _ | | |
| Croup by related parties | 1,101,273 | 100% | (13,729) | 1% | 1,416,168 | 100% | (13,729) | 1% | | |
| - | 1,101,273 | 100% | (13,729) | 1 70 | 1,710,100 | 10070 | (13,729) | 1 /0 | | |

(c) As at 31 December 2012, the top 5 largest other receivables are analysed below:

| | Relationship with the Group | Amount RMB'000 | Aging | % of total balance |
|--------------------|-----------------------------|-------------------|---------------|--------------------|
| Xinhua Airlines | Subsidiary | 799,916 | Within 1 year | 73% |
| Beijing Kehang | Subsidiary | 160,280 | Within 1 year | 15% |
| Other Receivable 1 | Third party | 47,228 | Within 1 year | 4% |
| Other Receivable 2 | Third party | 24,498 | Within 1 year | 2% |
| Other Receivable 3 | Third party | 24,000 | Within 1 year | 2% |
| | | 1,055,922 | _ | 96% |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 2 | 2012 | 31 | 31 December 2011 | | |
|-----------------|-------------------|---------|------------|----------------|-----------|------------------|----------------|--|
| | 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 | |
| Xinhua Airlines | Subsidiary | 799,916 | 72% | _ | _ | _ | _ | |
| Beijing Kehang | Subsidiary | 160,280 | 15% | - | - | _ | - | |
| HNA Real Estate | Under HNA Group's | | | | | | | |
| Holding | control | 169 | - | - | 156,045 | 11% | - | |
| Grand China Air | Parent company | - | - | - | 1,135,375 | 80% | - | |
| Yangtze River | Under HNA Group's | | | | | | | |
| Express | control | - | - | - | 44,802 | 3% | - | |
| Lucky Air | Under the common | | | | | | | |
| | control of the | | | | | | | |
| | parent company | | | | | | | |
| | of the Company | - | - | - | 8,053 | 1% | - | |
| Others | | 18,780 | 2% | | 17,433 | 1% | | |
| | _ | 979,145 | 89% | _ | 1,361,708 | 96% | | |

(3) Long-term equity investments

| | 31 December | 31 December |
|--|-------------|-------------|
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Subsidiaries (a) | 7,943,018 | 8,383,018 |
| Associates - without quoted price (b) | 2,426,035 | 1,850,250 |
| Other long-term equity investments (c) | 1,655,679 | 1,147,059 |
| | 12,024,732 | 11,380,327 |
| Less: Provisions for impairment | (5,000) | (5,000) |
| | 12,019,732 | 11,375,327 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 | 2011 | additions/disposals | 2012 | 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 | Cost method | 3,746,107 | 3,746,107 | - | 3,746,107 | 100.00% | 100.00% | - | - | - | - |
| Chang'an Airlines | Cost method | 1,799,408 | 1,799,408 | - | 1,799,408 | 100.00% | 100.00% | - | - | - | - |
| Beijing Kehang | Cost method | 1,728,341 | 1,728,341 | - | 1,728,341 | 95.00% | 95.00% | - | - | - | - |
| Shanxi Airlines | Cost method | 408,467 | 408,467 | - | 408,467 | 46.29% | 46.29% | - | - | - | - |
| Brussels EDIP | Cost method | 62,996 | 62,996 | - | 62,996 | 100.00% | 100.00% | - | - | - | - |
| Brussels DATA | Cost method | 61,764 | 61,764 | - | 61,764 | 100.00% | 100.00% | - | - | - | - |
| Brussels SODE | Cost method | 59,918 | 59,918 | - | 59,918 | 100.00% | 100.00% | - | - | - | - |
| HNA Hongkong | Cost method | 58,417 | 58,417 | - | 58,417 | 100.00% | 100.00% | - | - | - | - |
| Golden-Deer Sales | Cost method | 7,600 | 7,600 | - | 7,600 | 95.00% | 95.00% | - | - | - | - |
| Hainan Hangxiang(i) | Cost method | 10,000 | - | 10,000 | 10,000 | 100.00% | 100.00% | - | - | - | - |
| Hunan Golden-Deer | | | | | | | | | | | |
| (Note 5(10)(a)(ii)) | Cost method | 450,000 | 450,000 | (450,000) | | | | | | | |
| | | | 8,383,018 | (440,000) | 7,943,018 | • | | _ | _ | | |
| | | | | | 1 | ll . | | - | | | |

⁽i) In October 2012, the Company established Hainan Hangxiang with cash capital of RMB 10,000 thousand.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

(b) Associates

| | | | _ | Cur | rent year increa | se/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 | 2011 | /reduction | associates | associates | movement | 2012 s | hareholding | right | % voting rights | impairment | year |
| | | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | RMB'000 | | | RMB'000 | RMB'000 |
| | | | | | | | | | | | | | |
| | Equity | | | | | | | | 48.08% | 48.08% | | | |
| HNA Technology | method | 1,000,000 | 1,000,000 | - | 12,209 | - | - | 1,012,209 | | | - | - | - |
| | Equity | | | | | | | | 40% | 40% | | | |
| Lucky Air | method | 842,000 | 842,000 | - | 111,005 | - | - | 953,005 | | | - | - | - |
| Hunan Golden- | | | | | | | | | | | | | |
| Deer | Equity | | | | | | | | | | | | |
| (Note 5(10)(a)(ii)) | method | 450,000 | - | 450,000 | - | - | - | 450,000 | 47.37% | 47.37% | - | - | - |
| HNA Import & | Equity | | | | | | | | | | | | |
| Export | method | 3,000 | 8,250 | - | 2,571 | - | | 10,821 | 30% | 30% | - | - | - |
| | | | 1,850,250 | 450,000 | 125,785 | - | - | 2,426,035 | | | | | |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 | 2011 | additions | 2012 | 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 | 713,000 | 713,000 | _ | 713,000 | 17.59% | 17.59% | | _ | _ | _ |
| Capital Aviation | Cost method | , | , | | , | | | | | | |
| Holdings | | | | | | | | | | | |
| (Note 5(10)(b)(i)) | | 508,620 | - | 508,620 | 508,620 | 19.6% | 19.6% | | - | - | - |
| Haikou Meilan | Cost method | 304,765 | 304,765 | - | 304,765 | 12.08% | 12.08% | | - | - | 966 |
| HNA Hotel Group | Cost method | 58,161 | 58,161 | - | 58,161 | 19% | 19% | | - | - | - |
| Xin Guo Hotel | Cost method | 40,000 | 31,952 | - | 31,952 | 13.33% | 13.33% | | - | - | - |
| TravelSky Tech | Cost method | 17,000 | 17,000 | - | 17,000 | 1.13% | 1.13% | | - | - | 3,978 |
| Yangtze River | Cost method | | | | | | | | | | |
| Express | | 10,000 | 10,000 | - | 10,000 | 2% | 2% | | - | - | - |
| Meilan Airport | Cost method | 6,906 | 6,906 | - | 6,906 | 1.12% | 1.12% | | - | - | 899 |
| Other investments | Cost method | 5,275 | 5,275 | <u>-</u> _ | 5,275 | _ | | _ | (5,000) | | |
| | | | 1,147,059 | 508,620 | 1,655,679 | - 1 | | _ | (5,000) | | 5,843 |
| | | | | | | • | | | | | |

Explanation for

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

| | 2012 RMB'000 | 2011 RMB'000 |
|--|----------------------|-----------------|
| Revenue from main operations (a) | 18,798,687 | 17,021,253 |
| Revenue from other operations (b) | 1,214,600 | 1,139,735 |
| | 20,013,287 | 18,160,988 |
| Operating costs of main operations | (14,322,333) | (12,953,515) |
| Operating costs of other operations (b) | (611,261) | (572,269) |
| . , | (14,933,594) | (13,525,784) |
| Revenue from main operations | | |
| Revenue from main operations by business categories is | analysed as follows: | |
| | 2012 | 2011 |
| | RMB'000 | RMB'000 |
| Passenger | 17,942,293 | 16,226,666 |
| Cargo and mail | 714,253 | 712,869 |
| Others | 142,141 | 81,718 |
| | 18,798,687 | 17,021,253 |

The total revenue of the Company's top 5 customers for the year ended 31 December 2012 amounted to RMB5,227,691 thousand (2011: RMB4,540,247 thousand), accounting for 26% of total revenue of the Company (2011: 25%).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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)

| | 2012 | | 2011 | |
|---|---|-----------------------------------|---------------------------------------|-----------------------------|
| · | | Operating | | Operating costs |
| | Revenue from other operations RMB'000 | costs of other operations RMB'000 | Revenue from other operations RMB'000 | of other operations RMB'000 |
| Aircraft leasing income Processing fee for | 846,083 | (550,757) | 810,353 | (517,779) |
| cancelled tickets | 119,770 | - | 101,779 | - |
| Building rental income Aircraft advertising | 63,259 | - | 60,258 | - |
| income Commission fee | 30,210 | - | 32,850 | - |
| income | 24,952 | - | 25,365 | - |
| Others | 130,326 | (60,504) | 109,130 | (54,490) |
| <u></u> | 1,214,600 | (611,261) | 1,139,735 | (572,269) |

Costs of aircraft leasing did not include interests charge of RMB208,679 thousand (2011: RMB218,772 thousand) incurred for the loans and finance leases of the relevant aircraft. Such interest charges are included in the finance expenses.

(5) Investment income

| 2012 | 2011 |
|----------|--|
| RMB'000 | RMB'000 |
| 125,785 | 39,754 |
| 5,843 | 83 |
| 4,636 | 8,932 |
| (40,116) | - |
| <u> </u> | 384,251 |
| 96,148 | 433,020 |
| | RMB'000 125,785 5,843 4,636 (40,116) |

(c)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

| | 2012 | 2011 |
|---|-----------|-------------|
| | RMB'000 | RMB'000 |
| N. 4. 69 | | 4 0 40 000 |
| Net profit | 893,959 | 1,840,829 |
| Add: Provisions for asset impairment | 86,104 | = |
| Depreciation of fixed assets | 1,919,989 | 1,762,869 |
| Amortisation of intangible assets | 1,911 | 1,911 |
| Amortisation of long-term deferred expenses | 84,591 | 57,659 |
| Amortization of deferred loss on sales and leaseback | 48,123 | 85,205 |
| transaction | | |
| (Gains)/losses on disposals of fixed assets, intangible | (76,068) | 25,683 |
| assets and other long-term assets | | |
| Gains on changes in fair value | (118,396) | (189,536) |
| Finance expenses | 2,053,783 | 1,497,674 |
| Investment losses | (96,148) | (433,020) |
| Increase in deferred tax liabilities | 369,630 | 763,584 |
| Increase in deferred revenue | 111,500 | 110,251 |
| Decrease/(increase) in inventories | 61,107 | (78,424) |
| Increase in operating receivables | (75,396) | (1,319,679) |
| Increase/(decrease) in operating payables | (813,266) | 1,639,213 |
| Net cash flows from operating activities | 4,451,423 | 5,764,219 |

(b) Significant investing and financing activities that do not involve cash receipts and payments

| | 2012 RMB'000 | 2011 RMB'000 |
|--|-----------------|-----------------|
| Assets transfer | 192,552 | - |
| Fixed assets acquired under finance leases | 473,000 | - |
| | 665,552 | - |
| Net increase in cash and cash equivalents | | |
| | 2012 | 2011 |

| | RMB'000 | RMB'000 |
|--|--------------|-------------|
| Cash and cash equivalents at end of year | 16,106,533 | 10,915,876 |
| Less: Cash and cash equivalents at beginning of year | (10,915,876) | (8,917,586) |
| Net increase in cash and cash equivalents | 5,190,657 | 1,998,290 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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 Business Culture Diffusion Co., Ltd.

Beijing Business Culture
Beijing Tianshou Sports Development Co., Ltd.

Beijing Air Catering Co., Ltd.

Beijing Business Culture
Kehang Tianshou
Xinhua Air Catering

Beijing HNA Songzhuang Investment and Development Co., HNA Songzhuang

Ltd.

Beijing HNA Xinhua Culture Diffusion Co., Ltd.

Xinhua Culture
Poijing HNA Hotel

Xanjing Hotel

Beijing Yanjing HNA Hotel Yanjing Hotel
Beijing Kehang Investment Co., Ltd.
Beijing Kehang

Beijing Capital Aviation Holdings Co., Ltd. Capital Aviation Holdings

Beijing Capital Airlines Co., Ltd.

Capital Airlines

Brussels DATA Hotel

Brussels DATA

Brussels EDIP Hotel

Brussels EDIP

Brussels SODE Hotel

Brussels SODE

Bohai International Trust Co., Ltd.

Brussels SODE

Bohai Trust

Bohai Leasing Co., Ltd.

Chang'an Airlines Co., Ltd.

Changjiang Leasing Co., Ltd.

Changjiang Leasing Co., Ltd.

Changjiang Leasing

Grand China Air Co., Ltd.

Grand China Air

Guokai Jingcheng (Beijing) Investment Fund Limited Guokai Jingcheng Investment Fund

Gansu Airport Group Co., Ltd.

Hainan Guoshan Industrial Co., Ltd.

Hainan Guoxu Industrial Co., Ltd.

Hainan Guoxu

Hainan Xin Guo Hotel Ltd.

Gansu Airport

Hainan Guoshan

Hainan Guoxu

Xin Guo Hotel

Hainan Xinsheng Information Technology Co., Ltd

Hainan Hangxiang Investment and Development Co., Ltd.

Hainan HNA Aviation Information Systems Co., Ltd.

HNA Information

Hainan Air Aviation Import & Export Co., Ltd.

HNA Import & Export Hainan HNA Aviation Sales Co., Ltd.

HNA Aviation Sales

Hainan HNA Beverage Co., Ltd.

HNA Beverage
Hainan Qi Xing Industrial Investment Co., Ltd.

Hainan Qi Xing

Hainan Province Development Holding Co., Ltd

Hainan Development Holding
Hainan Meilan International Airport Co., Ltd.

Hainan Development Holding
Meilan Airport

HNA Group (Hong Kong) Co., Ltd.

HNA Air Catering Co., Ltd.

Hainan Hangpeng Industrial Co., Ltd. Hainan Golden-Deer Aviation Sales Co. Ltd.

Haikou New City Construction and Development Co., Ltd.

Haikou Meilan International Airport Co., Ltd.

HNA Business Holdings Co., Ltd.

Hainan International Tourism Island Development Co., Ltd.

HNA Property Holdings (Group) Co., Ltd.

HNA Industrial Holding Co., Ltd.

Wellan Allport

HNA Group (Hong Kong)

HNA Air Catering Hainan Hangpeng Golden-Deer Sales

New City Construction

Haikou Meilan HNA Business

Haidao Construction HNA Property Holdings

HNA Industrial

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

(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

HNA Tourism Holding (Group) Company Ltd.

HNA Yisheng Holding Co., Ltd.

HNA Airport Holding (Group) Co., Ltd.

HNA Cargo Co., Ltd.

HNA Real Estate Holding (Group) Co., Ltd.

HNA Technology Limited

HNA Airlines Holdings (Group) Co., Ltd. HNA Hotel (Group) Company Limited HNA Hotel Holding Group Co., Ltd. HNA Group (Hong Kong) Co., Ltd.

HNA Group Co., Ltd.

HNA Group Finance Co., Ltd.

Hunan Golden-Deer Investment Management Co., Ltd. Qionghai Nanjue Aviation Hainan Investment Co., Ltd. Sanya Phoenix International Airport Tianhang Holdings

Sanya Hansha Air Catering Co., Ltd

Shanxi Airlines Co., Ltd.

Tianjin Yanshan Aircraft Leasing Industry Equity Funds

Partnership Firm

Tianhang Holdings Co., Ltd. Tianjin Airlines Co. Ltd.

Xinjiang HNA Hansha Air Catering Co., Ltd.

Northwest HNA Property Co., Ltd.

Xi'an Chanba Financing Warranty Co., Ltd

Xi'an HNA Real Estate Co., Ltd.

West Airlines Co., Ltd. Hong Kong Airlines Co., Ltd.

Yunnan Xiangpeng Airlines Co., Ltd. Yunnan Xiangpeng Investment Co., Ltd. Yangtze River Express Airlines Co., Ltd. Yangtze River International Leasing Co., Ltd.

Yangtze River Property Co., Ltd.

Yangtze River Investment Holdings Co., Ltd.

China Xinhua Airlines Co., Ltd. TravelSky Technology, Ltd

China Merchants Securities Co., Ltd

HNA Tourism Yisheng Holding HNA Airport Holding

HNA Cargo

HNA Real Estate Holding

HNA Technology
HNA Airlines Holdings
HNA Hotel Group
HNA Hotel Holding
HNA Hongkong
HNA Group
HNA Finance
Hunan Golden-Deer
Qionghai Nanjue

Sanya Phoenix Airport Sanya Catering

Shanxi Airlines Yanshan Funds

Tianhang Holdings Tianjin Airlines Xinjiang Catering

Northwest HNA Property

Xi'an Chanba Xi'an Real Estate West Airlines Hong Kong Airlines

Lucky Air

Lucky Air Investment Yangtze River Express Yangtze River Leasing Yangtze River Property Yangtze River Investment

Xinhua Airlines TravelSky Tech Merchants Securities