

**Table 4.3**  
**Operating Results of Brokers**

| Item             | 2008  |          | 2009  |          | 2010  |          |
|------------------|-------|----------|-------|----------|-------|----------|
|                  | RMm   | % change | RMm   | % change | RMm   | % change |
| Brokerage earned | 242.8 | 4.7      | 279.5 | 15.1     | 303.2 | 8.5      |
| Other income     | 31.0  | -20.7    | 31.6  | 1.9      | 34.4  | 8.7      |
| Total expenses   | 182.1 | 5.4      | 191.5 | 5.2      | 205.6 | 7.3      |
| Operating profit | 91.8  | -6.4     | 119.6 | 30.3     | 132.0 | 10.4     |