

Ctrip.com International, Ltd.
Unaudited Consolidated Balance Sheets

	December 31, 2017 RMB (million)	March 31, 2018 RMB (million)	March 31, 2018 USD (million)
	<i>(unaudited)</i>	<i>(unaudited)</i>	<i>(unaudited)</i>
ASSETS			
Current assets:			
Cash and cash equivalents	18,243	17,253	2,751
Restricted cash	1,749	1,119	178
Short-term investments	28,130	34,123	5,440
Accounts receivable, net *	4,749	5,178	825
Prepayments and other current assets	6,547	8,642	1,378
Total current assets	59,418	66,315	10,572
Long-term deposits and prepayments	840	686	109
Land use rights	97	96	15
Property, equipment and software	5,616	5,785	922
Investments	25,574	25,224	4,021
Goodwill	56,246	56,488	9,006
Intangible assets	13,750	13,715	2,186
Other long-term receivable	237	230	37
Deferred tax assets	462	642	102
Total assets	162,240	169,181	26,970
LIABILITIES			
Current liabilities:			
Short-term debt and current portion of long-term debt	16,316	20,576	3,280
Accounts payable	7,459	9,416	1,501
Salary and welfare payable	3,465	3,345	533
Taxes payable	927	1,048	167
Advances from customers	7,868	6,254	997
Accrued liability for customer reward program	610	588	94
Other payables and accruals	5,517	6,042	963
Total current liabilities	42,162	47,269	7,535
Deferred tax liabilities *	3,895	3,786	604
Long-term debt	29,220	29,072	4,635
Other long-term liabilities	348	340	54
Total liabilities	75,625	80,467	12,828
SHAREHOLDERS' EQUITY			
Share capital	5	5	1
Additional paid-in capital	71,341	71,885	11,460
Statutory reserves	384	384	61
Accumulated other comprehensive income **	80	479	76
Retained Earnings * / **	15,137	16,197	2,582
Treasury stock	(2,111)	(2,111)	(337)
Total Ctrip.com International, Ltd. shareholders' equity	84,836	86,839	13,843
Noncontrolling interests	1,779	1,875	299
Total shareholders' equity	86,615	88,714	14,142
Total liabilities and shareholders' equity	162,240	169,181	26,970

* The new revenue standard (ASC 606) was effective from January 1, 2018 and the revenue of the first quarter of 2018 was reported under new standard. We adopt the full retrospective approach under which, the revenue and other major line items of consolidated statements of comprehensive income and related items of balance sheet of the comparable periods were restated accordingly. The impact of applying this new standard for the first quarter and fourth quarter of 2017 resulted in a decrease of approximately RMB40 million and RMB0.2 billion in net revenue, respectively. Meanwhile, as of December 31, 2017, accounts receivable and retained earnings increased with approximately RMB190 million. Deferred tax liabilities as of December 31, 2017 and income tax expenses of the first and fourth quarter of 2017 were restated accordingly.

** The Company adopted the new financial instruments accounting standard from January 1, 2018 and approximately RMB6.3 billion of accumulated other comprehensive income for the available-for-sale equity securities that existed as of December 31, 2017 was reclassified into retained earnings upon the initial adoption. After the adoption of this new accounting standard, the Company measured its available-for-sale equity securities at fair value with gains or losses recorded through the income statements, which could vary significantly from quarter to quarter. The impact of applying this new standard for the first quarter of 2018 resulted in a decrease of approximately RMB0.7 billion in net income, net of tax of RMB0.1 billion.

Ctrip.com International, Ltd.
Unaudited Consolidated Statements of Comprehensive Income

	Quarter Ended March 31, 2017 RMB (million)	Quarter Ended December 31, 2017 RMB (million)	Quarter Ended March 31, 2018 RMB (million)	Quarter Ended March 31, 2018 USD (million)
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Revenue*:				
Accommodation reservation	2,023	2,184	2,487	397
Transportation ticketing	2,875	2,925	2,888	460
Packaged-tour	709	549	834	133
Corporate travel	144	207	180	29
Others	342	354	377	60
Total revenue	6,093	6,219	6,766	1,079
Less: Sales tax and surcharges	(48)	(46)	(35)	(6)
Net revenue	6,045	6,173	6,731	1,073
Cost of revenue	(1,189)	(1,061)	(1,244)	(198)
Gross profit	4,856	5,112	5,487	875
Operating expenses:				
Product development ***	(1,963)	(2,074)	(2,160)	(344)
Sales and marketing ***	(1,881)	(2,034)	(2,091)	(333)
General and administrative ***	(638)	(701)	(646)	(103)
Total operating expenses	(4,482)	(4,809)	(4,897)	(780)
Income from operations	374	303	590	95
Interest income	130	336	480	77
Interest expense	(260)	(324)	(322)	(51)
Other (expense)/income **	(88)	337	397	63
Income before income tax expense, equity in income of affiliates and non-controlling interests	156	652	1,145	184
Income tax expense * / **	(139)	(238)	(179)	(29)
Equity in income/(loss) of affiliates	27	(98)	78	12
Net income	44	316	1,044	167
Net loss attributable to non-controlling interests	8	34	16	3
Net income attributable to Ctrip.com International, Ltd.	52	350	1,060	170
Comprehensive income attributable to Ctrip.com International, Ltd. **	1,203	2,374	1,459	233
Earnings per ordinary share				
- Basic	0.81	5.18	15.47	2.47
- Diluted	0.77	4.99	14.49	2.31
Earnings per ADS				
- Basic	0.10	0.65	1.93	0.31
- Diluted	0.10	0.62	1.81	0.29
Weighted average ordinary shares outstanding				
- Basic	64,940,107	67,498,755	68,506,090	68,506,090
- Diluted	68,483,538	73,845,325	75,855,705	75,855,705
*** Share-based compensation included in Operating expense above is as follows:				
Product development	283	214	210	34
Sales and marketing	49	40	35	6
General and administrative	190	146	131	21
** Fair value changes of equity securities investments included in Net income is as follow:				
Fair value loss of equity securities investments, net of tax	-	-	688	110

Ctrip.com International, Ltd.
Reconciliation of GAAP and Non-GAAP Results
(In RMB (million), except % and per share information)

	Quarter Ended March 31, 2018					
	GAAP Result	% of Net Revenue	Non-GAAP Adjustment	% of Net Revenue	Non-GAAP Result	% of Net Revenue
<i>Share-based compensation included in Operating expense is as follows:</i>						
Product development	(2,160)	32%	210	3%	(1,950)	29%
Sales and marketing	(2,091)	31%	35	1%	(2,056)	31%
General and administrative	(646)	10%	131	2%	(515)	8%
Total operating expenses	(4,897)	73%	376	6%	(4,521)	67%
Income from operations	590	9%	376	6%	966	14%
Fair value changes of equity securities investments, net of tax	(688)	10%	688	10%	-	0%
Net income attributable to Ctrip's shareholders	1,060	16%	1,064	16%	2,124	32%
Diluted earnings per ordinary share (RMB)	14.49		13.34		27.83	
Diluted earnings per ADS (RMB)	1.81		1.67		3.48	
Diluted earnings per ADS (USD)	0.29		0.26		0.55	

	Quarter Ended December 31, 2017					
	GAAP Result	% of Net Revenue	Non-GAAP Adjustment	% of Net Revenue	Non-GAAP Result	% of Net Revenue
<i>Share-based compensation included in Operating expense is as follows:</i>						
Product development	(2,074)	34%	214	3%	(1,860)	30%
Sales and marketing	(2,034)	33%	40	1%	(1,994)	32%
General and administrative	(701)	11%	146	2%	(555)	9%
Total operating expenses	(4,809)	78%	400	6%	(4,409)	71%
Income from operations	303	5%	400	6%	703	11%
Net income attributable to Ctrip's shareholders	350	6%	400	6%	750	12%
Diluted earnings per ordinary share (RMB)	4.99		5.42		10.41	
Diluted earnings per ADS (RMB)	0.62		0.68		1.30	
Diluted earnings per ADS (USD)	0.10		0.10		0.20	

	Quarter Ended March 31, 2017					
	GAAP Result	% of Net Revenue	Non-GAAP Adjustment	% of Net Revenue	Non-GAAP Result	% of Net Revenue
<i>Share-based compensation included in Operating expense is as follows:</i>						
Product development	(1,963)	32%	283	5%	(1,680)	28%
Sales and marketing	(1,881)	31%	49	1%	(1,832)	30%
General and administrative	(638)	11%	190	3%	(448)	7%
Total operating expenses	(4,482)	74%	522	9%	(3,960)	66%
Income from operations	374	6%	522	9%	896	15%
Net income attributable to Ctrip's shareholders	52	1%	522	9%	574	10%
Diluted earnings per ordinary share (RMB)	0.77		7.55		8.32	
Diluted earnings per ADS (RMB)	0.10		0.94		1.04	
Diluted earnings per ADS (USD)	0.01		0.14		0.15	

Notes for all the condensed consolidated financial schedules presented:

Note 1: The conversion of Renminbi (RMB) into U.S. dollars (USD) is based on the certified exchange rate of USD1.00=RMB6.2726 on March 30, 2018 published by the Federal Reserve Board.