



寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED



# *Results Review and Prospects*

STOCK CODE: 2355.HK



寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

*Corporate Profile*  
*Results Review*  
*Business Prospects*





寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

# *Corporate Profile*

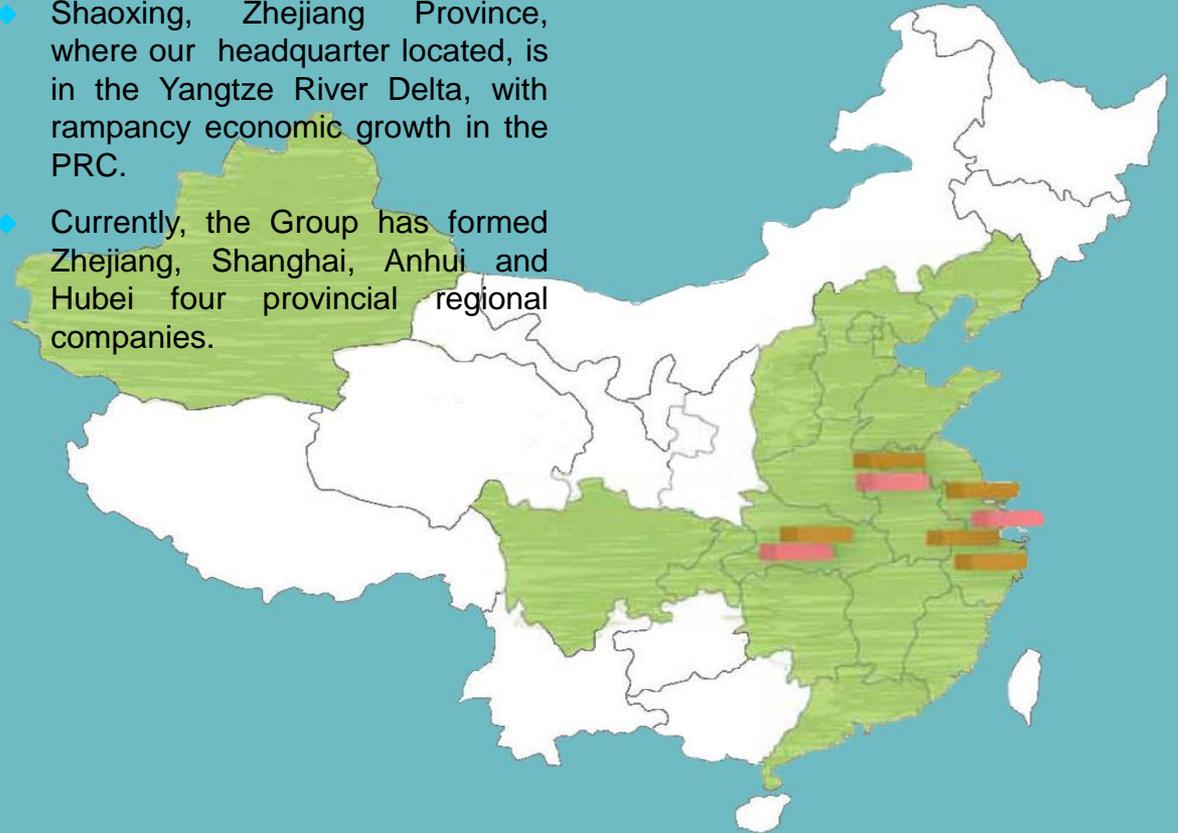




## Corporate Profile - Business Network



- ◆ Shaoxing, Zhejiang Province, where our headquarter located, is in the Yangtze River Delta, with rampancy economic growth in the PRC.
- ◆ Currently, the Group has formed Zhejiang, Shanghai, Anhui and Hubei four provincial regional companies.





## Corporate Profile - Business Network

*Baoye Group Company Limited*

### *Construction Business*

- Zhejiang
- Shanghai
- Jiangsu
- Anhui
- Hubei
- Hunan
- Beijing
- Tianjing
- Hebei
- Henan
- Shandong
- Shanxi
- Liaoning
- Sichuan
- Chongqing
- Xinjiang
- Jiangxi
- Fujian
- Guangdong
- Africa

### *Property Development Business*

- Zhejiang
- Shanghai
- Hubei
- Anhui
- Henan

### *Building Materials Business*

- Zhejiang
- Anhui
- Hubei
- Shanghai
- Jiangsu



## Corporate Profile - Business Structure

### Baoye Group Company Limited

#### Construction Business

- Government and Public Buildings
- Urban Facilities and Infrastructure
- Commercial Buildings
- Residential Buildings
- Industrial Buildings
- Electrical and Electronic Buildings
- Fireproof Facilities
- Curtain Wall Installation

#### Property Development Business

- Shaoxing "Baoye Four Seasons Garden"
- Hangzhou "Fengyue Shangzhu"
- Lishui "Biou Jiayuan"
- Wuhan "Puyuan"
- Mengcheng "Binhe Green Garden"
- Kaifeng "Baoye Longhu Yucheng"
- Lu'an "Yeji Jiangnan Fu"
- Sixian "Sizhou Green Garden"
- Bozhou "Qinglan Green Garden"
- Shaoxing "Xialv Project • Yunxili"
- Lishui "Xishan Yueyuan"
- Shanghai "Active Paradise"
- Yichang "Qinyuan"
- Taihe "Jiangnan Fu"
- Lu'an "Baoye Junyue Green Garden"
- Zhengzhou "Zhengzhou Project"
- Sixian "Xuefu Green Garden"

#### Building Materials Business

- Curtain Wall
- Ready-mixed Concrete
- Furnishings and Interior Decorations
- Wooden Products and Fireproof Materials
- PC Assembly Plates
- Others



## Corporate Profile - Business Structure

### *Baoye Group Company Limited*

#### *Construction Business*

- ◆ No limit on tendering bids because of premier license and as one of the pilot enterprises of EPC in Zhejiang Province and a total of three premier license companies
- ◆ Strong revenue growth supported by steady order volume growth

#### *Property Development Business*

- ◆ Enjoys a higher quality of products and services in the industry due to synergistic effect resulting from excellent construction and building materials, as well as the technology and brand advantages of housing industrialization
- ◆ Build the “Century-lasting House” brand, and provide the high-quality, high-tech, comfortable and energy-saving housings for the market.

#### *Building Materials Business*

- ◆ Pioneer of housing industrialization in the PRC with the capability of research, design, construction, manufacture and operation of industrialized construction, aiming to become the industry standard setter
- ◆ Widely dispatched Construction Industrialization bases in Zhejiang, Anhui, Hubei, Shanghai and Jiangsu, etc, laid a good foundation for the construction industrialization business development in the future.



## Corporate Profile



- ◆ With over 40 years of industry experience, the Group has successfully developed into a vertically integrated enterprise comprising of construction, property development and prefabricated building materials, and growing up from a regional company to a nationwide one.
- ◆ An H Share company listed on the main board of HKEx since June 2003. The first vertically integrated construction enterprise of mainland listed in Hong Kong.
- ◆ Highly focused and specialized in our core businesses segments.
- ◆ Privately-owned enterprise managed by professionals with an aim to enhance shareholders' value through sound corporate governance.



## Shareholders

### Corporate Profile

<i>As at 31 March 2024</i>	<i>No. of shares</i>	<i>% of total</i>
<b>Domestic Shares</b>		
Mr. Pang Baogen (Chairman)	193,753,054	37.21%
Senior Management	156,988,999	30.14%
	<b>350,742,053</b>	<b>67.35%</b>
<b>H Shares</b>		
Wu Xueqin	29,304,000	5.63%
Zhu Yicai (Note 1)	29,304,000	5.63%
Others	140,710,000	27.02%
	<b>170,014,000</b>	<b>32.65%</b>
<b>Total</b>	<b>520,756,053</b>	<b>100%</b>

1.Mr. Zhu Yicai, the spouse of Ms. Wu Xueqin, is deemed to be interested in 29,304,000 H shares through its controlled corporations, namely Top Easy Holding Limited and Star Ruby Overseas Ltd.



寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

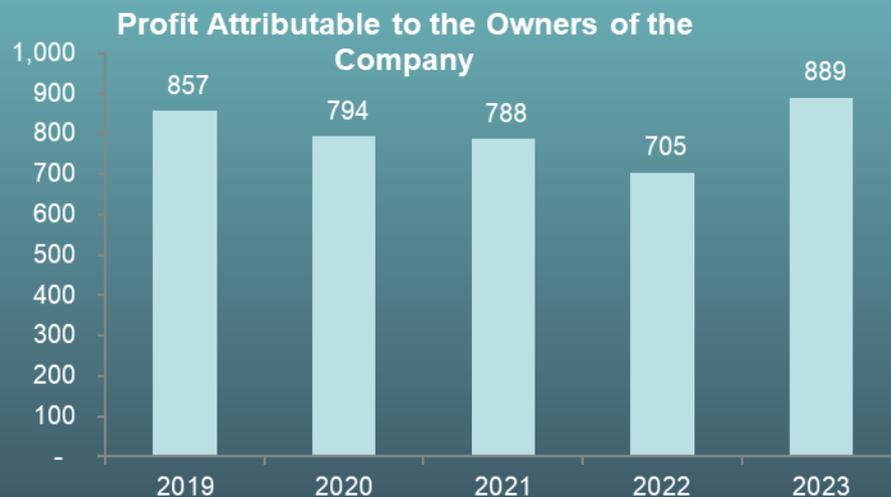
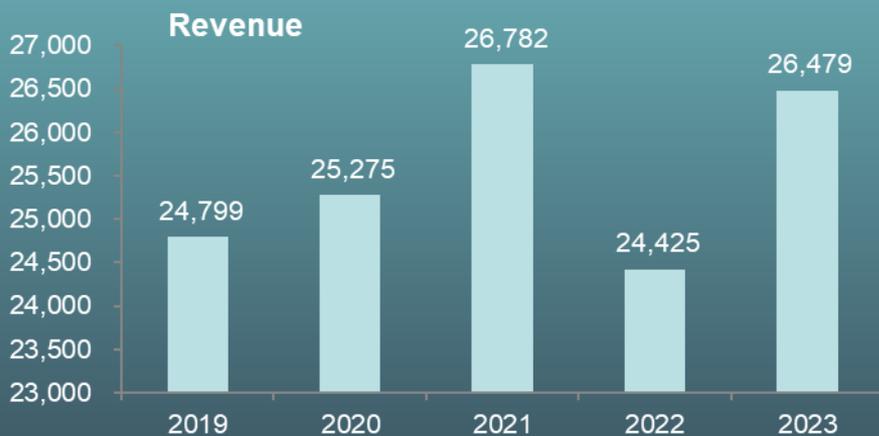
# *Results Review*





## Results Review

For the year ended 31 December  
RMB million

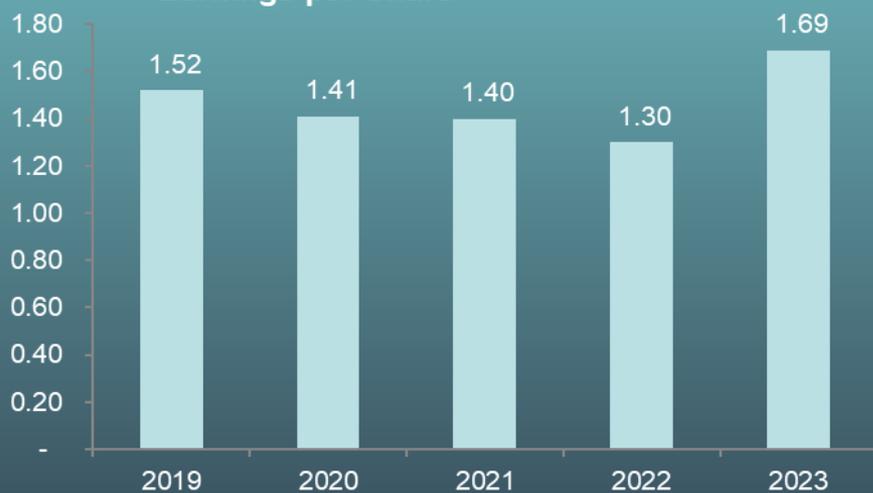




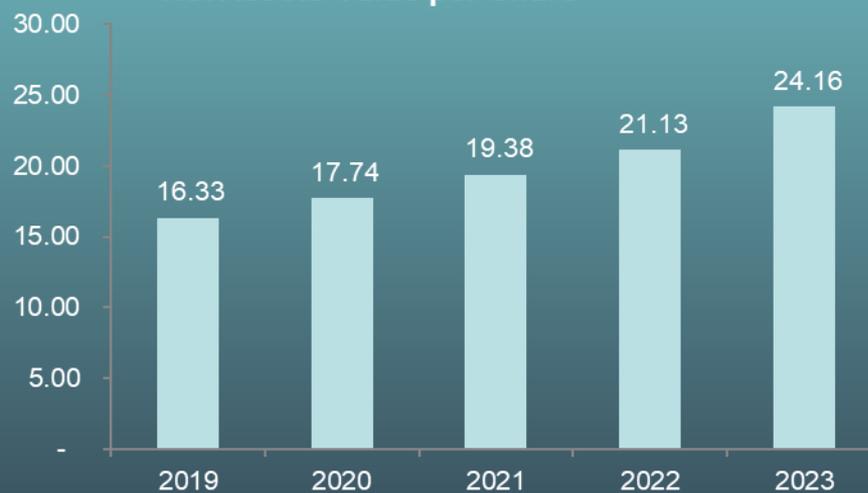
## Results Review

For the year ended 31 December  
RMB

### Earnings per Share



### Net Assets Value per Share

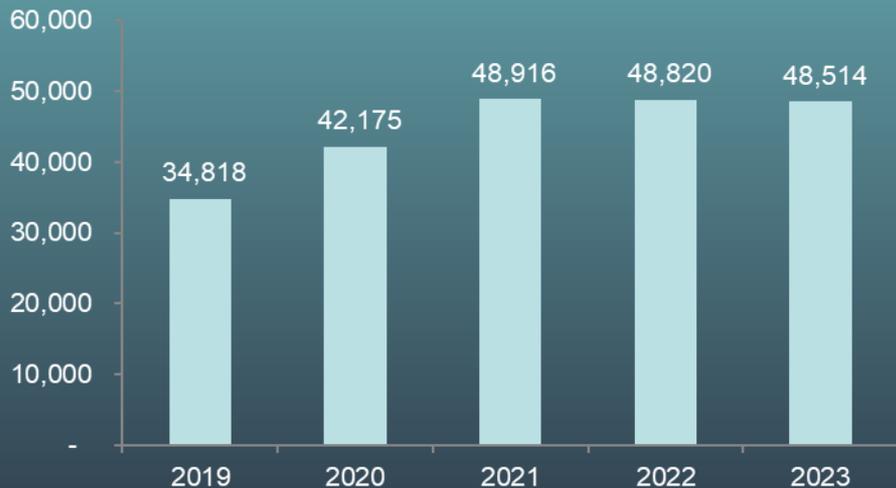




## Results Review

For the year ended 31 December  
RMB million

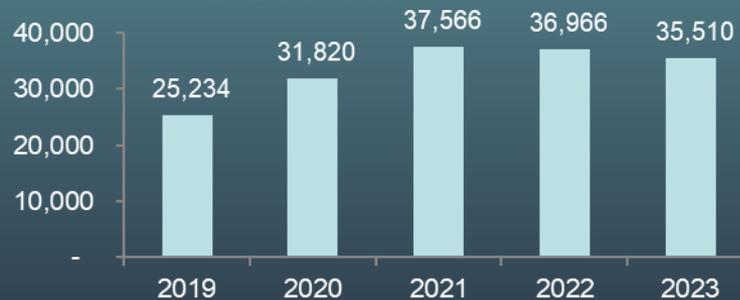
### Total Assets



### Total Equity



### Total Liabilities



## Summary

For the year ended 31 December  
RMB million

	2023	2022	Change
Revenue	26,479	24,425	8.4%
Profit attributable to the owners of the Company	889	705	26.2%
Earnings per share (RMB)	1.69	1.30	30.0%

## Results Review





## Turnover



## Results Review

For the year ended 31 December  
RMB million

	2023	2022	Change
Construction	16,015	17,295	-7%
Property Development	7,286	4,470	63%
Building Materials	2,839	2,320	22%
Others	339	340	0%
<b>Total</b>	<b>26,479</b>	<b>24,425</b>	<b>8%</b>





## Operating Profit



### Results Review

For the year ended 31 December  
RMB million

	2023	2022	Change
Construction	614	320	92%
Property Development	855	607	41%
Building Materials	7	141	-95%
Others	2	11	-79%
<b>Total</b>	<b>1,478</b>	<b>1,079</b>	<b>37%</b>



## Operating Profit Margin



### Results Review

For the year ended 31 December

	2023	2022	Change
Construction	<b>3.8%</b>	1.9%	107%
Property Development	<b>11.7%</b>	13.6%	-14%
Building Materials	<b>0.3%</b>	6.1%	-96%
Others	<b>0.7%</b>	3.2%	-79%

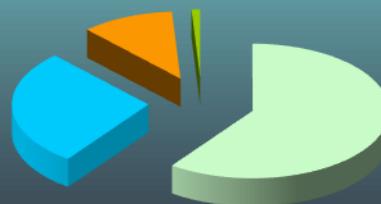
## Business Structure

### Results Review

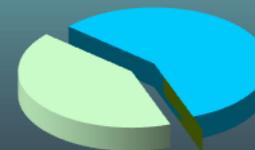
#### Revenue and profit breakdown by business segments

	<i>Revenue</i>	<i>Profit</i>
Construction	60%	42%
Property Development	28%	58%
Building Materials	11%	0%
Others	1%	0%

*Revenue*



*Profit*



■ Construction ■ Property Development ■ Building Materials ■ Others



## Key Award projects



# Results Review

<i>Projects Name</i>	<i>Awards</i>
Shaoxing City Police Station's Business and Technology Building	<b>Luban Award</b>
Hangzhou Bay Accounting Institute (China Accounting Historical and Cultural Park)	<b>Qianjiang Cup</b>
Shaoxing Children's Welfare Institute Relocation Project	<b>Lanhua Cup</b>
Shaoxing Keqiao Yangshan Rock Climbing Center	<b>Qinfangcheng Cup</b>
Baoye Active Paradise	<b>Gold Award of Zhan Tianyou Excellent Residential Community</b>
Peacock City Aerospace Palace • Binjiang Garden Phase II	<b>Chutian Cup</b>
Baoye Dexin • Chenguangli Building 1#	<b>Gold Award of Huanghe Cup</b>
New City • The Pu-Yue Villa	<b>Chutian Cup</b>
Sunshine Garden	<b>Shaohua Cup</b>
Furong Medical Centre and Supporting Project	<b>Hupo Cup</b>



## Property Development – properties under development

### Results Review

<i>Property Name</i>	<i>Location</i>	<i>Equity Interest of the Group</i>	<i>Construction Area (Sqm) under development</i>
Baoye Four Seasons Garden	Shaoxing	257,847	100%
Xialv Project • Yunxili	Shaoxing	214,970	60%
Fengyue Shangzhu	Hangzhou	49,497	100%
Xishan Yueyuan	Lishui	116,905	100%
Biou Jiayuan	Lishui	124,655	100%
Active Paradise	Shanghai	65,001	100%
Puyuan	Wuhan	165,144	100%
Qinyuan	Yichang	196,596	100%





## Property Development – properties under development

### Results Review

<i>Property Name</i>	<i>Location</i>	<i>Equity Interest of the Group</i>	<i>Construction Area (Sqm) under development</i>
Binhe Green Garden	Mengcheng	Under planning	100%
Taihe Jiangnan Fu	Taihe	68,654	100%
Baoye Longhu Yucheng	Kaifeng	300,598	60%
Baoye Junyue Green Garden	Lu'an	216,407	100%
Yeji Jiangnan Fu	Lu'an	98,451	70%
Zhengzhou Project	Zhengzhou	Under planning	51%
Sizhou Green Garden	Sixian	115,633	100%
Xuefu Green Garden	Sixian	Under planning	100%
Qinglan Green Garden	Bozhou	404,465	51%



## Building Materials



### Results Review

#### Revenue breakdown

	2023 RMB'000	% of total	2022 RMB'000	% of total	Change
Curtain Wall	1,695,957	60%	1,101,173	47%	54%
Ready-mixed Concrete	172,283	6%	180,894	8%	-5%
Furnishings and Interior Decorations	131,643	5%	230,574	10%	-43%
Wooden Products and Fireproof Materials	109,898	4%	90,607	4%	21%
PC assembly plate	547,959	19%	490,695	21%	12%
Steel Structure	23,541	1%	26,957	1%	-13%
Others	158,067	5%	199,451	9%	-21%
<b>Total</b>	<b>2,839,348</b>	<b>100%</b>	<b>2,320,351</b>	<b>100%</b>	<b>22.37%</b>



## Key Financial Ratios

### Financial Review

As at 31 December

	2023	2022
Return on equity	7.1%	6.2%
Net assets value per share (RMB yuan)	24.16	21.13
Net cash ratio	58.7%	56.3%
Current ratio	1.2	1.17



## Financial Indicators Analysis

### Financial Review

As at 31 December

	2023 RMB'000	2022 RMB'000
Cash and cash equivalents	9,432,353	7,748,703
Term deposits with initial term of over three months	329,301	377,942
Restricted bank deposits	1,174,237	1,274,090
Less : total borrowings	3,544,043	2,978,136
Net cash	7,391,848	6,422,599
Total equity attributable to the owner of the Company	12,583,028	11,402,887
Net cash ratio	58.7%	56.3%

## Cash Flow Analysis

### Financial Review

For the year ended 31 December

	Note	2023 RMB'000	2022 RMB'000
Net cash generated from operating activities	(i)	<b>1,431,117</b>	1,303,545
Net cash (used in)/generated from investing activities	(ii)	<b>(221,879)</b>	410,581
Net cash generated from/(used in) financing activities	(iii)	<b>465,917</b>	(1,802,707)
Net increase/(decrease) in cash and cash equivalents		<b>1,675,155</b>	(88,581)
Exchange gains on cash and cash equivalents		<b>8,495</b>	23,373



## Notes to Cash Flow Analysis



### Financial Review

*Note:*

i During the year, the net cash generated from operating activities was approximately RMB1,431,117,000, an increase of approximately RMB127,572,000 compared to the net cash of approximately RMB1,303,545,000 of last year, which was primarily due to decrease of payment in income tax expenses during the year.

ii During the year, the net cash outflow generated from investing activities was approximately RMB221,879,000, an increase of cash outflow of approximately RMB632,460,000 compared to the net cash inflow of approximately RMB410,581,000 of last year, which was mainly due to the decrease in financial assets at fair value through profit or loss acquired and the increase in purchases of property, plant and equipment during the year.



iii During the year, the net cash generated from financing activities is approximately RMB465,917,000, an increase of cash inflow of approximately RMB2,268,624,000 compared to the net cash outflow of approximately RMB1,802,707,000 of last year, which was mainly due to the decrease of bank borrowing payment.



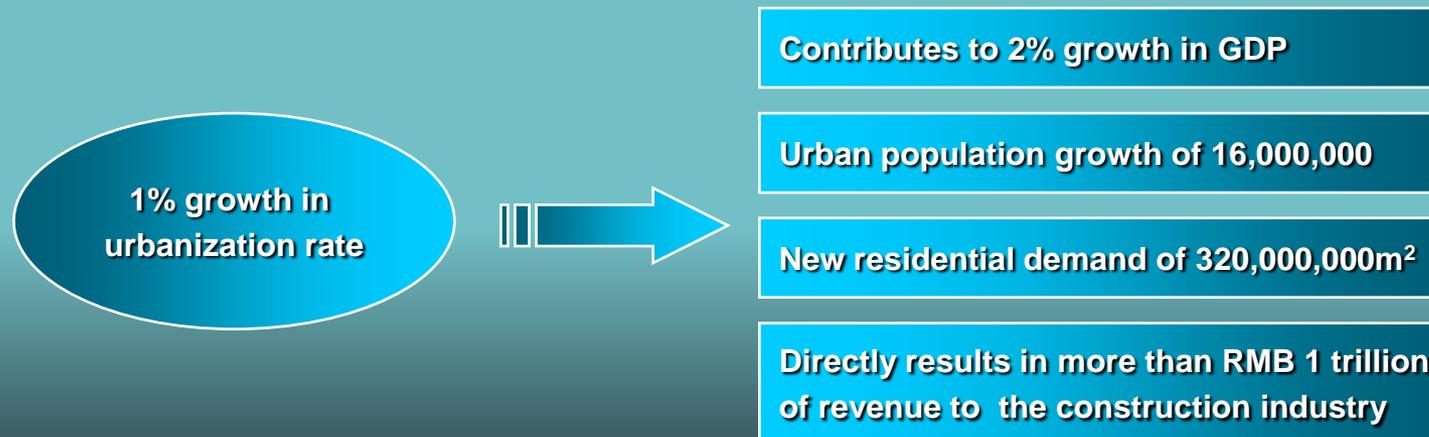
寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

# *Business Prospects*



## Urbanization in China

- ◆ The acceleration of the process of urbanization brought enormous development opportunities for each of the three major businesses of Baoye.



## Urbanization in China

Driving force for construction growth in China - urbanization



## Construction Business



### *Business Prospects*



Premium class certification for general building construction and one of the pilot enterprises of EPC in Zhejiang Province

Business network:  
strengthen the existing market  
and explore new market

Project nature:  
Most of markets of infrastructure  
governments invested

Business operation model:  
adopt new contracting model,  
of BT and promote the EPC, PPP and  
self-own projects management  
system

Construction technology:  
energy-saving and  
green construction



## Property Development Business



### *Business Prospects*

- ◆ The Group will continue to position its market in Zhejiang, Shanghai, Hubei and Anhui;
- ◆ By making full use of the three-in-on business model (construction, property and construction industrialization), the Group will integrate technologies of "energy saving, energy creation and energy storage" and supply more high quality technology housing to the market. ;
- ◆ The Group preserves its land bank with good location, appropriate size, reasonable cost and appreciation potential under its prudent policy.

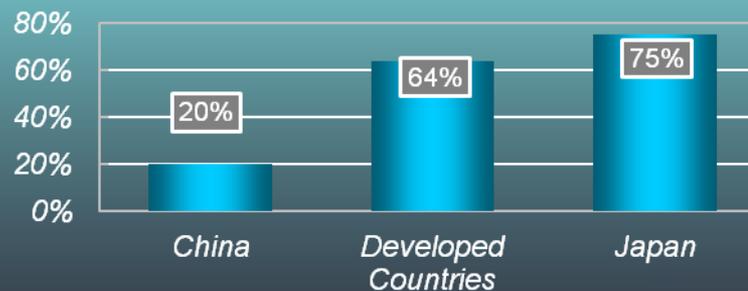


## Prefabricated Building Materials Business



### Business Prospects

- ◆ Currently, the construction industrialization rate in China is just around 20%, which is far below the average of 70% in developed countries.
- ◆ With the implementation of the construction industrialization reform, the market capacity for new building materials in China will reach trillions of RMB in the coming years.





## Disclaimer

- ◆ This presentation includes forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments that Baoye expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements.
- ◆ Baoye's actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, including but not limited to price fluctuations, actual demand, exchange rate fluctuations, market share, competition, environmental risks, changes in legal, financial and regulatory frameworks, government policies, international economic and financial market conditions, political risks, cost estimates and other risks and factors beyond our control.
- ◆ In addition, Baoye makes these forward-looking statements as of today and undertakes no obligation to update these statements.
- ◆ The information in the presentation is for informational purposes only. This is not an offer to subscribe shares in Baoye.



寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

寶業集團股份有限公司  
BAOYE GROUP COMPANY LIMITED

Stock Code: 2355HK

## Investor Relations Department

Tel: +86 575 8413 5837

Fax: +86 575 8411 8792

E-mail: [irbaoye@baoyegroup.com](mailto:irbaoye@baoyegroup.com)

Website: [www.baoyegroup.com](http://www.baoyegroup.com)