



# ANALOGUE HOLDINGS LIMITED

2020 Interim Results Presentation



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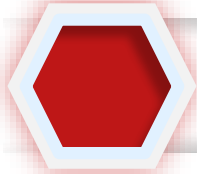
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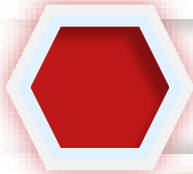
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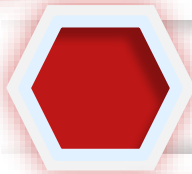
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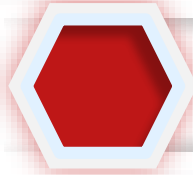
**Company Overview**



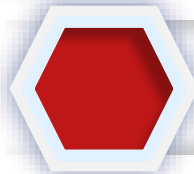
**Highlights**



**Business Review**



**Financial Overview**

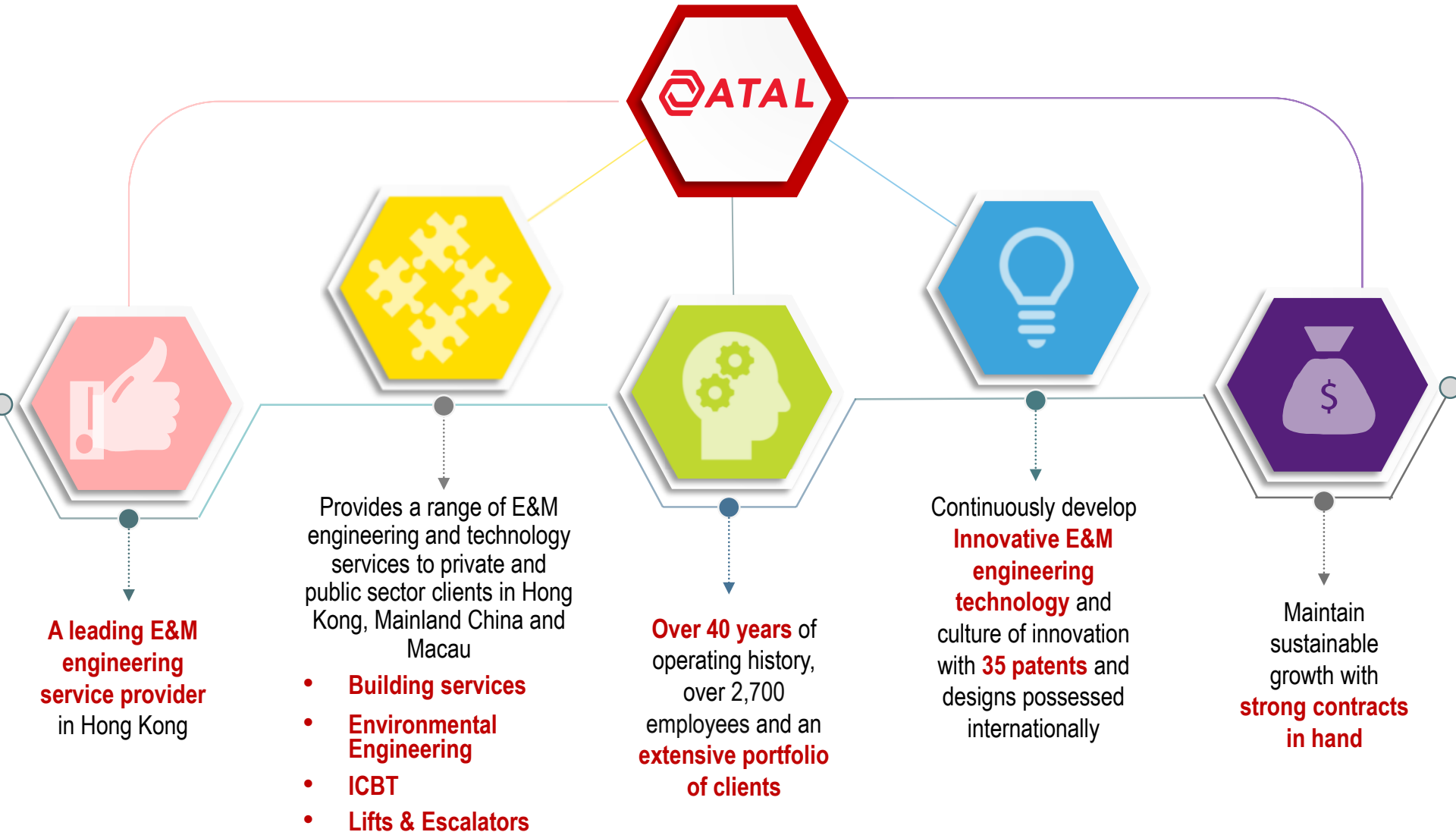


**Growth Strategies**



# COMPANY OVERVIEW

***“We Commit, We Perform, We Deliver”***





# HIGHLIGHTS



## Maintains Leading Market Position

Awarded **155 tenders\*** with total value of **HK\$ 1.9 billion**



Record High Value of Outstanding contracts in hand to **HK\$10.8 billion** **+ 21.4%**



Revenue at **HK\$2.4 billion** **+17.4%**



Order intake of **HK\$2.6 billion**



High Dividend Payout Ratio at **50%**



# BUSINESS REVIEW







Value of outstanding contracts: **HK\$ 6,029 million, up 19.7% YOY**

## Pioneering Projects

- **InnoCell**: one of Hong Kong **first MiC** projects
- Integrates **BIM** with **MEP Modularisation** to enhance efficiency and quality of construction
- **Fu Shan Public Mortuary**: applies the **ATAL Building Services Prefabrication & Modularisation Construction Technology (ABSPM)**
- Enhance safety, quality and productivity and mitigate the problems of ageing and shortage of site workers



InnoCell at HKSTP, Pak Shek Kok



Fu Shan Public Mortuary, Shatin

## Commercial Development



Mixed-use development



Commercial Complex development

- Package projects including HVAC, EL, FS, BMS package
- Adopt **BIM** to add value in design, construction, operation and maintenance
- Package projects including HVAC, EL, FS, and P&D

## Mainland China/ Macau



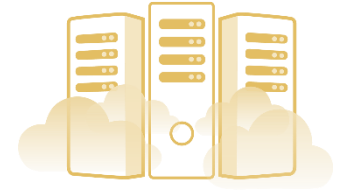
Xujiahui Center Hong Qiao Block Basement, Shanghai

- EL installation
- One of the largest commercial developments by HK developer in Shanghai



Galaxy Hotel Phase 3, Macau

- EL and HVAC installation Works



## Data Centres

- A **leading** service provider in Data Centre Infrastructure
- Provide E&M and maintenance services for Data Centres and Infrastructure
- **Customised solutions** including energy saving proposal cover full Data Centre life cycle
- Utilise **BIM** and off-site prefabrication and modularisation technologies to add values
- Additional resources and investment to meet the future increasing demands



Government data centre complex, Cheung Sha Wan



Data Centre, Fotan

## Healthcare Facilities

- E&M works in 11 public hospitals and 28 clinics/ health centres
- Over **380 isolation beds and second-tier isolation beds**
- Investment to catch the future SAR expenditure (over HK\$350 billion) in healthcare facilities
- Central Sterile Supplies Department and chiller replacement
- Special mechanical ventilation and air – conditioning



Kowloon East & Kowloon Central Hospital Cluster



## Infrastructure Facilities



MTR Shatin Central Link & Tuen Ma Line



Automation of Arrival Bags Delivery, HKIA

- Dedicated team of professional engineers provides design, installation, testing, commissioning and maintenance of E&M services for infrastructure facilities
- **MTR Shatin Central Link & Tuen Ma Line: 5-year maintenance** contract for E&M maintenance services in 5 stations
- **Airport Additional Baggage Handling System:** E&M works for Tunnel Ventilation System and structured steel platform

## Hong Kong International Airport



SkyCity



Intermodal Transfer Terminal

- **SkyCity:**  
One of the largest commercial projects in Hong Kong and is set to transform HKIA from a city's airport into an "Airport City"  
EL and P&D installation
- **Intermodal Transfer Terminal:**  
Package projects including HVAC, EL, P&D, Sea Water Pumping System
- Proven track records of HKIA projects to capture business opportunities arising from the **Third Runway**





Value of outstanding contracts: **HK\$ 2,068 million**

## Hong Kong and mainland China



San Wai Sewage Treatment Works



Organic Resources Recovery Centre, Siu Ho Wan (O-PARK1)



SENTX Landfill Leachate Treatment



Shandong Qingdao Jimo Sewage Treatment Plant, China

- **San Wai Sewage Treatment Works:** the **first DSD project using BIM in design and progress monitoring** of the construction works
- **Organic Resources Recovery Centre (O-PARK1):** DBO contract for **Hong Kong's first organic waste treatment plant**
- **SENTX Landfill Leachate Treatment:** A Design and Build project with **full adoption of BIM** in design and pre-fabrication approach
- **Shandong Qingdao Jimo Sewage Treatment Plant:** first DBO project in mainland China adopting self-developed technology **"AMSFSII High Rate Clarifier"**

## Vietnam

- The second sewage treatment project outside Hong Kong and mainland China
- **First consultancy contract** proven ATAL's leading position
- Exploring opportunities in **Belt and Road countries and Greater Bay Area**



Sewage treatment project, Vietnam



Value of outstanding contracts: **HK\$ 888 million, up 35.5% YOY**

- The **first commercial smart parking system** in Hong Kong
- Provide EL, FS, HVAC, P&D and BMS Installation in HKSTP Extension Stage 1
- Better utilisation of parking space and provide safer and hassle-free parking experience via unmanned operation

Automatic Guided  
Vehicular Smart  
Parking System



Transform  
Hong Kong  
into a  
World-class  
Smart City

Tsing Yi Vehicle  
Examination Centre



- Design and installation of vehicle examination facilities and control system
- Increase 25% of maximum capacity

- Award-winning **proprietary cloud-based Chiller Plant Energy Management Platform**



28 Hennessy Road



Queen Mary  
Hospital

- Supply and installation of **ELV system** for the hospital expansion in Pok Fu Lam





## Value of outstanding contracts: HK\$ 1,784 million, up 345.6% YOY



- Obtain the **highest safety and quality performance rating** in Lift Contractors' Performance Rating and Escalator Contractors' Performance Rating Systems of EMSD for 30 consecutive quarters since commencement
- Alliance with Transel Elevator & Electric ("TEI"), one of the largest independent lift and escalator companies in New York, to capture overseas business opportunities

ANLEV Anlev Elevator Ltd 安力電梯有限公司	
EMSD Lift and Escalator Contractors' Performance Rating (CPR)	
機電工程署升降機及自動梯承辦商表現評級	
Assessment period: from January 2013 to June 2020 評核期: 2013年1月至2020年6月	
Safety Performance Rating 安全表現評級	Services Quality Performance Rating 服務質量表現評級
Full Mark (滿分)	Full Mark (滿分)

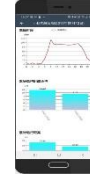
### Hong Kong Housing Authority



### Hong Kong Housing Authority

- Secure the second order from HKHA, the **single largest customer of lift market**
- Design, supply and installation of passenger lift for On Muk Street Phase 1

### APMRMS



- Install self-developed **Anlev Predictive Maintenance & Remote Monitoring System (APMRMS)** for the first order from EMSD
- Provide **real-time monitoring** and analyse lift performance for timely maintenance actions
- Improve performance reliability and reduce manpower requirement

### Anti-virus



- Self-developed **LED UV-C Handrail sterilisation** and **touchless lift button**
- Installation in Ocean Park and Public Hospital assuring safety and hygiene

### Major Projects In Progress



Central-Mid-Levels Escalator and Walkway System



Lifts and escalators for hospital expansion in Pok Fu Lam



The Palace Museum



Catehua, Mexico



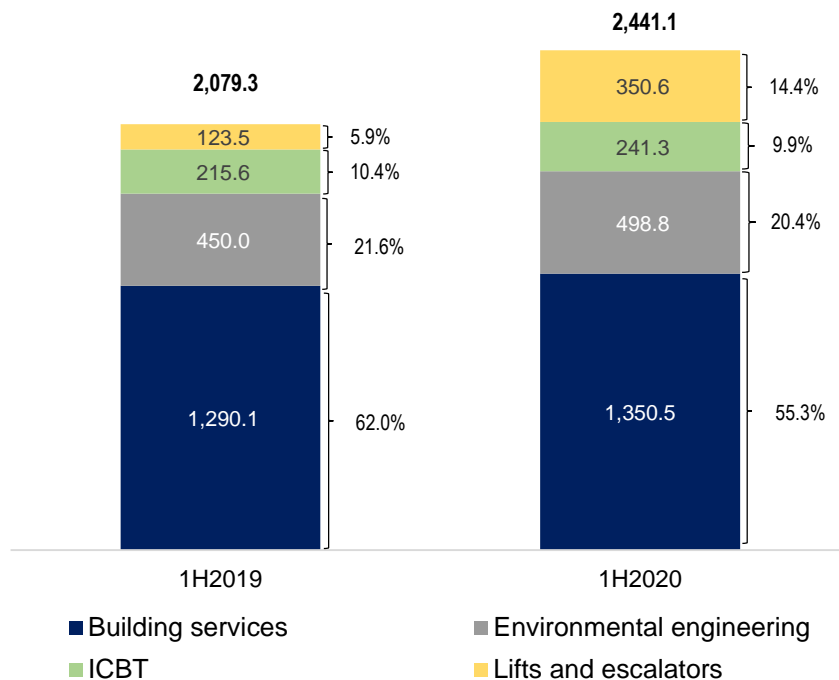
# FINANCIAL OVERVIEW

(HK\$ in millions)	1H2019	1H2020	Changes
Revenue	2,079.3	2,441.1	+17.4%
Gross Profit	364.9	407.4	+11.6%
Gross Profit Margin	17.5%	16.7%	-0.8%
Profit attributable to owners of the Company	107.8	106.9	-0.8%
Earnings per Share (cents)	10.0	8.0	-2.0
Dividend per Share (cents)	3.85	3.82	-0.03
Dividend Payout Ratio	50%	50%	-
Value of Outstanding Contracts in Hand	8,870	10,770	+21.4%

## Revenue by Segment

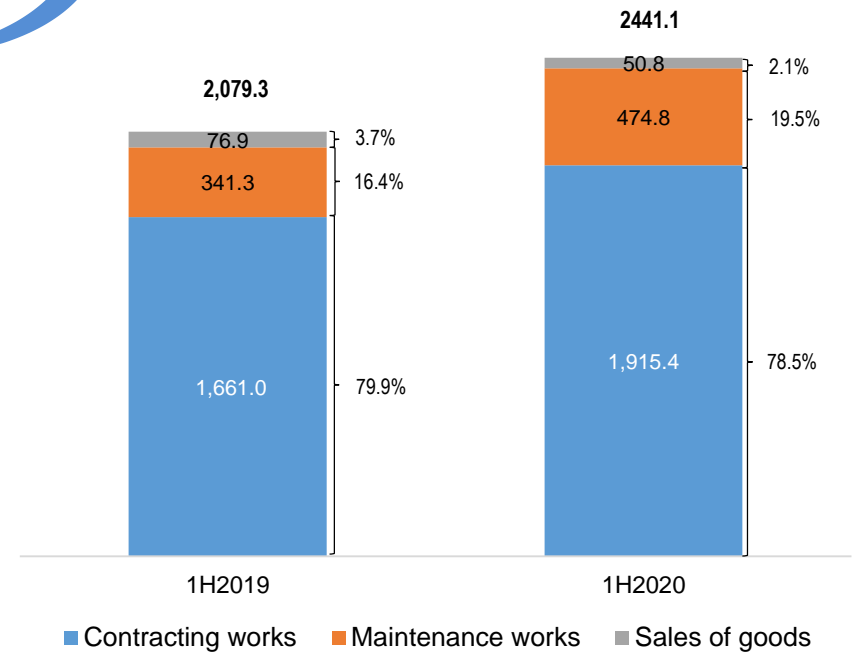
(HK\$ in millions)

Revenue: +17.4%



## Revenue by Nature

(HK\$ in millions)



(HK\$ in millions)	31 Dec 2019	30 Jun 2020
Current assets	3,000.8	3,373.6
Current liabilities	1,619.8	1,885.4
Bank balances and cash	686.5	989.9
Net current assets	1,381.0	1,488.2
Total assets less current liabilities	1,803.5	2,171.1
Current ratio	1.9x	1.8x
Gearing ratio	N/A	4.1%
Return on Equity	16.5%	6%*

\* For the six months period ended 30 June 2020



# GROWTH STRATEGIES



**Record high outstanding contracts in hand: HK\$ 10.8 billion**



**Opportunities in maintenance business**

- HK\$ 474.8 million of revenue was contributed by maintenance contracts
- Maintenance contracts in hand valued at HK\$2.3 billion



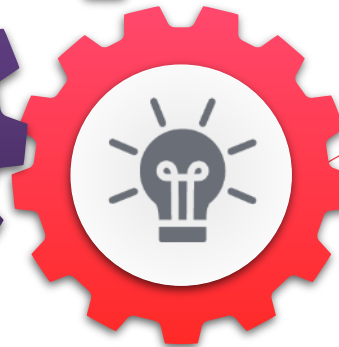
**Nurturing young engineers**

Long-term graduate trainee and apprenticeship training programs



**Growth Strategies**

- New market
- New technology
- New business model





## New Market

- Facilitate business growth horizontally, vertically and geographically
- Expansion in Environmental Engineering and Lifts & Escalators segments

## New Technology

- Continuous investment in R&D
- Deploy innovative technologies in various projects to increase time and cost efficiency and maintain sustainability

## New Business Model

- Increase maintenance contracts to generate stable recurring revenue
- Provision of consultancy services, monthly subscription model, term contracts, etc.
- Search for new M&A opportunities

**To become an innovative, leading and sustainable multi-disciplinary E&M engineering group**



**THANK YOU**