



ANALOGUE HOLDINGS LIMITED

FY2020 Annual Results

Investor Presentation

1 April 2021

Engineering with passion
用心創造



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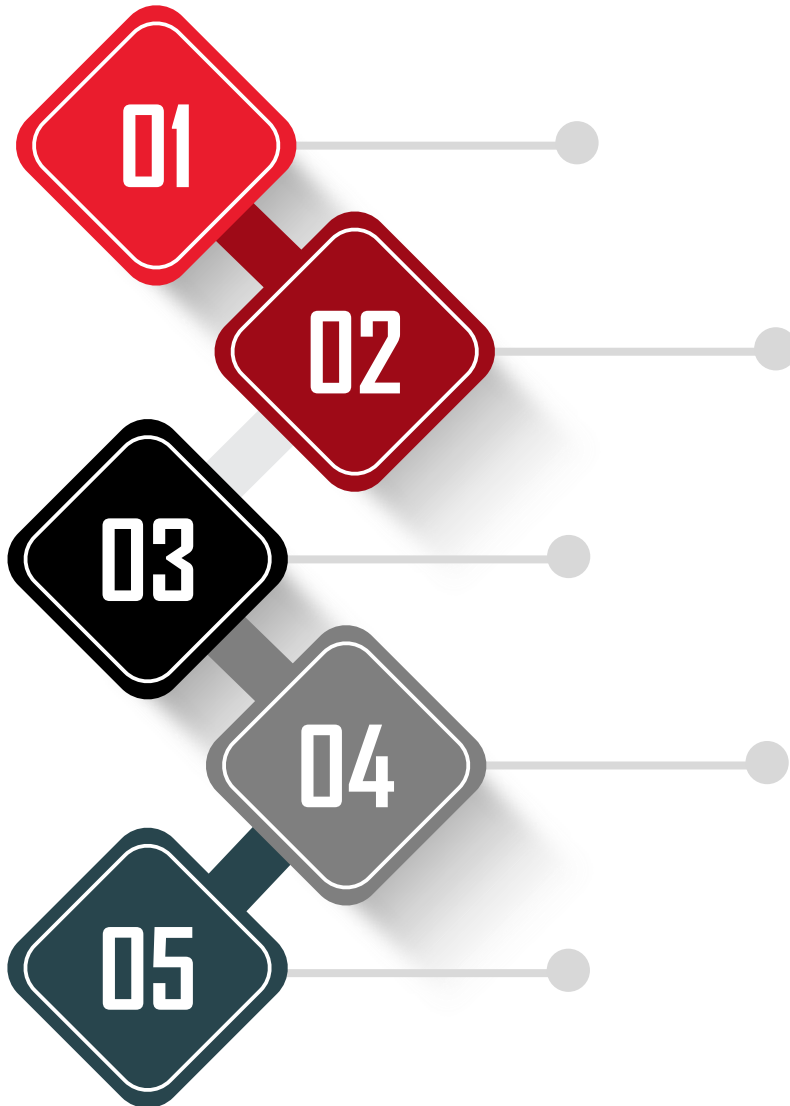
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The Information was prepared as at 1 April 2021.



COMPANY OVERVIEW

FINANCIAL REVIEW

BUSINESS REVIEW

GROWTH STRATEGIES

Q&A

A leading E&M
engineering
service provider
headquartered in
Hong Kong

Over 40 years of
operating history, over
2,500 employees and an
extensive portfolio of
clients

Provide comprehensive E&M
engineering and technology services
to private and public sector clients in
Hong Kong, Macau, Mainland China,
U.S. and U.K.

- Building Services
- Environmental Engineering
- Information, Communications & Building Technologies (ICBT)
- Lifts & Escalators



Pioneer in Innovative E&M
engineering technology;
R&D collaboration with
world-class universities for
enhancing internal R&D
capability to demonstrate
innovation culture with
35 patents and designs
possessed internationally

Strong commitment to **creating
value for shareholders, the
environment and society**
through business operations

Maintain sustainable
growth with **high value
contracts in hand**

Latest Recognition



FINANCIAL REVIEW



Sustained Market Leading Position

Record high value of outstanding contracts **HK\$11.8 billion**  **+ 25.9%**

Total value of tenders and quotations achieves **HK\$7.6 billion**  **+16.9%**


High dividend payout ratio at **50.3%**

Zero Gearing Ratio



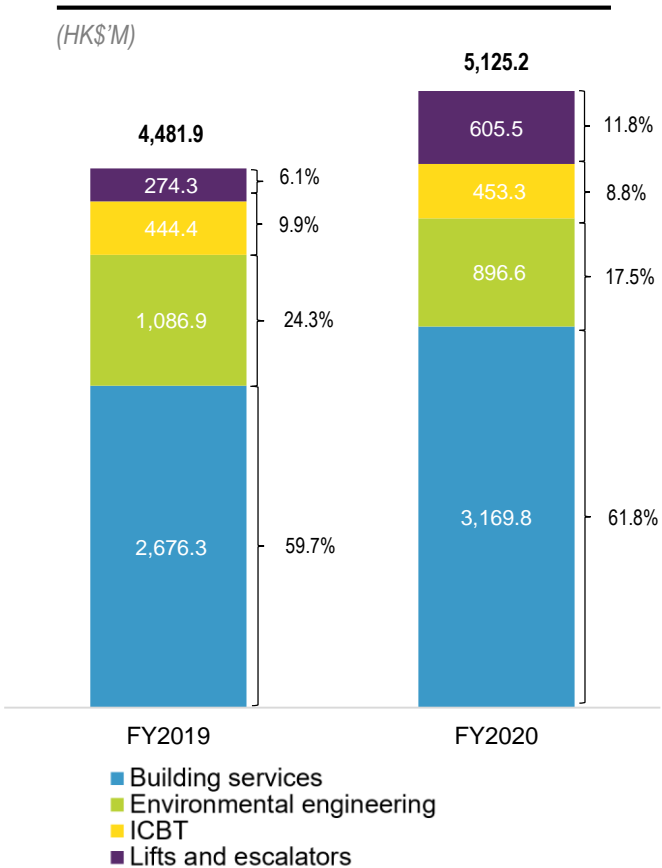
Awarded **281 tenders*** with total value of **HK\$6.1 billion**

Revenue at **HK\$5.1 billion**  **+14.4%**

Bank balances and cash of **HK\$1.1 billion**  **+62.6%**

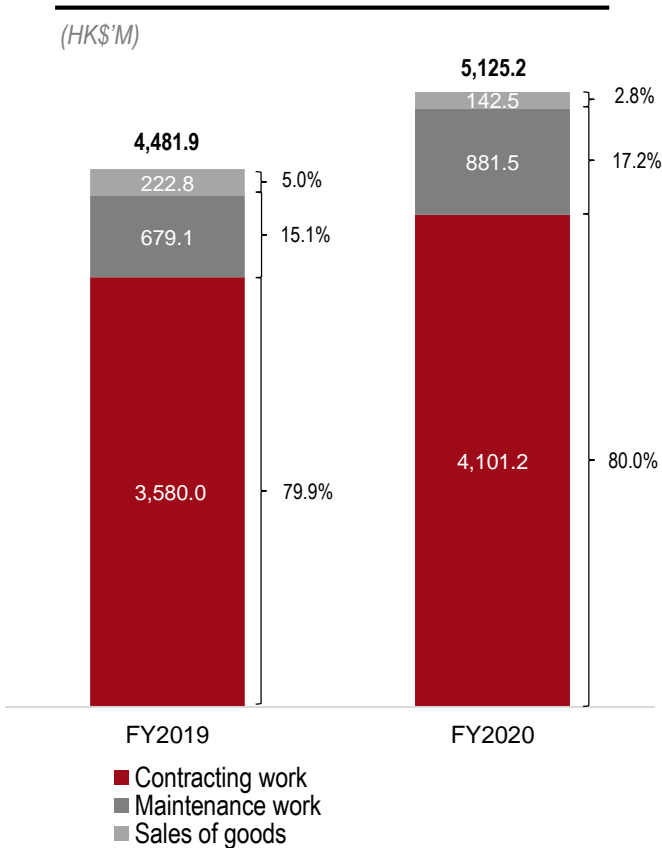
	FY2019 (HK\$'M)	FY2020 (HK\$'M)	Growth
Revenue	4,481.9	5,125.2	14.4%
Gross Profit	786.7	909.1	15.6%
Gross Profit Margin	17.6%	17.7%	0.1%
Profit attributable to Owners of the Company	245.0	301.4	23.0%
Basic Earnings per Share (cents)	20	22	2.0
Dividend per Share (cents)	8.92	10.82	21.3%

Revenue by Segment



Revenue:
+14.4%

Revenue by Nature



	FY2019 (HK\$'M)	FY2020 (HK\$'M)	Growth
Current assets	3,000.8	3,148.0	4.9%
Current liabilities	1,619.8	1,791.8	10.6%
Bank balances and cash	686.5	1,116.1	62.6%
Net current assets	1,381.0	1,356.2	(1.8%)
Total assets less current liabilities	1,803.5	2,077.9	15.2%
Current ratio	1.9x	1.8x	(0.1x)
Gearing ratio	N/A	N/A	–
Return on equity	16.5%	16.1%	(0.4%)

BUSINESS REVIEW

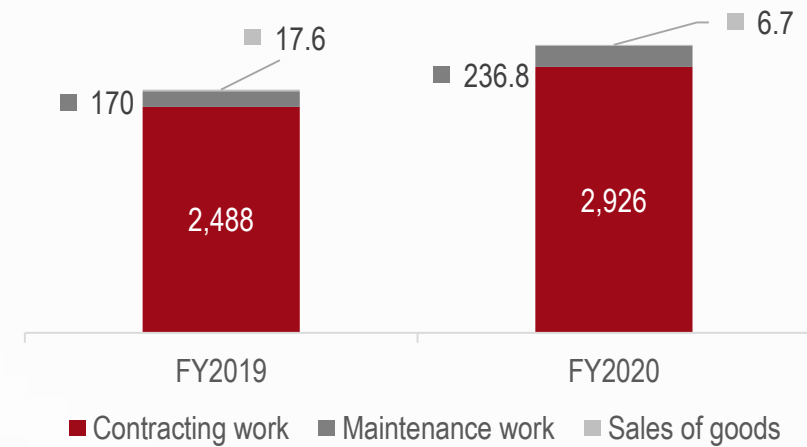




Record high revenue: **HK\$ 3,170 million**
Outstanding contracts: **HK\$ 5,347 million**

Segment Revenue

(HK\$'M)





Innovative Technologies in Pioneering Projects

InnoCell, HKSTP

Contract sum: HK\$ 164M

- The first completed project in HK adopting **MiC**
- Integrate **BIM** and **MEP Modularisation** to enhance efficiency and quality



Package project: EL, FS, MVAC and P&D



Fu Shan Public Mortuary

Contract sum: HK\$ 237M

- Apply **ATAL Building Services Prefabrication & Modularisation Construction Technology (ABSPM)**
- Enhance safety, quality and productivity and ease worker shortage



Package project: HVAC, EL, FS, P&D, BMS



Design, supply and install lifts and dumbwaiter





Innovative Technologies in Pioneering Projects

Temporary Quarantine Facilities (Phase IV), Penny's Bay

Contract sum: HK\$ 27M

- Fast track temporary quarantine facility completed with **MiC**
- Use **BIM** to **enhance precision and quality** of design, fabrication and installation works
- Complete the construction of the temporary quarantine facilities within 75 days



MVAC, EL, ELV, FS and P&D



The Podium Development of Pavilia Farm, Tai Wai

Contract sum: HK\$ 210M

- Use **BIM** from detailed design to construction



EL and ELV system





Contributing to CBD2 in Kai Tak

NKIL 6557, Kai Tak Area 1E Site 2

Major department store and landmark

Contract sum: HK\$ 865M

– **One of AHL's largest** Building Services contracts



Complete package project: HVAC, EL, FS and P&D



Supply and install ELV system



Design, supply and install lifts

NKIL 6556, Kai Tak Area 1F Site 2

Grade-A office and commercial complex

Contract sum: HK\$ 699M

– First **full-scale deployment of BIM** for malls
– First commercial development awarded **FIVE highest-ranking green-building accreditations**



Package projects: HVAC, EL, FS and BMS

NKIL 6568, Kai Tak Area 1F Site 1

Luxury residential complex for smart lifestyle

Contract sum: HK\$ 202M

– Integrates of smart water meter system by WSD



Install P&D





Leading Data Centre Infrastructure Service Provider

Government Data Centre Complex, Cheung Sha Wan

Contract sum: HK\$ 900M

- Provide E&M and maintenance services
- **Customised solutions** including energy saving proposal covering full life cycle



Package project: HVAC, EL, FS, P&D, BMS and ELV

Data Centre, Fo Tan

Contract sum: HK\$ 340M

- Utilise **BIM** and **off-site prefabrication and modularisation** technologies
- Additional resources and investment to meet the future demands



Package project: HVAC, EL, P&D and interior fit-out



Design, supply and installation of freight Lift

Key Infrastructure and Healthcare Facilities

MTR Shatin Central Link and Tuen Ma Line

Contract sum: HK\$ 108M

- **5-year E&M maintenance service contract** for five stations



E&M maintenance services



Kowloon East and Kowloon Central Hospital Clusters

Contract sum: HK\$ 380M

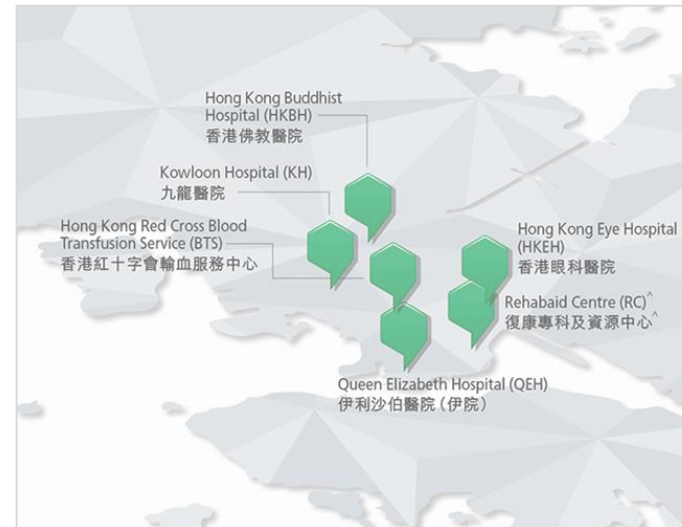
- E&M works in **11 public hospitals and 28 clinics / health centres**



Over **380 isolation beds and second-tier isolation beds** and special mechanical ventilation and air-conditioning

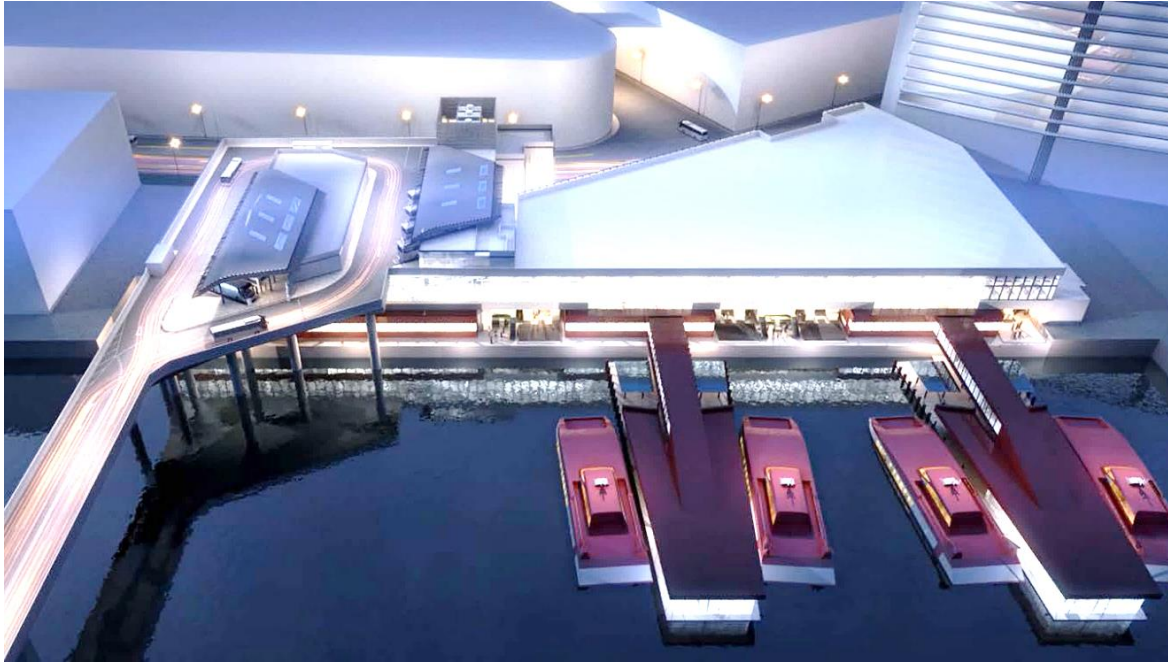


BMS for **United Christian Hospital**





Connecting Greater Bay Area (GBA) to the World



Intermodal Transfer Terminal

Contract sum: HK\$ 277M

- Strengthen connection with GBA
- Capture opportunities in the Third Runway



Package projects: HVAC, EL, P&D, sea water pumping system



Phase 1A, 1B & 2 at Lot No. 894 (Site A2) and 923 (Site A3), SKYCITY

Contract sum: HK\$ 485M

- Biggest indoor retailtainment destination for all ages
- One of the largest commercial projects in Hong Kong



P&D and FS installation



Strong Demand in Macau and Mainland China



Galaxy Hotel Phase 3

Contract sum: HK\$ 300M

- World-class Resort
- A 38-storey hotel tower with over 600 guest rooms and suites



HVAC & EL installation



Xujiahui Center Hong Qiao Block, Shanghai

Contract sum: HK\$ 360M

- One of the largest commercial developments in Shanghai



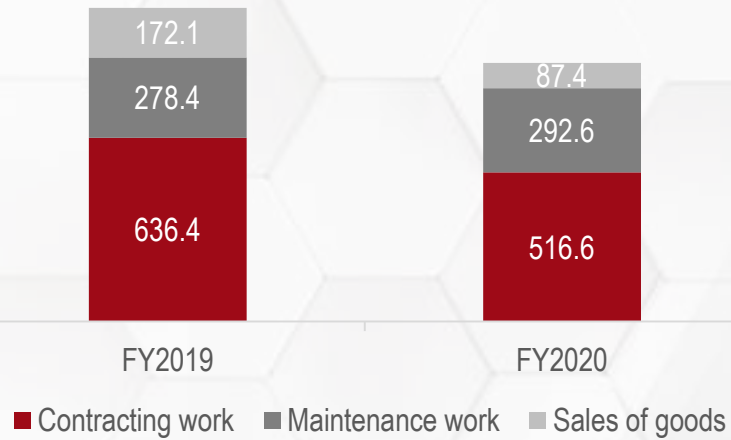
EL and MVAC installation



Outstanding contracts:
HK\$ 5,039 million, up 115.8% YOY

Segment Revenue

(HK\$'M)





Pioneering Projects with New Technologies

Sha Tin Water Treatment Works (South Works)

Covering full development cycle

Advance Works

Contract sum: HK\$ 264M

Reprovisioning of E&M Works

In-Situ Reprovisioning

Contract sum: HK\$ 4.5B

The **first deployment of UV disinfection technology** to water treatment plant



Yuen Long Effluent Polishing Plant (Main Works for Stage 1)

Contract sum: HK\$ 1.2B

- The **first phosphorous removal plant** in Hong Kong
- Daily capacity expanded from 70,000m³ to 100,000m³





Pioneering Projects with New Technologies

San Wai Sewage Treatment Works (Phase 1)

Contract sum: HK\$ 3.1B

- Design, Build and Operation (DBO) contract
- First DSD project **using BIM in design and progress monitoring** of the construction works



**BIM Awards 2020
by Autodesk Hong Kong**



Qingdao Jimo Sewage Treatment Plant

Contract sum: HK\$ 124M

- **First BOT project** in Mainland China
- Use of self-developed technology “**AMSFSII High Rate Clarifier**”



SENTX Landfill Leachate Treatment

Contract sum: HK\$ 176M

- Design and Build project with **full adoption of BIM** in design and pre-fabrication approach

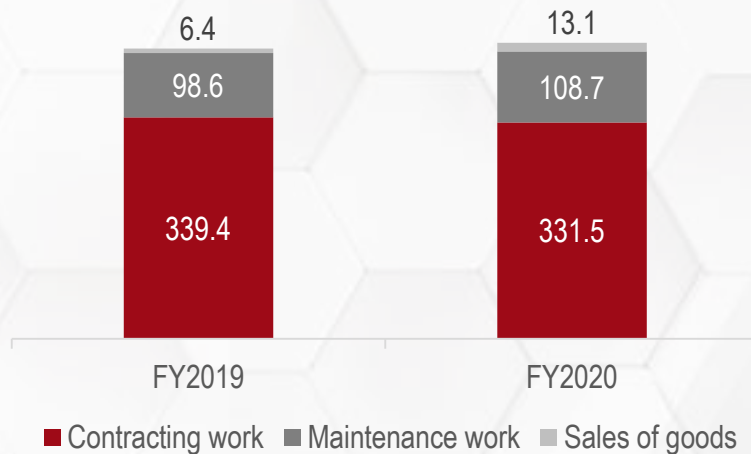




Outstanding contracts:
HK\$ 854 million, up 2.4% YOY

Segment Revenue

(HK\$'M)





Smart Mobility

Transport Department Vehicle Examination Complex (TDVEC)

Contract sum: HK\$ 203M

- **All-in-one examination hub** empowered by advanced technology



Supply, install and test vehicle examination equipment and related control system



Hong Kong Science Park Smart Parking System

Contract sum: HK\$ 12M

- **First AGV smart parking system** in Hong Kong
- Provide over 100 parking slots



Install Automatic Guided Vehicular smart parking system



Hong Kong-Zhuhai-Macao Bridge

Contract sum: HK\$ 160M

- Hong Kong boundary crossing facilities – phase 2 and other works



Design, supply and install automatic vehicle clearance solutions



Install MVAC, FS, P&D, Electrical, ELV and SCADA System





Transforming Hong Kong into a World-class Smart City

28 Hennessy Road

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



Install cloud-
based Chiller
Plant Energy
Management
Platform



Expansion of Queen Mary Hospital

Modern Health Sciences Centre



Contract sum: HK\$ 151M



Supply and
install ELV system



Design and Build
project for the lifts
and escalators

Two Taikoo Place

Commercial and Office Development



Contract sum: HK\$ 156M



Supply and
install ELV
system, BMS,
IoT Network
and Chiller
Plant Energy
Management
Platform



Install P&D

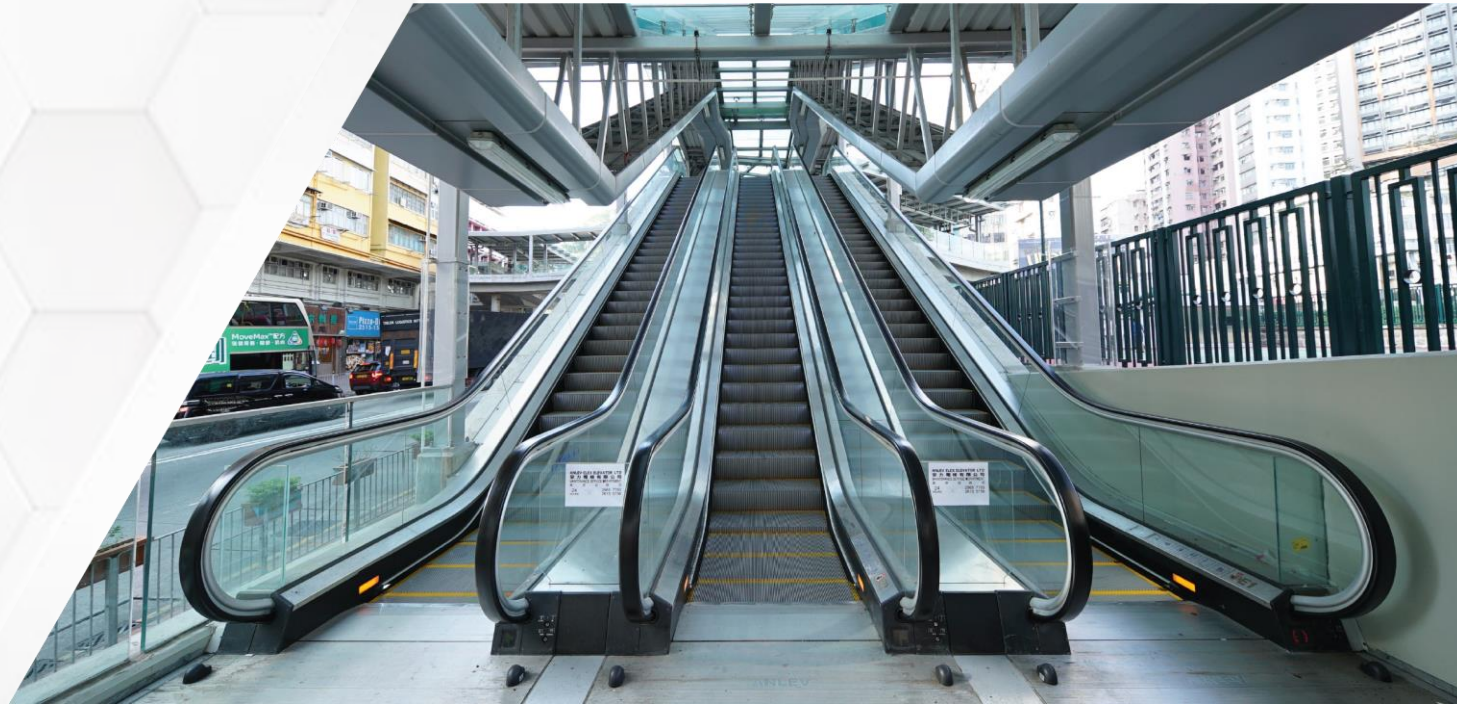
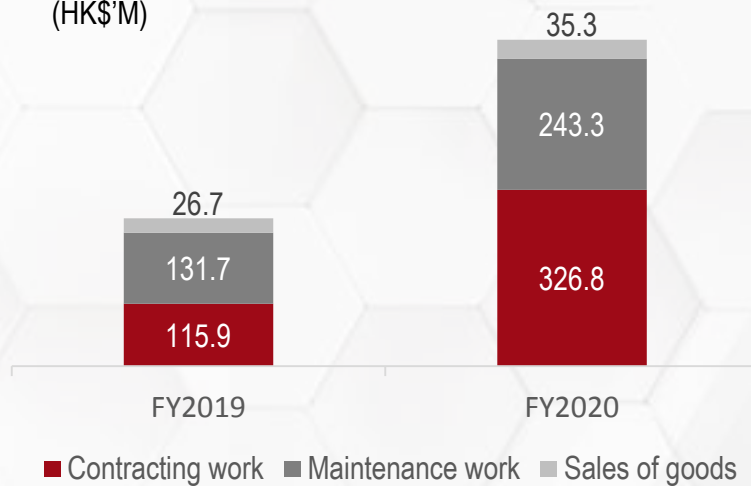
LIFTS & ESCALATORS



Outstanding contracts:
HK\$ 607 million, up 39.3% YOY

Segment Revenue

(HK\$'M)





Acclaimed Lifts and Escalators Brand



Central-Mid-Levels Escalator and Walkway System

Contract sum: HK\$ 128M

- Supply, modernise and install escalators & moving walkways
- ELEVATOR WORLD “2021 Project of the Year”

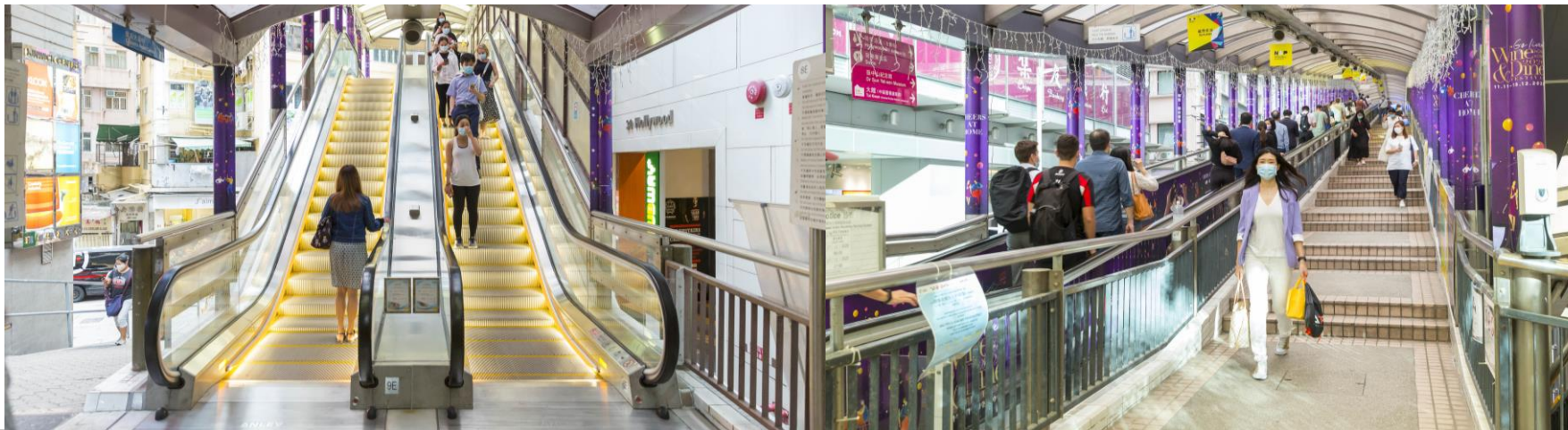
ANLEV Anlev Elevator Ltd 安力電梯有限公司	
EMSD Lift and Escalator Contractors' Performance Rating (CPR) 機電工程註冊升降機及自動梯承辦商表現評級	
Assessment period: from January 2013 to December 2020 評核期: 2013 年 1 月至 2020 年 12 月	
Safety Performance Rating 安全表現評級	Services Quality Performance Rating 服務質量表現評級
Full Mark (滿分)	Full Mark (滿分)

- Obtain the **highest safety and quality performance rating** in Lift Contractors' Performance Rating and Escalator Contractors' Performance Rating Systems of EMSD for 32 consecutive quarters since commencement in 2013

22 Wing Kin Road, Kwai Chung

Contract sum: HK\$ 20M

- Design, supply and install lifts and escalators for an industrial complex





Global Expansion

ANLEV

United Kingdom

- New company in the UK, the first foothold in Europe
- Further expansion of our global business



Cairo Metro, Egypt



Dongtan Station, South Korea



Melbourne Airport, Australia



TEI

DEDICATED
ELEVATOR
SOLUTIONS

Tap into the US Market with Transel Elevator & Electric ("TEI")

- TEI is one of the largest independent lifts and escalators companies in **New York**
- Capture overseas business opportunities





Manufacturing Plant in Nanjing

- **Customised design and manufacturing** of lifts, escalators and moving walkways
- Capacity enhancement to support global expansion plan
- Target completion: 2022



Strong Driver for Revenue Growth

- ✓ **More adaptable to changes** in the economic cycle
- ✓ Bring in **stable and recurring revenue**
- ✓ Maintain **ties with customers**



Contribution to the Group's revenue

15.1%

17.2%

(HK\$'M)

1000
900
800
700
600
500
400
300
200
100
0

679

+29.8%

882

FY2019

FY2020

Revenue

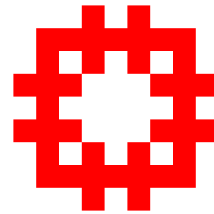
Opportunities for Recurring Revenue



Public Estates Hong Kong Housing Authority

Contract sum: HK\$ 122M

- Maintenance of P&D and FS works in public estates in Tai Po, North District, Sha Tin and Sai Kung regions



Stonecutters Island Sewage Treatment Works

Contract sum: HK\$ 333M

- **4-year term contract** for inspection, overhaul and testing of E&M installations



Two International Finance Centre

- **3-year term contract** for BMS maintenance



Electrical and Mechanical Services Department

Contract Sum: HK\$ 50.5M

- **3-year term contract** for comprehensive maintenance and repair of lifts at various government premises





GROWTH STRATEGIES

**Record high
outstanding contracts:
HK\$ 11.8 billion**

**Strong financial position to
support future expansion**

Growth strategy

- New Market
- New Technology
- New Business Model



**Opportunities in
maintenance business**

- Maintenance contracts contributed revenue of HK\$ 882 million
- **Maintenance outstanding contracts: HK\$ 2.2 billion**

Nurturing young engineers

Long-term graduate trainee and apprenticeship training programmes



- **Favourable Government policies and priorities** create development opportunities
- **Rapid expansion of digital infrastructure** in Mainland China, esp. Greater Bay Area
- **Further expansion on public works, Hospital Development Plan, large-scale infrastructure projects**



- **Continuous government investment** in environmental infrastructures
- **Strong demand from Mainland China and Belt and Road countries** for treatment plants upgrades



- **Urban development** in Hong Kong to support growth and demand
- **Hong Kong Smart City Blueprint 2.0**



- **Continuing urbanisation and tightening safety standards in Mainland China**
- Newly-established footholds ready for **penetrating the U.S. and European markets**



THANK YOU