



ANALOGUE HOLDINGS LIMITED

FY2021 Interim Results

Investor Presentation

3 September 2021

Engineering with passion
用心創造



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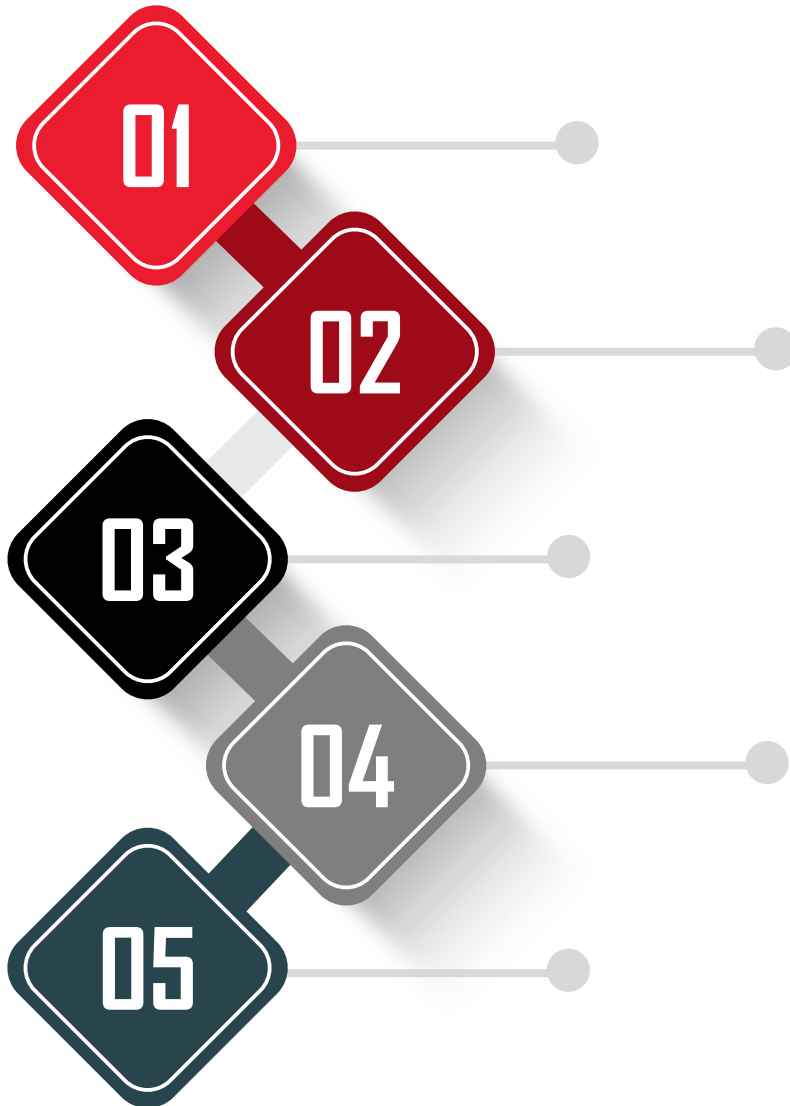
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The Information was prepared as at 3 September 2021.



COMPANY OVERVIEW

FINANCIAL REVIEW

BUSINESS REVIEW

GROWTH STRATEGIES

Q&A

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

With **over 40 years** of operating history, over 2,500 employees and an **extensive portfolio of client portfolio**

Provide comprehensive E&M engineering and technology services to private and public sectors 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 technologies; R&D collaboration with universities; **garnered 55 patents and designs** internationally

Strong commitment to **create value for the society and shareholders**

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

Latest Recognition



ESG ACHIEVEMENT AWARDS



NEC Contractor of the Year 2021



FINANCIAL REVIEW



Sustained Market Leading Position

Record high value of outstanding contracts in hand

HK\$11.9 billion


+ 10.2%



Net profit

HK\$112.5 million


+ 5.3%



High dividend payout ratio **50%**



Bank balances and cash

HK\$1.3 billion


+12.5%

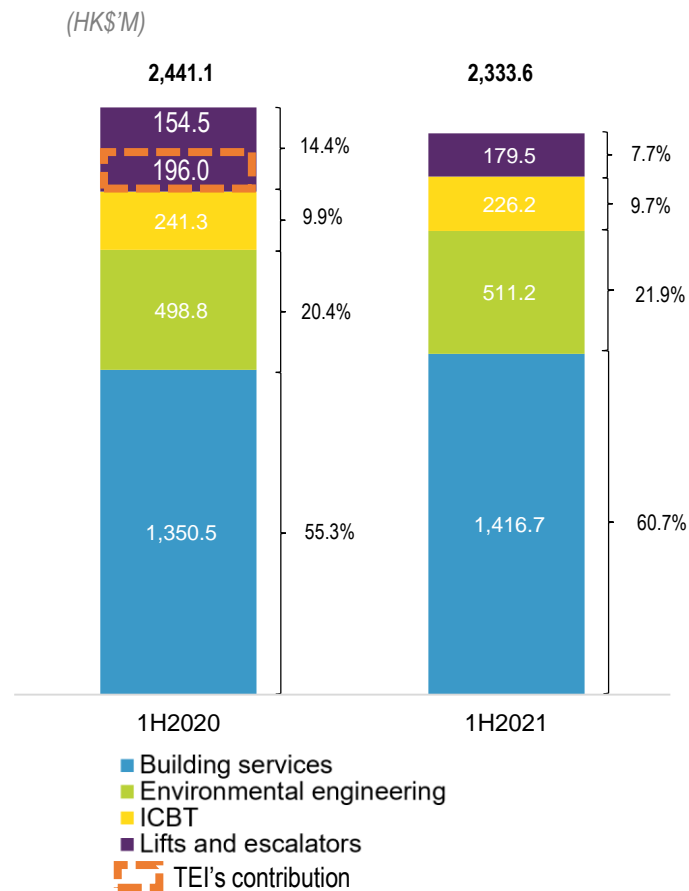


Zero Gearing Ratio



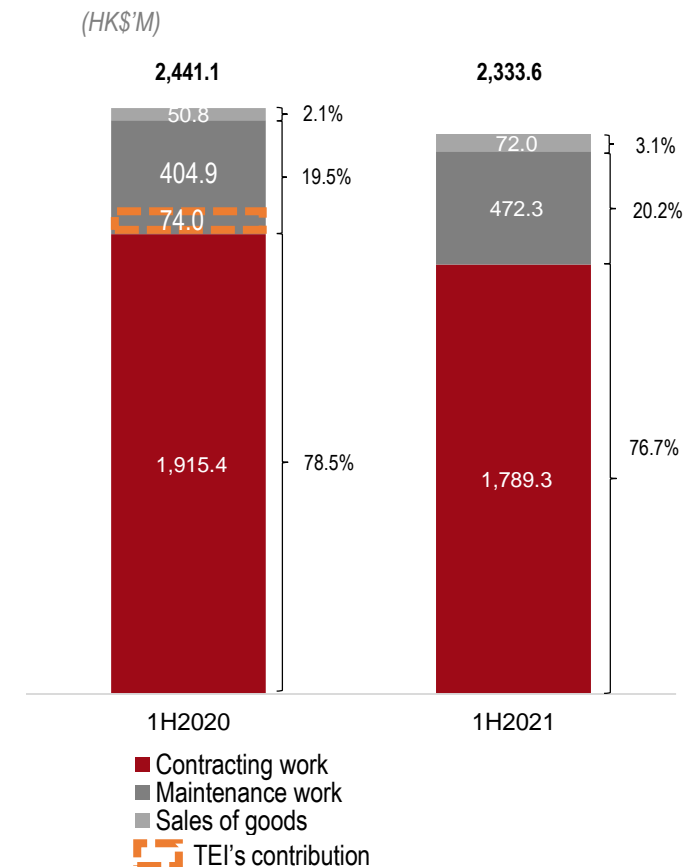
	1H2020 (HK\$'M)	1H2021 (HK\$'M)	Growth	After adjusted TEI's contribution Growth
Revenue	2,441.1	2,333.6	(4.4%)	3.9%
Gross Profit	407.4	323.0	(20.7%)	(12.2%)
Gross Profit Margin	16.7%	13.8%	(2.9%)	(2.6%)
Profit attributable to owners of the Company	106.9	112.5	5.3%	
Basic Earnings per Share (cents)	8.0	8.0	-	
Dividend per Share (cents)	3.82	4.02	5.2%	

Revenue by Segment



Revenue:
+3.9%#

Revenue by Nature



	31 Dec 2020 (HK\$'M)	30 Jun 2021 (HK\$'M)
Current assets	3,148.0	3,172.5
Current liabilities	1,791.8	1,828.2
Bank balances and cash	1,116.1	1,255.6
Net current assets	1,356.2	1,344.3
Total assets less current liabilities	2,077.9	2,121.5
Current ratio	1.8x	1.7x
Gearing ratio	N/A	N/A
Return on equity	16.1%	5.7%*

*For the six months period ended 30 June 2021

BUSINESS REVIEW



Application of New Technologies



Modular Integrated Construction (MiC)
Multi-Trade Integrated Mechanical, Electrical and Plumbing (MiMEP)



Big Data Analytics
Building Information Modelling (BIM)



Artificial Intelligence (AI)
Internet of Things (IoT)

Smart Innovative Projects



InnoCell, HKSTP



Robotic Parking System, HKSTP



Anderson Road Grey Water Treatment Plant Project



Puzzle Stacking System Carpark

Greater Contributions from Maintenance Business

Contribution to the
Group's revenue

1H2019
16.4%

1H2020
19.5%

1H2021
20.2%

+0.7%
1H2020 vs 1H2021



Strengthening
Recurring Revenue

Further Penetration in Overseas Markets



First foothold in London, UK for Lifts and Escalators business

Strategic alliance with TEI, US

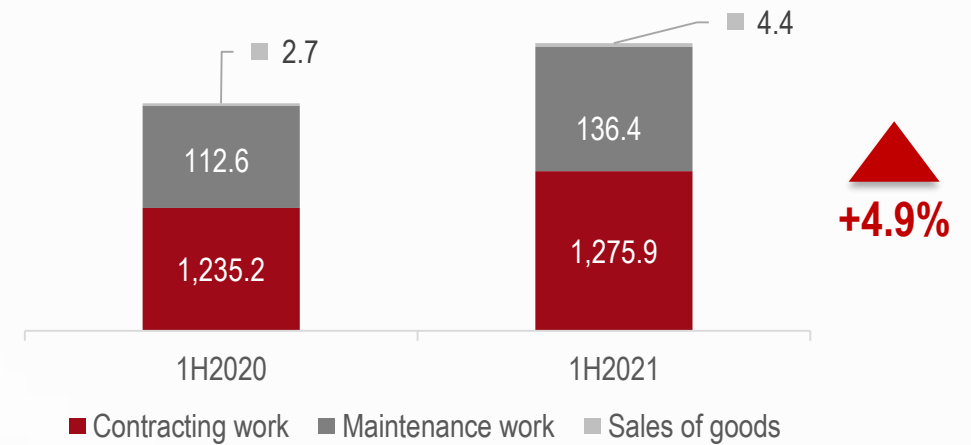
Actively explore further business opportunities in Europe, Oceania and the Greater Bay Area



Outstanding Contracts in Hand:
HK\$ 5,138.3 million

Segment Revenue

(HK\$'M)



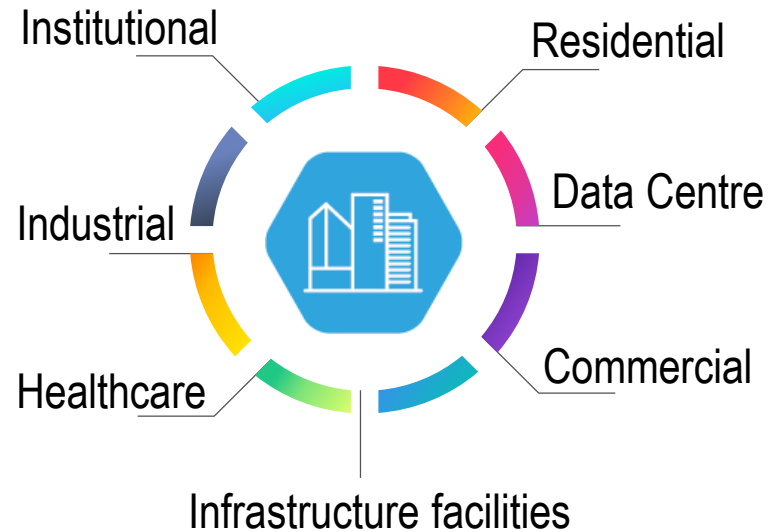


Largest Business Segment*

Provide **one-stop E&M services**, including **HVAC, FS, P&D, EL and ELV systems**

Adoption of innovative technologies including MiC, BIM and MiMEP to strengthen competitiveness and drive Construction 2.0

Over 50% of building services projects having adopted BIM in coordination and project management works



InnoCell, HKSTP



- The first completed project in Hong Kong adopting **MiC**
- Integrate **BIM** and **MiMEP** to enhance efficiency and quality
- Pave for future opportunities in **“Smart City”** initiatives

Package project: EL, FS, MVAC and P&D
Contract sum: HK\$ 164M



Great Opportunities in Healthcare Sector

Kowloon East and Kowloon Central Hospital Clusters

Contract sum: HK\$ 380M

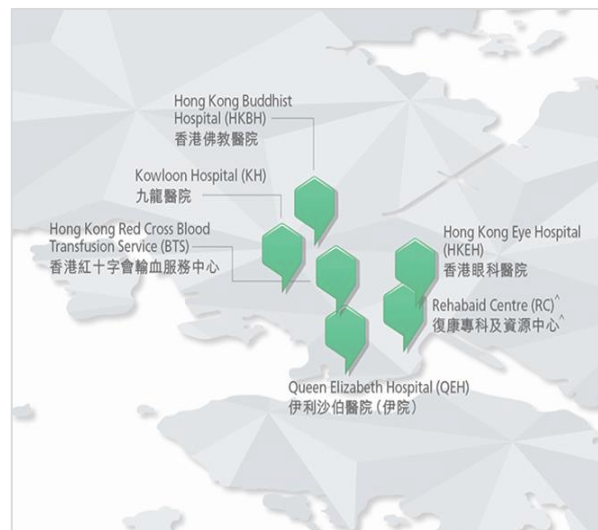
- E&M works in **11 public hospitals and 28 clinics / health centres**



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



BMS for **United Christian Hospital**



Memorandum of Understanding with Chinachem Group

- Strengthen collaboration on healthcare facilities management
- Explore further opportunities in healthcare business



Medical Tourism



Tele-medicine



IoT solutions for healthcare industry





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
- Utilise **BIM** and off-site prefabrication and modularisation technologies to add values



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





Connecting Greater Bay Area to the World



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



Galaxy Hotel Phase 3

Contract sum: HK\$ 300M

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



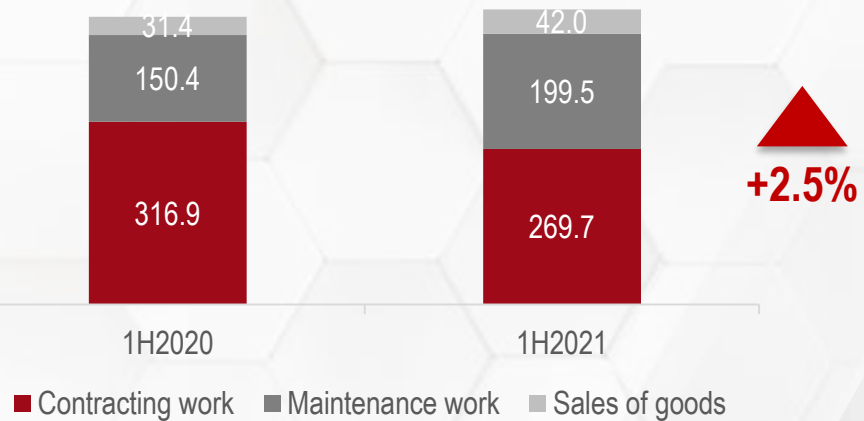
HVAC & EL installation



Outstanding Contracts in Hand:
HK\$ 5,268.4 million, up 154.7% YOY

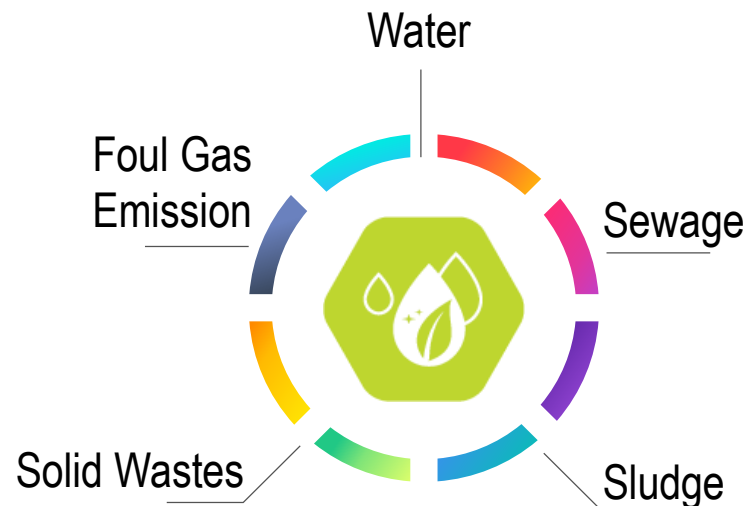
Segment Revenue

(HK\$'M)





Deliver total solutions that cover **design, build, operation and maintenance (DBOM)** of environmental engineering facilities for:



New Technology

- Proprietary wastewater treatment technologies and innovative environmental solutions by **in-house R&D team and collaboration with local universities** e.g., Digital Twin technology, Containerised Sewage Treatment Process

New Market

- Explore **overseas business opportunities** actively:
Tendering in Philippines, Southern Africa, Bangladesh etc.

New Business Model

- **Public Private Partnership (PPP)** for “**One Belt One Road**” projects

Anderson Road Grey Water Treatment Plant Project



Contract sum: HK\$ 87M

- The **first district-wide centralised grey water recycling system** in Hong Kong

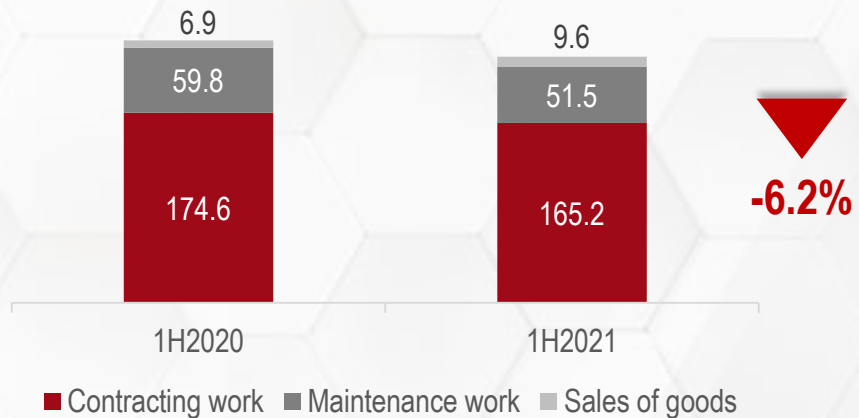
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Outstanding Contracts in Hand:
HK\$ 936.9 million, up 5.5% YOY

Segment Revenue

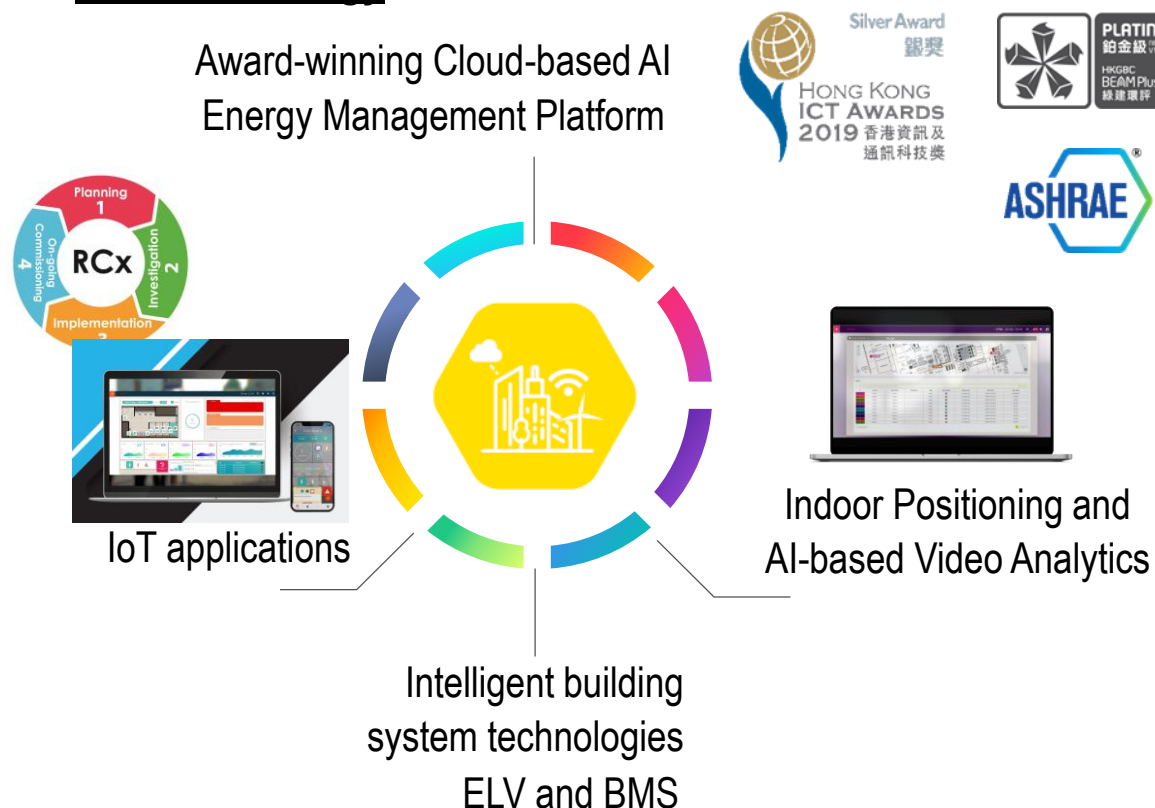
(HK\$'M)





Offer **green and intelligent building solutions**, integrating a wide range of information and communication technologies with building energy and management technologies, to facilitate Hong Kong's evolution to a **Smart City**

New Technology



New Business Model

Subscription Basis (SaaS)
for energy and technology businesses



Robotic Parking System, HKSTP



- **First Automated Robotic Parking System** in Hong Kong
- Milestone for **Smart Mobility** in the city

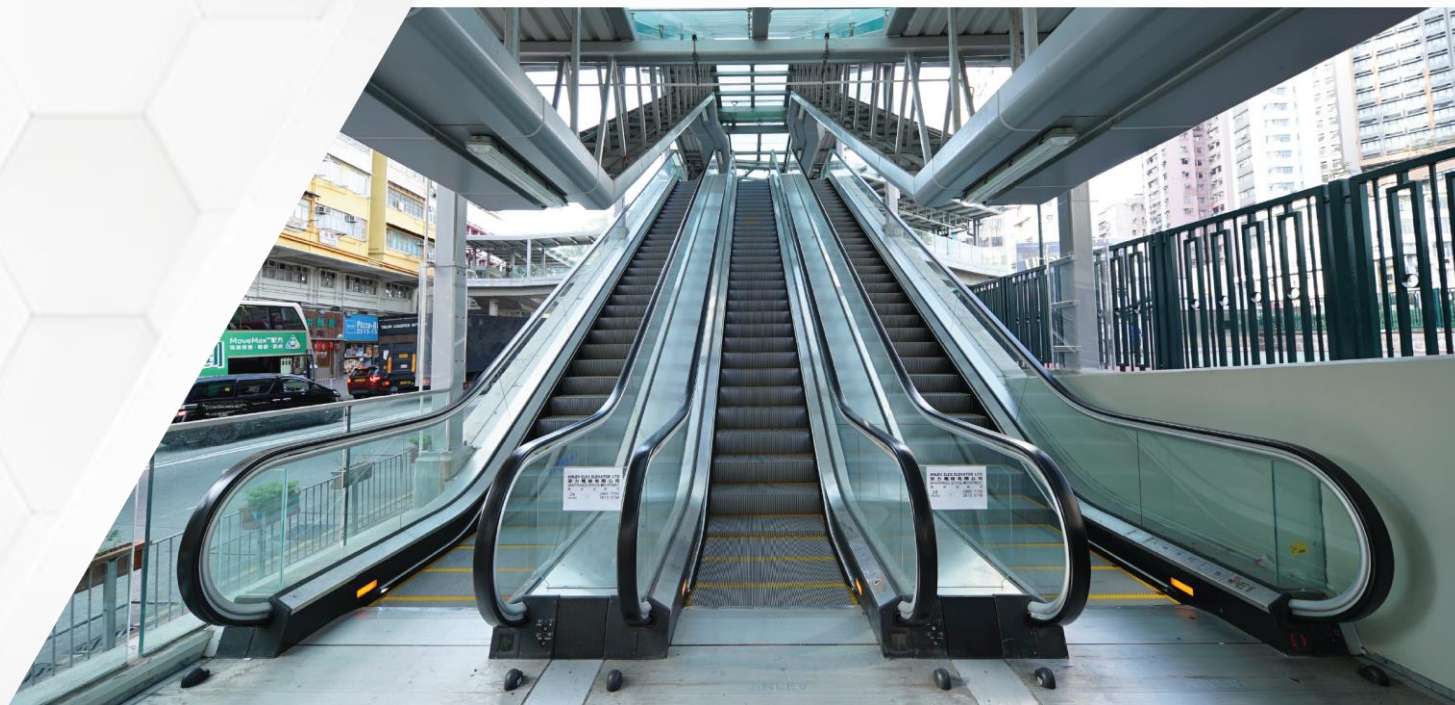
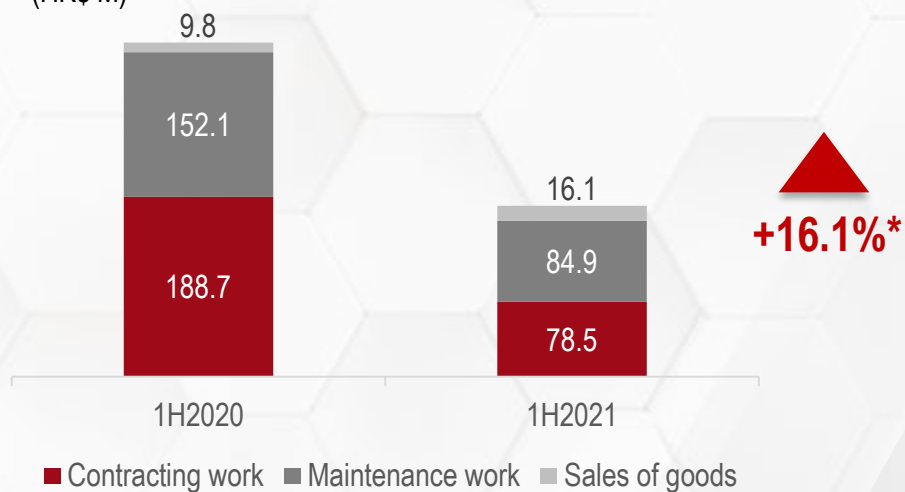
LIFTS & ESCALATORS



Outstanding Contracts in Hand*:
HK\$ 526.3 million, up 1.6% YOY

Segment Revenue

(HK\$'M)



*Excluding TEI's Contribution/ Revenue



Design, manufacturing, sales, installation, and maintenance



New Technology

- Utilise **IoT and big data analytics** technology in predictive maintenance of lifts and escalators
- “Puzzle Stacking System” carpark

ANLEV Acclaimed Lifts and Escalators Brand

- **Gold medal in International Exhibition of Inventions of Geneva 2021** for “Artificial Intelligent Nylon Optical Fibre Sensing Escalator Combs”, in conjunction with EMSD and PolyU
- The **highest safety and quality performance rating** in Lift Contractors’ Performance Rating and Escalator Contractors’ Performance Rating Systems of EMSD for **34 consecutive quarters** since commencement in 2013
- Modernisation of 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) 機電工程署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)

Inland Revenue Tower, Kai Tak



Contract sum: HK\$ 4.6M

- Latest contract of **“Puzzle Stacking System carpark”**, under the new Lifts & Escalators Ordinance



New Market: Global Expansion

- Serving millions of users in **Asia, the Americas, and Europe**

ANLEV

United Kingdom

- Set up new company in the UK, the first foothold in Europe
- Further expansion of global business



Dongtan Station, South Korea



Melbourne Airport, Australia



TEI

DEDICATED
ELEVATOR
SOLUTIONS

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

- One of the largest independent lifts and escalators companies in **New York**
- Capture business opportunities in US





Manufacturing Base in Nanjing



- **Customised design and manufacturing** of lifts, escalators and moving walkways
- **Invest RMB60 million** in enhancing the production capacity to support global expansion plan to be completed in 2022

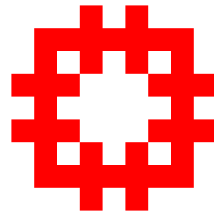
Opportunities for Recurring Revenue



Hong Kong Housing Authority

Contract sum: HK\$ 122M

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



Water Supplies Department

Contract sum: HK\$ 309M

- **4-year term contract** for E&M maintenance



Two International Finance Centre

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



Electrical and Mechanical Services Department

Contract sum: HK\$ 51M

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





GROWTH STRATEGIES



Market Opportunities

- Hong Kong Government's investment in **infrastructure projects**
- Increase in annual capital works expenditure on the supply of **430,000 housing units in next 10 years**
- **HK\$ 200 billion** expenditure as part of **10-year Hospital Development Plan**
- Increasing market demand for **upgrading systems in existing buildings** with latest technologies

Business strategies

New Technology

- **Smart operations** enabled by **digital technologies, big data analytics, IoT, and innovation**
- Investment in **R&D** of innovative construction technologies

New Market

- Explore further business opportunities **across the globe**, particularly in **Greater Bay Area**

New Business Model

- **Strengthen operations and maintenance service capabilities** to meet increasing demand for specialised solutions
- Constantly review and innovate business models (**PPP, Subscription Basis**)



Q & A



THANK YOU