



(Stock Code : 1977)

ANALOGUE HOLDINGS LIMITED

FY2023 Interim Results

Investor Presentation

28 August 2023

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**COMPANY
OVERVIEW**



**FINANCIAL
REVIEW**



**BUSINESS
REVIEW**



**NEW
HEADQUARTERS
ATAL TOWER**



**OUTLOOK &
GROWTH
STRATEGIES**



Q&A



Leading E&M engineering service provider in Hong Kong

Provide comprehensive E&M engineering and technology services to private and public sectors

- Building Services
- Environmental Engineering
- ICBT
- Lifts & Escalators

Committed to creating value for the community



Over 45 years of operating history with an extensive client portfolio

Pioneer technical excellence and R&D; garnered 61 patents and designs internationally

Maintain sustainable growth with high value contracts-in-hand

Commitment to Innovation

- Invest in digital transformation of smart building technologies and timely introduction of innovative solutions
- Provide customers with the latest and most competitive technologies on the market

Expansion to Overseas Markets

- Explore potential synergistic business opportunities and equity partnerships, such as Public Private Partnerships for “One Belt One Road” projects

Business Ethics

- Enhance operational and management effectiveness and to fully implement industry governance practices through reorganisation, new personnel appointments, newly developed procedures and regular staff training

New Headquarters – ATAL Tower

- Revitalisation of an industrial building in Kwai Chung to utilise it as the headquarters of our operational units
- Revitalised building has been named ATAL Tower
- Promote synergies and increase productivity
- Scheduled to become operational in second quarter of 2024

The background image shows a group of business professionals in a meeting. Several hands are visible, pointing at various financial charts and documents on a table. The charts include a line graph with a red trend line, a horizontal bar chart with green, orange, and blue segments, and a pie chart with green, blue, and orange slices. The scene is overlaid with a green and white geometric pattern of hexagons and circles on the right side.

FINANCIAL REVIEW

Sustained Market Leading Position

Order Intake (HK\$'M)

3,460.8

Revenue (HK\$'M)

2,841.1

Net Profit (HK\$'M)

237.5[^]

+ 301.4%

High Dividend Payout Ratio

50%



Contracts-in-hand (HK\$'M)

12,276.0

Bank Balances and Cash (HK\$'M)

835.1

Low Gearing Ratio

12.2%

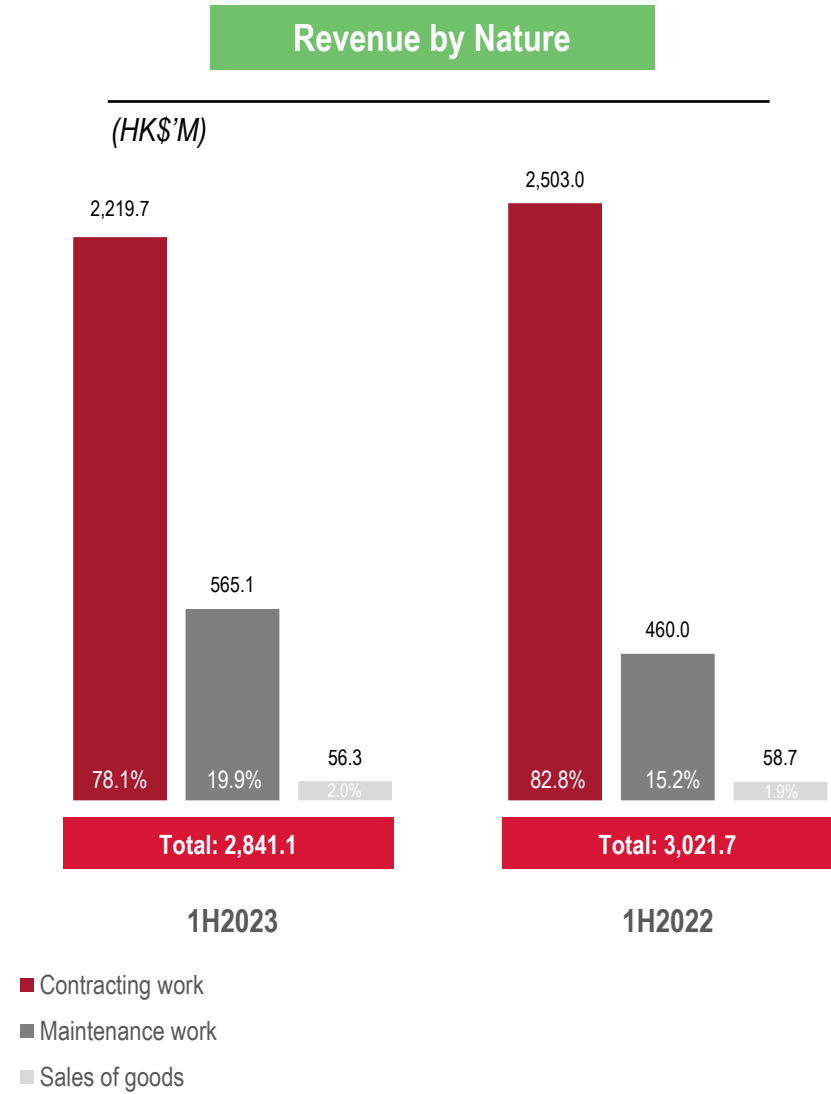
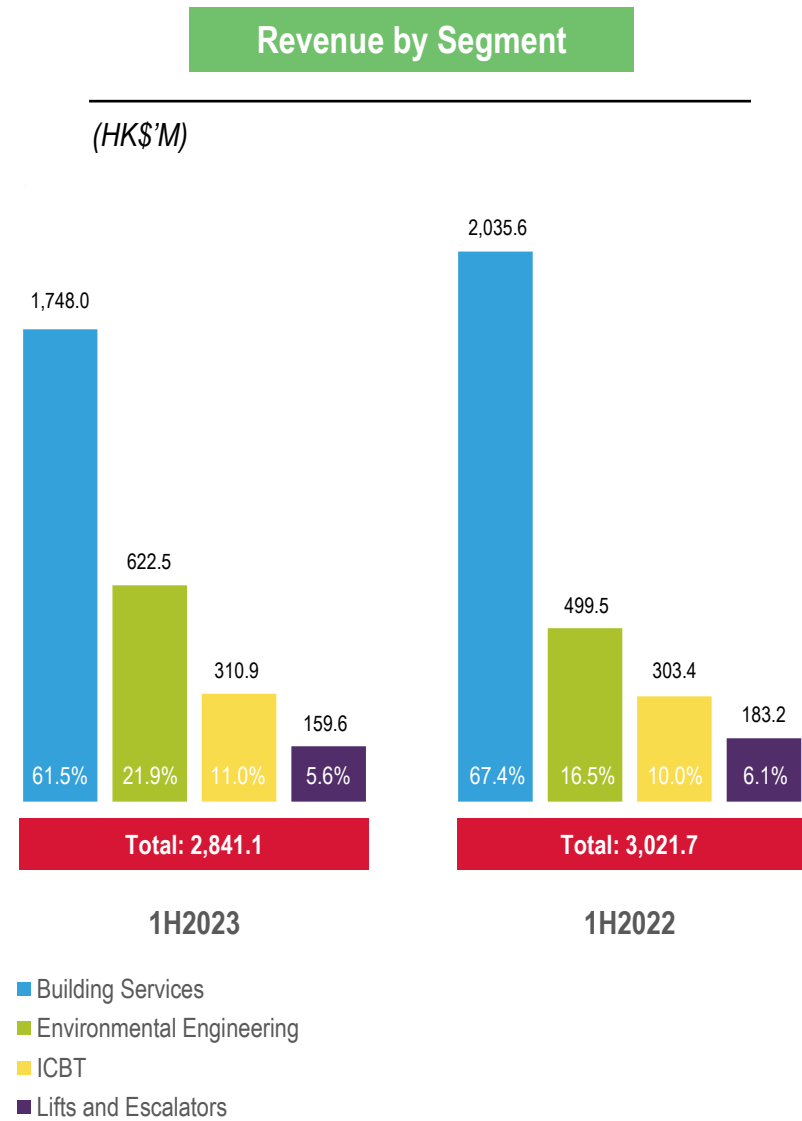
- 1.3p.p.

[^] Including the dilution gain of HK\$124.1 million upon completion of a private placement of an associate of the Company in Mainland China

	1H2023 (HK\$'M)	1H2022 (HK\$'M)	Growth
Revenue	2,841.1	3,021.7	(6.0%)
Gross profit	453.8	457.6	(0.8%)
Gross profit margin	16.0%	15.1%	0.9 p.p.
Profit attributable to owners of the company	237.5[^]	59.2 [*]	301.4%
Basic earnings per share (cents)	17	4	297.8%
Dividend per share (cents)	8.52	4.27	99.5%

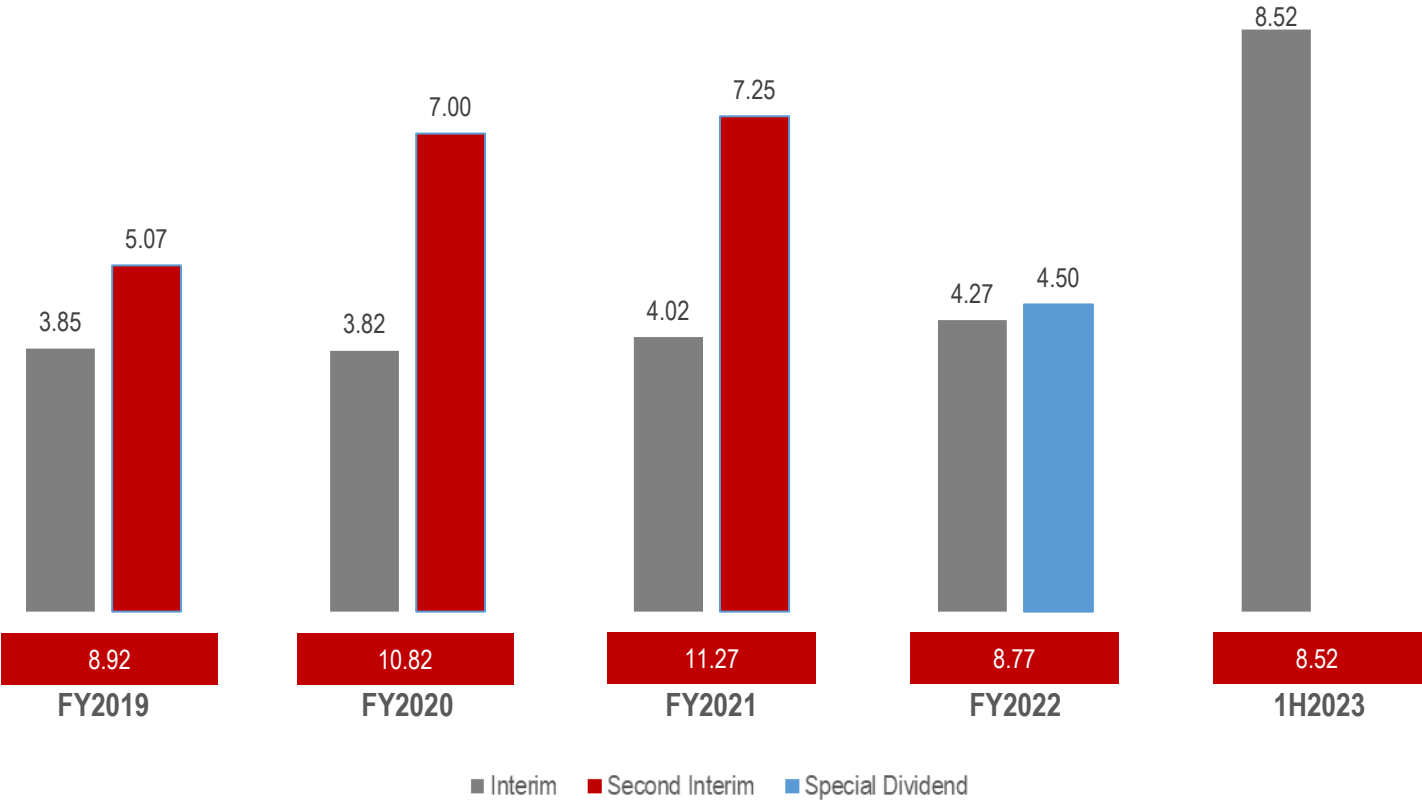
[^] Including the dilution gain of HK\$124.1 million upon completion of a private placement of an associate of the Company in Mainland China

^{*} After a special provision for the potential litigation liabilities as disclosed in the Company's announcement dated 16 June 2022



	30 June 2023 (HK\$'M)	31 Dec 2022 (HK\$'M)
Current assets	3,411.1	3,519.8
Current liabilities	2,222.5	2,413.5
Bank balances and cash	835.1	976.0
Net current assets	1,188.7	1,106.3
Total assets less current liabilities	2,509.8	2,398.8
Current ratio	1.5x	1.5x
Gearing ratio	12.2%	13.5%
Return on equity	11.1%*	5.5%

* For the six months ended 30 Jun 2023



Dividend per share (HK cents)

2023 Interim
Payout Ratio
50%

The background of the slide is a composite image. On the left, there is a photograph of two people in a meeting. One person, wearing a white shirt, is pointing at a tablet. The other person is holding a pen and pointing at architectural blueprints spread out on a table. On the right side, there is a green and white geometric pattern consisting of hexagons and circles, some of which are filled with a bokeh light effect.

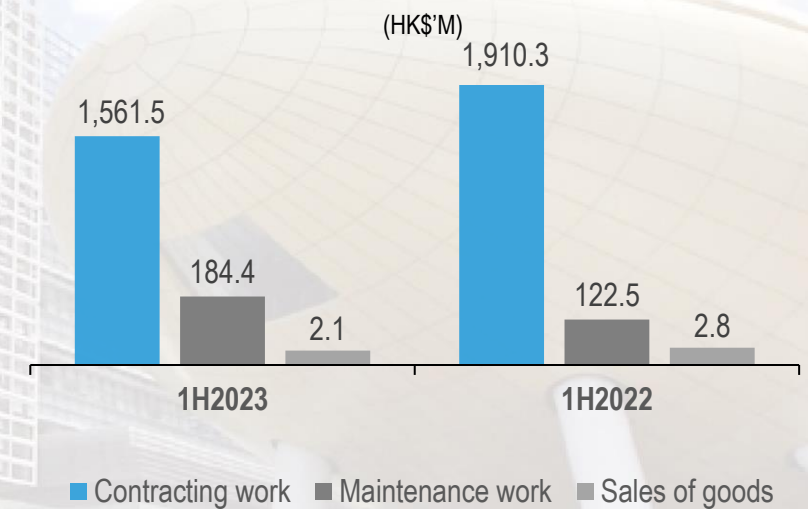
BUSINESS REVIEW



Contracts-in-hand:

HK\$6,150.3 million

Segment Revenue:





Largest business segment providing **one-stop E&M services** (HVAC, FS, P&D, EL and ELV)

Institutional

Industrial

Healthcare

Infrastructure

Data Centre

Residential

Commercial

New Technology

Over 50% of building services projects adopted **BIM**, **DfMA** and **MiMEP**, and improved the level and efficiency of project management

Invest in Digital Twin, IoT, AI, Big Data Analytics, BIM, MiC, MiMEP, other **construction technologies** and **robotic solutions**

Developed **algorithms for automated calculations** for each of the MEP disciplines

- Enhance accuracy and speed

New Market

Huge potential for **Data Centres**

- Reached high order intake of **HK\$608.7 million**
- Commenced a number of **large-scale data centre projects** for a major data centre service provider in HK

Opportunities in **Macau**

- Executing a major contract for a sizeable hotel development

New Business Model

HK\$548.6 million of new maintenance contracts secured

- Strengthened recurring revenue streams from infrastructure operations, data centres and housing programmes



SIGNATURE PROJECTS

Reprovisioning of Fu Shan Public Mortuary



Proposed Commercial Development at New Kowloon Inland Lot No. 6557, Kai Tak Development



AIRSIDE, Kai Tak Development





SIGNATURE PROJECTS

United College Choi Kai Yau Residence
of CUHK



Student Hostel at Shaw Campus of CUHK



Capital Development Complex at
Pokfield Road Site of HKU





SIGNATURE PROJECTS

Term Maintenance Contracts from Hong Kong Housing Authority





SIGNATURE PROJECTS

HKIA Three Runway System Project – North Runway Modification Works





SIGNATURE PROJECTS

Various Large-Scale Data Centre Projects for a Hong Kong Major Data Centre Service Provider





SIGNATURE PROJECTS

**Hong Kong Jockey Club Conghua Racecourse
Training Centre Phase II, Mainland China**



Galaxy Hotel Lot 4, Macau



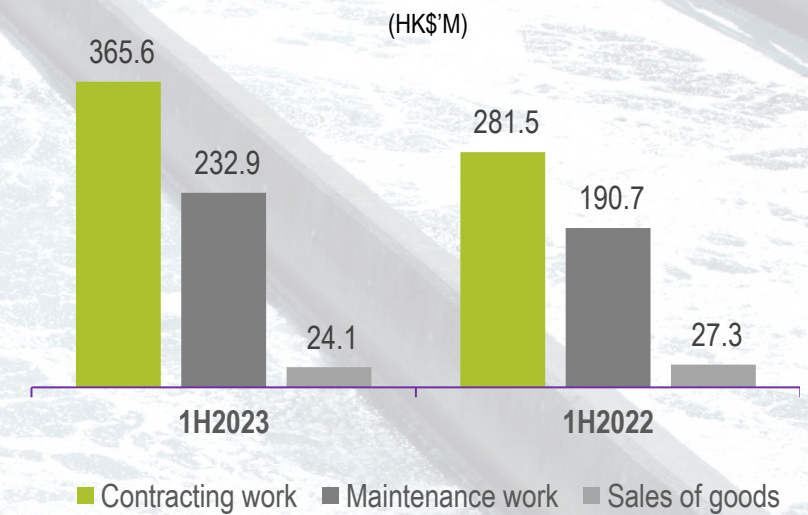


Contracts-in-hand:

HK\$4,598.9 million

Segment Revenue:

+24.6%





Delivering total solutions covering **design, build, operation (DBO) and maintenance** of environmental engineering facilities

Water

Sewage

Sludge

Solid Wastes

Gas Treatment

New Technology

Advanced technologies and **innovative** environmental solutions

- **Digital Twin technology**
- **Patented AMSFS III** (Containerised Multi-Stages Magnetic Flocculation & Sedimentation Process)
 - ✓ "Certificate of Merit" in the "Hong Kong Green Innovations Awards"



New Market

Active overseas tendering
e.g. The Philippines, Nepal

- Batangas, Laguna Lake River and Pasig in the Philippines
- Sallaghari, Kodku and Dhobighat in Nepal

New Business Model

Public Private Partnership (PPP) for
"One Belt One Road" projects

Adopt **Green Funding**

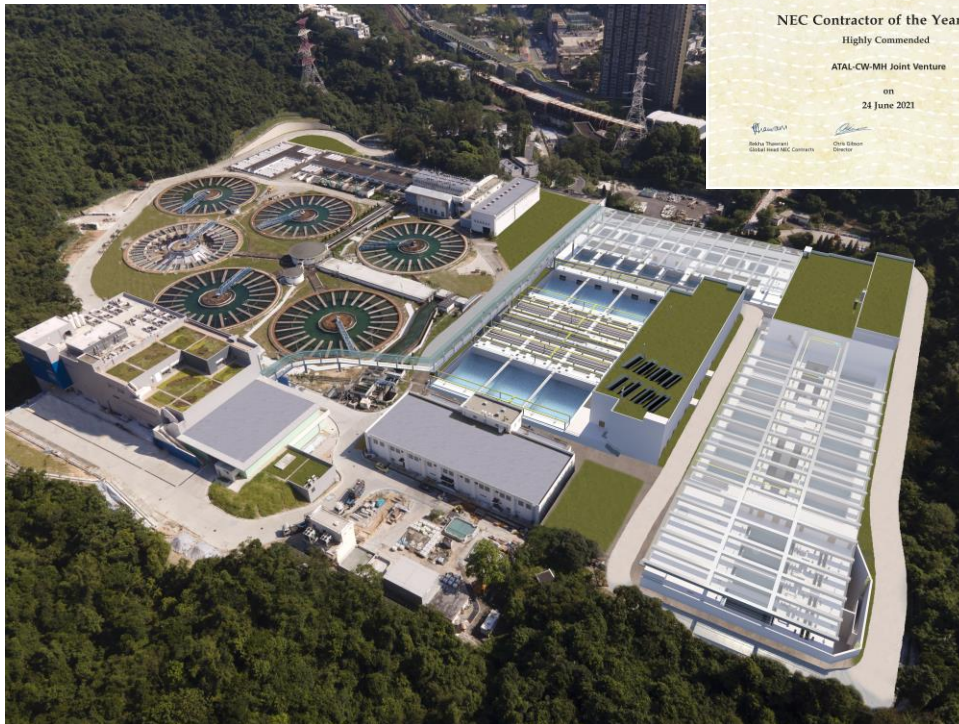
Solutions offering

- Engineering, Procurement, and Construction (EPC)
- Turnkey solutions



SIGNATURE PROJECTS

In-situ Reprovisioning of Sha Tin Water Treatment Works (South Works)



Term Contract for Inspection, Overhaul and Testing of E&M Installations at Stonecutters Island Sewage Treatment Works





SIGNATURE PROJECTS

Cheung Chau Sewage Treatment and Disposal Facilities



Organic Resources Recovery Centre Phase 1 (O•PARK1)





SIGNATURE PROJECTS

**Design, Build and Operate Food Waste
Pre-treatment Facilities at
Sha Tin Sewage Treatment Works**



**West New Territories (WENT) Landfill Gas
Phase II Development**



**New Leachate Treatment Plant for
North East New Territories Landfill
Extension (NENTX)**





SIGNATURE PROJECTS

Maintenance Works in Castle Peak Power Station and Black Point Power Station



ATAL Multi-Stages Flocculation Sedimentation III (AMSFS III)

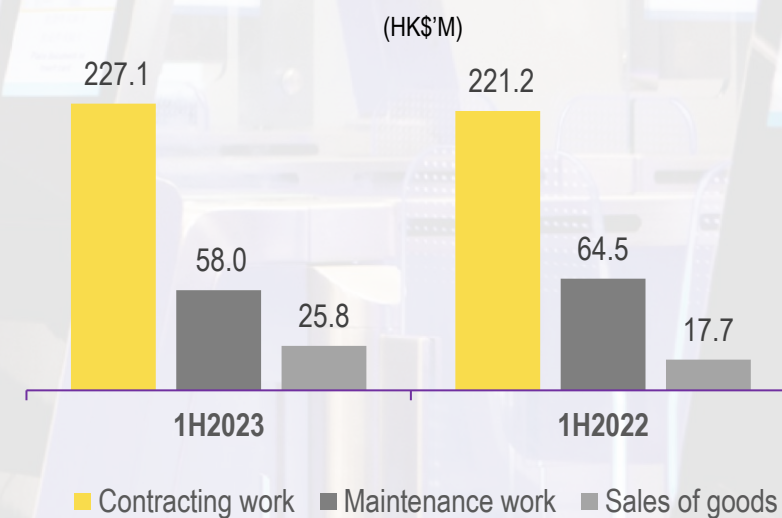




▲
+2.5%

Contracts-in-hand:
HK\$940.8 million

Segment Revenue:





Offering green and intelligent building solutions with integrated ICT and building energy & management technologies to facilitate Hong Kong's evolution towards a **Smart City**

Smart Mobility

Smart Living

Smart Environment

Smart People

Smart Economy

New Technology

- AI-enabled **Digital Twin**
- **Data Analytics**
- **ESG Dashboards**
- Indoor Environment Quality (**IEQ**) Management
- **Robotic Solutions**
- **Smart Lampposts**
- AI Energy Optimisation Platform
- IoT Applications
- Video Analytics
- **Extra Low Voltage (ELV)**
- **IoT-based Building Management System (BMS)**



New Market

- Committed to driving transformation of Hong Kong into a **"Smart City"** and **"Smart Economy"**

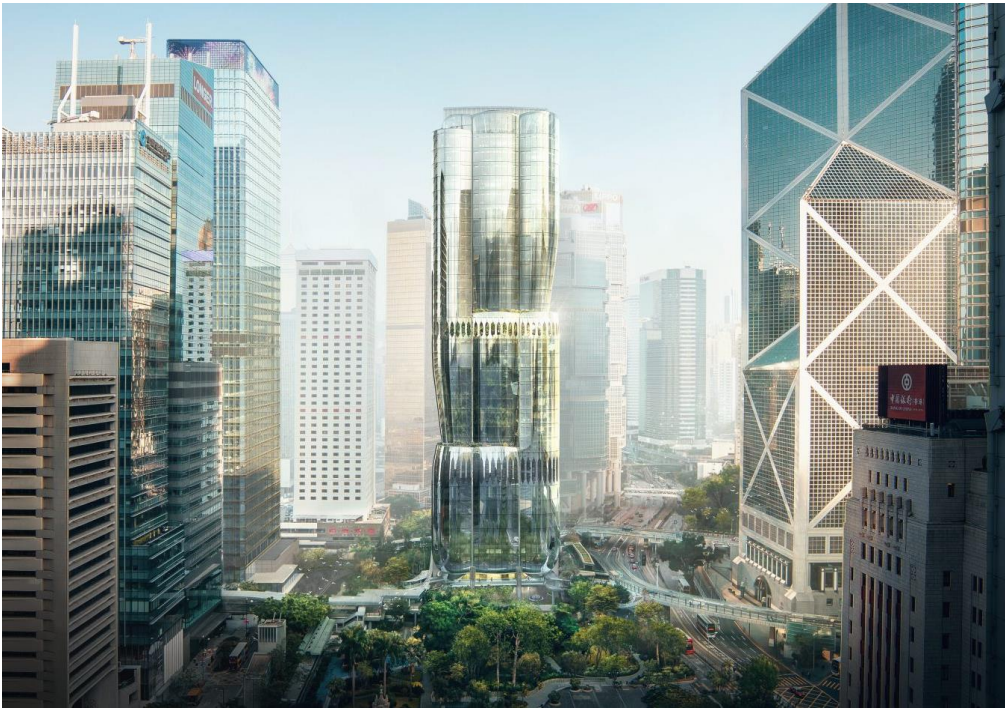
New Business Model

- **Subscription Basis (SaaS)** for energy and technology businesses
- Deploy digital technologies to **enhance maintenance service capabilities** in anticipation of increasing market demand for specialised solutions
- **Collaborate** with renowned hardware and software partners, universities and research institutes



SIGNATURE PROJECTS

**Comprehensive Solution of Smart Building Platform covering
AI Energy Analytics, IoT Applications, Video Analytics,
Walkable PV and Digital Twin for Proposed World-Class
Smart Office Building on 2 Murray Road**



**Installation of BMS, IoT and Energy Analytics for
Fortune's Shopping Malls**





SIGNATURE PROJECTS

IoT-based Smart Hostel Solution for New Student Residence and Staff Quarters of HKU



Multi-functional Smart Lampposts Pilot Scheme





SIGNATURE PROJECTS

BMS, IoT, ELV System and ICT Systems in a World-Class Smart Office and Commercial Building in Causeway Bay



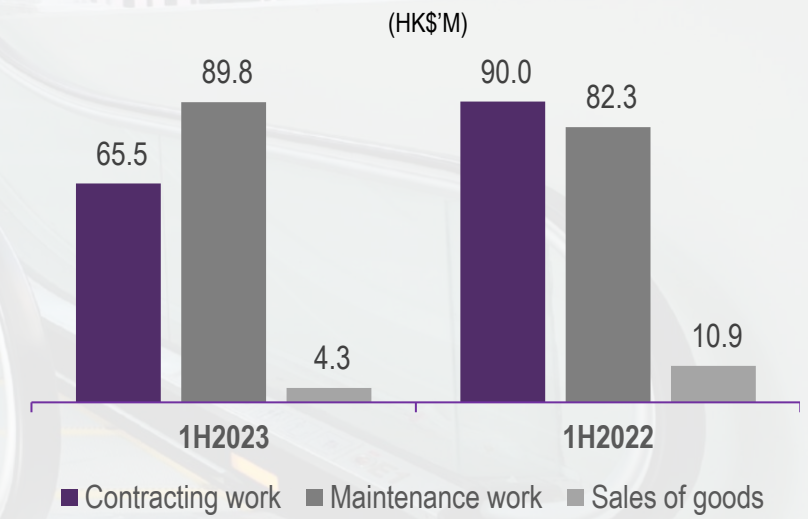
Video Analytics Technology in one of the Biggest Shopping Malls in Tai Wai





Contracts-in-hand:
HK\$586.0 million, up 13.7%

Segment Revenue:



Providing **one-stop solutions** from design, manufacturing, sales, installation, maintenance and modernisation of lifts, escalators and moving walkways



A New Lift and Escalator Vision

Lifts

Escalators

Moving Walkways

New Technology

- Anlev Predictive Maintenance and Remote Monitoring System (APMRMS) for lifts and escalators

Safety Performance Rating 安全表現評級	Services Quality Performance Rating 服務質素表現評級
	
Full Mark (滿分)	Full Mark (滿分)

New Market



Anlev (UK) Limited



- Serve millions of users in **Asia, the Americas and Europe**
- Secured strategic orders in **Canada, Mexico, Singapore, Hong Kong and Mainland China**
- Seeking new distributors in the **United States, Europe, Middle East and Southeast Asia**

New Business Model

- Increase resources to strengthen **maintenance** service capabilities
- **Explore opportunities and collaborations** that align with its strategic goals and values

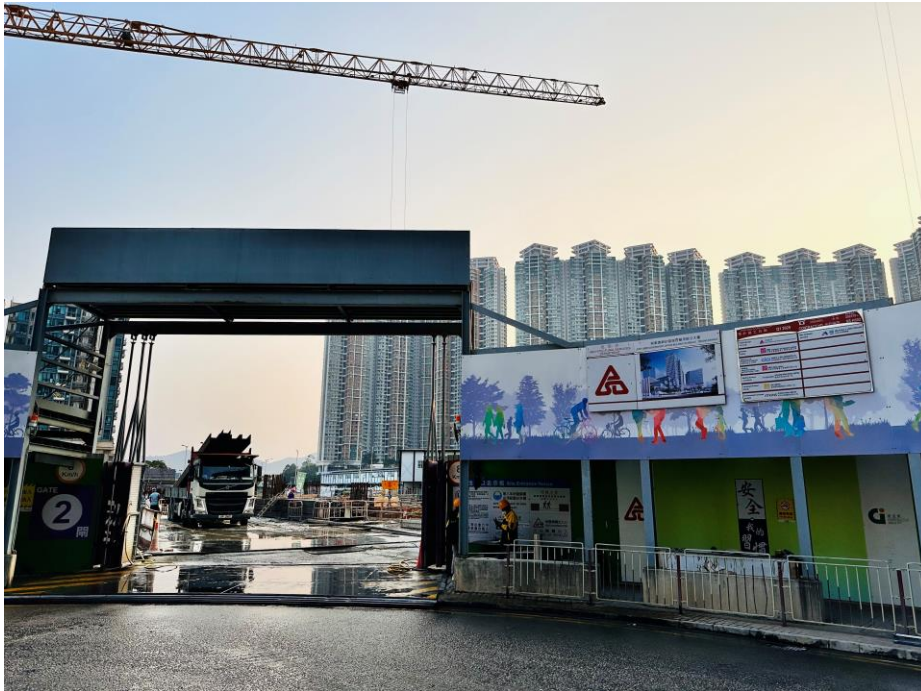
SIGNATURE PROJECTS

Central to Mid-Levels Escalator and Walkway System

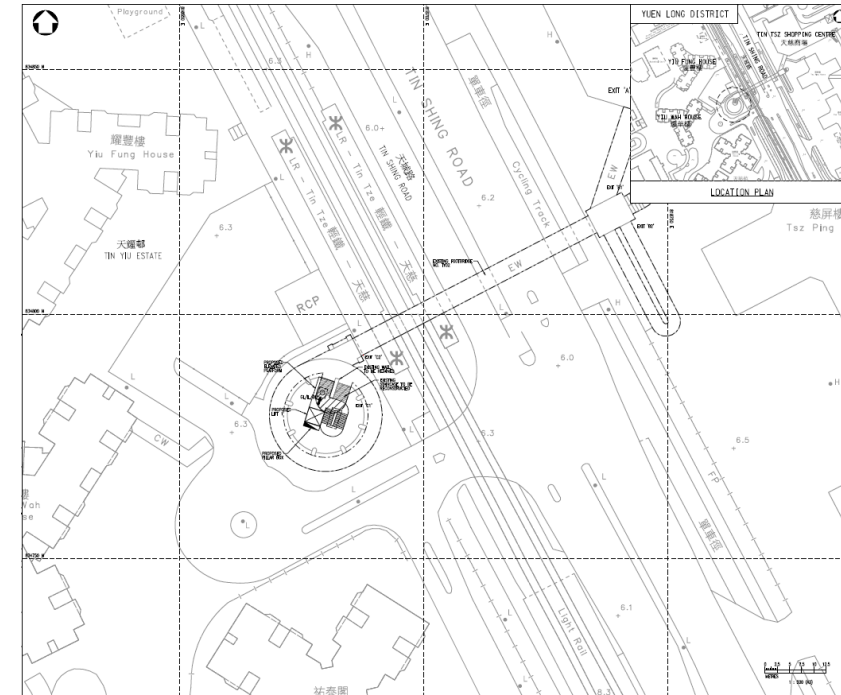


SIGNATURE PROJECTS

Design and Construction of Joint-user Government Office Building in Tseung Kwan O



Provision of Universal Accessibility Facilities at Footbridges, Elevated Walkways and Subways



SIGNATURE PROJECTS

Construction Project of Elevator Reconstruction Project of Sunken Plaza and Visitor Centre in North Square of Nanjing South Railway Station, Mainland China



SIGNATURE PROJECTS

**Victoria Riverside, Iconic and Prestigious Residential Project
in Manchester, United Kingdom**



Mixed-use Residential Building, Canada



SIGNATURE PROJECTS

Residential and Heavy-duty Lifts, Singapore



SIGNATURE PROJECTS

Mass Transportation, Brazil



Hotels in Monterrey, Mexico



Generate Recurring Revenue

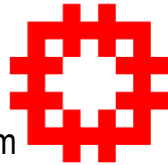
1H2023
HK\$565.1M

1H2022
HK\$460.0M

▲
+ 22.9%

Housing Authority

- **3-year Term Maintenance Contracts** for Fire Service Installation and Water Supply System for Tai Po, North and Shatin Region and Kowloon West and Sai Kung Region



Contribution to the
Group's revenue

1H2023
19.9%

▲
+ 4.7 p.p.

Maintenance Contracts for Two ifc and ifc mall

- **Maintenance Contracts** for Maintenance Services of Building Management System (BMS)



Hong Kong Zhuhai Macao Bridge Region

- **4-year Term Contract** for Maintenance of Main Power Supply and Distribution Equipment for Hong Kong Port and Hong Kong Link Road at Hong Kong Zhuhai Macao Bridge Region



Maintenance Contract for Central to Mid-Levels Escalator and Walkway System

- **Triennial Contract** for Management, Operation and Maintenance of Central to Mid-Levels Escalator and Walkway System



The background image shows a close-up of two people's hands working on a desk. One hand is pointing at a set of architectural blueprints, while the other is holding a pen, ready to write. A white hard hat sits on the desk next to the blueprints. In the foreground, a laptop keyboard is visible. The scene is brightly lit, suggesting a window in the background. A green and white geometric pattern, consisting of hexagons and circles, is overlaid on the right side of the image.

NEW HEADQUARTERS: ATAL TOWER





OUTLOOK & GROWTH STRATEGIES

Infrastructure

- Total annual construction output in Hong Kong is projected to reach approximately HK\$300 billion annually in next 10 years
- Government plans to increase annual capital works expenditure to over HK\$100 billion in coming years
- Significant investments in housing and infrastructure such as Northern Metropolis and Kau Yi Chau Artificial Islands
- Government has announced its plans to build 30,000 Light Public Housing units

Labour Importation

- Schemes for labour importation and improvements to the Supplementary Labour Scheme's coverage and operation
- Government is working to support growth and development of the industry and promote economic prosperity in Hong Kong

Data Centre

- Government is committed to implementing 100 new digital initiatives by 2025, with a focus on increasing annual usage of open data
- Leads to increasing adoption of technologies across industries, especially the data centre sector
- Hong Kong is one of the most attractive locations for data centres in APAC region

New Technology

- Apply new technologies across business segments
- Further invest in R&D of Digital Twin, IoT, AI, Big Data Analytics, BIM, MiC, MiMEP, other construction technologies and robotic solutions

New Market

- Explore suitable synergistic business partnerships to further expand reach and create new revenue streams
- Expand presence in the UK market and provide more comprehensive services to customers
- Expand business operations through engaging in business development activities in new potential markets

New Business Model

- Create new market segments for higher growth and profitability
- Our Group has become the preferred provider for both established and emerging industries in the operation and maintenance (O&M) services sector

The background of the slide is a blurred photograph of a business meeting. Several people in suits are seated around a table, with one person in the foreground holding a pen and another holding a tablet. The image is overlaid with a large, semi-transparent green and white geometric pattern on the right side, consisting of interconnected hexagons and lines.

Q&A

A close-up photograph of two people in business attire shaking hands. The person on the left is wearing a blue suit jacket, and the person on the right is wearing a dark brown suit jacket. The background is blurred, showing an office setting with a desk and a tablet. A green geometric pattern with hexagons and circles is overlaid on the right side of the image.

THANK YOU