



(Stock Code : 1977)

ANALOGUE HOLDINGS LIMITED

FY2024 Interim Results

Investor Presentation

29 August 2024

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- The Information was prepared as at 29 August 2024.

**COMPANY
OVERVIEW**



**FINANCIAL
REVIEW**



**BUSINESS
REVIEW**



**OUTLOOK &
GROWTH
STRATEGIES**



Q&A



A leading E&M engineering service & ICT solutions provider with headquarters in Hong Kong and offices in Macau, Mainland China, the UK and US, covering diverse sectors including:

- One-stop E&M Services to Buildings, Data Centres and Infrastructure
- Environmental Engineering
- Information, Communications & Building Technologies (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 62 patents and designs internationally

Maintain sustainable growth with high value contracts-in-hand

Solid Foundation for Business Going Forward

- High contracts-in-hand and strong tender activities, especially in Hong Kong & Macau where the markets are strong
- Strong recurring revenue streams

Broad Base of Business Opportunities in Different Regions Based on New Technology, New Market & New Business Model

- Lifts & Escalators business expanded to the United Kingdom and United States
- The Group is also exploring new markets in the South East Asia, East Asia, the Middle East and other countries

Commitment to Innovation

- Successfully implementing innovative technologies including Multi-trade Integrated Mechanical, Electrical and Plumbing (MiMEP), Design for Manufacturing and Assembly (DfMA) and Building Information Modelling (BIM) in over 50% of our building services projects, to enhance quality, safety, productivity and hence our competitiveness
- Continuing to invest in R&D to develop digital technologies including Digital Twin, AI, smart building management systems and robotics solutions, to continuously enhance our distinctive edge as an ICT solutions provider
- A leader in green and environmental technologies to meet the increasing community needs for climate solutions, clean water, and sewage treatment

Track Record in Talent Development

- Edge in competition for talents through long-established training programmes for graduate trainees and apprentices

Enhancing ONE ATAL Synergy with New Headquarters

- ATAL Tower, our new headquarters, has been completed and will be fully operational by the third quarter of 2024 to create superior infrastructure for better serving our customers and partners
- Significantly enhancing productivity through closer collaboration and synergy among our operational units
- Innovative solutions contributed to ATAL Tower obtaining the Provisional Platinum rating under BEAM Plus New Buildings (V2.0) for revitalising an industrial building in Kwai Chung as our headquarters



FINANCIAL REVIEW



Sustained Market Leading Position

Order Intake (HK\$'M)

3,510.2

Revenue (HK\$'M)

3,265.4

+ 14.9%

Profit Attributable to Owners of the Company (HK\$'M)

82.4[^]

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

11,704.3

Bank Balances and Cash (HK\$'M)

1,147.3

Low Gearing Ratio

23.9%



[^] Including a once-off net insurance claim income of HK\$15.2 million of an associate in US

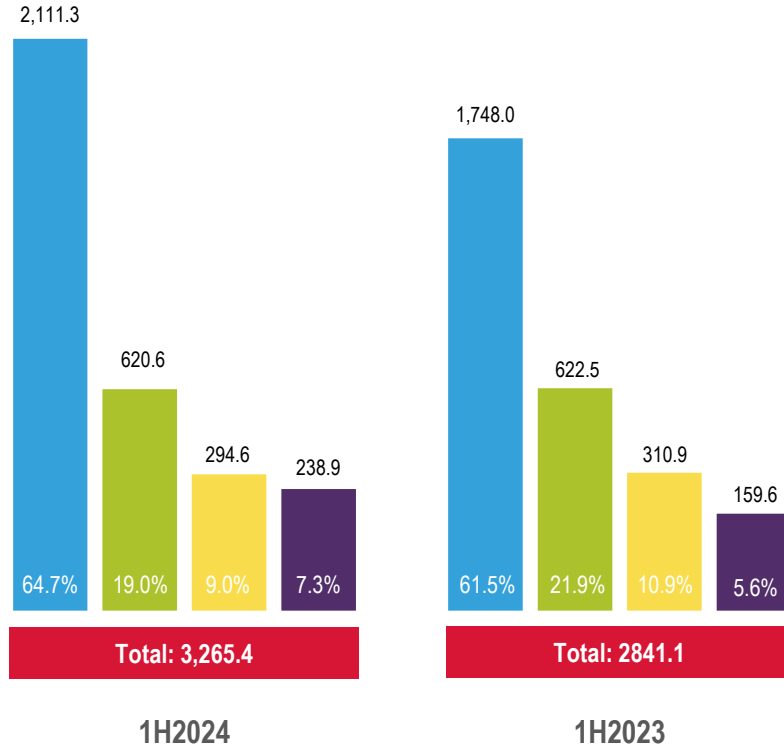
	1H2024 (HK\$'M)	1H2023 (HK\$'M)	Growth
Revenue	3,265.4	2,841.1	14.9%
Gross profit	477.7	453.8	5.3%
Gross profit margin	14.6%	16.0%	(1.4 p.p.)
Profit attributable to owners of the Company	82.4[^]	237.5 [*]	(65.3%)
Basic earnings per share (cents)	6	17	(64.7%)
Dividend per share (cents)	2.38	8.52	(72.1%)

[^] Including a once-off net insurance claim income of HK\$15.2 million of an associate in US, the adjusted profit attributable to the owners of the Company was HK\$67.2 million

^{*} Including the once-off dilution gain of HK\$124.1 million upon the completion of a private placement of an associate in Mainland China and the once-off gain on disposal of interest in an associate of HK\$38.7 million, the adjusted profit attributable to the owners of the Company was HK\$74.7 million

Revenue by Segment

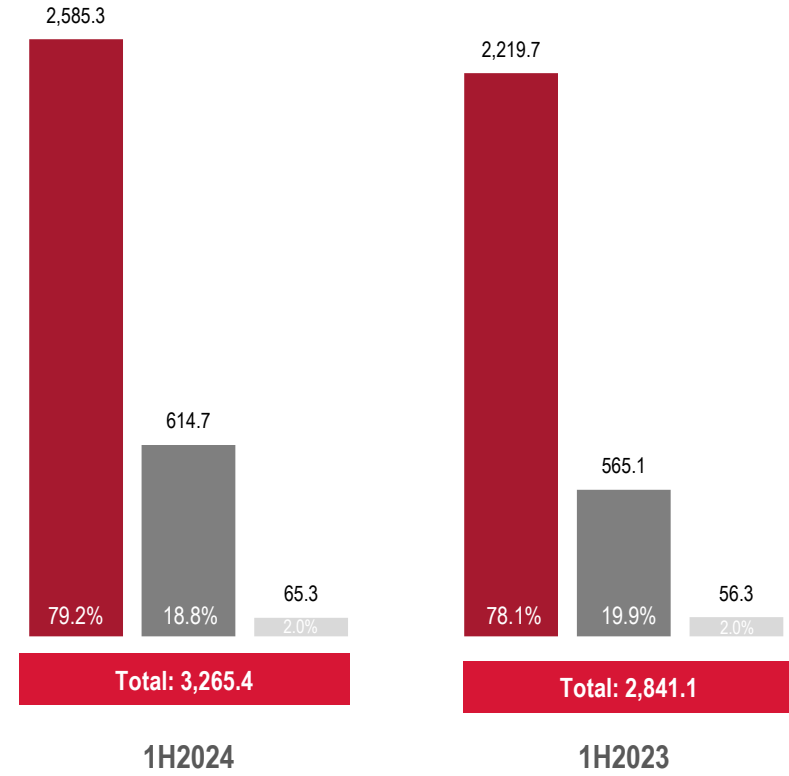
(HK\$'M)



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

Revenue by Nature

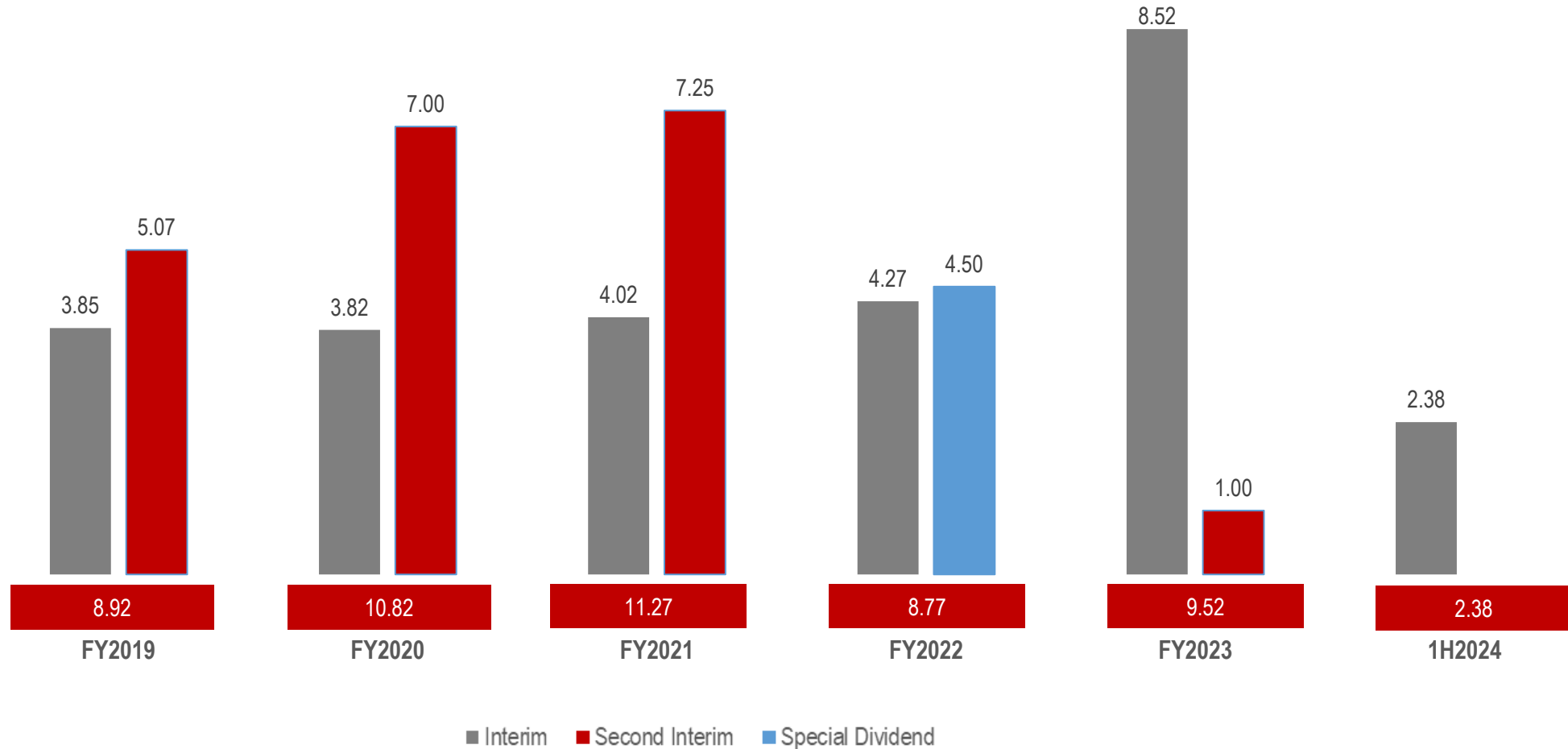
(HK\$'M)



- Contracting work
- Maintenance work
- Sales of goods

	30 Jun 2024 (HK\$'M)	31 Dec 2023 (HK\$'M)
Current assets	3,882.5	3,721.4
Current liabilities	2,779.9	2,730.1
Bank balances and cash	1,147.3	906.4
Net current assets	1,102.6	991.3
Total assets less current liabilities	2,565.5	2,409.2
Current ratio	1.4x	1.4x
Gearing ratio	23.9%	15.1%
Return on equity	3.8%	12.0%

* For the six months ended 30 Jun 2024



Dividend per share (HK cents)



BUSINESS REVIEW



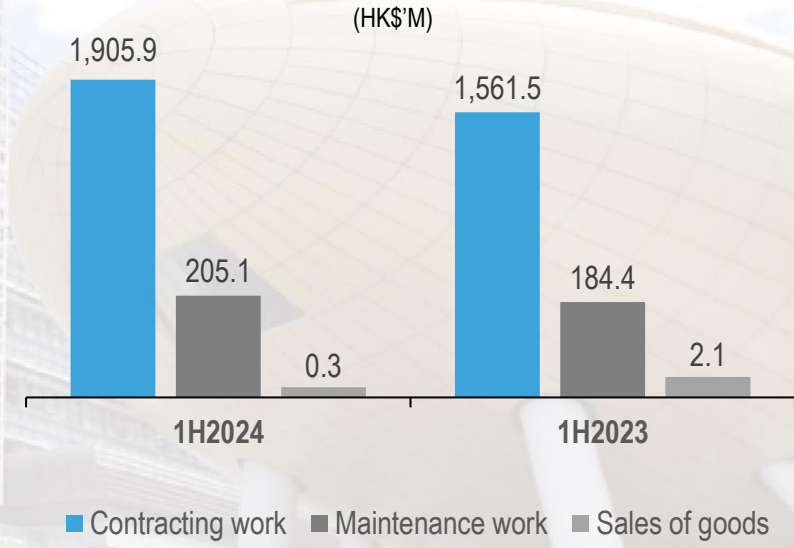


+20.8%

Contracts-in-hand:

HK\$5,585 million

Segment Revenue:





SIGNATURE PROJECTS

Proposed Commercial Development at Caroline Hill Road on Lot No.8945, Causeway Bay





SIGNATURE PROJECTS

SKYCITY Commercial Development at Chek Lap Kok Lot No. 3, Lantau Island



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



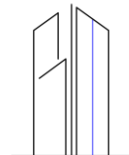
Proposed Development at Inland Lot No. 9088, Site 3 New Central Harbourfront



green building award 2023
環保建築大獎



PLATINUM
鉑金級
HKGBC BEAM Plus
綠建環評



Autodesk Hong Kong
BIM Awards 2022



PROVISIONAL PLATINUM
HKGBC BEAM Plus



SIGNATURE PROJECTS — Universities

United College Choi Kai Yau Residence of CUHK



Student Hostel at Shaw Campus of CUHK



Capital Development Complex at Pokfield Road Site of HKU



Student Hostel at Tat Hong Avenue of PolyU





SIGNATURE PROJECTS — Housing Authority

**Public Housing Developments at
Kai Tak Sites 2B5 & 2B6**



**Public Housing Development at
Wah King Street**



**Public Housing Development at
Tai Wo Hau Road Phases 1 and 2**





SIGNATURE PROJECTS — Housing Authority

**Public Housing Development at
Tung Chung Area 103**



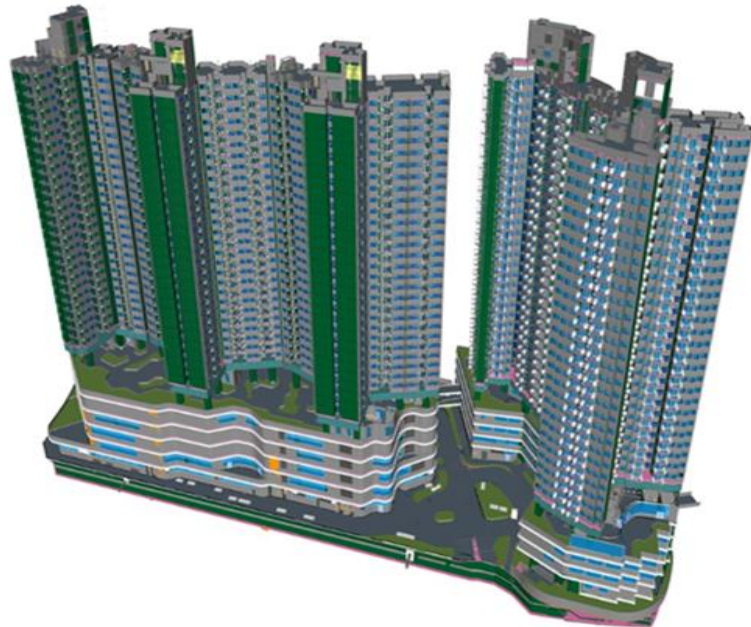
**Public Housing Development at
Tung Chung Area 109**





SIGNATURE PROJECTS — Housing Society

Housing Development at Kai Tak Area 1E1



**Proposed Mixed Housing Development at
Pak Wo Road, FSSTL 264, Fanling, N.T.**





SIGNATURE PROJECTS

High voltage system installation and data centre fitting-out work for a major data centre service provider in Tseung Kwan O





SIGNATURE PROJECTS

HKIA Three Runway System Project – North Runway Modification Works





SIGNATURE PROJECTS

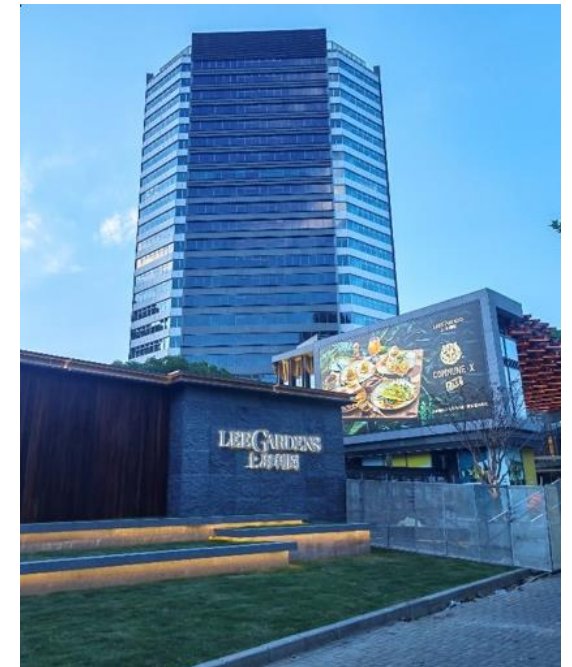
Galaxy Hotel Lot 4, Macau



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



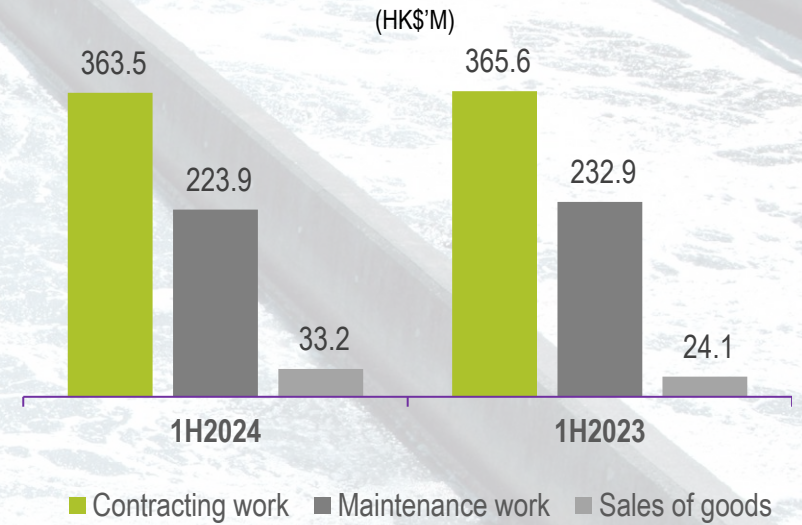
**Podium Construction Project at
Lee Gardens, Shanghai**





Contracts-in-hand:
HK\$4,514 million

Segment Revenue:



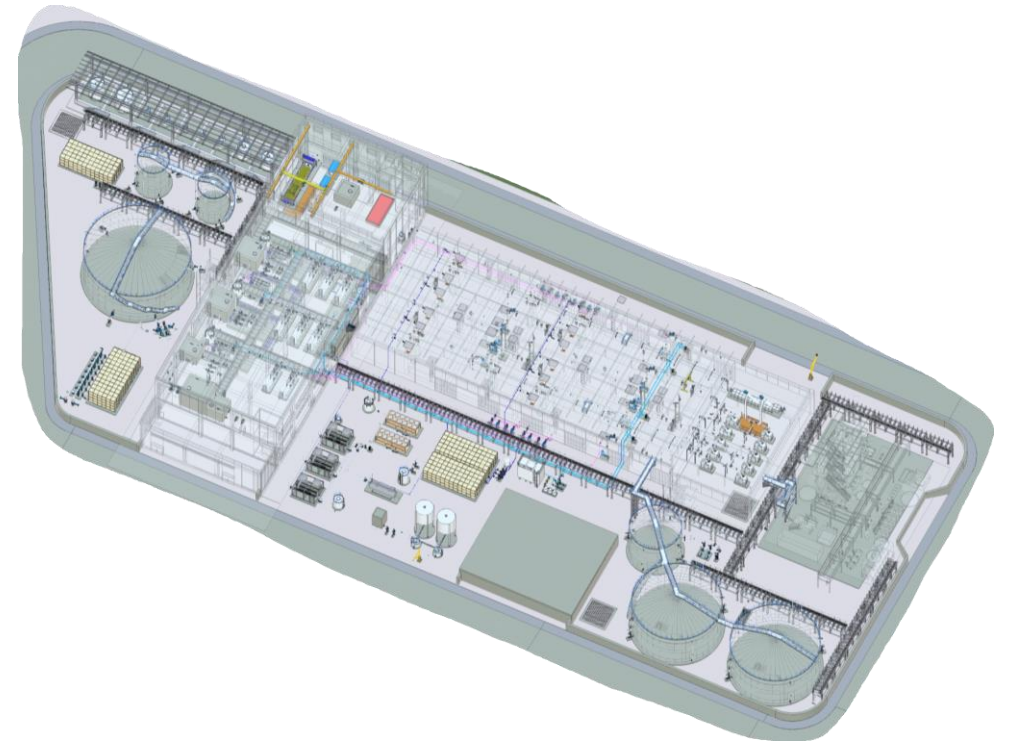


SIGNATURE PROJECTS

Yuen Long Barrage and Nullah Improvement Schemes



Leachate Treatment Works for West New Territories Landfill Extension (WENTX)





SIGNATURE PROJECTS

Yuen Long Effluent Polishing Plant



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



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



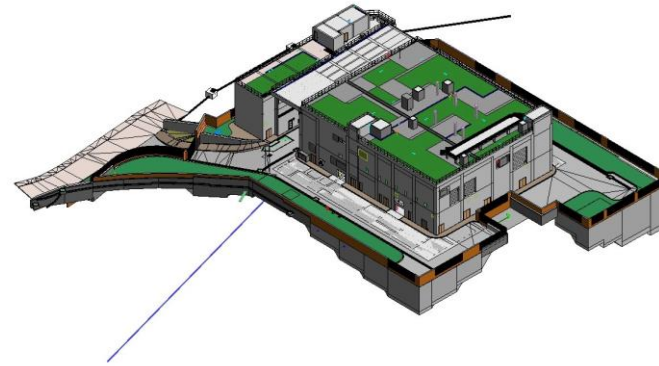


SIGNATURE PROJECTS

Cheung Chau Sewage Treatment and Disposal Facilities



Sewage Treatment Works at San Shek Wan



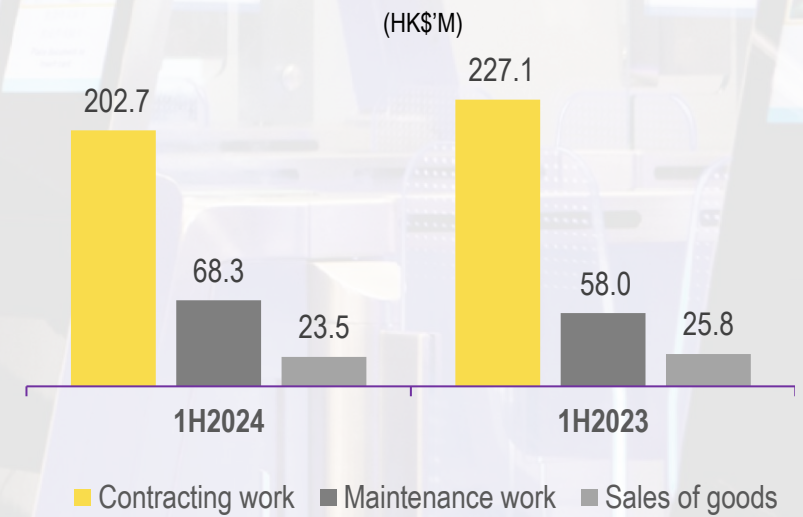
Food Waste Pre-treatment facilities at Sha Tin Sewage Treatment Works





Contracts-in-hand:
HK\$938 million

Segment Revenue:





SIGNATURE PROJECTS

Supply and Installation of Building Management System (BMS) for Hong Kong-Shenzhen Innovation and Technology Park Batch 1A





SIGNATURE PROJECTS

Supply and Installation of BMS for KIL 11262, West Kowloon



Supply and Installation of Automatic Vehicle Clearance Support System in Shenzhen Bay Control Point





SIGNATURE PROJECTS

BMS Upgrade for Three Pacific Place



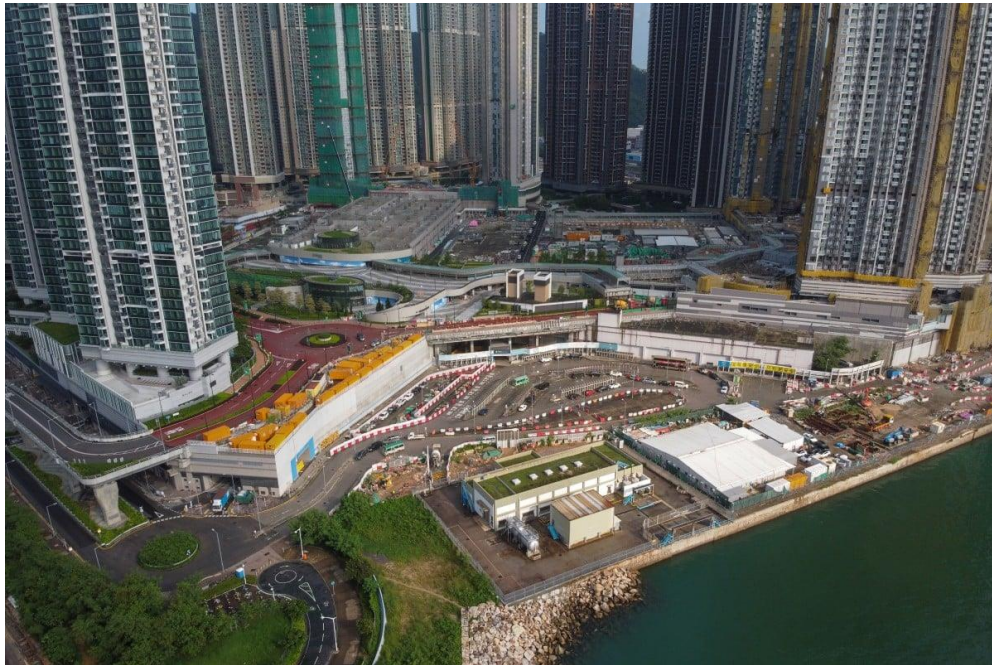
Supply and Installation of CCTV Systems with Video Analytics for Southside Mall, Wong Chuk Hang





SIGNATURE PROJECTS

Supply and Installation of Extra Low Voltage Systems in LOHAS Park Phase 13, Tseung Kwan O




Supply and Installation of Access Control Systems in Taikoo Place



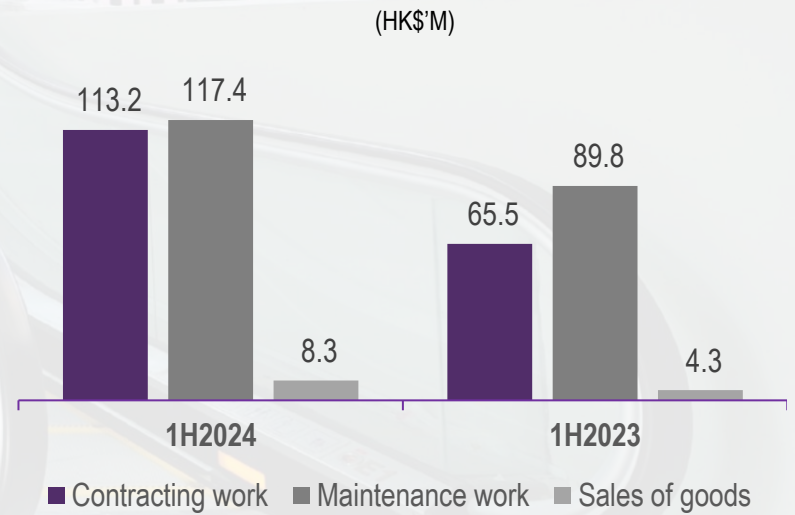


ANLEY ELEVATOR LTD
安力電梯有限公司
MAINTENANCE SERVICE DEPARTMENT
24 2965 7163
2613 5796


+49.4%

Contracts-in-hand:
HK\$667 million, up 13.8%

Segment Revenue:



SIGNATURE PROJECTS

ATAL Tower,
45-51 Kwok Shui Road, Kwai Chung



Design and Construction of Redevelopment of
Queen Mary Hospital, Phase 1



SIGNATURE PROJECTS

**ALLEGRO, 138 Carpenter Road,
Kowloon City**



**Yu Tak Court, On Muk Street,
Shek Mun, Shatin**

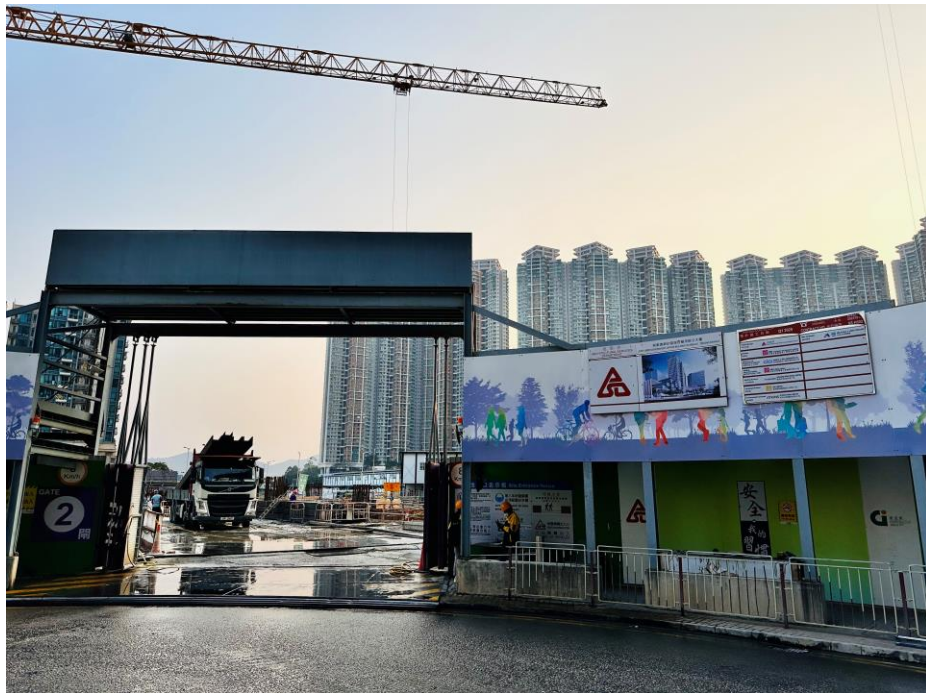


**Porsche Show Room, Hong Kong
(1st Glazed Vehicle Lift in Hong Kong)**



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

Automated Parking System at the Junction of Hoi Shing Road and Hoi Kok Street, Tsuen Wan



Automated Parking System in Kai Tak Inland Revenue Tower

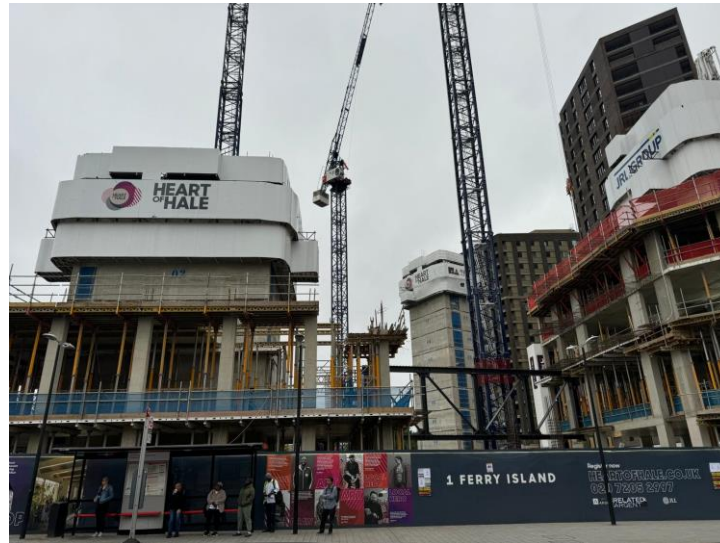


SIGNATURE PROJECTS

Beorma, Residential & Commercial Project in Birmingham, UK



Ferry Island, Residential Project in London, UK



Waterhouse Garden, Residential Project in Manchester, UK



SIGNATURE PROJECTS

Mexico Metro Station Line 12



Luz Station, Brazil



Generate Recurring Revenue

1H2024
HK\$614.7M

1H2023
HK\$565.1M

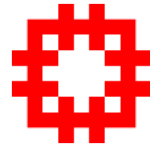
+ 8.8%

Contribution to the
Group's revenue

1H2024
18.8%

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



Data Centre

- **2-year Contract** for Management, Operation and Maintenance of a HKSAR Government's data centre complex



Hong Kong Zhuhai Macao Bridge Region

- **Triennial Term Contract** for Maintenance of Mechanical Installations for Hong Kong Port and Hong Kong Link Road at Hong Kong Zhuhai Macao Bridge



CLP Power Stations

- **5-year Maintenance Contract** for Black Point Power Station and Castle Peak Power Station





Maintenance Contract for Hong Kong Zhuhai Macao Bridge Hong Kong Port and Shenzhen Bay Control Point

- **Maintenance Services** of Automatic Vehicle Clearance Support System



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 of the slide is a blurred photograph of a meeting room. In the foreground, a wooden conference table is visible with several items on it: a silver ruler, a pair of pens, and a black pen. The background shows several people in business attire standing and talking near a large window. The right side of the image is overlaid with a semi-transparent orange and white geometric pattern consisting of hexagons and lines.

**OUTLOOK &
GROWTH STRATEGIES**

Core Market

- Strong contracts-in-hand, leadership in growth segments, strong tendering activities
- Government's planned capital works including housing, infrastructure and the Northern Metropolis
- Tremendous opportunities in healthcare, infrastructure, data centres, housing, transportation and retrofitting existing facilities

New Technology

- Our enhanced competitiveness in advanced construction technologies
- Distinctive edge as a leading ICT solutions provider to capture Digital Twin, AI, IoT, Big Data, Analytics and other new market segments driven by demands arising from government's digital initiatives and the fast-increasing use of data
- Advanced food waste treatment technology and other solutions for meeting community needs for climate solutions, clean water, and waste management

New Market

- Strategically positioned for emerging opportunities in the Greater Bay Area
- Expanding operations in the US and UK, and distributorship around the world
- Exploring suitable synergistic business opportunities, including expansions into East Asia, Southeast Asia and the Middle East

New Business Model

- Continuous product development and extension of the comprehensive business model of Anlev
- Expanding our operations an maintenance (O&M) capability to support mission-critical facilities



Q&A





THANK YOU

