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(Stock Code: 1977)

## INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 JUNE 2023

Financial Highlights		
	For the six mon 30 Jun	
	2023	2022
	HK\$'M	HK\$'M
Revenue	2,841.1	3,021.7
Gross profit	453.8	457.6
Profit attributable to owners of the Company	237.5	59.2
Basic earnings per share	HK\$0.17	HK\$0.04

The Board has resolved to pay an interim dividend of HK8.52 cents per share for the six months ended 30 June 2023.<sup>(i)</sup>

(i) The interim dividend for the six months ended 30 June 2023 of HK8.52 cents per share, amounted to HK\$118.9 million in aggregate, representing a dividend payout ratio of 50%, based on the unaudited net profit of HK\$237.5 million.

## RESULTS

The board of directors (the "Board") of Analogue Holdings Limited (the "Company") is pleased to announce the unaudited interim results of the Company and its subsidiaries (collectively, the "Group") for the six months ended 30 June 2023.

# CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the six months ended 30 June 2023

	Notes	Six months end 2023 <i>HK\$'000</i> (Unaudited)	ded 30 June 2022 <i>HK\$'000</i> (Unaudited)
<b>Revenue</b> Cost of sales and services	4	2,841,055 (2,387,255)	3,021,720 (2,564,144)
<b>Gross profit</b> Other income Other gains and losses Provision for potential litigation liabilities Impairment losses under expected credit loss model,	5 15	453,800 11,929 144,546 -	457,576 13,722 24,987 (60,000)
net of reversal Selling and distribution expenses Administrative expenses Share of results of associates Finance costs	13 6	(9,747) (1,647) (318,304) (7,797) (5,318)	(2,349) (624) (363,351) 15,177 (4,145)
<b>Profit before tax</b> Income tax expense	7	267,462 (29,942)	80,993 (21,818)
Profit for the period	8	237,520	59,175
<b>Other comprehensive income (expense)</b> <i>Items that will not be reclassified to profit or loss:</i> Gain on revaluation of properties Income tax relating to gain on revaluation of properties		565 (93) 472	580 (96) 484
<ul> <li>Items that may be subsequently reclassified to profit or loss:</li> <li>Exchange differences arising from translation of foreign operations</li> <li>Reclassification of cumulative translation reserve upon disposal of interest in an associate</li> <li>Reclassification of cumulative translation reserve upon dilution of interest in an associate</li> </ul>		(26,238) 1,405 <u>1,504</u> (23,329)	(26,083) (500)  (26,583)
Other comprehensive expense for the period, net of tax		(22,857)	(26,099)
Total comprehensive income for the period		214,663	33,076
		HK cents	HK cents
Earnings per share Basic	10	17	4
Diluted	10	17	4

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2023

	Notes	As at 30 June 2023 <i>HK\$'000</i> (Unaudited)	As at 31 December 2022 <i>HK\$'000</i> (Audited)
Non-current assets Investment properties		4,720	589,720
Property, plant and equipment		738,302	147,902
Right-of-use assets		53,751	87,713
Intangible assets		-       –	, _
Interests in associates	11	500,672	440,651
Deposits		12,741	13,274
Deferred tax assets		10,996	13,154
		1,321,182	1,292,414
Current assets			
Inventories		90,003	69,474
Contract assets	12	1,293,010	1,244,364
Trade receivables	13	1,002,344	1,047,197
Other receivables, deposits and prepayments Amount due from an associate		147,886	145,309
Amount due from an associate Amounts due from partners of joint operations		14,248	7,142
Tax recoverable		2,742	4,468
Pledged bank deposits		25,761	25,818
Bank balances and cash		835,139	976,028
		3,411,133	3,519,800
Current liabilities			
Trade and retention payables	14	552,370	724,380
Other payables and accrued expenses Contract liabilities	15	1,469,301 102,401	1,494,963
Amounts due to partners of joint operations		294	123,978 5,108
Bank borrowing – due within one year		14,625	14,625
Derivative financial instruments		1,621	2,776
Lease liabilities		35,926	31,717
Tax payable		45,931	15,911
		2,222,469	2,413,458
Net current assets		1,188,664	1,106,342
Total assets less current liabilities		2,509,846	2,398,756

	As at	As at
	30 June 2023	31 December 2022
	2023 HK\$'000	HK\$'000
	(Unaudited)	(Audited)
Capital and reserves		
Share capital	14,000	14,000
Reserves	2,210,025	2,048,906
Total equity	2,224,025	2,062,906
Non-current liabilities		
Bank borrowing – due after one year	255,938	263,250
Lease liabilities	14,535	52,762
Deferred tax liabilities	13,588	17,944
Deferred income	1,760	1,894
	285,821	335,850
	2,509,846	2,398,756

#### NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the six months ended 30 June 2023

#### 1. BASIS OF PREPARATION

The condensed consolidated financial statements of Analogue Holdings Limited (the "Company") and its subsidiaries (together, the "Group") have been prepared in accordance with Hong Kong Accounting Standard ("HKAS") 34 *Interim Financial Reporting* issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") as well as with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange").

#### 2. PRINCIPAL ACCOUNTING POLICIES

The condensed consolidated financial statements have been prepared on the historical cost basis except for certain properties and financial instruments which are measured at revalued amounts or fair values, as appropriate.

Other than additional accounting policies resulting from application of new and amendments to Hong Kong Financial Reporting Standards ("HKFRSs") and application of certain accounting policies which became relevant to the Group in the current interim period, the accounting policies and methods of computation used in the condensed consolidated financial statements for the six months ended 30 June 2023 are the same as those presented in the Group's annual consolidated financial statements for the year ended 31 December 2022.

#### Application of new and amendments to HKFRSs

In the current interim period, the Group has applied the following new and amendments to HKFRSs issued by the HKICPA, for the first time, which are mandatorily effective for the Group's annual period beginning on 1 January 2023 for the preparation of the Group's condensed consolidated financial statements:

HKFRS 17 (including the October	Insurance Contracts
2020 and February 2022	
Amendments to HKFRS 17)	
Amendments to HKAS 8	Definition of Accounting Estimates
Amendments to HKAS 12	Deferred Tax related to Assets and Liabilities arising
	from a Single Transaction

Except as described below, the application of the new and amendments to HKFRSs in the current interim period has had no material impact on the Group's financial positions and performance for the current and prior periods and/or on the disclosures set out in these condensed consolidated financial statements.

#### Impacts on application of HKFRS 17 (including the October 2020 and February 2022 Amendments) Insurance Contracts ("HKFRS 17")

HKFRS 17 establishes the principles for the recognition, measurement, presentation and disclosure of insurance contracts and supersedes HKFRS 4 *Insurance Contracts*.

HKFRS 17 defines an insurance contract as a contract under which the Group accept significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholder if a specified uncertain future event (the insured event) adversely affects the policyholder.

Certain contracts entered into by the Group, e.g. performance bonds given by banks in favour of the Group's customers, meet the definition of insurance contracts under HKFRS 17. However, these contracts are specifically scoped out from HKFRS 17 and the Group continues to account for these contracts under relevant accounting standards. Therefore, the application of HKFRS 17 in the current period had no material impact on the condensed consolidated financial statements.

## Impacts on application of Amendments to HKAS 1 and HKFRS Practice Statement 2 Disclosure of Accounting Policies

The Group will apply Amendments to HKAS 1 and HKFRS Practice Statement 2 *Disclosure of Accounting Policies* which are mandatorily effective for the Group's annual period beginning on 1 January 2023 for the preparation of the Group's consolidated financial statements for the year ending 31 December 2023.

HKAS 1 *Presentation of Financial Statement* is amended to replace all instances of the term "significant accounting policies" with "material accounting policy information". Accounting policy information is material if, when considered together with other information included in an entity's financial statements, it can reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements.

The amendments also clarify that accounting policy information may be material because of the nature of the related transactions, other events or conditions, even if the amounts are immaterial. However, not all accounting policy information relating to material transactions, other events or conditions is itself material. If an entity chooses to disclose immaterial accounting policy information, such information must not obscure material accounting policy information.

HKFRS Practice Statement 2 *Making Materiality Judgements* (the "Practice Statement") is also amended to illustrate how an entity applies the "four-step materiality process" to accounting policy disclosures and to judge whether information about an accounting policy is material to its financial statements.

The application of the amendments in the current period had no material impact on the condensed consolidated financial statements and it may affect the disclosures of the Group's accounting policies in the Group's annual consolidated financial statements for the year ending 31 December 2023.

#### Impacts on application of Amendments to HKAS 12 Income Taxes ("HKAS 12") International Tax Reform-Pillar Two Model Rules

In July 2023, the HKICPA issued the amendments to HKAS 12 to add the exception to recognising and disclosing information about deferred tax assets and liabilities that are related to tax law enacted or substantively enacted to implement the Pillar Two model rules published by the Organisation for Economic Co-operation and Development (the "Pillar Two legislation"). The amendments require that entities shall apply the amendments immediately upon issuance. The amendments also require that entities shall disclose separately its current tax expense/income related to Pillar Two income taxes, and the qualitative and quantitative information about its enacted but not yet in effect in annual reporting periods beginning on or after 1 January 2023.

The Group has applied the temporary exception immediately upon issue of these amendments and retrospectively, i.e. applying the exception from the date Pillar Two legislation is enacted or substantially enacted. The Group will disclose known or reasonably estimable information that helps users of financial statements to understand the Group's exposure to Pillar Two income taxes in the Group's annual consolidated financial statements for the year ending 31 December 2023.

#### 2.1 Accounting policies newly applied by the Group

In addition, the Group has applied the following accounting policies which became relevant to the Group in the current interim period.

#### **Investment properties**

If a property becomes an owner-occupied property because its use has been changed as evidenced by commencement of development with intention of owner-occupation, the fair value of the property at the date of change in use is considered as the deemed cost for subsequent accounting.

#### **Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets until such time as the assets are substantially ready for their intended use or sale.

Any specific borrowing that remains outstanding after the related asset is ready for its intended use or sale is included in the general borrowing pool for calculation of capitalisation rate on general borrowings.

All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

#### 3. KEY SOURCES OF ESTIMATION UNCERTAINTY

#### Change in accounting estimate on the useful lives of leasehold improvements and relevant leases remeasurement

During the six months ended 30 June 2023, the Group changed the estimated useful lives of certain of its leasehold improvements associated with leased offices upon management's decision to (i) commence the revitalisation work of an industrial building located in Kwai Chung ("ATAL Tower"), which was an investment property of the Group, and (ii) relocate all of the major offices to ATAL Tower, as the headquarter of the Group, upon completion of revitalisation work in 2024. ATAL Tower previously classified under investment property has been transferred into assets under construction under property, plant and equipment accordingly.

Based on such relocation plan, the directors of the Company determined that changes to the estimated useful lives of the leasehold improvements associated with leased offices were appropriate. As a result, during the six months ended 30 June 2023, the Company shortened the estimated useful lives of the leasehold improvements in alignment of the revised enforceable lease period of leased offices to 10 and 21 months to better reflect the estimated periods of which these assets are expected to be remained in service.

The change in estimated useful lives was accounted for as a change in accounting estimate effective on 1 April 2023, which is the date of commencement of the revitalisation work with the expectations of useful lives formed based on the relocation plan. The impact of this change for the six months ended 30 June 2023, was an increase in depreciation expense of approximately HK\$1,838,000 (unaudited).

As a result of the relocation plan in 2024, the Group has also remeasured lease period of its leased offices. For the six months ended 30 June 2023, right-of-use assets of approximately HK\$25,348,000 (unaudited) and lease liabilities of approximately HK\$28,714,000 (unaudited) were reversed, gain on the lease remeasurement of approximately HK\$3,366,000 (unaudited) was recognised.

#### 4. REVENUE AND SEGMENT INFORMATION

The Group recognises revenue from three major sources, namely, contracting work, maintenance work and sales of goods.

#### (i) Disaggregation of revenue from contracts with customers

The following is an analysis of the Group's revenue from its major products and services:

	Six months ended 30 June		
	2023	2022	
	HK\$'000	HK\$'000	
	(Unaudited)	(Unaudited)	
Timing of revenue recognition and category of revenue			
Recognised over time and long-term contracts			
Contracting work	2,219,660	2,503,010	
Maintenance work	565,122	460,008	
	2,784,782	2,963,018	
Recognised at a point in time and short-term contracts			
Sales of goods	56,273	58,702	
	2,841,055	3,021,720	

	Six months ended 30 June		
	2023	2022	
	HK\$'000	HK\$'000	
	(Unaudited)	(Unaudited)	
Geographical information			
Hong Kong	2,459,875	2,790,741	
Mainland China	152,024	69,006	
Macau	221,971	150,002	
United Kingdom	5,303	162	
United States of America ("USA")	18	2,350	
Others	1,864	9,459	
	2,841,055	3,021,720	

#### (ii) Transaction price allocated to the remaining performance obligations for contracts with customers

The transaction price allocated to the remaining performance obligations (unsatisfied or partially unsatisfied) as at the end of the respective reporting period are as follows:

	As at	As at
	30 June	31 December
	2023	2022
	HK\$'000	HK\$'000
	(Unaudited)	(Audited)
Contracting work	9,529,194	9,234,531
Maintenance work	2,603,909	2,268,495
Sales of goods	142,882	153,314
	12,275,985	11,656,340

Information reported to the executive directors of the Company, being the chief operating decision maker ("CODM") for the purpose of resource allocation and assessment of segment performance focuses on types of goods or services delivered or provided. No operating segments identified by CODM have been aggregated in arriving at the reportable segments of the Group.

Specifically, the Group's reportable and operating segments are as follows:

Building services:	Provision of electrical and mechanical engineering building services, including the design, installation, testing and commissioning and maintenance of heating, ventilation and air- conditioning system, fire service system, plumbing and drainage system and electrical and extra low voltage system
Environmental engineering:	Provision of total solutions for the design, construction, operation and maintenance of environmental engineering systems for treatment of sewage, water, solid waste, sludge and gas
Information, communications and building technologies ("ICBT"):	Provision for design, installation and servicing of a wide range of intelligent systems, information and communications (ICT) systems and building technology systems
Lifts and escalators:	Provision of i) total solution for design, supply and installation of a wide range of lifts and escalators offered under the trade name of "Anlev Elex"; and ii) repair and maintenance services for lifts and escalators

## **Reconciliation of segment revenue**

For the six months ended 30 June 2023 (Unaudited)

	Building services HK\$'000	Environmental engineering <i>HK\$'000</i>	ICBT <i>HK\$'000</i>	Lifts and escalators <i>HK\$'000</i>	Total <i>HK\$'000</i>
Revenue					
- Contracting work	1,561,499	365,565	227,060	65,536	2,219,660
- Maintenance work	184,358	232,891	58,028	89,845	565,122
- Sales of goods	2,111	24,068	25,830	4,264	56,273
Total revenue	1,747,968	622,524	310,918	159,645	2,841,055

For the six months ended 30 June 2022 (Unaudited)

	Building services <i>HK\$'000</i>	Environmental engineering <i>HK\$'000</i>	ICBT <i>HK\$'000</i>	Lifts and escalators <i>HK\$'000</i>	Total <i>HK\$'000</i>
Revenue					
- Contracting work	1,910,327	281,545	221,115	90,023	2,503,010
- Maintenance work	122,517	190,654	64,539	82,298	460,008
- Sales of goods	2,788	27,317	17,725	10,872	58,702
Total revenue	2,035,632	499,516	303,379	183,193	3,021,720

#### Segment revenue and results

The following is an analysis of the Group's revenue and results by operating and reportable segments: For the six months ended 30 June 2023 (Unaudited)

	Building services <i>HK\$'000</i>	Environmental engineering <i>HK\$'000</i>	ICBT <i>HK\$'000</i>	Lifts and escalators <i>HK\$'000</i>	Inter segment elimination/ unallocated <i>HK\$'000</i>	Total <i>HK\$'000</i>
Revenue						
– external	1,747,968	622,524	310,918	159,645	-	2,841,055
– inter-segment	2,930		26,554	1,013	(30,497)	
Total revenue	1,750,898	622,524	337,472	160,658	(30,497)	2,841,055
Segment profit (loss)	82,326	45,675	(17,850)	12,427	_	122,578
Share of result of an associate						3,580
Gain on dilution in interest in an associate						124,125
Gain on lease remeasurement						3,366
Impairment loss on interest						
in an associate						(19,000)
Bank interest income						7,227
Finance costs						(5,318)
Unallocated income/gains						39,372
Unallocated expenses						(8,468)
Profit before tax						267,462
Income tax expense						(29,942)
Profit for the period						237,520
Other segment information						
Depreciation of property,						
plant and equipment	745	891	389	2,736	7,281	12,042
Depreciation of right-of-use assets Impairment losses (reversal of	3,439	805	2,419	629	12,319	19,611
impairment losses) under expected	2.175	0 1 0 0	(())	(007)		0 = 4=
credit loss model, net	3,165	8,128	(633)	(887)	(26)	9,747
Loss (gain) on disposal of property, plant and equipment	495	_	_	(2)	_	493
Frant and odarburent						

#### For the six months ended 30 June 2022 (Unaudited)

	Building services HK\$'000	Environmental engineering <i>HK\$'000</i>	ICBT <i>HK\$'000</i>	Lifts and escalators <i>HK\$'000</i>	Inter segment elimination/ unallocated <i>HK\$'000</i>	Total <i>HK\$'000</i>
Revenue	2.025.622	400 516	202 270	102 102		2 021 720
– external – inter-segment	2,035,632 1,581	499,516	303,379 31,030	183,193 107	(32,718)	3,021,720
Total revenue	2,037,213	499,516	334,409	183,300	(32,718)	3,021,720
Segment profit Share of result of an associate Impairment loss on interest in	69,051	17,057	31,352	32,019	-	149,479 5,244
an associate Provision for potential litigation liabilities						(21,000)
Bank interest income Finance costs						2,964 (4,145)
Unallocated income/gains						55,233
Unallocated expenses						(46,782)
Profit before tax						80,993
Income tax expense						(21,818)
Profit for the period						59,175
Other segment information Depreciation of property,						
plant and equipment	1,033	957	463	1,960	7,590	12,003
Depreciation of right-of-use assets (Reversal of impairment losses) impairment losses under expected	2,854	834	2,382	732	11,811	18,613
credit loss model, net	(1,964)	2,493	675	1,113	32	2,349
Loss (gain) on disposal of property, plant and equipment	19	(3)	(1)		12	27

The accounting policies of the operating segments are the same as the Group's accounting policies. Segment profit (loss) represents the profit (loss) earned by each segment without allocation of central administration costs, certain other income, certain other gains and losses, share of result of an associate, gain on dilution in interest in an associate, gain on lease remeasurement, impairment loss on interest in an associate, provision for potential litigation liabilities and finance costs. This is the measure reported to the CODM for the purposes of resource allocation and performance assessment.

Inter-segment revenue are charged at prevailing market rates.

#### Segment assets and liabilities

No analysis of the Group's assets and liabilities by operating segments is disclosed as it is not regularly provided to the CODM for review.

	Six months ended 30 June	
	2023	2022
	HK\$'000	HK\$'000
	(Unaudited)	(Unaudited)
Gain from change in fair value of contingent		
consideration payables	_	19,069
Gain on disposal of interest in an associate (Note 11)	38,725	31,717
Impairment loss on interest in an associate (Note 11)	(19,000)	(21,000)
Gain on dilution in interest in an associate (Note 11)	124,125	431
Loss on disposal of property, plant and equipment	(493)	(27)
Net exchange losses	(2,177)	(5,203)
Gain on lease remeasurement	3,366	
	144,546	24,987

#### 6. FINANCE COSTS

	Six months ended 30 June	
	2023	2022
	HK\$'000	HK\$'000
	(Unaudited)	(Unaudited)
Interest expenses on bank borrowings	2,251	2,207
Interest expenses on lease liabilities	1,712	1,763
Ancillary costs in respect of banking facilities	1,355	175
	5,318	4,145

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#### 7. INCOME TAX EXPENSE

	Six months ended 30 June	
	2023	2022
	HK\$'000	HK\$'000
	(Unaudited)	(Unaudited)
Current tax		
Hong Kong	30,454	21,510
Macau	1,126	_
People's Republic of China ("PRC") Enterprise Income Tax	443	5,262
	32,023	26,772
Under (over) provision in prior years		
Hong Kong	_	(120)
PRC Enterprise Income Tax	46	210
	46	90
	32,069	26,862
Deferred tax	(2,127)	(5,044)
	29,942	21,818

Under the two-tiered profits tax rates regime in Hong Kong, the first HK\$2 million of profits of the qualifying group entity will be taxed at 8.25%, and profits above HK\$2 million will be taxed at 16.5%. The profits of group entities not qualifying for the two-tiered profits tax rates regime will continue to be taxed at a flat rate of 16.5%.

Accordingly, the Hong Kong Profits Tax of the qualifying group entity is calculated at 8.25% on the first HK\$2 million of the estimated assessable profits and at 16.5% on the estimated assessable profits above HK\$2 million.

Under Macau Complementary Tax Law, companies are divided into Group A and Group B tax payers. Group A tax payers are assessed based on their actual taxable profits. Group B tax payers are assessed based on deemed profits ascertained by the Macau Finance Bureau. The Group has Group A and Group B tax payers and Macau Complementary Tax is calculated at a rate of 12% on the assessable profit above Macau Pataca ("MOP") 600,000 for both periods.

Under the Law of the PRC on Enterprise Income Tax (the "EIT Law") and Implementation Regulation of the EIT Law, the tax rate of the PRC subsidiaries of the Group is 25% for both periods. A subsidiary of the Company is qualified as advanced technology enterprise and has obtained approval from the relevant tax authority for the applicable tax rate reduced to 15% for a period of three years up to 2023.

The Company's subsidiaries and an associate of the Group that are tax residents in the PRC are subject to the PRC dividend withholding tax at 10% when and if undistributed earnings out of profits that arose on or after 1 January 2008 are declared to be paid as dividends to its immediate holding company which is a non-PRC tax resident. According to the "Arrangement between the Mainland of China and the Hong Kong Special Administrative Region for the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with respect to Taxes on Income" and Guoshuifa [2008] No. 112, where the Hong Kong resident company directly owns at least 25% of the capital of the Mainland company, 5% dividend withholding tax rate is applicable. Whereas the Hong Kong resident company directly owns less than 25% of the capital of the Mainland company, 10% dividend withholding tax rate is applicable. During the six months ended 30 June 2023, 5% and 10% withholding tax rates were used for the Company's subsidiaries and the Group's associate, respectively (six months ended 30 June 2022: 5% and 10%, respectively). A dividend withholding tax of approximately HK\$897,000 (unaudited) (six months ended 30 June 2022: HK\$409,000 (unaudited)) was reversed to profit or loss for the six months ended 30 June 2023. During the six months ended 30 June 2023, withholding tax of approximately HK\$714,000 (unaudited) (six months ended 30 June 2022: HK\$1,365,000 (unaudited)) was paid by the Group. The above resulted in a net reversal of provision for dividend withholding tax of approximately HK\$1,611,000 (unaudited) (six months ended 30 June 2022: a net reversal of provision of approximately HK\$1,774,000 (unaudited)) credited to profit or loss for the six months ended 30 June 2023.

	Six months ended 30 June	
	2023 <i>HK\$'000</i> (Unaudited)	2022 <i>HK\$'000</i> (Unaudited)
Profit for the period has been arrived at after charging (crediting):		
Staff costs (including directors' remuneration) (Note):		
– Directors' remuneration	20,551	27,758
– Salaries and other benefits	603,247	592,976
- Retirement benefit scheme contributions (excluding directors)	27,913	26,703
- Share-based payment expense (excluding directors)	5,012	34,630
	656,723	682,067
Cost of inventories recognised as expenses		
(included in cost of sales and services)	129,517	108,514
Depreciation of property, plant and equipment	12,042	12,003
Depreciation of right-of-use assets	19,611	18,613
Write-down (reversal) of inventories, net	3,774	(817)
(Gain) loss from change in fair value of derivative financial instruments	(1,155)	4,452
Rental income from investment properties	(73)	(4,011)
Less: direct operating expenses incurred for investment properties that		
generated rental income during the period	69	1,378
	(4)	(2,633)
Auditor's remuneration	2,755	2,624

*Note:* During the six months ended 30 June 2023, the Group recognised government grants of approximately HK\$722,000 (unaudited) (six months ended 30 June 2022: HK\$18,194,000 (unaudited)) in respect of COVID-19 related subsidies, of which Nil (unaudited) (six months ended 30 June 2022: HK\$17,276,000 (unaudited)) relates to Employment Support Scheme provided by the Government of the Hong Kong Special Administrative Region and was credited to cost of sales and services and administrative expenses.

#### 9. DIVIDENDS

Dividends for ordinary shareholders of the Company recognised as distribution during the period:

	Six months ended 30 June	
	2023 <i>HK\$'000</i> (Unaudited)	2022 <i>HK\$'000</i> (Unaudited)
2022 special dividend – HK4.5 cents (2022: 2021 second interim dividend – HK7.25 cents) per share	62,795	100,449

Subsequent to the end of current interim period, the directors of the Company have determined that an interim dividend of HK8.52 cents per share amounting to HK\$118,891,000 in aggregate will be paid to owners of the Company whose names appear in the register of members of the Company as at the close of business on 14 September 2023.

#### 10. EARNINGS PER SHARE

The calculation of basic and diluted earnings per share attributable to the owners of the Company is based on the following data:

	Six months en 2023 <i>HK\$'000</i> (Unaudited)	<b>ded 30 June</b> 2022 <i>HK\$`000</i> (Unaudited)
<b>Earnings</b> Earnings for the purposes of calculating basic and diluted earnings per share (profit for the period attributable to the owners of the Company)	237,520	59,175
Number of ordinary shares		
	Six months en 2023 (Unaudited)	<b>ded 30 June</b> 2022 (Unaudited)
Weighted average number of ordinary shares for the purpose of calculating basic earnings per share	1,395,438,000	1,382,803,912
Effect of dilutive potential ordinary shares		210,580
Weighted average number of ordinary shares for the purpose of calculating diluted earnings per share	1,395,438,000	1,383,014,492

During the six months ended 30 June 2023 and 2022, the weighted average numbers of ordinary shares for the calculation of basic and diluted earnings per share had been adjusted for the effect of shares held by the trustees pursuant to the share award schemes.

The computation of diluted earnings per share for the six months ended 30 June 2023 does not assume the effect of the Company's all (six months ended 30 June 2022: certain) awarded shares because the values of those awarded shares were higher than the average market price for the period. Save as the awarded shares mentioned above, there were no other dilutive potential ordinary shares in existence during the six months ended 30 June 2023 and 2022.

During the six months ended 30 June 2023 and 2022, the earnings for the purpose of calculating diluted earnings per share had not been adjusted for any changes in the Group's share of result of an associate that was attributable to the increase in the potential number of ordinary shares of the associate as a result of the conversion of convertible bonds issued by the associate as it is anti-dilutive.

#### 11. INTERESTS IN ASSOCIATES

	As at 30 June 2023 <i>HK\$'000</i> (Unaudited)	As at 31 December 2022 <i>HK\$'000</i> (Audited)
Investment cost Listed outside Hong Kong (Note i)	92,548	98,393
Unlisted	240,840	240,840
Share of post-acquisition profits and other comprehensive		
income, net of dividends received	261,884	177,018
Impairment loss recognised (Note ii)	(94,600)	(75,600)
Interests in associates	500,672	440,651

Notes:

(i) During the six months ended 30 June 2023, Nanjing Canatal Data-Centre Environmental Tech Company Ltd. ("NCA") issued an aggregate of approximately 83,221,000 (unaudited) new ordinary shares to 15 new investors, and resulted in the decrease of the Group's interest in NCA from 21.44% (audited) as at 31 December 2022 to 16.83% (unaudited). A gain on dilution of approximately HK\$124,125,000 (unaudited) was recognised for the six months ended 30 June 2023.

During the six months ended 30 June 2023, the Group disposed of 1% of its shareholding in NCA at an aggregate consideration of approximately RMB56,513,000 (unaudited) (equivalent to approximately HK\$61,316,000 (unaudited)). The net proceeds from the disposal amounted to approximately RMB54,285,000 (unaudited) (equivalent to approximately HK\$58,899,000 (unaudited)), net of transaction cost of approximately RMB2,228,000 (unaudited) (equivalent to approximately HK\$2,417,000 (unaudited)). As a result of the disposal, the Group's interest in NCA decreased from 16.83% (unaudited) to 15.83% (unaudited) as at 30 June 2023, and a gain on disposal of approximately HK\$38,725,000 (unaudited) was recognised for the six months ended 30 June 2023.

During the six months ended 30 June 2022, the Group disposed of 1% of its shareholding in NCA at an aggregate consideration of approximately RMB35,672,000 (unaudited) (equivalent to approximately HK\$43,681,000 (unaudited)). The net proceeds from the disposal amounted to approximately RMB34,499,000 (unaudited) (equivalent to approximately HK\$42,243,000 (unaudited)), net of transaction cost of approximately RMB1,173,000 (equivalent to approximately HK\$1,438,000 (unaudited)). As a result of the disposal, the Group's interest in NCA decreased from 22.44% as at 31 December 2021 to 21.44% as at 30 June 2022, and a gain on disposal of approximately HK\$31,717,000 (unaudited) was recognised for the six months ended 30 June 2022.

(ii) In view of Transel Elevator & Electric Inc. ("TEI"), an associate of the Group, did not perform as expected during the six months ended 30 June 2023 and 2022, the Group performed impairment assessment on the interest in this associate as at 30 June 2023 and 2022. The Group engaged a third party qualified valuer to perform the valuation. Determining whether impairment loss should be recognised requires an estimation of the recoverable amount of the relevant associate which is the higher of value in use and fair value less costs of disposal. The recoverable amount of the Group's interest in TEI has been determined based on a value in use calculation. The recoverable amount is based on certain key assumptions including discount rate and revenue growth rate. The value in use calculation uses cash flow projections based on financial forecasts approved by management covering a 5-year period with a pre-tax discount rate of 25% (unaudited) (six months ended 30 June 2022: 24% (unaudited)). Cash flow projections beyond the 5-year period are extrapolated using a steady 2.1% (unaudited) growth rate (six months ended 30 June 2022: 2% (unaudited)). This growth rate does not exceed the average long-term growth rate for the relevant industry in which the business of TEI operates.

Cash flow projections during the forecast period for TEI are also based on management's estimation of cash inflows/outflows including gross revenue, gross margin, operating expenses and working capital requirements during the forecast period. The assumptions and estimations are based on TEI's past performance, management's expectations of the market development. The cash flow projections, revenue growth rate and discount rate have been reassessed as at 30 June 2023 taking into consideration higher degree of estimation uncertainties in the current period due to the continuing unfavourable market condition in the USA. TEI faced a lower than expected demand during the six months ended 30 June 2023, its financial performance is less satisfactory than expected. As a result, an impairment loss of HK\$19,000,000 (unaudited) (six months ended 30 June 2022: HK\$21,000,000 (unaudited)) has been recognised in respect of the Group's interest in TEI during the six months ended 30 June 2023.

#### **12. CONTRACT ASSETS**

	As at	As at
	30 June	31 December
	2023	2022
	HK\$'000	HK\$'000
	(Unaudited)	(Audited)
Contract assets	1,311,457	1,260,232
Less: allowances for credit losses	(18,447)	(15,868)
	1,293,010	1,244,364

As at 30 June 2023, contract assets include retention receivables of approximately HK\$423,891,000 (unaudited) (31 December 2022: HK\$394,171,000 (audited)). The Group generally provides their customers with one-year warranty period. Upon the expiration of retention period, the customers will provide a final inspection and acceptance certificate and pay the retention within the term specified in the contract.

Retention receivables are interest-free and repayable at the end of retention period of the respective construction contract. The Group did not have any retention receivables that were past due but not impaired at the end of the reporting period.

The changes in contract assets are due to i) adjustments arising from changes in the measure of progress of contracting work, or ii) reclassification to trade receivables when the Group has unconditional right to the consideration.

Details of the allowances for credit losses are set out in Note 13.

#### 13. TRADE RECEIVABLES

	As at 30 June 2023 <i>HK\$'000</i> (Unaudited)	As at 31 December 2022 <i>HK\$`000</i> (Audited)
Trade receivables Less: allowances for credit losses	839,321 (57,455)	859,266 (51,097)
	781,866	808,169
Unbilled revenue (Note)	214,930	238,692
Bills receivables	5,548	336
	1,002,344	1,047,197

*Note:* Unbilled revenue represents accrued revenue for works performed by the Group but yet to bill. The Group has unconditional right to the payment of the unbilled revenue which is expected to be billed within 90 days and received within 12 months from the end of the reporting period.

As at 30 June 2023, the Group's bills receivables are of age within 6 months (31 December 2022: one year).

The Group generally allows credit period ranging from 14 to 90 days. The Group will assess the credit quality of each potential customer and define rating and credit limit for each customer.

Aging of trade receivables net of allowances for credit losses presented based on the invoice dates are as follows:

	As at 30 June 2023 <i>HK\$'000</i> (Unaudited)	As at 31 December 2022 <i>HK\$'000</i> (Audited)
0 – 30 days 31 – 90 days 91 – 360 days Over 1 year	485,257 187,425 108,266 918	481,296 258,568 61,342 6,963
Total	781,866	808,169

The Group applies the simplified approach to provide for expected credit losses ("ECL") prescribed by HKFRS 9, which permits the use of the lifetime expected loss provision for trade receivables and contract assets.

Trade receivables and contract assets with significant balances and credit-impaired are assessed for ECL individually. The remaining trade receivables and contract assets, they are assessed collectively based on the Group's internal credit rating, historical credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money where appropriate.

During the six months ended 30 June 2023, the Group recognised impairment allowance of approximately HK\$11,807,000 (unaudited) (six months ended 30 June 2022: HK\$7,107,000 (unaudited)) and reversed impairment allowance of approximately HK\$9,215,000 (unaudited) (six months ended 30 June 2022: HK\$7,566,000 (unaudited)) for not credit-impaired trade receivables, based on the collective assessment. Impairment allowance of approximately HK\$10,127,000 (unaudited) (six months ended 30 June 2022: HK\$4,874,000 (unaudited)) was made and approximately HK\$5,573,000 (unaudited) (six months ended 30 June 2022: HK\$4,874,000 (unaudited)) was reversed on credit-impaired trade receivables. During the six months ended 30 June 2022: HK\$5,430,000 (unaudited)) was reversed on credit-impaired trade receivables. During the six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) became credit-impaired and therefore, approximately HK\$3,719,000 (unaudited) (six months ended 30 June 2022: HK\$1,568,000 (unaudited)) lifetime ECL was transferred from not credit-impaired to credit-impaired.

During the six months ended 30 June 2023, the Group recognised a provision for contract assets of approximately HK\$2,601,000 (unaudited) (six months ended 30 June 2022: HK\$3,364,000 (unaudited)), based on the collective assessment.

#### 14. TRADE AND RETENTION PAYABLES

	As at 30 June 2023	As at 31 December 2022
	HK\$'000 (Unaudited)	<i>HK\$'000</i> (Audited)
Trade payables	333,297	496,420
Trade accruals Retention payables	43,495 175,578	54,602 173,358
	552,370	724,380

The credit period on trade payables is ranging from 0 to 90 days. The aging analysis of the Group's trade payables below is presented based on the invoice date at the end of the reporting period:

	As at 30 June 2023 <i>HK\$'000</i>	As at 31 December 2022 <i>HK\$'000</i>
	(Unaudited)	(Audited)
0 – 30 days 31 – 90 days 91 – 360 days Over 1 year	165,901 117,121 25,157 25,118	247,742 129,953 88,665 30,060
	333,297	496,420

#### 15. OTHER PAYABLES AND ACCRUED EXPENSES

	As at 30 June 2023 <i>HK\$'000</i>	As at 31 December 2022 <i>HK\$'000</i>
	(Unaudited)	(Audited)
Accrued staff costs Accrued contract costs Provision for litigation liabilities (Note) Others	136,120 1,120,155 150,000 63,026	151,200 1,137,127 150,000 56,636
	1,469,301	1,494,963

*Note:* In November 2022, a cooperation agreement was entered into with the Hong Kong Competition Commission in relation to the resolution of certain legal proceedings. As part of the cooperation agreement, a pecuniary penalty of HK\$150 million was agreed to be paid by a subsidiary of the Company. The Group has accordingly made a provision of HK\$150 million (audited) for this litigation settlement during the year ended 31 December 2022. An announcement relating to the cooperation agreement was issued by the Company on 4 November 2022.

#### 16. PLEDGE OF ASSETS

At the end of the reporting period, the following assets of the Group are pledged to secure the bank borrowing of the Company and the general banking facilities granted to certain subsidiaries of the Company:

	As at 30 June 2023 <i>HK\$'000</i> (Unaudited)	As at 31 December 2022 <i>HK\$'000</i> (Audited)
	(Unaudited)	(Audited)
Properties	656,074	68,300
Investment properties	4,720	589,720
Bank deposits	25,761	25,818
Others (Note)	29,929	15,979
	716,484	699,817

*Note:* Included in others, there was the assignment of certain trade receivables of a wholly owned subsidiary of the Company of approximately HK\$18,243,000 (unaudited) (31 December 2022: HK\$7,360,000 (audited)) and fixed and floating charges over all assets of several wholly owned subsidiaries of the Company amounting to approximately HK\$11,686,000 (unaudited) (31 December 2022: HK\$8,619,000 (audited)).

## **INTERIM BUSINESS REVIEW**

#### Overview

The Group recorded total consolidated net profit of HK\$237.5 million for the six months ended 30 June 2023. This result represents a significant year-on-year increase of 301.4%. The significant increase in profit is mainly attributable to the fact that the Group recognised a dilution gain of HK\$124.1 million upon completion of a private placement by an associate of the Company during the reporting period. (six months ended 30 June 2022: HK\$59.2 million including a special provision of HK\$60 million which was made during the first six months of 2022, being provision made for the Group's potential litigation liabilities, the matters of which have been dealt with and resolved in November 2022)

The Group has been able to maintain contracts-in-hand of HK\$12,276.0 million as at 30 June 2023 (30 June 2022: HK\$12,918.6 million) and generate revenue of HK\$2,841.1 million for the six months ended 30 June 2023 (six months ended 30 June 2022: HK\$3,021.7 million).

As of 30 June 2023, the Group's data centre business secured a high order intake of HK\$608.7 million, representing an increase of 98.2% over the same period in 2022, laying a strong foundation for the future development of the core business.

During the reporting period, the Group continued to actively engage in tendering activities and submitted a total of 570 tenders or quotations valued at over HK\$1 million each.

While the net profit increased, the Group's consolidated gross profit in the first half of 2023 at HK\$453.8 million was slightly lower by 0.8% as compared to the corresponding period in 2022, mainly due to a number of exceptional items, such as delays in the works of major projects and the provision for losses made in certain projects during the reporting period. Notwithstanding experiencing a slight decrease in gross profit, the Group remains committed to meeting the needs of customers in both the private and public sectors. The Group is also investing in digital transformation of smart building technologies and the timely introduction of innovative solutions, which enable the Group to provide customers with the latest and most competitive technologies on the market.

The Group's success can be attributed not only to its engineering and technical capabilities, but also to its commitment to upholding business ethics and preventing conflicts of interest. Our staff must comply with our Code of Conduct, which contains strict standards and promotes transparency and professionalism, in line with our core values of integrity and customer centricity. In order to enhance our operational and management efficiency and to fully implement best industry practices, we have reorganised our operations units, appointed new personnel and developed new procedures.

Going forward, the Group will continue to explore potential synergistic business opportunities and equity partnerships, such as Public Private Partnerships for "One Belt One Road" projects, and implement projects more effectively and sustainably, leveraging the expansion of our business in the United States (the "US") and European markets in recent years.

We are currently revitalising an industrial building in Kwai Chung with the aim of utilising it as the headquarters of our operational units. The revitalised building, which has been named ATAL Tower, will improve operations and facilitate collaboration between teams to promote synergies and increase productivity. The integrated headquarters are scheduled to become operational in the second quarter of 2024.

## **Building Services**

As of 30 June 2023, the Building Services segment had contracts-in-hand valued at HK\$6,150.3 million (30 June 2022: HK\$6,390.9 million). The total value of new contracts received in the first half of 2023 was HK\$2,460.5 million (six months ended 30 June 2022: HK\$3,534.1 million).

Delivering on the order book throughout 2023, revenue for our Building Services segment in the first half of 2023 was HK\$1,748.0 million (six months ended 30 June 2022: HK\$2,035.6 million).

Recurring revenue streams from infrastructure operations, data centres and housing programmes were strengthened by new maintenance contracts of HK\$548.6 million secured in the first half of 2023 (six months ended 30 June 2022: HK\$132.8 million).

The Group has maintained its industry leadership position in this field with substantial market share and solid reputation amongst prestigious customers. Its data centre team has had notable success in securing a number of key projects valued at over HK\$608.7 million, and we have also commenced a number of large-scale data centre projects for a major data centre service provider in Hong Kong. Leveraging on the Group's significant role in a number of large-scale projects in Macau, we are currently executing a major contract for a sizeable hotel development.

The Group also continues to adopt technologies such as Building Information Modelling ("BIM") and Multi-trade Integrated Mechanical, Electrical, and Plumbing ("MiMEP") to enhance productivity, safety, and quality while attracting and retaining young talent through innovative methods.

## **Environmental Engineering**

As of 30 June 2023, the Environmental Engineering segment had contracts-in-hand valued at HK\$4,598.9 million (30 June 2022: HK\$4,952.9 million), including seven new contracts or significant variation orders that underscore our expertise in quality water, wastewater, and solid waste infrastructure project management services. These projects, which cover environmental protection, water supply, waste management and public housing, will support the sustainable development of Hong Kong.

Delivering on the order book throughout 2023, revenue for our Environmental Engineering segment in the first half of 2023 was HK\$622.5 million (six months ended 30 June 2022: HK\$499.5 million).

The Group has introduced a number of innovative models for the reinforcement, protection, operation and maintenance of wastewater treatment plants to extend their lifespan and ensure that they provide optimal serviceability for Hong Kong. In addition, the Group has participated in operation and maintenance projects for electrical and mechanical works to enhance water, sewage and solid waste management.

Our environmental engineering team also offers Engineering, Procurement, and Construction (EPC) and turnkey solutions to enhance the Group's competitiveness.

During the reporting period, tendering activities outside Hong Kong and the Mainland China included water and wastewater treatment work in Batangas, Laguna Lake River and Pasig in the Philippines and Wastewater Treatment Plant at Sallaghari, Kodku and Dhobighat in Nepal.

## Information, Communications and Building Technologies (ICBT)

As of 30 June 2023, the Information, Communications and Building Technologies ("ICBT") segment had HK\$940.8 million of contracts-in-hand (30 June 2022: HK\$1,059.2 million). Delivering on the order book throughout 2023, revenue for our ICBT segment in the first half of 2023 increased by 2.5% year-on-year to HK\$310.9 million (six months ended 30 June 2022: HK\$303.4 million). The ICBT segment reported a decrease in gross profit of HK\$46 million during the reporting period.

The Group is committed to driving Hong Kong's transformation into a "Smart City" and "Smart Economy". It provides green and intelligent building solutions that integrate a wide range of information and communications technologies, including AI-enabled Digital Twin, energy and management technologies, ESG dashboards, Indoor Environment Quality ("IEQ") Management, robotic solutions, and Smart Lampposts.

The Group's cutting-edge technologies continue to make waves in Hong Kong's prestigious business districts. Our integrated Building Management System ("BMS"), Internet of Things ("IoT"), Extra Low Voltage ("ELV") and Information and Communications Technology ("ICT") systems have been adopted in a world-class smart office and commercial building that is currently under construction in Causeway Bay. This is a significant achievement for our Group and showcases our commitment to providing innovative solutions to our customers.

We have recently secured our second IoT-based smart hostel solution at one of the universities in Hong Kong, solidifying our position as a leading provider of smart solutions in the education sector. In addition, our Video Analytics technology has been selected by one of the biggest shopping malls in Tai Wai, highlighting our expertise in providing state-of-the-art security solutions.

Our BMS has been chosen by one of the biggest office and retail developments in the West Kowloon Station area, demonstrating our ability to deliver high-quality solutions that meet the diverse needs of our customers in the commercial sector.

In view of the growing market demand for such specialised solutions, the Group will continue to adopt digital technologies to enhance its maintenance service capabilities, while its in-house research and development ("R&D") team will continue to collaborate with renowned hardware and software partners, universities and research institutes to gain access to best industry practices and further enhance its innovation capabilities.

## Lifts & Escalators

As of 30 June 2023, the contracts-in-hand of Anlev Elevator Group ("Anlev"), the Group's global brand of lifts, escalators and moving walkways, amounted to HK\$586.0 million (30 June 2022: HK\$515.6 million). Maintenance contracts for both commercial and government buildings were major profit contributors during the reporting period.

Delivering on the order book throughout 2023, revenue for our Lifts & Escalators segment in the first half of 2023 was HK\$159.6 million (six months ended 30 June 2022: HK\$183.2 million).

The Group's renowned Anlev brand serves millions of users in Asia, the Americas and Europe through its lifts, escalators and moving walkways, while its Hong Kong arm is a leading lifts and escalators contractor. Renowned for its safety and service quality, Anlev has received the "Safety Star" and five "Service Quality Stars" for 42 consecutive quarters in the Lift and Escalator Contractors' Performance Ratings launched by the Electrical and Mechanical Services Department of the Hong Kong Government as a certification of the highest level of safety and quality.

In 2023, strategic orders secured by Anlev ranged from mixed-use residential building in Canada, public transportation in Mexico, private housing in Singapore, prestigious government offices in Hong Kong, to orders in Mainland China.

During the reporting period, the Group's wholly-owned subsidiary Anlev (UK) Limited has finalised the order for the iconic and prestigious residential project in Manchester, United Kingdom.

Under its global expansion plan, Anlev will seek new distributors in the United States, Europe, the Middle East and Southeast Asia.

## **Innovation, Resources Management and Other Operations Initiatives**

The Group focuses on fostering a culture of innovation by providing its customers with solutions for a wide range of applications, including artificial intelligence ("AI"), robotics solutions, energy optimisation, energy storage, renewable energy, digitalisation and environmental protection solutions that ultimately benefit society. This commitment also helps maintain our market-leading position in the industry and contributes to our long-term business growth.

We believe that innovation and sustainable development are the key drivers of our business. As proof of this, we have recently established a new business unit: Smart Data Automation ("SDA").

The Group is an industry pioneer in the adoption of advanced construction technologies, with more than 50% of its building services projects adopting technologies such as Building Information Modelling ("BIM"), Design for Manufacture and Assembly ("DfMA") and Multi-Trade Integrated Mechanical, Electrical and Plumbing ("MiMEP"). The adoption of these technologies has improved the level and efficiency of project management and contributed to the construction industry's transition to the digital age.

In line with Hong Kong's BIM roadmap, we have enhanced the Group's overall BIM capability through the creation and maintenance of appropriate BIM environments, methodologies and facilities, as well as the provision of training, coaching and mentoring for our staff.

In addition to providing sustainable and clean energy solutions, we are committed to nurturing our talent through the provision of quality education and training opportunities. In 2023, more than 400 employees took part in a total of over 5,000 hours of internal training on BIM theory, software and management, and mandatory external BIM training for engineering and frontline staff. We aim to have 60% of our engineering and frontline staff to be BIM-certified by mid-2024. As at the end of June 2023, 36% of our engineering staff had received both basic and advanced MEP BIM modelling certification, and 77% of our frontline staff to achieve the industry-recognised CIC-Certified BIM Manager/CIC-Certified BIM Coordinator (BIM CCBM/CCBC) qualification.

By capitalising on our competitive strengths in data analytics and programming, we have developed algorithms for automated calculations for each of the Mechanical, Electrical and Plumbing ("MEP") disciplines, enhancing accuracy and speed by negating the need for manual calculations.

We will continue in the spirit of BIM learning, continue to provide data-driven solutions and helping to shape Hong Kong into a smarter, more sustainable city.

We are constantly seeking innovative solutions for our projects and actively participate in industry events. Our in-house developed ATAL Multi-Stages Flocculation Sedimentation III ("AMSFS III"), which has achieved the "Certificate of Merit" in the "Hong Kong Green Innovations Awards" organised by the Environmental Campaign Committee. The system, co-designed and built by the Group's teams in Hong Kong and Mainland China, is an all-in-one wastewater treatment system that leverages the latest construction technologies, such as BIM, Modular Integrated Construction ("MiC") and MiMEP. The award is a testament to our contributions to green innovation, resulting in tangible benefits to the environment and the community. It also recognises our cross-border team collaborations and in-house technological development capabilities. We take pride in our commitment to innovation and will continue to push the boundaries of what is possible in our industry.

Looking ahead, we will continue to give full play to our strengths in human resources and innovative technologies to support the effective implementation of our "New Technology, New Market, New Business Model" business strategy.

#### **COVID-19 Impact**

After three years, the lifting of all COVID-19 restrictions in the first quarter of 2023 marked a new chapter for our Group. With the full reopening of the border between Hong Kong and the Mainland China, we expect to see a positive impact on the city's economic recovery.

The severe impact of COVID-19 on the US economy and New York City has resulted in a decrease in the commercial occupancy rate in New York City by 50%. Nevertheless, TEI's experience in navigating these challenging times has allowed them to slowly turn a corner, which is worth noting. As the commercial occupancy rate gradually resumes normal, we anticipate better business outlook for TEI where TEI will seize new opportunities and thrive in the improved business environment.

#### FINANCIAL REVIEW

In the first half of 2023, the Group's revenue was HK\$2,841.1 million, which was HK\$180.7 million or 6.0% less than the same period last year, mainly attributable to Building Services segment. With higher margins of 16% for the six months ended 30 June 2023 (six months ended 30 June 2022: 15.1%), the gross profit of the Group was HK\$453.8 million, which is similar to the gross profit of HK\$457.6 million in the corresponding period of 2022.

The Group reported a consolidated profit attributable to owners of the Company of HK\$237.5 million for the six months ended 30 June 2023 (HK\$59.2 million in the six months ended 30 June 2022). Excluding the dilution gain of HK\$124.1 million upon completion of a private placement of an associate of the Company in Mainland China (included in 'Other gains and losses' on the condensed consolidated statement of Profit or Loss and Other Comprehensive Income), the Group's consolidated profit attributable to owners of the Company for the six months ended 30 June 2023 was HK\$113.4 million, which is HK\$54.2 million more than the consolidated profit attributable to owners of the Company for the six months ended in the Company's announcement dated 4 August 2023, without taking into account the provision for potential litigation liabilities of HK\$60.0 million (the matters of which have been dealt with and resolved in November 2022) made during the six months ended 30 June 2022, the Group's consolidated profit attributable to owners of the Company for the six months ended 30 June 2022, would represent a decrease of HK\$5.8 million or 4.9% as compared to the same period in 2022, which is mainly due to the provision for losses made in certain projects in the ICBT segment.

The Group maintained strong cash position and adequate committed banking facilities to finance our growth and development. The Group's cash balance amounted to HK\$835.1 million at 30 June 2023 (31 December 2022: HK\$976.0 million). The Group's bank borrowing balance as of 30 June 2023, being the mortgage loan to finance the purchase of ATAL Tower (as the Group's office tower after revitalization and renovation) in December 2021, was HK\$270.6 million (31 December 2022: HK\$277.9 million), out of which HK\$255.9 million was a non-current liability.

## Non-Generally Accepted Accounting Principles ("GAAP") Financial Measures

To supplement the Group's consolidated results prepared in accordance with HKFRS, a certain non-GAAP financial measure, namely profit attributable to owners of the Company before the dilution gain upon private placement of an associate in Mainland China and the provision for potential litigation liabilities is presented. The Company's management believes that the non-GAAP financial measure provides investors with a more meaningful view of the Group's financial results. However, there are limitations to the use of this non-GAAP financial measure as an analytical tool. Non-GAAP financial measure should be viewed as supplement to, and not a substitute for, analysis of the Company's financial performance prepared in accordance with HKFRS.

## Revenue

During the six months ended 30 June 2023, the Group's reported revenue was HK\$2,841.1 million, representing a decrease of HK\$180.7 million or 6.0% compared to the six months ended 30 June 2022. The decrease in revenue in Building Services segment was HK\$286.3 million, which is partly offset by the increase in revenue in Environmental Engineering segment of HK\$123.0 million.

#### **Gross Profit**

The gross profit of the Group for the six months ended 30 June 2023 was HK\$453.8 million (six months ended 30 June 2022: HK\$457.6 million). Compared year-on-year, the lower gross profit of HK\$3.8 million was mainly due to decrease in gross profit of HK\$46 million in ICBT segment, the effect of which was offset by higher gross profit of HK\$56.7 million in the Environmental Engineering segment.

Gross profit margin increased by 0.9% from 15.1% in the six months ended 30 June 2022 to 16.0% in the six months ended 30 June 2023.

## **Other Income**

The Group recorded other income of HK\$11.9 million (six months ended 30 June 2022: HK\$13.7 million) during the six months ended 30 June 2023 which mainly included rental income, management fee income, bank interest income and government subsidies. The decrease was mainly attributable to the fact that there was no more rental income from ATAL Tower during the six months ended 30 June 2023 as the leases expired in December 2022. Excluding the rental income of ATAL Tower (HK\$3.9 million in the six months ended 30 June 2022), other income increased by HK\$2.1 million during the six months ended 30 June 2023, mainly consisting of bank interest income resulted from higher bank interest rate.

#### **Other Gains and Losses**

The Group recorded a net gain of HK\$144.5 million in the six months ended 30 June 2023 (six months ended 30 June 2022: gain of HK\$25.0 million), the increase was mainly attributable to the dilution gain of HK\$124.1 million upon the completion of a private placement by an associate of the Company in Mainland China in the six months ended 30 June 2023, net of impairment of interest in an associate of HK\$19.0 million (six months ended 30 June 2022: HK\$21.0 million) as it has revised down its forecast for the coming few years.

## **Administrative Expenses**

The Group's administrative expenses decreased by HK\$45.1 million or 12.4% to HK\$318.3 million in the six months ended 30 June 2023 (six months ended 30 June 2022: HK\$363.4 million). Excluding the share-based payment expenses of HK\$9.3 million recognized in the six months ended 30 June 2023 (six months ended 30 June 2022: HK\$46.7 million), the administrative expenses in the six months ended 30 June 2023 were close to the same period last year.

#### **Share of Results of Associates**

The Group's share of results of associates for the six months ended 30 June 2023 decreased by HK\$23.0 million when compared to the six months ended 30 June 2022. The decrease is mainly attributable to the share of loss of HK\$9.4 million in an associate of the Group in the US for the six months ended 30 June 2023 (share of profit HK\$9.9 million in the six months ended 30 June 2022). The associate in US reported a loss in the six months ended 30 June 2023 mainly due to lower gross profit margins.

#### Liquidity and Financial Resources

The Group's finance and treasury functions have been centrally managed and controlled at the headquarters in Hong Kong. The Group maintained a healthy liquidity position throughout the reporting period. As at 30 June 2023, the Group's total cash and bank balances (excluding pledged bank deposits) amounted to HK\$835.1 million (31 December 2022: HK\$976.0 million), of which 72.8%, 24.9%, 1.7% and 0.6% (31 December 2022: 74.6%, 24.1%, 0.9% and 0.4%) were denominated in Hong Kong dollars or Macau Pataca, RMB, USD and other currencies respectively. As of 30 June 2023, the Group's bank borrowing was HK\$270.6 million (31 December 2022: HK\$277.9 million), representing the mortgage loan outstanding for ATAL Tower. The repayment is scheduled to be completed by the end of the year 2041. It is denominated in Hong Kong dollars and bears interest at floating rates. Additionally, as of 30 June 2023, the Group had banking facilities in respect of bond, bank overdraft and loans, and other trade finance which approximately amounted to HK\$2,573.9 million (31 December 2022: HK\$2,589.4 million), of which approximately HK\$846.9 million had been utilised (31 December 2022: HK\$898.6 million).

## **Foreign Exchange Risk**

The Group operates primarily in Hong Kong, Macau and Mainland China and is not exposed to significant exchange risk. The Group will continue to monitor its exposure to the currency risks closely by reviewing the fluctuation of the foreign exchange rate. The Group has entered into foreign currency forward contracts for the planned foreign currency transactions in the ordinary course of business. There are no foreign currency net investments hedged by currency borrowings or other hedging instruments.

## Use of proceeds from listing of shares of the Company

The total net proceeds raised by the Company pursuant to the listing of the shares in the Company's global offering in 2019 amounted to approximately HK\$335.7 million (the "Net Proceeds"). As at 30 June 2023, the Group had utilised HK\$255.4 million of the Net Proceeds and committed to utilise HK\$4.7 million of the Net Proceeds, and the expected timeline for utilising all the unutilised Net Proceeds was on or before 31 December 2023.

As stated in the Company's announcement dated 27 November 2020, the Board of Directors of the Company (the "Board") resolved to change the use of the unutilised Net Proceeds as of 31 October 2020.

The following table sets forth the original allocation, the revised allocation as of 31 October 2020, and the actual use as of 30 June 2023:

	Original allocation of Net Proceeds <i>HK\$'M</i>	Utilised amount of Net Proceeds up to 31 October 2020 <i>HKS<sup>*</sup>M</i>	Revised allocation of the unutilised Net Proceeds as at 31 October 2020 <i>HK\$`M</i>	Utilised amount of Net Proceeds from 1 November 2020 to 31 December 2022 <i>HK\$*M</i>	Unutilised amount of Net Proceeds as at 31 December 2022 <i>HKS'M</i>	Utilised amount of Net Proceeds from 1 January 2023 to 30 June 2023 <i>HK\$'M</i>	Unutilised amount of Net Proceeds as at 30 June 2023 <i>HK\$</i> <sup>*</sup> M
Supporting the expansion and development of building services segment Enhancing engineering capabilities in environmental engineering segment – acquisition of, investment in,	67.1	34.6	42.4	42.4	-	-	-
cooperating or forming joint ventures – support the expansion and development of environmental engineering segment, including project working capital needs and additional investment in development of advanced environmental process	59.3	17.1	5.6	5.6	-	-	-
technologies Enhancing engineering capabilities of ICBT segment – setting up dedicated	41.4	0.5	40.9	40.9	_	-	-
research and development teams – acquisition of, or investment in, companies which possess innovative	19.3	6.0	13.3	13.3	-	-	-
technology Expansion and development of lifts and escalators segment – expanding existing manufacturing facilities	47.8	-	-	-	-	-	-
and construction of a new production plant - setting up export sales office and	54.1		-		-		-
sales and service centres in Mainland China	13.0	-	-	-	-	-	-
- expanding existing manufacturing facilities	-	-	67.1	46.3	20.8	8.5	12.3
Acquisition of, or investment in, companies	33.7	31.8	68.0 8.4	- 8.4	68.0	-	68.0
General working capital		51.8	.4	6.4			
Total	335.7	90.0	245.7	156.9	88.8	8.5	80.3

## **Future Plans For Material Investment or Capital Assets**

While the Group will continue to target suitable new business ventures and investment opportunities, there are no concrete future plans for material investments or capital assets as at the date of this announcement.

#### Material Acquisition or Disposal of Subsidiaries, Associates and Joint Ventures

The Group has no material acquisition or disposal of any subsidiaries, associates, and joint ventures in the course of the reporting period.

#### **Gearing Ratio and Indebtedness**

As of 30 June 2023, the gearing ratio (being gross bank borrowings divided by total equity) decreased to 12.2% (31 December 2022: 13.5%).

#### **Charges on Group Assets**

The Group had pledged assets as security for general short-term banking facilities and a mortgage loan which amounted to HK\$716.5 million as at 30 June 2023 (31 December 2022: HK\$699.8 million). The pledged assets mainly represented the ATAL Tower for the mortgage loan as well as loan facilities for revitalisation and renovation of ATAL Tower.

#### **Capital Commitment**

As of 30 June 2023, the capital commitment of the Group contracted but not provided for in the condensed consolidated financial statements amounted to HK\$4.7 million for the expansion of existing lifts and escalators manufacturing facilities in Nanjing (31 December 2022: HK\$10.6 million) and HK\$5.0 million for revitalisation of existing properties (31 December 2022: HK\$6.8 million).

## **Contingent Liabilities**

As at 30 June 2023, the Group had outstanding performance bonds of approximately HK\$541.4 million (31 December 2022: HK\$584.9 million), which were given by banks in favour of the Group's customers as security for the due performance and observance of the Group's contractual obligations to customers. If the Group fails to provide satisfactory performance to such customers, the customers may demand the banks to pay them the sum or sum stipulated in the performance bond, and the Group will become liable to compensate such banks accordingly. The performance bonds will be released upon completion of the contracting works concerned.

#### **Events after Reporting Period**

No major subsequent events have occurred since the end of the reporting period and up to the date of this announcement.

## **Human Resources**

As at 30 June 2023, the Group had 2,701 employees (30 June 2022: 2,516) in Hong Kong, Macau, Mainland China, and the United Kingdom.

The Group will continue to invest in training for its employees at all levels to enhance the competence, knowledge, skills, as well as the integrity, customer centricity and leadership of its workforce. A total of 238 internal training courses with over 23,000 training hours were arranged in the first half of 2023 for the Group's employees. The Group has developed and maintained the Hong Kong Institution of Engineers ("HKIE") Graduate Training Scheme and Vocational Training Council ("VTC") Apprenticeship Programme since the 1980s, and nurtured over 1,000 young engineers and technicians to successfully complete their training. In the first half of 2023, more than 110 young employees received these trainings under remarkable programmes. Applications for the new disciplines, including Control, Automation and Instrumentation as well as Electronics under the HKIE Graduate Training Scheme progressed well. To cope with the changing business environment and needs, our signature Staff Development Programmes have been reviewed and revamped with an overwhelming response from the relevant staff.

The Group understands that its people are the core of the organisation and therefore endeavours to promote the continuous development of its employees while creating a positive and productive working environment, providing opportunities for all staff to realise their potential. As an equal opportunity employer, the Group places great emphasis on diversity and endeavours to promote a culture of teamwork and well-being amongst our employees. We recognise that attracting and retaining talent is critical to the long-term success of the Group and therefore offer competitive remuneration and benefits, as well as training and career development opportunities.

In addition to attracting talent, our remuneration policy aims to incentivise employees to deliver strong and sustainable performance. The remuneration of directors and senior executives is based on the recommendations of the Board's Remuneration Committee, approved by the Board and reviewed regularly. Remuneration is linked to performance, enabling us to share our success with our employees and achieve our business objectives. To this end, the Group has established a comprehensive goal-setting and performance appraisal system.

The Group maintains high ethical standards in serving its customers and working with its partners. Employees must comply with the Group's Code of Conduct, which is regularly reviewed and updated. Regular training programmes are organised to ensure that staff are fully aware of and compliant with business-related statutory requirements, including the Competition Ordinance, Construction Workers Registration Ordinance, Equal Opportunities Ordinance, Personal Data Privacy Ordinance, Prevention of Bribery Ordinance, etc.

## OUTLOOK

The Group's positive business outlook for the year ahead is driven by high market demand and growth opportunities across our different market segments, as reflected in our strong tender activity throughout 2023. Our continued success in securing new business opportunities and winning contract tenders provides a good foundation for us to remain competitive in the industry and expand our revenue, customer base and market reach.

With healthy liquidity, low debt levels and strong recurring operating cash flows, the Group has the financial flexibility to take on new projects and invest in the long-term future of the business.

With an increase in construction works in both the public and private sectors, the total annual construction output in Hong Kong is projected to reach approximately HK\$300 billion annually in the next ten years. Based on information published by the Hong Kong Government, it plans to increase its annual capital works expenditure to over HK\$100 billion in the coming years, with a focus on investing in housing and infrastructure. To expedite housing supply and strengthen Hong Kong's regional position in MiC, the government is establishing a steering committee to coordinate high-productivity construction methods and streamline approval processes. This initiative is in line with the government's aim to promote innovative and environmentally friendly construction approaches. The Group sees significant opportunities in these initiatives, particularly in advanced food waste treatment technology.

The Hong Kong Government stated that it is committed to sustainable urban development, with significant investments in housing and infrastructure such as the Northern Metropolis and Kau Yi Chau Artificial Islands. These initiatives promote innovative construction approaches and are in line with the government's environmental objectives. The government announced that it currently plans to build 30,000 Light Public Housing units, increase public housing production by 50%, and shorten the Composite Waiting Time for Subsidised Rental Housing. These initiatives aim to make affordable housing more accessible and promote sustainable urban development in Hong Kong.

To tackle the ongoing manpower shortages in the industry, the government has implemented several measures, including schemes for sector-specific labour importation and improvements to the Supplementary Labour Scheme's coverage and operation. These initiatives aim to address the labour shortage in the industry and ensure that businesses have access to the necessary workforce to meet their needs. By taking a proactive approach to addressing manpower challenges, the government is working to support the growth and development of the industry and promote economic prosperity in Hong Kong.

The Hong Kong Government also announced that it is committed to implementing 100 new digital initiatives by 2025, with a focus on increasing the annual usage of open data. This has led to increasing adoption of cutting-edge technologies like Digital Twin, AI, robotic solutions, IoT, big data and data analytics across many industries, especially the data centre sector. Hong Kong is one of the most attractive locations for data centres in the Asia Pacific region, thanks to its strategic position as a regional hub, low risk of natural disasters, reliable electricity supply and proximity to Mainland China. As a leader in this sector, the Group is continuously adding new capabilities and expanding its marketing reach to serve new customers and strengthen its competitive edge for future growth.

The Hong Kong Government's initiatives in innovation and sustainability present exciting business opportunities for the Group. We leverage the proprietary technologies developed by our R&D team to bring significant benefits to our customers and the community, such as energy-efficient buildings, digital solutions for improved operational efficiency, enhanced healthcare and other service delivery. We strive to work in close partnership with our customers and the community, supported by our three strategic pillars of "New Technology", "New Market", and "New Business Model", and this allows us to consolidate our operation and maintenance ("O&M") capacity, set new standards of excellence, and ensure continuous improvements while applying new technologies across our business segments. These segments include buildings, infrastructures, lifts and escalators, smart car park systems, and Digital Twin technologies for water and wastewater plants. Our focus on innovation and sustainability positions us at the forefront of our industry, enabling us to create value for our customers and contribute to the improvement of our community.

In addition to its investment in new technologies such as Digital Twin, IoT, AI, and Big Data Analytics, the Group also invests in BIM, MiC, MiMEP and other construction technologies, as well as robotic solutions. These investments reduce costs, increase productivity and improve safety and quality, benefitting both our customers and the community. Our strategic focus is not just to compete in existing markets, but to create new market segments for higher growth and profitability. With a proven track record in deploying intelligent automation systems and a customer-centric approach, the Group has become the preferred provider for both established and emerging industries in the O&M services sector.

The Group's unwavering commitment to the fundamentals enables us to overcome challenges and emerge stronger. We adopt best business practices to mitigate risks proactively, such as enhancing technical and ethical training, managing human resources, resolving logistics issues, and mitigating material cost fluctuations. To prepare for future growth and development, we have reorganised our operating units, established new appointments and procedures, and strengthened governance to promote new technologies and market segments.

With our recent expansion in the US and European markets as a foundation, we are endeavouring to explore suitable synergistic business partnerships to further expand our reach and create new revenue streams. This move has enabled us to expand our presence in the UK market and provide more comprehensive services to our customers. As for the US, despite the slower-than-expected recovery of the New York lift and escalator market from the impact of COVID-19, TEI successfully shifted our business towards residential projects, which has yielded positive results. Going forward, we will continue to explore similar opportunities and collaborations that align with our strategic goals and values, enabling us to provide exceptional value to our customers and stay ahead of the competition.

We have a high level of contracts in-hand and a robust pipeline of business opportunities, both domestically and internationally across the Guangdong-Hong Kong-Macao Greater Bay Area, Oceania and Europe. We believe that these factors will lead to significant business growth for the Group, whilst also contributing to the communities in which we operate. To further drive growth, we have recently expanded our business operations through engaging in business development activities, such as exhibitions, in new potential markets. We remain steadfast in our commitment to meeting our customers' expectations by providing quality, timely and cost-effective services. In the coming years, we will continue to work closely with our customers to create shared value for all stakeholders. Our focus on sustainability and innovation will enable us to stay ahead of the curve and provide optimal solutions that benefit both our customers and the wider community.

## **INTERIM DIVIDEND**

The Board has declared an interim dividend of HK8.52 cents per share of the Company (the "Share") for the reporting period (the "Interim Dividend") to the shareholders whose names appear on the register of members of the Company (the "Register of Members") as at the close of business on Thursday, 14 September 2023. The Interim Dividend is expected to be paid to the shareholders of the Company (the "Shareholders") on or about Thursday, 28 September 2023.

## **CLOSURE OF REGISTER OF MEMBERS**

For the purpose of ascertaining Shareholders' entitlement to the Interim Dividend, the Register of Members will be closed from Wednesday, 13 September 2023 to Thursday, 14 September 2023, both days inclusive, during which period no transfer of Shares will be registered. The Shares will be traded ex-dividend as from Monday, 11 September 2023. In order to be entitled to the Interim Dividend, Shareholders must lodge all transfer documents accompanied by the relevant share certificates with the branch share registrar and transfer office of the Company in Hong Kong, Tricor Investor Services Limited, at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong for registration by no later than 4:30 p.m. on Tuesday, 12 September 2023.

## COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE

The Company is committed to maintaining high standards of corporate governance practices and procedures. The Company adopted the principles and code provisions of the Corporate Governance Code contained in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") as the basis of the Company's corporate governance practices. During the reporting period, the Company has complied with all the code provisions set out in the Corporate Governance Code.

## **REVIEW OF INTERIM RESULTS**

The Audit Committee of the Company was established by the Board for the purposes of, among other things, reviewing and providing supervision over the Group's financial reporting process and internal controls. It currently comprises two independent non-executive directors and one non-executive director of the Company. The Audit Committee has reviewed the Group's unaudited condensed consolidated interim financial statements for the six months ended 30 June 2023 and discussed financial related matters with the management and the external auditors of the Company.

The unaudited condensed consolidated interim financial statements of the Group for the six months ended 30 June 2023 have been reviewed by the Company's external auditor, Deloitte Touche Tohmatsu, in accordance with Hong Kong Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants.

## PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the reporting period.

# PUBLICATION OF THE INTERIM RESULTS AND 2023 INTERIM REPORT ON THE WEBSITES OF THE STOCK EXCHANGE AND THE COMPANY

This interim results announcement is published on the respective websites of the Stock Exchange (www.hkexnews.hk) and the Company (www.atal.com). The Company's 2023 interim report containing all the information required under the Listing Rules will be despatched to the Shareholders and will be published on the respective websites of the Stock Exchange and the Company in due course.

On behalf of the Board of ANALOGUE HOLDINGS LIMITED Dr. Poon Lok To, Otto Chairman

Hong Kong, 25 August 2023

As at the date of this announcement, the executive directors of the Company are Dr. Poon Lok To, Otto, Mr. Chan Hoi Ming, Mr. Law Wei Tak and Mr. Cheng Wai Lung; the non-executive directors of the Company are Dr. Mak Kin Wah and Ms. Or Siu Ching, Rerina; and the independent non-executive directors of the Company are Mr. Chan Fu Keung, Mr. Lam Kin Fung, Jeffrey and Ms. Shing Mo Han, Yvonne.