



寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED



# *Results Review and Prospects*

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寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

# *Corporate Profile*

## *Results Review*

## *Business Prospect*







寶業集團股份有限公司 BAOYE GROUP COMPANY LIMITED

# *Corporate Profile*



## Corporate Profile - Business Network



- ◆ Shaoxing, Zhejiang Province, where our headquarter located, is in the Yangtze River Delta, with rampancy economic growth in the PRC.
- ◆ In addition to our home base, we have expanded our business footprint into neighboring areas including Yangtze River Delta, Central China and Northern China.



## Corporate Profile - Business Network

### *Baoye Group Company Limited*

#### *Construction Business*

- |             |             |
|-------------|-------------|
| - Zhejiang  | - Hebei     |
| - Shanghai  | - Henan     |
| - Jiangsu   | - Shandong  |
| - Anhui     | - Liaoning  |
| - Hubei     | - Sichuan   |
| - Hunan     | - Chongqing |
| - Beijing   | - Xinjiang  |
| - Tianjing  | - Jiangxi   |
| - Shanxi    | - Fujian    |
| - Guangdong | - Africa    |

#### *Property Development Business*

- Zhejiang
- Hubei
- Shanghai
- Anhui
- Henan

#### *Building Materials Business*

- Zhejiang Building Materials
- Anhui Building Materials
- Hubei Building Materials
- Shanghai Building Materials
- Jiangsu Building Materials

## Corporate Profile - Business Structure

### *Baoye Group Company Limited*

#### *Construction Business*

- Government and Public Buildings
- Urban Facilities and Infrastructure
- Commercial Buildings
- Residential Buildings
- Industrial Buildings
- Electrical and Electronic Buildings
- Fireproof Facilities
- Curtain Wall Installation

#### *Property Development Business*

- Zhejiang	5 projects
-Shanghai	1 project
-Hubei	2 projects
-Anhui	6 projects
-Henan	1 project

#### *Building Materials Business*

- Curtain Wall
- Ready-mixed Concrete
- Furnishings and Interior Decorations
- Wooden Products and Fireproof Materials
- PC Assemble boards
- Others

## Corporate Profile - Business Structure

### *Baoye Group Company Limited*

#### *Construction Business*

- ◆ No limit on tendering bids because of premier license and as one of the pilot enterprise of EPC in Zhejiang Province, three subsidiaries hold the premier license.
- ◆ Strong revenue growth supported by steady order volume growth

#### *Property Development Business*

- ◆ Enjoys a higher quality of products and services in the industry due to synergistic effect resulting from excellent construction and building materials, as well as the technology and brand advantages of housing industrialization
- ◆ Quality land bank accumulated at low cost over the past years, ensure property development business' profit and capability of risk resistance

#### *Building Materials Business*

- ◆ Pioneer of housing industrialization in the PRC with the capability of research, design, construction, manufacture and operation of industrialized construction, aiming to become the industry standard setter
- ◆ Building Materials Industrial Parks in Zhejiang Province, Anhui Province, Hubei Province and Shanghai, businesses extended to Yangtze River Delta and Central China





## Corporate Profile

- ◆ With 50 years of industry experience, the Group has successfully developed into a vertically integrated enterprise comprising of construction, property development and construction industrialisation building materials, and growing up from a regional company to a nationwide one.
- ◆ An H Share company listed on the main board of HKEx since June 2003. The first vertically integrated construction enterprise of mainland listed in Hong Kong.
- ◆ Highly focused and specialized in our core businesses segments.
- ◆ Privately-owned enterprise managed by professionals with an aim to enhance shareholders' value through sound corporate governance.







## Shareholders

### Corporate Profile

<i>As at 30 June 2024</i>	<i>No. of shares</i>	<i>% of total</i>
<b>Domestic Shares</b>		
Mr. Pang Baogen (Chairman)	193,753,054	37.21%
Senior Management (33 persons)	156,988,999	30.14%
	<b>350,742,053</b>	<b>67.35%</b>
<b>H Shares</b>		
Wu Xueqin	29,304,000	5.63%
Zhu Yicai (Note 1)	29,304,000	5.63%
Others	140,710,000	27.02%
	<b>170,014,000</b>	<b>32.65%</b>
<b>Total</b>	<b>520,756,053</b>	<b>100%</b>

1. Mr. Zhu Yicai, the spouse of Ms. Wu Xueqin, is deemed to be interested in 29,304,000 H shares.



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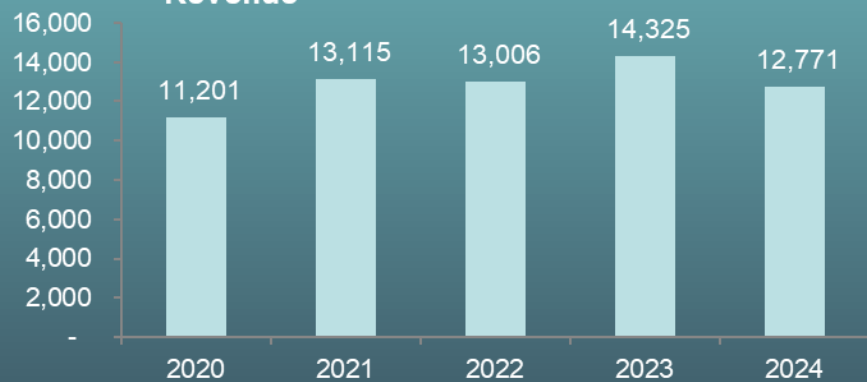
# *Results Review*



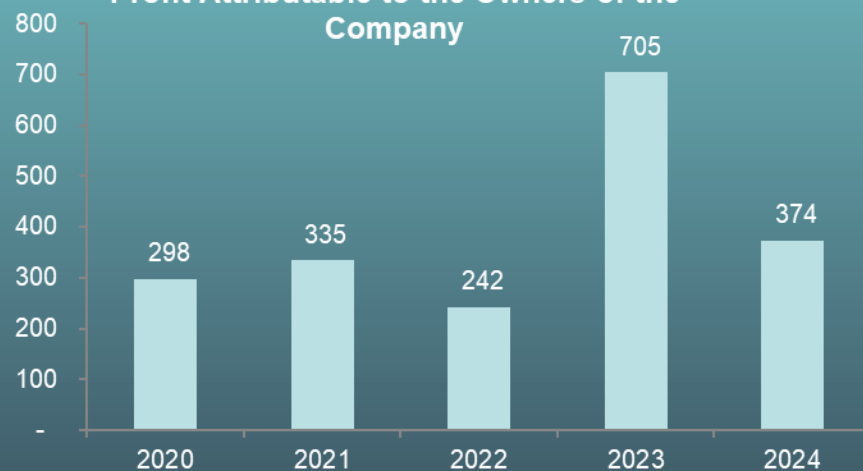
## Results Review

For the six months ended 30 June  
RMB million

Revenue



Profit Attributable to the Owners of the Company

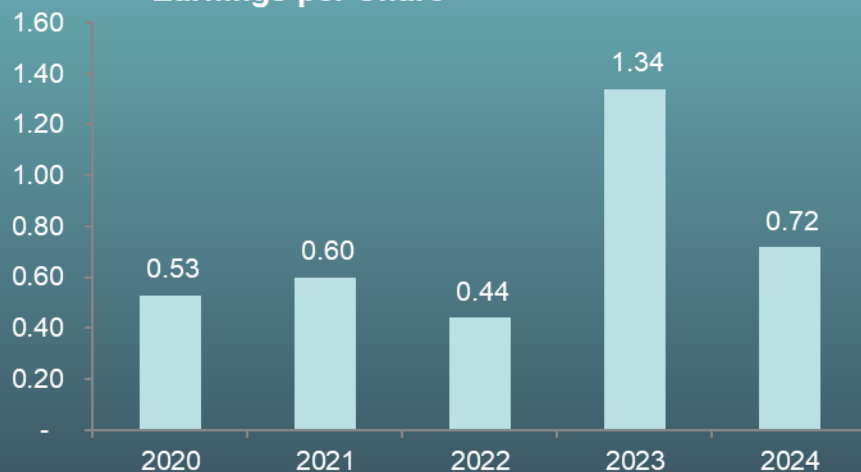




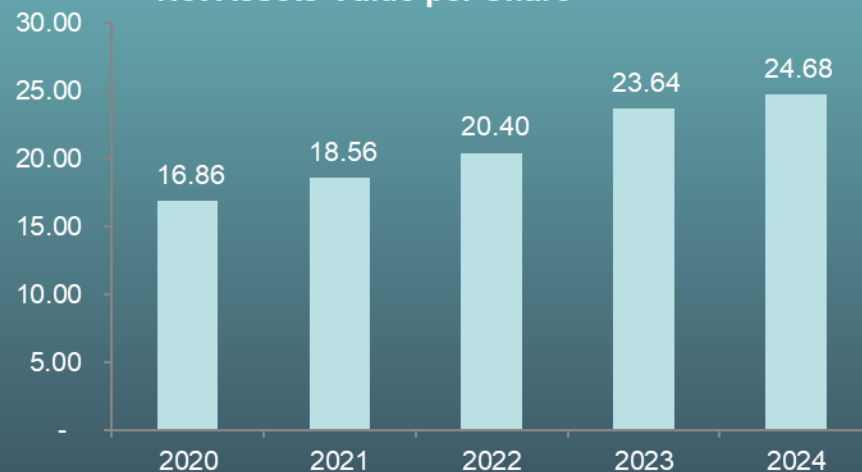
## Results Review

For the six months ended 30 June  
RMB

Earnings per Share



Net Assets Value per Share

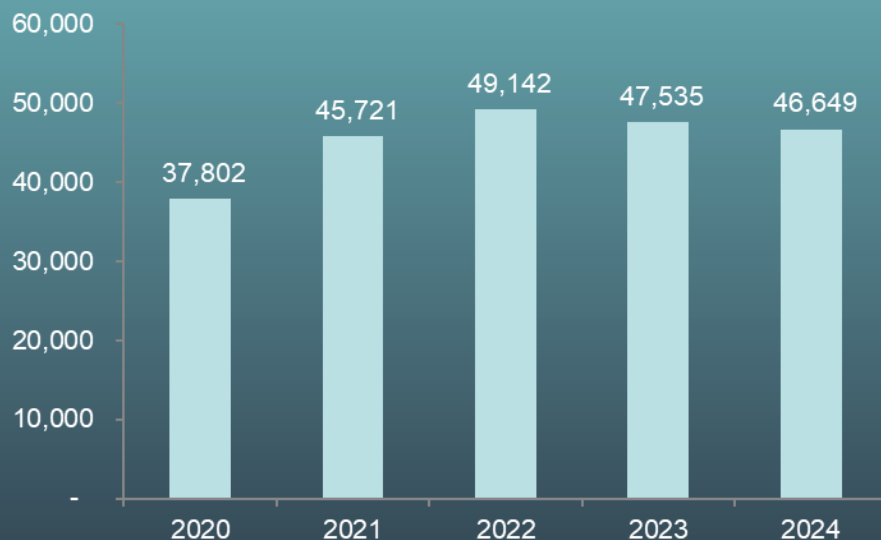




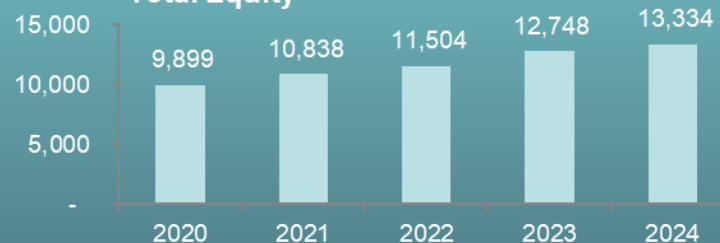
## Results Review

For the six months ended 30 June  
RMB million

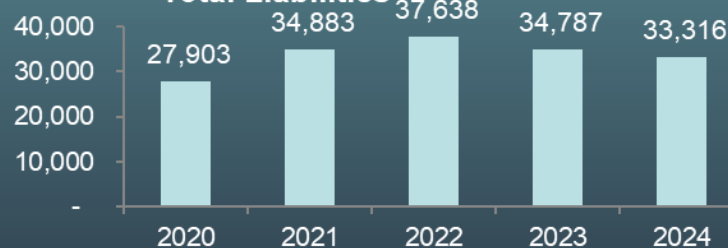
**Total Assets**



**Total Equity**



**Total Liabilities**

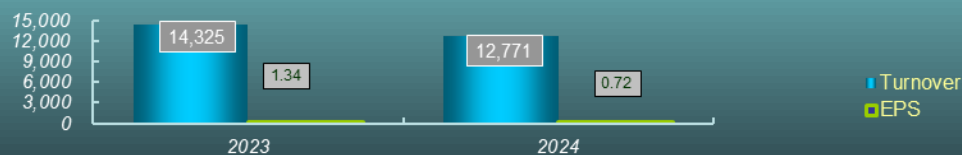


## Summary

### Results Review

As at 30 June  
RMB million

	2024	2023	Change
Revenue	12,771	14,325	-11%
Profit attributable to the owners of the Company	374	705	-47%
Earnings per share (RMB)	0.72	1.34	-46%



## Turnover

### Results Review

For the six months ended 30 June  
RMB million

	2024	2023	Change
Construction	8,596	8,231	4%
Property Development	3,002	4,822	-38%
Building Materials	1,001	1,110	-10%
Others	171	162	6%
<b>Total</b>	<b>12,771</b>	<b>14,325</b>	<b>-11%</b>

## Operating Profit

### Results Review

For the six months ended 30 June  
RMB'000

	2024	2023	Change
Construction	324,535	483,044	-33%
Property Development	320,526	751,482	-57%
Building Materials	-22,768	-114,818	-80%
Others	2,141	57	3,656%
<b>Total</b>	<b>624,434</b>	<b>1,119,765</b>	<b>-44%</b>



## Operating Profit Margin

For the six months ended 30 June

	2024	2023	Change
Construction	3.8%	5.9%	-36%
Property Development	10.7%	15.6%	-31%
Building Materials	-2.3%	-10.3%	-78%



*Results  
Review*



## Key Financial Ratio

### Results Review

As at 30 June

	2024	2023
Return on equity	<b>2.91%</b>	5.72%
Net assets value per share (RMB)	<b>24.68</b>	23.64
Net cash ratio	<b>54%</b>	56%
Current ratio	<b>1.23</b>	1.21

## Business Structure

### Results Review

#### Revenue and profit breakdown by business segments

	Revenue	Profit
Construction	67%	52%
Property Development	24%	51%
Building Materials	8%	-3%
Others	1%	0%

Revenue



Profit



■ Construction ■ Property Development ■ Building Materials ■ Others



## Property Development – projects under development



### Results Review



<i>Property Name</i>	<i>Location</i>	<i>Equity Interest of the Group</i>	<i>Total Floor Area Under Development (sqm)</i>
Baoye Four Seasons Garden	Shaoxing	100%	191,105
Xialv Project	Shaoxing	60%	149,716
Fengyue Shangzhu	Hangzhou	100%	49,497
Xishan Yueyuan	Lishui	100%	116,905
Biou Jiayuan	Lishui	100%	124,655
Active Paradise	Shanghai	100%	65,001
Puyuan	Wuhan	100%	165,144
Qinyuan	Yichang	100%	196,596





## Property Development – projects under development



### Results Review



<i>Property Name</i>	<i>Location</i>	<i>Equity Interest of the Group</i>	<i>Total Floor Area Under Development (sqm)</i>
Binhe Green Garden	Mengcheng	100%	Under planning
Baoye Longhu Yucheng	Kaifeng	60%	300,598
Baoye Junyue Green Garden	Lu'an	100%	216,407
Zhengzhou Project	Zhengzhou	51%	Under planning
Sizhou Green Garden	Sixian	100%	23,012
Xuefu Green Garden	Sixian	100%	Under planning
Qinglan Green Garden	Bozhou	51%	404,465

## Newly-acquired Land Reserves

### Results Review

<i>Time</i>	<i>Location</i>	<i>Cost ( RMB'000 )</i>	<i>Land area ( sqm )</i>	<i>Equity</i>
July, 2024	Shaoxing City, Zhejiang Province	416,000	42,966	70%
July, 2024	Shaoxing City, Zhejiang Province	291,877	14,094	100%

## Building Materials

### Results Review

Revenue of the building materials for the six months ended 30 June

	2024 RMB'000	% of the total	2023 RMB'000	% of the total	Change
Curtain Wall	568,683	58%	591,240	54%	-4%
Furnishings and Interior	123,959	12%	78,023	7%	59%
Ready-mixed Concrete	64,286	6%	79,394	7%	-19%
PC Assembly Plate	164,505	16%	264,814	24%	-38%
Wooden Products and	31,240	3%	47,270	4%	-34%
Steel Structure Decorations	17,859	2%	8,499	1%	110%
Others	30,818	3%	40,869	3%	-25%
<b>Total</b>	<b>1,001,350</b>	<b>100%</b>	<b>1,110,109</b>	<b>100%</b>	<b>-10%</b>





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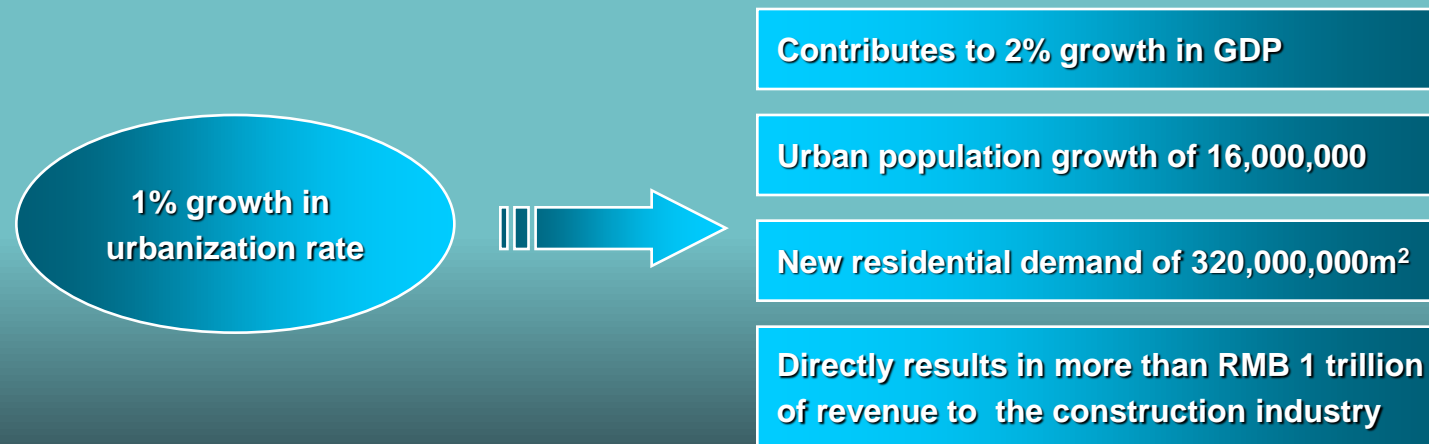
# *Business Prospects*





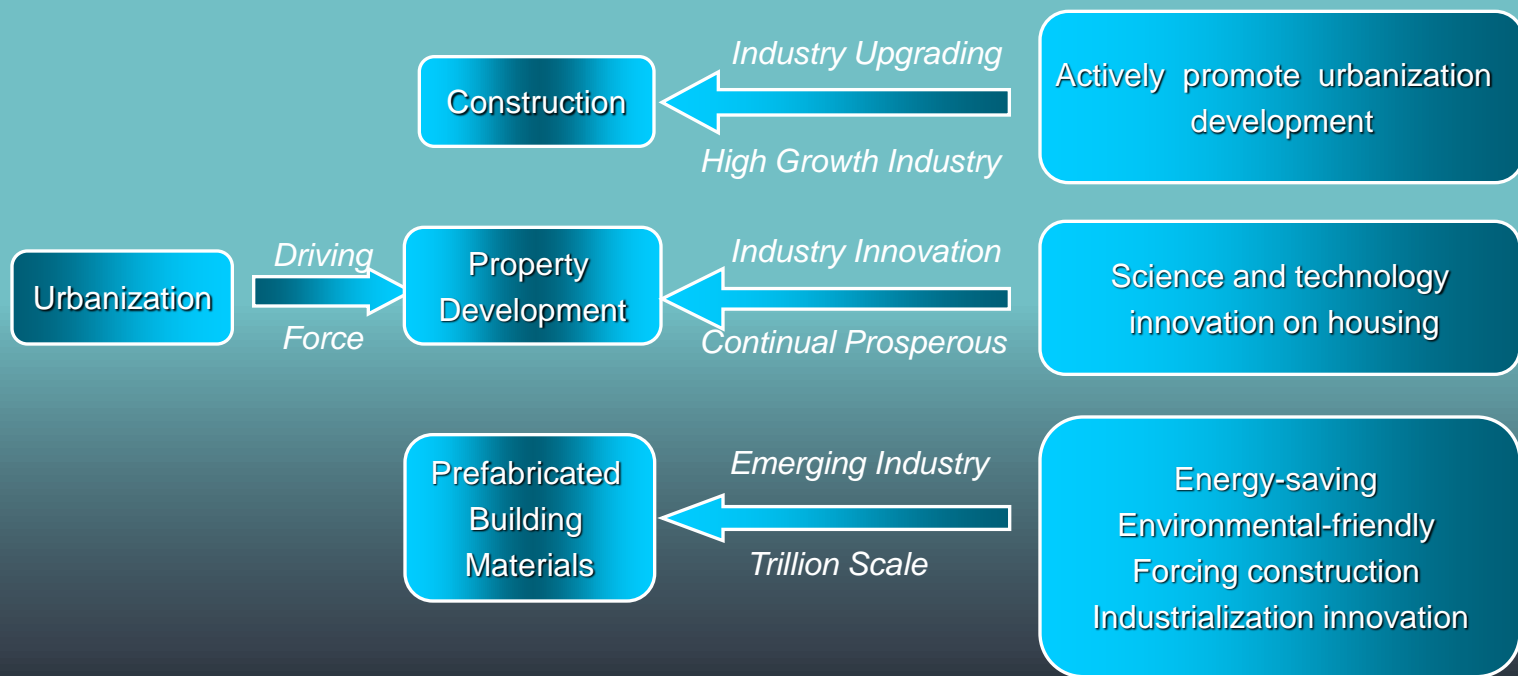
## Urbanization in China

- ◆ The acceleration of the process of urbanization brought enormous development opportunities for each of the three major businesses of Baoye.



## Urbanization in China


Driving force for construction growth in China - urbanization



## Construction Business



### *Business Prospects*



Premium class certification for general building construction and one of the pilot enterprise of EPC in Zhejiang Province

Business network:  
strengthen the existing market  
and explore new market

Project nature:  
Most of markets of infrastructure  
governments invested

Business operation model:  
adopt new contracting model,  
of BT and promote the EPC, PPP

Construction technology:  
energy-saving and  
green construction

## Property Development Business



### ***Business Prospects***

- ◆ The Group will continue to position its market in second and third tier cities in Hubei, Anhui and Henan;
- ◆ Under the background of new urbanization construction, the Group will pay more attention to new property development model, such as small cities created by the urbanization reform policy, new rural countries, senior homes, community properties and commerce complex in town;
- ◆ The Group preserves its land bank with good location, appropriate size, reasonable cost and appreciation potential under its prudent policy.



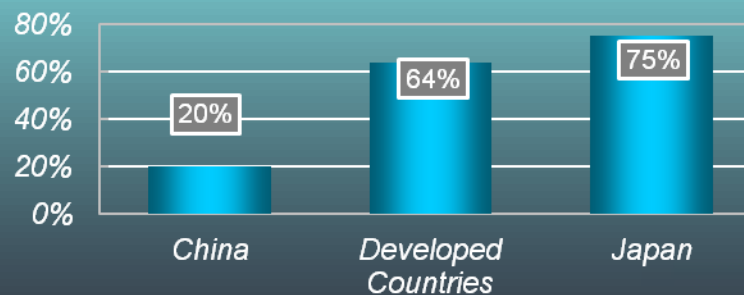


## Prefabricated Building Materials Business



### *Business Prospects*

- ◆ Currently, the construction industrialization rate in China is just around 20%, which is far below the average of 70% in developed countries.
- ◆ With the implementation of the construction industrialization reform, the market capacity for new building materials in China will reach trillions of RMB in the coming years.





## Disclaimer

- ◆ This presentation includes forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments that Baoye expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements.
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