

FINANCIAL REVIEW

The Group

Summary of Financial Performance

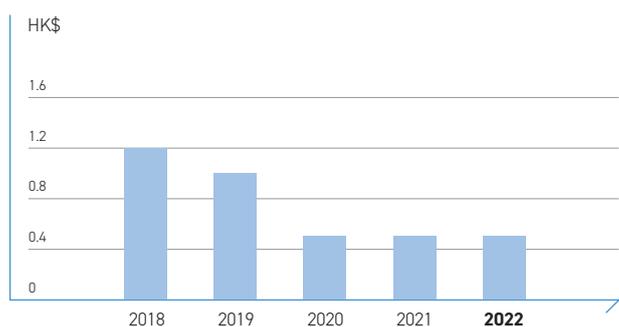
	2022	2021	Favourable/(Unfavourable) Change	
	HK\$ million	HK\$ million	HK\$ million	%
Revenue	6,607.2	7,202.0	(594.8)	(8.3)
Other income	705.8	254.0	451.8	177.9
Operating expenses	(7,220.9)	(7,197.4)	(23.5)	(0.3)
Profit from operations	92.1	258.6	(166.5)	(64.4)
Finance costs	(37.6)	(14.4)	(23.2)	(161.1)
Share of (losses)/profits of associates	(6.9)	19.6	(26.5)	(135.2)
Share of profit of joint venture	8.2	8.3	(0.1)	(1.2)
Profit before taxation	55.8	272.1	(216.3)	(79.5)
Income tax credit/(expense)	87.8	(27.1)	114.9	424.0
Profit for the year	143.6	245.0	(101.4)	(41.4)
Earnings per share (HK\$)	0.31	0.53	(0.22)	(41.5)

Review of 2022 Financial Performance

The Group's Results for the Year

The Group's profit attributable to equity shareholders for the year ended 31 December 2022 was HK\$143.6 million (2021: HK\$245.0 million), representing a decrease of HK\$101.4 million compared with 2021. Such unfavourable variance was mainly due to the outbreak of the fifth wave of Coronavirus Disease ("COVID-19") and increase in depreciation and other operating expenses as a result of bus replacement and inflation. Earnings per share decreased correspondingly from HK\$0.53 for 2021 to HK\$0.31 for 2022.

Dividends per Share



The revenue and underlying profit generated by the Group's four Divisions for the year ended 31 December 2022 are shown below:

HK\$ million	Revenue		Profit/(loss) before taxation	
	2022	2021	2022	2021
Franchised Public Bus Operations Division	6,360.0	6,940.1	(100.7)	94.3
Non-franchised Transport Operations Division	195.7	212.6	2.0	11.2
Property Holdings and Development Division	51.5	49.3	59.3	55.8
China Mainland Transport Operations Division	-	-	(6.9)	19.6
	6,607.2	7,202.0	(46.3)	180.9
Finance costs			(37.6)	(14.4)
Unallocated net operating income			139.7	105.6
Profit before taxation			55.8	272.1
Income tax credit/(expense)			87.8	(27.1)
Profit for the year			143.6	245.0

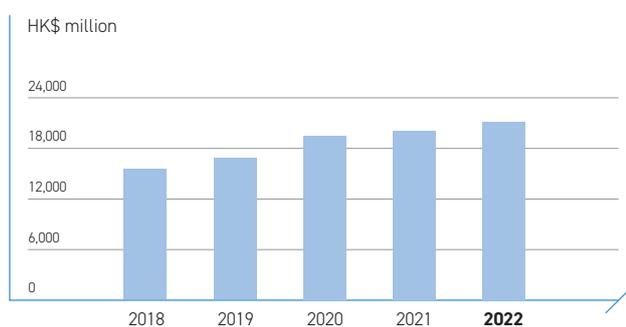
Segment information on the Group's main businesses is set out in note 12 to the financial statements on pages 200 to 202 of this Annual Report.

Key Changes to the Group's Revenue, Other Income and Operating Expenses

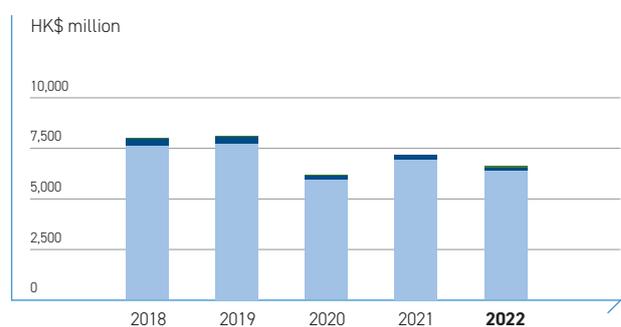
Revenue for 2022 amounted to HK\$6,607.2 million, a decrease of HK\$594.8 million or 8.3% compared with HK\$7,202.0 million for 2021. The decrease was mainly due to the decrease in revenue from the Group's franchised public bus operations of HK\$580.1 million, primarily caused by the significant drop in bus patronage as a result of the outbreak of the fifth wave of COVID-19; and the decrease in revenue from the Group's non-franchised transport operations of HK\$16.9 million, but was partly offset by the increase in rental income arising from the Group's investment properties of HK\$2.2 million.

Other income increased by HK\$451.8 million from HK\$254.0 million in 2021 to HK\$705.8 million in 2022. The increase was mainly due to the increase in government subsidies of HK\$520.2 million from various support schemes rolled out by the Government to provide financial support to the public transport sector in 2022. The breakdown of other income is set out in note 4 to the financial statements on page 193 of this Annual Report.

Total Assets at 31 December



Group Revenue



- Franchised public bus operations
- Non-franchised transport operations
- Gross rentals from investment properties

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Total operating expenses for 2022 amounted to HK\$7,220.9 million, an increase of HK\$23.5 million compared to HK\$7,197.4 million for 2021. The increase was mainly due to increases in depreciation and other operating expenses as a result of bus replacement and inflation.

The Group's share of losses of associates for 2022 amounted to HK\$6.9 million, an unfavourable variance of HK\$26.5 million compared to the share of profits of associates of HK\$19.6 million for 2021.

Income tax credit for the year amounted to HK\$87.8 million (2021: income tax expense of HK\$27.1 million). The breakdown of the income tax credit/(expense) is set out in note 6 to the financial statements on page 195 of this Annual Report.

More detailed information in respect of the Group's individual business units is set out on pages 105 to 111 of this Annual Report.

Dividend

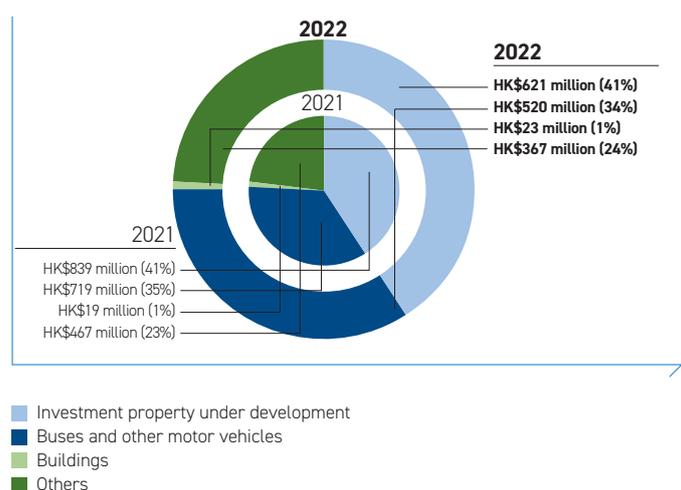
The Board has recommended an ordinary final dividend of HK\$0.50 per share (2021: HK\$0.50 per share). Subject to the approval of the shareholders at the Annual General Meeting of the Company to be held on 18 May 2023 or at any adjournment thereof, the total dividend for the year will be HK\$0.50 per share (2021: HK\$0.50 per share). The Company's intention is to maintain stable returns to shareholders.

Key Changes to Financial Position

Capital Expenditure

As at 31 December 2022, the Group's investment properties, investment property under development, interest in leasehold land and other property, plant and equipment (comprising buildings, buses and other motor vehicles, buses under construction, tools and others) amounted to HK\$12,382.8 million (2021: HK\$11,976.1 million). The increase was mainly due to the development of The Millennity and purchase of new buses by the Group for fleet replacement during the year. None of the assets was pledged or charged as at 31 December 2022. The breakdown of the capital expenditure is shown in note 13 to the financial statements on pages 203 to 208 of this Annual Report.

Capital Expenditure



Intangible Assets and Goodwill

As at 31 December 2022, the Group's intangible assets and goodwill amounted to HK\$529.1 million (2021: HK\$419.7 million) and HK\$84.1 million (2021: HK\$84.1 million) respectively. The intangible assets mainly comprise passenger service licences and transport operating rights of the Group's non-franchised transport operations.

Current Assets and Current Liabilities

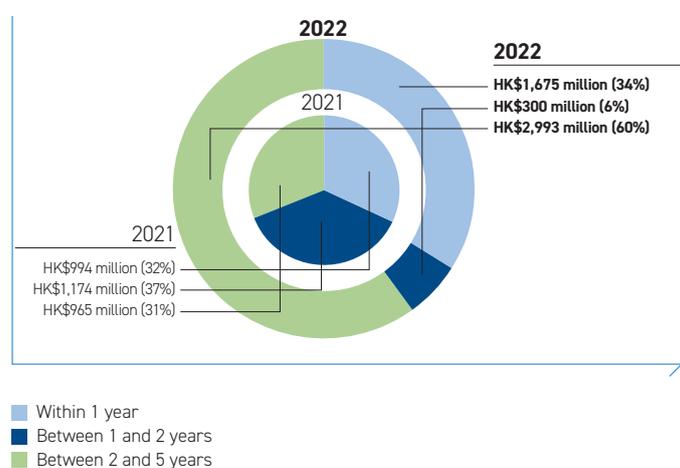
The Group's total current assets as at 31 December 2022 amounted to HK\$3,545.7 million (2021: HK\$2,720.0 million), mainly comprising liquid funds of HK\$2,242.5 million (2021: HK\$1,237.5 million) and accounts receivable of HK\$957.2 million (2021: HK\$605.1 million). The Group's liquid funds as at 31 December 2022 were mainly denominated in Hong Kong dollars.

Total current liabilities as at 31 December 2022 amounted to HK\$3,311.8 million (2021: HK\$2,759.5 million), which mainly included accounts payable and accruals, and the current portion of bank loans.

Bank Loans

As at 31 December 2022, bank loans, all unsecured, amounted to HK\$4,967.5 million (2021: HK\$3,132.5 million). The maturity profile of the bank loans of the Group as at 31 December 2022 and 31 December 2021 is shown in the chart below:

Debt Maturity Profile at 31 December



As at 31 December 2022, the Group had undrawn banking facilities totalling HK\$620.0 million (2021: HK\$1,555.0 million).

Capital Commitments

The Group's capital commitments as at 31 December 2022 amounted to HK\$725.7 million (2021: HK\$1,605.2 million). These commitments were mainly in respect of the development of The Millennity and the purchase of buses and other motor vehicles, which are to be financed by bank borrowings and from the Group's internal resources. A summary of the capital commitments is set out below:

	2022 HK\$ million	2021 HK\$ million
Development of The Millennity	380.0	950.9
Purchase of buses and other motor vehicles	234.2	552.3
Purchase of other properties, plant and equipment	111.5	102.0
Total	725.7	1,605.2

As at 31 December 2022, the Group had 172 (2021: 200) new buses on order for delivery in 2023.

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Funding and Financing

Financial Liquidity and Resources

The Group closely monitors its liquidity requirement and financial resources to ensure that a healthy financial position is maintained such that cash inflows from operating activities together with the Group's reserves of cash and liquid assets and undrawn banking facilities are sufficient to meet the requirements for loan repayments, daily operational needs and capital expenditure as well as potential business expansion and development. The Group's operations are mainly financed by shareholders' funds and bank loans. In general, major operating companies of the Group arrange their own financing to meet their operational and specific needs. The Group's other subsidiaries are mainly financed by the Company's capital base. The Group reviews its funding policy from time to time to ensure that cost-efficient and flexible funding is available to cater for the unique operating environment of each subsidiary.

Net Cash/(Net Borrowing) and Liquidity Ratio

As at 31 December 2022, the Group's net borrowing (i.e. total borrowings less cash and deposits at banks) amounted to HK\$2,725.0 million (2021: HK\$1,895.0 million) with a liquidity ratio (the ratio of current assets to current liabilities) of 1.1 (2021: 1.0). The details of the Group's net cash/(net borrowing) position by currency are set out as follows:

Currency	Cash and deposits at bank in foreign currency million	Cash and deposits at bank HK\$ million	Bank loans HK\$ million	Net cash/(Net borrowing) HK\$ million
At 31 December 2022				
Hong Kong dollars		1,693.7	(4,967.5)	(3,273.8)
United States dollars	69.2	540.4	-	540.4
Other currencies		8.4	-	8.4
Total		2,242.5	(4,967.5)	(2,725.0)
At 31 December 2021				
Hong Kong dollars		1,004.7	(3,132.5)	(2,127.8)
United States dollars	29.0	226.3	-	226.3
Other currencies		6.5	-	6.5
Total		1,237.5	(3,132.5)	(1,895.0)

Finance Costs and Interest Cover

The finance costs incurred by the Group for the year ended 31 December 2022 were HK\$37.6 million, an increase of HK\$23.2 million compared with HK\$14.4 million for 2021. The increase was mainly due to the increase in the average interest rate from 0.97% per annum for 2021 to 1.78% per annum for 2022 and the increase in average bank borrowings of the Group.

For the year ended 31 December 2022, the Group's interest income exceeded its total finance costs by HK\$43.3 million (2021: HK\$46.8 million).

Net Cash Flow

For 2022, there was a net increase of HK\$530.4 million (2021: net decrease of HK\$310.4 million) in cash and cash equivalents. The sources are set out below:

	2022 HK\$ million	2021 HK\$ million
Net cash generated from/(used in):		
• Operating activities	849.6	1,319.9
• Investing activities	(2,041.4)	(1,581.4)
• Financing activities	1,722.2	(48.9)
Net cash inflow/(outflow)	530.4	(310.4)

The main components of the net cash inflow of HK\$530.4 million (2021: net cash outflow of HK\$310.4 million) included: (i) net cash generated from operating activities of the franchised public bus operations of HK\$617.6 million (2021: HK\$1,116.1 million); (ii) payment of capital expenditure of HK\$1,709.4 million (2021: HK\$2,093.1 million); (iii) increase of HK\$442.8 million (2021: decrease of HK\$810.3 million) in bank deposits with original maturities of over three months; (iv) proceeds received on the maturity of debt securities of HK\$599.1 million (2021: HK\$436.3 million); (v) purchase of other financial assets of HK\$439.0 million (2021: HK\$767.3 million); (vi) increase of HK\$1,835.0 million in bank loans (2021: HK\$55.0 million); and (vii) payment of dividends of HK\$116.9 million (2021: HK\$109.4 million).

Details of the Group's cash flow movement for the year ended 31 December 2022 are set out in the consolidated cash flow statement on page 174 of this Annual Report.

Treasury Risk Management

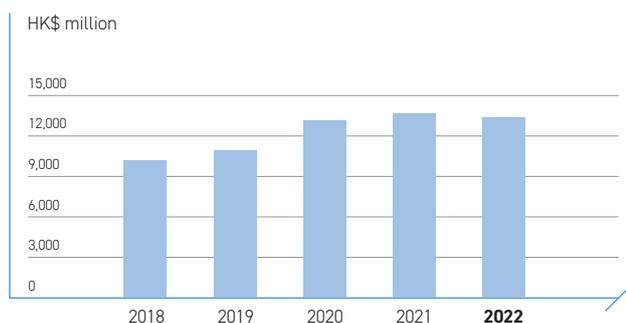
The Group's activities are exposed to various financial risks, including foreign currency, interest rate, fuel price, credit and liquidity risks. The Group's exposure to these risks as well as its risk management policies and practices are described below:

Foreign Currency Risk

The Group is exposed to foreign currency risk primarily through purchases of new buses and motor vehicle components from overseas, investments in financial assets measured at FVOCI (recycling) and deposits placed at banks that are denominated in a foreign currency. The currencies giving rise to this risk are primarily British Pounds Sterling (GBP) and United States dollars (USD). In respect of its exposure in GBP used for bus purchases, the Group's treasury team will enter into forward foreign exchange contracts in a strategic manner when appropriate.

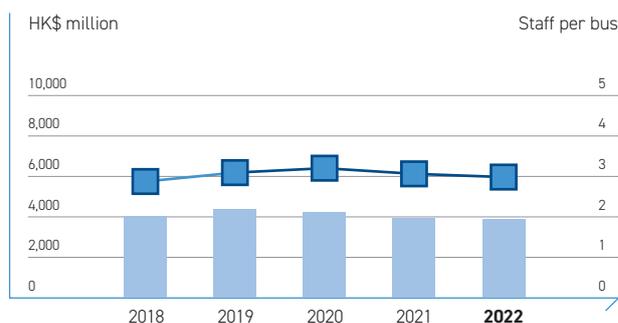
As at 31 December 2022, the Group had outstanding GBP forward contracts totalling GBP5.0 million (2021: GBP7.1 million), which had maturities of less than one year after the end of the reporting period.

Shareholders' Fund at 31 December



Staff Costs and Staff per Bus

(Franchised public bus operations)



■ Staff costs
■ Number of staff per bus

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Interest Rate Risk

In view of the volatile financial markets and the prospect of interest rate hikes, the Group will continue to closely monitor the market conditions and devise suitable strategies to manage its exposure to interest rate risk. Different techniques and instruments, including natural hedges achieved by spreading loans over different rollover periods and maturity dates, and derivative financial instruments such as interest rate swaps, will be considered as and when appropriate. As at 31 December 2022, all of the Group's borrowings were denominated in Hong Kong dollars and on a floating interest rate basis. The Group regularly reviews its strategy on interest rate risk management in the light of the prevailing market conditions.

The Group's major subsidiary, KMB, has been assigned an "A" credit rating by Standard & Poor's since 14 January 2002. The credit rating agency viewed KMB as an integrated economic entity of Transport International Holdings Limited. Accordingly, the rating of KMB also reflects the Group's credit profile.

Fuel Price Risk

The impact of fuel price movements on the results of the Group's core franchised bus operations can be significant. Although exposure to fluctuations in the fuel price might be managed by the use of fuel derivatives, the Group has carefully evaluated and considered the pros and cons of entering into fuel price hedging arrangements and concluded that fuel price hedging would be as risky as not hedging, and would not necessarily result in a better financial position for the Group in the long term. Alternatively, the Group enters into contracts with diesel suppliers from time to time for the supply of diesel. A price cap arrangement, which enables the Group to benefit from the fall in international fuel oil prices while limiting risk exposure in the event that oil prices rise above the cap level, has been introduced in some of these contracts. It is expected that the fuel price will continue to be volatile, and management will continue to closely monitor fuel price movements and constantly review its strategy in respect of fuel price risk management in the light of prevailing market conditions.

Credit Risk

The Group's credit risk is primarily attributable to trade and other receivables and debt investments. Management has a credit policy in place under which exposure to credit risk is monitored on an ongoing basis. In respect of trade and other receivables, credit evaluations are performed on major customers requiring credit over a certain amount. Regular reviews and any necessary follow-up action are carried out on overdue amounts to minimise the Group's exposure to credit risk. An ageing analysis of the receivables is prepared on a regular basis and is closely monitored to minimise any credit risk associated with these receivables. The Group has established treasury management guidelines for investment of surplus cash reserves in debt securities for yield enhancement purposes. Limits are set for the total portfolio size and individual debt securities to minimise the overall risk as well as the concentration risk. The credit ratings of the debt issuers and market news relating to them, as available, are closely monitored over the life of the transactions. In addition, investment portfolio and investment strategies will be monitored and reviewed on a regular basis to minimise the risk of default on the investments in debt securities. Cash at bank and bank deposits are placed with licensed financial institutions with high credit ratings and the Group monitors the exposure to each financial institution. The Group does not provide guarantees to third parties which would expose the Group to credit risk.