



## **ANALOGUE HOLDINGS LIMITED**

**FY2022 Annual Results**

**Investor Presentation**

4 Apr 2023

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**COMPANY  
OVERVIEW**



**FINANCIAL  
OVERVIEW**



**BUSINESS  
REVIEW**



**OUTLOOK &  
GROWTH  
STRATEGIES**



**Q&A**



Leading E&M engineering service provider in Hong Kong

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

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

Committed to creating value for the community; obtained the first green loan of HK\$300M



45 years of operating history with an extensive client portfolio

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

Maintain sustainable growth with high value contracts-in-hand

## Business Ethics

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- Enhanced governance of operations through re-organisation, new appointments and newly established procedures

## Expansion to Overseas Markets

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- Strategic alliance with TEI in US
- First foothold in UK for Lifts and Escalators business
- Actively exploring synergistic business opportunities and equity partnerships in GBA, One Belt One Road, Oceania, US and European markets

## ATAL Seminar Series

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- Brought together industry experts and academics to share experiences on the theme of “Smart Sustainability: People • Innovation • Environment”

## Research and Development Capabilities

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- In-house research and development teams stand ready to drive innovation and respond to changing trends

## New Headquarters – ATAL Tower

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- Revitalisation of an industrial building in Kwai Chung as new headquarters – ATAL Tower
- A consolidated operational base to boost productivity and promote synergy
- Target to become operational in second quarter of 2024

## CORPORATE & INVESTOR RELATIONS



## ENVIRONMENTAL, SOCIAL AND GOVERNANCE



## INNOVATIONS



## PROJECTS



## HUMAN RESOURCES





# FINANCIAL REVIEW

Sustained Market Leading Position

Order Intake (HK\$'M)  
**6,822**  
 ▲ + 41.8%

Revenue (HK\$'M)  
**6,474.7**  
 ▲ + 21.0%

Net Profit (HK\$'M)  
**114.6**

High Dividend Payout Ratio  
**52%**



Contracts-in-hand (HK\$'M)  
**11,656.3**  
 ▲ + 3.1%

Bank Balances and Cash (HK\$'M)  
**976.0**  
 ▲ + 21.7%

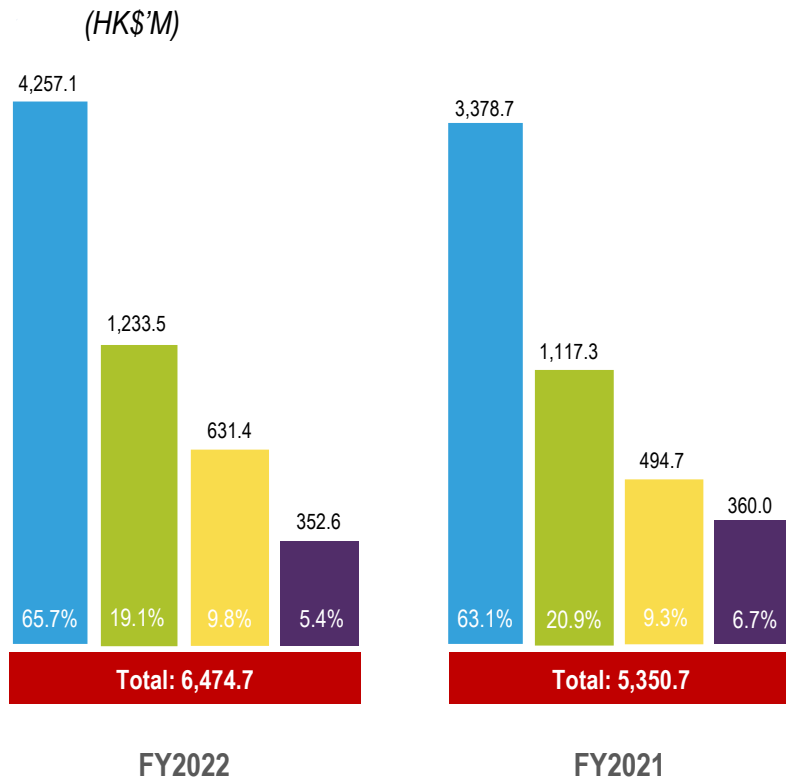
Low Gearing Ratio  
**13.5%**

Special 45<sup>th</sup> Anniversary Dividend  
**4.5¢/share**



	FY2022 (HK\$'M)	FY2021 (HK\$'M)	Growth
Revenue	<b>6,474.7</b>	5,350.7	<b>21.0%</b>
Gross profit	<b>1,011.5</b>	878.4	<b>15.2%</b>
Gross profit margin	<b>15.6%</b>	16.4%	<b>(0.8 p.p.)</b>
Profit attributable to owners of the company	<b>114.6</b>	314.3	<b>(63.6%)</b>
Basic earnings per share (cents)	<b>8</b>	22	<b>(63.6%)</b>
Dividend per share (cents)	<b>4.27</b>	11.27	<b>(62.1%)</b>
Special Dividend per share (cents)	<b>4.5</b>	Nil	Nil

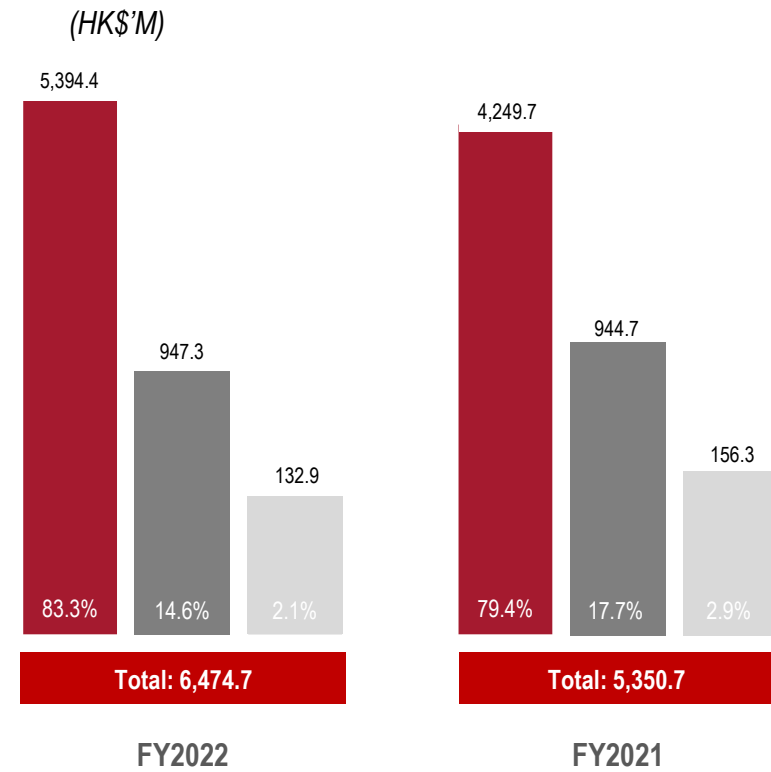
## Revenue by Segment



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

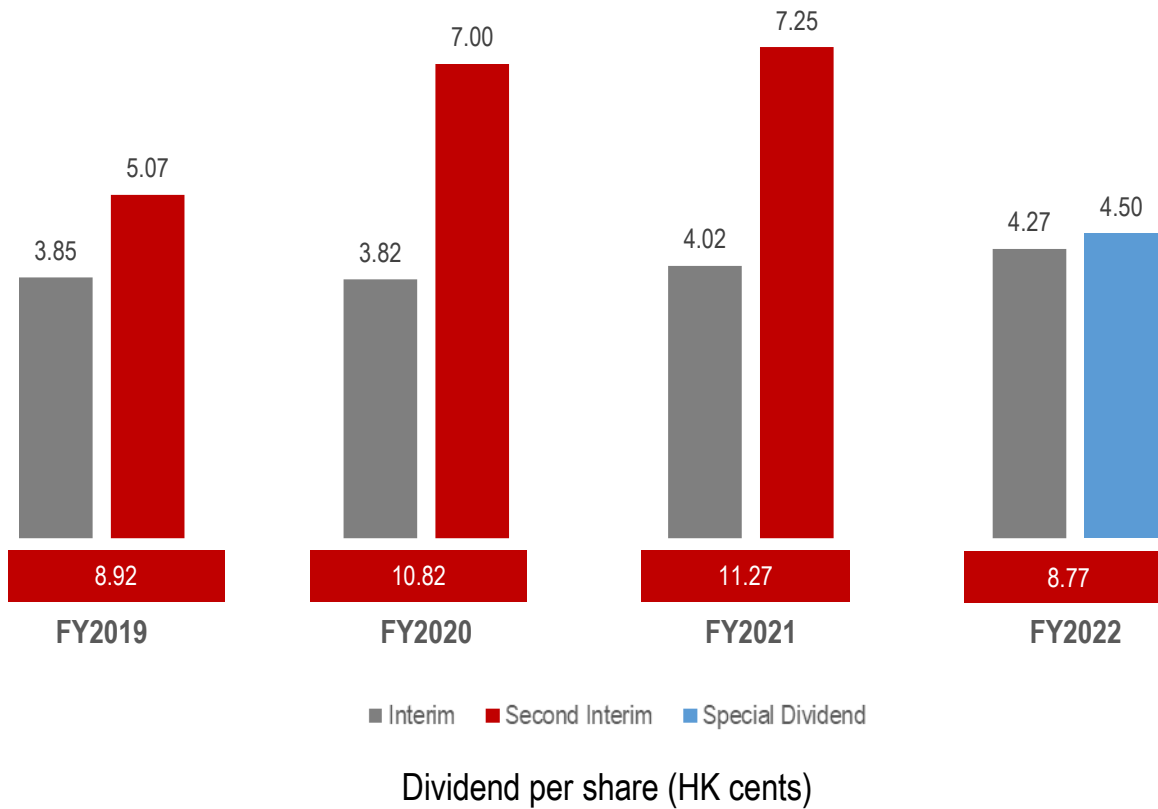
**Revenue:  
+21.0%**

## Revenue by Nature



- Contracting work
- Maintenance work
- Sales of goods

	31 Dec 2022 (HK\$'M)	31 Dec 2021 (HK\$'M)
Current assets	<b>3,519.8</b>	3,068.4
Current liabilities	<b>2,413.5</b>	1,972.1
Bank balances and cash	<b>976.0</b>	801.7
Net current assets	<b>1,106.3</b>	1,096.3
Total assets less current liabilities	<b>2,398.8</b>	2,477.1
Current ratio	<b>1.5x</b>	1.6x
Gearing ratio	<b>13.5%</b>	13.7%
Return on equity	<b>5.5%</b>	15.3%



2022 Annual Payout Ratio\*

**52%**

2022 Annual Dividend Yield<sup>^</sup>

**6.7%**

\*Excluding special dividend of HK4.5 cents

<sup>^</sup> Annual dividend yield as of 24 Mar 2023, including special dividend of HK4.5 cents

A dark teal banner with the text "BUSINESS REVIEW" in white, bold, uppercase letters. The banner is positioned over a background of silhouettes of business professionals and a city skyline at night.

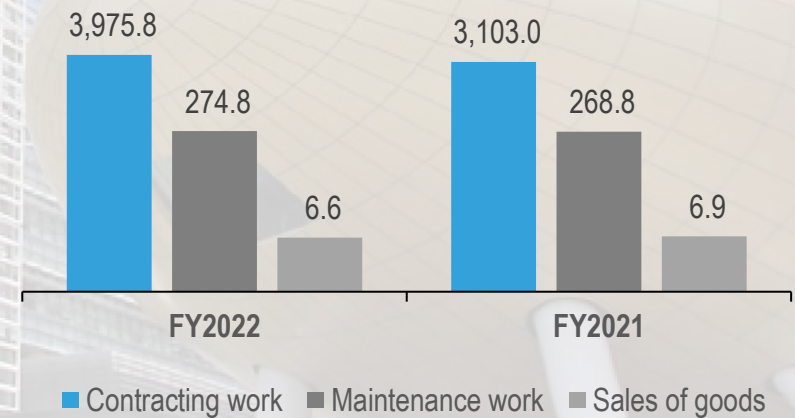
# BUSINESS REVIEW



**Contracts-in-hand:  
HK\$5,438 million, up 11.1%**

**+26.0%**

**Segment Revenue  
(HK\$'M)**





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

Institutional

Industrial

Healthcare

Infrastructure

Data Centre

Residential

Commercial

## New Technology

Over 50% of building services projects having adopted **BIM**, **DfMA** and **MiMEP** for installation, project management and construction efficiency

Expanding capabilities and facilities for **MiC** and **MiMEP**

- Successfully completed a public mortuary project to address the urgent need due to the 5<sup>th</sup> wave of COVID

Developing proprietary **ABSPM** coupled with digitalisation technologies

- Improve quality, safety, cost and project management significantly

## New Market

Actively exploring opportunities in **Mainland China and Macau**

- An expansion project from a Hong Kong horse racing club in Guangzhou
- Macau is to be transformed to a global leisure and tourism hub as part of Mainland China's blueprint for **GBA**

Huge potential for **Data Centres**

- **Doubling of floor area** expected in the next five years; **CAGR will thus be up to double-digit figure** in HK

## New Business Model

- **HK\$415M of new maintenance contracts** secured
- Contributed by both **private sectors** and **HKSAR Government**



# SIGNATURE PROJECTS

## Reprovisioning of Fu Shan Public Mortuary



Contract sum: Over HK\$230M



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



Contract sum: Over HK\$860M



## AIRSIDE, Kai Tak Development



Contract sum: Over HK\$700M







## **SIGNATURE PROJECTS**

### **HKIA Three Runway System Project - North Runway Modification Works**



Contract sum: Over HK\$740M



## SIGNATURE PROJECTS

### Construction, Operation and Maintenance of Government Data Centre Complex



Contract sum: Over HK\$1,070M



### Construction of Data Centre for large local colocation company



Contract sum: Over HK\$300M



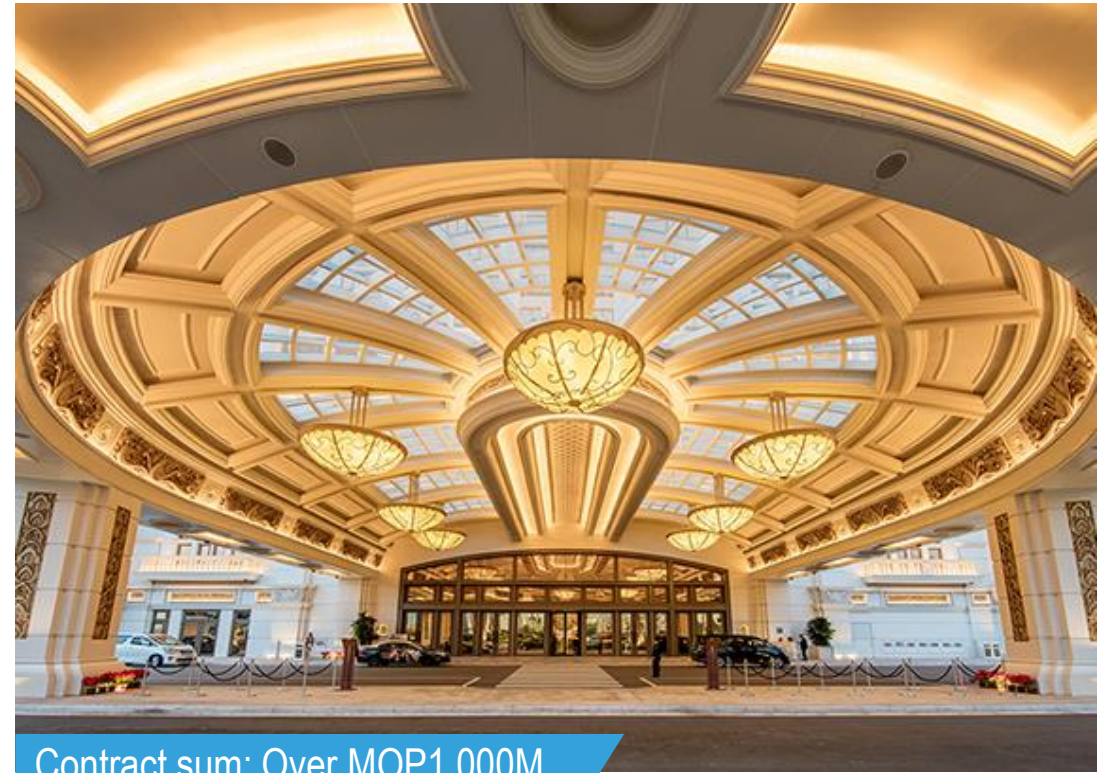
## SIGNATURE PROJECTS

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



Contract sum: Over RMB170M

**Galaxy Hotel Lot 4, Macau**



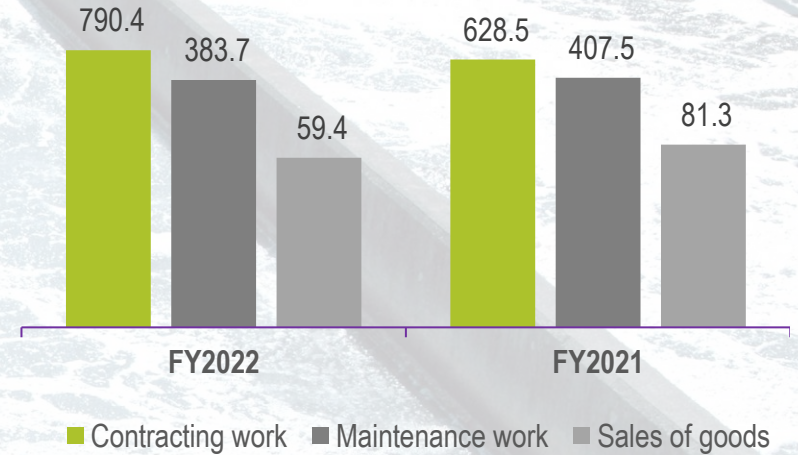
Contract sum: Over MOP1,000M



Contracts-in-hand:

**HK\$4,791 million**

Segment Revenue (HK\$M)



+10.4%



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

Water

Sewage

Sludge

Solid Wastes

Gas Treatment

## New Technology

Advance technologies and innovative environmental solutions

- Digital Twin technology
- Patented AMSFS III (Containerised Multi-Stages Magnetic Flocculation & Sedimentation Process)
- Aerobic Granular Sludge
- State-of-the-art water and wastewater treatment technology



## New Market

New projects secured

- Croatia

Active overseas tendering

e.g., Philippines, Vietnam, Africa, etc.

- Kaliwa, Philippines
- Wawa, Philippines

## New Business Model

Public Private Partnership (PPP) for “One Belt One Road” projects in Mainland China and South East Asia

Adopt Green Funding

Manufacturing of self-developed environmental products



## SIGNATURE PROJECTS

### Organic Resources Recovery Centre Phase 1 (O-PARK 1)



Contract sum: Over HK\$2,300M

### Yuen Long Sewage Treatment Works and Yuen Long Effluent Polishing Plant



Contract sum: Over HK\$1,200M

2022 Edmund Hambly Medal of the  
Institution of Civil Engineers (ICE), U.K.



## SIGNATURE PROJECTS

### Cheung Chau Sewage Treatment and Disposal Facilities



Contract sum: Over HK\$300M

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



Contract sum: Over HK\$110M



## SIGNATURE PROJECTS

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



Contract sum: Over HK\$100M

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



Contract sum: Over HK\$410M





## SIGNATURE PROJECTS

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



Contract sum: Over HK\$200M

**Wastewater Treatment Plant, Croatia**



Contract sum: Over HK\$27M

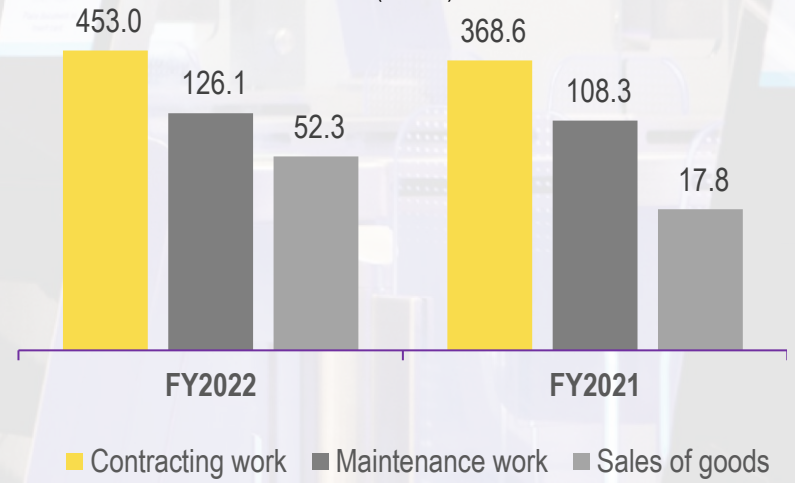


Contracts-in-hand:

**HK\$888 million, up 1.3%**

**+27.6%**

Segment Revenue (HK\$M)





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

Smart Mobility

Smart Living

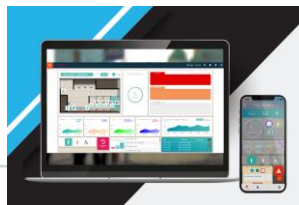
Smart Environment

Smart People

Smart Economy

New Technology

- AI-enabled **Digital Twin**
- **ESG dashboard**
- Indoor Environment Quality (IEQ) Management
- **Robotic Solutions**
- **Smart Lampposts**
- AI Energy Management Platform
- IoT applications
- Video Analytics
- **“Walkable” Photovoltaic (PV)**
- IoT-based BMS



New Market

- Seize opportunities in the areas of **Smart Economy, Smart Mobility, Smart Living** and **Smart Environment** to contribute to the development of **Smart City**

New Business Model

- **Subscription Basis (SaaS)** for energy and technology businesses
- Deploy digital technologies to **enhance maintenance service capabilities** in anticipation of increasing market demand for such specialised solutions



## SIGNATURE PROJECTS

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



Contract sum: Around HK\$90M

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



Contract sum: Around HK\$20M



## SIGNATURE PROJECTS

### IoT-based Smart Hostel Solution with IT Systems for the New Student Residence of HKU

MiC  
project



Contract sum: Around HK\$30M

### Multi-functional Smart Lampposts Pilot Scheme

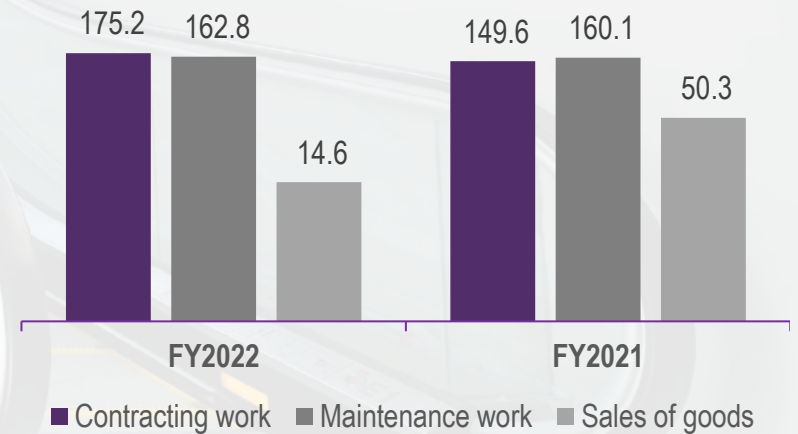


Contract sum: Around HK\$20M



**Contracts-in-hand:  
HK\$540 million**

**Segment Revenue  
(HK\$'M)**



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



Acclaimed Lifts and Escalators Brand



### New Technology

- Anlev Predictive Maintenance and Remote Monitoring System (APRMS) for lifts and escalators
- Puzzle Stacking System carpark with flexible Automated Parking System (APS)
- New Machine-Room-Less (MRL) lifts

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

### New Market



#### United Kingdom

- Serve millions of users in **Asia, the Americas and Europe**
- New orders in **Singapore**
- Seeking new distributors in the **United States, Europe, Middle East and Southeast Asia**

### New Business Model

- Increase resources to strengthen **maintenance** service capabilities
- Completing a **RMB60 million expansion** of Nanjing factory facilities to increase production capacity
- **Synergy with local partners** to enhance global coverage

# SIGNATURE PROJECTS

## Central-Mid-Levels Escalator and Walkway System



Contract sum: Around HK\$130M



## SIGNATURE PROJECTS

### Series Projects of Puzzle Stacking Automated Parking System



Contract sum: Around HK\$10M

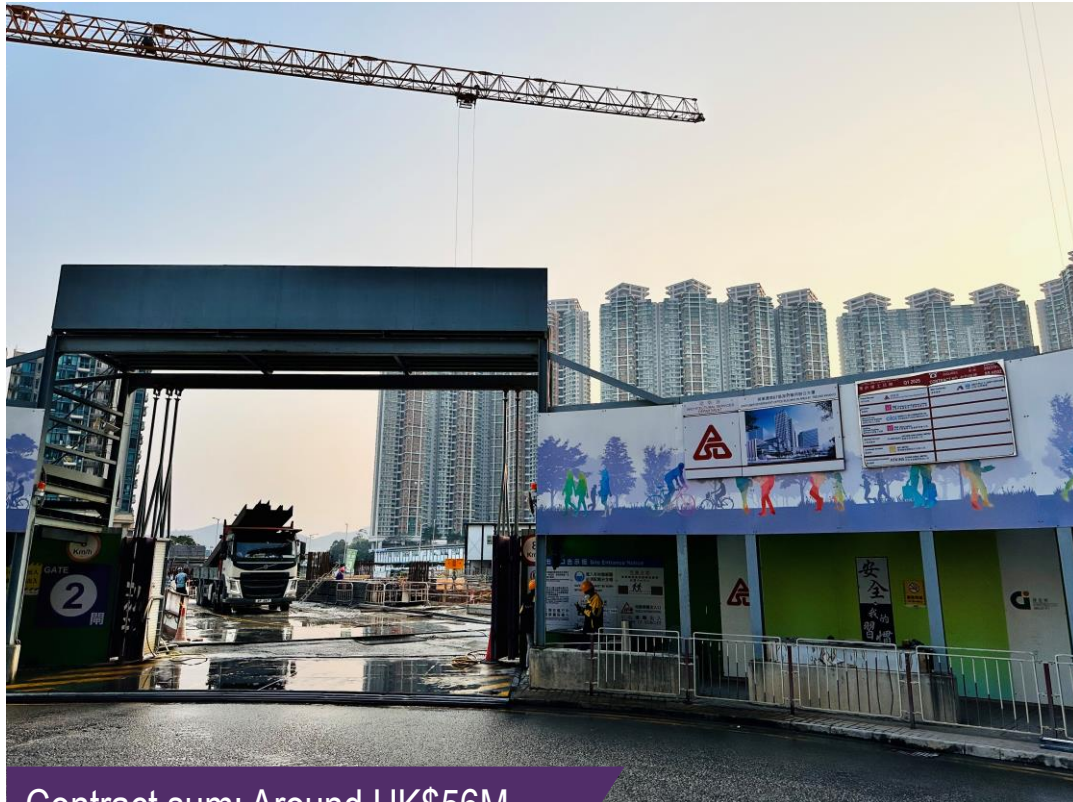
### Provision of Universal Accessibility Facilities at Footbridges, Elevated Walkways and Subways



Contract sum: Over HK\$20M

## SIGNATURE PROJECTS

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



Contract sum: Around HK\$56M

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



Contract sum: Over GBP£1.5M

# SIGNATURE PROJECTS

## Residential and Heavy-duty Lifts, Singapore



Contract sum: Over HK\$1M



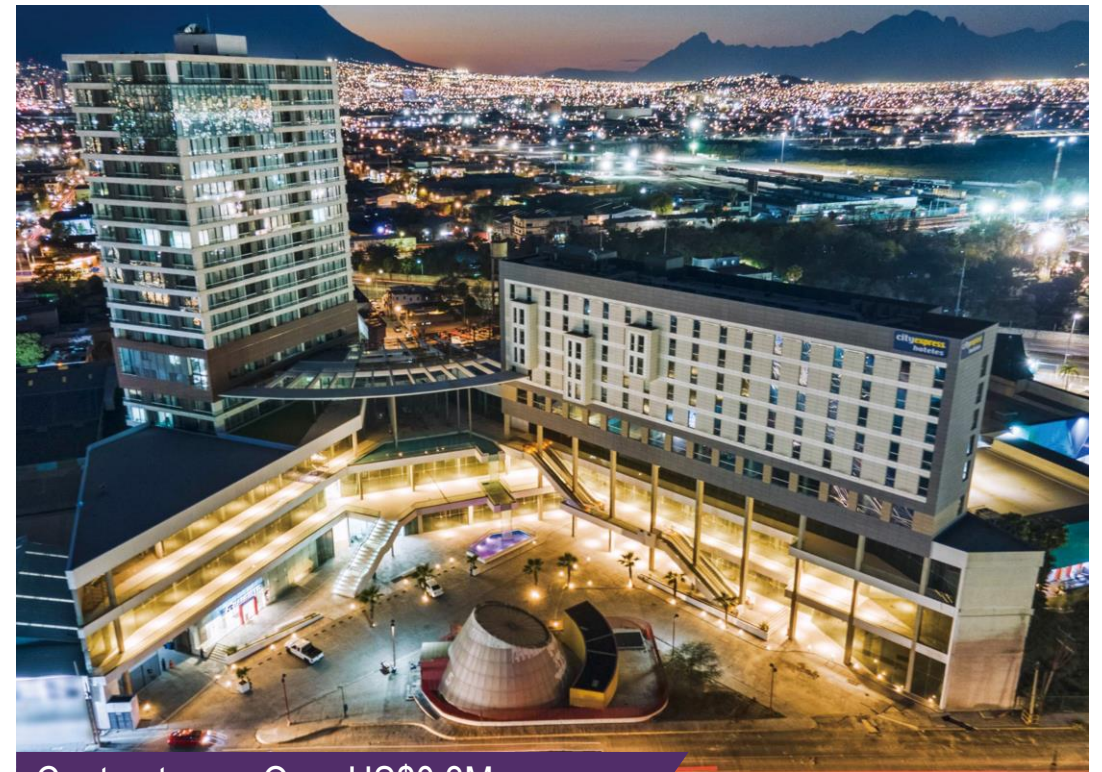
## SIGNATURE PROJECTS

**Mass transportation in São Paulo, Brazil**



Contract sum: Around US\$0.52M

**Hotels in Monterrey, Mexico**



Contract sum: Over US\$0.3M

## Generate Recurring Revenue

FY2022  
HK\$947.3M

FY2021  
HK\$944.7M

+ 2.8%

Contribution to the  
Group's revenue

FY2022  
14.6%

### Term Contract of MTR Shatin Central Link Tuen Ma Line



Contract sum: over HK\$100M

- Mechanical and Electrical Maintenance Services

### Maintenance Contracts for Two ifc and ifc mall



Contract sum: around HK\$10M

- **Maintenance contracts** for maintenance services of BMS system

### Water Supplies Department

Contract sum: over HK\$300M

- **4-year term contract** for E&M maintenance covering all waterwork installations in Hong Kong
- **Fourth consecutive term contract** awarded



### Electrical and Mechanical Services Department

Contract sum: over HK\$50M

- **3-year term contract** for comprehensive repair and maintenance of lifts at various government premises





**OUTLOOK &  
GROWTH STRATEGIES**



## Infrastructure

- Major infrastructure projects, including new towns in the New Territories and expansion of the Hong Kong-Zhuhai-Macau Bridge
- Demand for residential and commercial property to grow steadily in Hong Kong's property market

## Data Centre

- Hong Kong remains one of the most attractive data centre locations in the APAC region
- Demand for available space in data centres is expected to double over the 5 years from 2022

## Healthcare

- With an ageing population and increased demand for healthcare services in Hong Kong, it has led to a demand for more specialised building services works and new technologies to support the operation of new healthcare facilities

## Smart and Sustainable City

- Next generation territory-wide connectivity to enable big data analytics, artificial intelligence, and IoT in urban applications

## New Technology

- Achieve continuous improvement and adopt new technologies across all business segments
- Further invest in R&D of Digital Twin, IoT, AI, Big Data Analytics, MiC, MiMEP, BIM, and robotic solutions

## New Market

- Seek opportunities for synergistic business partners to expand footprint, create new business opportunities and develop new revenue streams
- Explore further business opportunities across the globe

## New Business Model

- Strengthen O&M service capabilities
- Deploy intelligent automation systems, and our state-of-the-art “Predictive Maintenance and Remote Monitoring System”





Q&A



THANK YOU