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(Incorporated in the Cayman Islands with limited liability) (Stock Code: 331)

## **INTERIM RESULTS** FOR THE SIX MONTHS ENDED 31 DECEMBER 2024

## FINANCIAL HIGHLIGHTS

For the six months ended 31 December 2024 2023 % Change HK\$M HK\$M Revenue 4,090.0 4.114.5 -0.6%516.4 Gross profit 524.4 +1.5%Profit attributable to shareholders of the Company<sup>(i)</sup>: 255.4 241.6 -5.4% Basic earnings per share HK\$0.53 HK\$0.56 -5.4%

The Board declared the payment of an interim dividend of HK21.1 cents (Six months ended 31 December 2023: HK22.4 cents) per ordinary share to the ordinary shareholders of the Company for the six months ended 31 December 2024(ii).

#### Notes:

- If excluding the effects of government grants in the Group's results for both periods to better illustrate the Group's financial results without such effects, the Group would record an increase in adjusted net profit of 3.9% to HK\$240.0M (i.e. after excluding government grants of HK\$1.6M from profit attributable to shareholders of the Company of HK\$241.6M) for the six months ended 31 December 2024 as compared to its adjusted net profit of HK\$231.0M (i.e. after excluding government grants of HK\$24.4M from profit attributable to shareholders of the Company of HK\$255.4M) for the six months ended 31 December 2023. For details of the related government grants, please refer to the "Summary of government grants" table in the "Management Discussion and Analysis" section on page 17.
- For the six months ended 31 December 2024, the dividend payout ratio of the Company is 40.0%, calculated based on the Group's adjusted profit for the six months ended 31 December 2024 attributable to ordinary shareholders of the Company of HK\$237.3M (i.e. after deducting preferred distribution to the holder of convertible preference shares of HK\$4.3M for the six months ended 31 December 2024 from profit attributable to shareholders of the Company of HK\$241.6M).

For the six months ended 31 December 2023, the dividend payout ratio of the Company was 40.1%, calculated based on the Group's adjusted profit for the six months ended 31 December 2023 attributable to ordinary shareholders of the Company of HK\$251.1M (i.e. after deducting preferred distribution to the holder of convertible preference shares of HK\$4.3M for the six months ended 31 December 2023 from profit attributable to shareholders of the Company of HK\$255.4M).

## **RESULTS**

The board of directors (the "Board") of FSE Lifestyle Services 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 31 December 2024.

## CONDENSED CONSOLIDATED INCOME STATEMENT – UNAUDITED

		For the six mo	
		2024	2023
	Notes	HK\$'000	HK\$'000
Revenue	2	4,090,017	4,114,523
Cost of services and sales		(3,565,596)	(3,598,168)
Gross profit		524,421	516,355
General and administrative expenses		(248,823)	(236,965)
Other income, net	3	4,101	21,599
Operating profit	4	279,699	300,989
Finance income		18,085	10,938
Finance costs		(12,759)	(10,640)
Share of results of associates		576	802
Share of results of joint ventures		(73)	131
Profit before income tax		285,528	302,220
Income tax expenses	5	(43,857)	(46,765)
Profit for the period		241,671	255,455
Attributable to:			
Shareholders of the Company		241,620	255,430
Non-controlling interests		51	25
		241,671	255,455
Earnings per share for profit attributable to ordinary shareholders of the Company (expressed in HK\$)  Basic and diluted	6	0.53	0.56
	-		

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME – UNAUDITED

	For the six months ended 31 December		
	2024 HK\$'000	2023 HK\$'000	
Profit for the period	241,671	255,455	
Other comprehensive (loss)/income:  Item that may be subsequently reclassified to condensed consolidated income statement:			
Currency translation differences	(1,416)	2,392	
Items that will not be subsequently reclassified to condensed consolidated income statement:			
Remeasurement gains on long service payment liabilities, net of tax	8,034	161	
Remeasurement gains/(losses) on defined benefit retirement scheme, net of tax	385	(550)	
Other comprehensive income for the period, net of tax	7,003	2,003	
Total comprehensive income for the period	248,674	257,458	
Attributable to:			
Shareholders of the Company	248,623	257,433	
Non-controlling interests	51	25	
	248,674	257,458	

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION – UNAUDITED

		As at	As at
		31 December	30 June
		2024	2024
		HK\$'000	HK\$'000
	Note	(Unaudited)	(Audited)
A CODE			
ASSETS			
Non-current assets		50.262	CE 125
Property, plant and equipment		59,362 59,553	65,425
Right-of-use assets		58,553	51,962
Other intangible assets		244,287	173,021
Interests in associates		204	218
Interests in joint ventures		1,098	1,171
Deferred income tax assets		8,236	9,445
Pension assets		3,516	3,329
		375,256	304,571
Current assets			
Trade and other receivables	8	2,479,567	2,427,496
Contract assets		568,690	598,739
Inventories		15,839	17,578
Cash and bank balances		622,357	601,288
		3,686,453	3,645,101
Total assets		4,061,709	3,949,672
TI O Y Y TOWY			
EQUITY		4= 000	45.000
Ordinary shares		45,000	45,000
Convertible preference shares		140,900	140,900
Reserves		946,514	802,645
Shareholders' funds		1,132,414	988,545
Non-controlling interests		378	327
Total equity		1,132,792	988,872

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION – UNAUDITED (CONTINUED)

		As at	As at
		31 December	30 June
		2024	2024
		HK\$'000	HK\$'000
	Note	(Unaudited)	(Audited)
LIABILITIES Non-current liabilities Borrowings		218.020	
Lease liabilities		218,920 22,541	10,027
Long service payment liabilities		49,393	56,687
Deferred income tax liabilities		29,095	21,489
Pension liabilities		1,373	1,480
		321,322	89,683
Current liabilities			
Trade and other payables	9	2,048,974	2,115,466
Contract liabilities		288,847	392,918
Borrowings		191,334	235,789
Current portion of lease liabilities		26,431	30,783
Taxation payable		52,009	96,161
		2,607,595	2,871,117
Total liabilities		2,928,917	2,960,800
Total equity and liabilities		4,061,709	3,949,672
Net current assets		1,078,858	773,984
Total assets less current liabilities		1,454,114	1,078,555

#### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

## 1 Basis of preparation and accounting policies

This unaudited condensed consolidated interim financial information for the six months ended 31 December 2024 has 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"). The interim financial information should be read in conjunction with the annual financial statements for the year ended 30 June 2024, which has been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs").

The accounting policies applied are consistent with those set out in the annual report for the year ended 30 June 2024, except for the adoption of new and amended standards as set out below.

#### (a) Adoption of new amendments to existing standards by the Group

For the six months ended 31 December 2024, the Group adopted the following new amendments to existing standards which are effective for the accounting periods of the Group beginning on 1 July 2024:

Amendments to HKAS 1

Amendments to HKAS 1
Amendments to HKAS 7 and HKFRS 7
Amendments to HKFRS 16
Amendments to Hong Kong
Interpretation 5

Classification of Liabilities as Current or Non-current
Non-current Liabilities with Covenants
Supplier Finance Arrangements
Lease Liability in a Sale and Leaseback
Hong Kong Interpretation 5 (Revised)
Presentation of Financial Statements Classification by the Borrower of a Term
Loan that Contains a Repayment on
Demand Clause

The Group's adoption of the above pronouncements has neither any significant effect on the results and financial position of the Group nor any substantial changes in the Group's accounting policies and presentation of its condensed consolidated interim financial statements.

## (b) New standards and amendments to existing standards that have been issued but not yet effective and have not been early adopted by the Group

The following new standards and amendments to existing standards have been issued but not yet effective for the Group's financial year beginning on 1 July 2024 and have not been early adopted by the Group:

**Effective for** 

		accounting periods beginning on or after
Amendments to HKAS 21 and HKFRS 1	Lack of Exchangeability	1 January 2025
Amendments to HKFRS 9 and HKFRS 7	Amendments to the Classification and Measurement of Financial Instruments	1 January 2026
HKFRS 1, HKFRS 7, HKFRS 9, HKFRS 10 and HKAS 7	Annual Improvements to HKFRS Accounting Standards	1 January 2026
HKFRS 18	Presentation and Disclosure in Financial Statements	1 January 2027
HKFRS 19	Subsidiaries without Public Accountability: Disclosures	1 January 2027
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	To be determined

The Group has already commenced an assessment of the impact of the above pronouncements to the Group and considered that there will not be any substantial changes to the Group's accounting policies and presentation of its condensed consolidated interim financial statements.

## 2 Revenue and segment information

The Executive Directors are the Group's chief operating decision-makers ("CODM"). Management has determined the operating segments based on the information reviewed by the CODM for the purposes of allocating resources and assessing performance.

The CODM considers the business from the product and service perspectives and the Group is organised into three major business segments according to the nature of services and products provided:

- (i) Property & facility management services Provision of property & facility management services, property agency and related services for buildings, car park management services and guarding services;
- (ii) City essential services Provision of cleaning & pest control and waste disposal services, recycling and environmental disposal services, insurance solutions, technical support & maintenance services, environmental solutions services (including environmental engineering services, Extra Low Voltage ("ELV") engineering services, Electric Vehicle ("EV") infrastructure services and landscaping services) and systems security, guarding & event services and trading of environmental, EV charging and building materials products; and
- (iii) E&M services Provision of engineering and consultancy services on installation.

	For the six months ended 31 December		
	2024	2023	
	HK\$'000	HK\$'000	
Revenue			
Property & facility management services	350,412	329,797	
City essential services			
<ul> <li>Cleaning services &amp; pest control services</li> </ul>	1,262,906	1,128,052	
<ul> <li>Insurance solutions</li> </ul>	62,908	58,091	
<ul> <li>Technical support &amp; maintenance services</li> </ul>			
<ul> <li>Renovations, system retrofit and repairing<sup>(i)</sup></li> </ul>	501,869	448,139	
<ul> <li>Routine maintenance<sup>(ii)</sup></li> </ul>	58,553	51,795	
<ul> <li>Environmental solutions</li> </ul>			
<ul> <li>Rendering of services<sup>(iii)</sup></li> </ul>	160,294	124,622	
<ul> <li>Sales of goods<sup>(iv)</sup></li> </ul>	18,741	25,588	
<ul> <li>Systems security, guarding &amp; event services</li> </ul>			
<ul> <li>Rendering of services</li> </ul>	320,686	302,460	
<ul> <li>Sales of goods<sup>(v)</sup></li> </ul>	13,471	3,855	
City essential services subtotal	2,399,428	2,142,602	
E&M services	1,340,177	1,642,124	
Total <sup>(vi)</sup>	4,090,017	4,114,523	

#### Notes:

- (i) Technical support & maintenance services Renovations, system retrofit and repairing: Provision of renovation, system retrofit and repairing services covering replacement of chiller units, upgrade of electrical supply systems, modification and enhancement of fire services, plumbing and drainage systems, alteration and addition works and term contracts.
- (ii) Technical support & maintenance services Routine maintenance: Provision of operational and maintenance services for central air conditioning plants and other building services.
- (iii) Environmental solutions Rendering of services: Provision of environmental solutions services including installation and maintenance of water treatment systems, odour abatement systems, construction site wastewater treatment systems, ELV systems, EV infrastructure, IoT solutions, consultancy services for energy audit, carbon audit, building environmental assessment, indoor air quality and water quality assessment, laboratory services and landscape management.
- (iv) Environmental solutions Sales of goods: Sales of tiles, building service products including pipes, pumps, accessory valves and fittings, building automation systems, heating, ventilation, air-conditioning parts, fire services products, environmental engineering products covering building services water treatment and odour abatement systems, air quality monitoring machines, construction site wastewater treatment systems, EV charging products and plants.
- (v) Systems security, guarding & event services Sales of goods: Sales of CCTV, burglar alarm, mobile patrol, access control, intercom, car park barrier and face reader systems, and handheld and walkthrough metal detectors.
- (vi) An analysis of the Group's contracting revenue recognised based on percentage of actual costs incurred over total estimated costs of individual contracting work is as follows:

For the six months ended 31 December		
2024	2023	
HK\$'000	HK\$'000	
248,588	181,672	
89,704	76,169	
1,340,177	1,642,124	
1,678,469	1,899,965	
	31 Dece 2024 HK\$'000 248,588 89,704 1,340,177	

The CODM assesses the performance of the operating segments based on each segment's operating profit. The measurement of segment operating profit excludes the effects of unallocated corporate expenses. In addition, finance income and costs and share of results of associates and joint ventures are not allocated to segments.

Operating expenses of a functional unit are allocated to the relevant segment which is the predominant user of the services provided by the unit. Operating expenses of other shared services which cannot be allocated to a specific segment and corporate expenses are included as unallocated corporate expenses.

Segment assets are those operating assets that are employed by a segment in its operating activities. Segment assets are determined after deducting related allowances that are reported as direct offsets in the statement of financial position. Segment assets consist primarily of property, plant and equipment, right-of-use assets, other intangible assets, interests in associates, interests in joint ventures, deferred income tax assets, pension assets, trade and other receivables, contract assets, inventories and cash and bank balances.

Segment liabilities are those operating liabilities that result from the operating activities of a segment. Segment liabilities do not include other liabilities that are incurred for financing rather than operating purposes unless the segment is engaged in financing activities.

As at 31 December 2024 and 30 June 2024, unallocated assets and unallocated liabilities represented the assets and liabilities not arising from the operations of the operating segments.

Additions to non-current assets comprises mainly additions to property, plant and equipment, right-of-use assets and other intangible assets.

## (a) For the six months ended and as at 31 December 2024

The segment results for the six months ended 31 December 2024 and other segment items included in the condensed consolidated income statement are as follows:

	Property & facility management services HK\$'000	City essential services HK\$'000	E&M services HK\$'000	Inter- segment elimination HK\$'000	Total HK\$'000
Revenue – External Revenue – Internal	350,412 556	2,399,428 57,396	1,340,177	(57,952)	4,090,017
Total revenue	350,968	2,456,824	1,340,177	(57,952)	4,090,017
<b>Timing of revenue recognition</b> Over time At a point in time	350,968	2,395,468 61,356	1,340,177	(53,890) (4,062)	4,032,723 57,294
Total revenue	350,968	2,456,824	1,340,177	(57,952)	4,090,017
Operating profit before unallocated corporate expenses Unallocated corporate expenses Operating profit Finance income Finance costs Share of results of associates Share of results of joint ventures Profit before income tax Income tax expenses (Note 5) Profit for the period	52,283	139,547	91,507	_	283,337 (3,638) 279,699 18,085 (12,759) 576 (73) 285,528 (43,857) 241,671
Other items Depreciation and amortisation Impairment losses on trade and	6,226	19,952	12,688	_	38,866
other receivables, net (Note 4) Provision for inventories (Note 4) Additions to non-current assets	770 -	742 16			1,512 16
(other than financial instruments and deferred income tax assets)	13,884	92,234	6,602	_	112,720

The segment assets and liabilities as at 31 December 2024 are as follows:

	Property & facility management services HK\$'000	City essential services HK\$'000	E&M services HK\$'000	Total HK\$'000
Segment assets Unallocated assets	429,403	2,095,323	1,533,629	4,058,355 3,354
Total assets				4,061,709
Segment liabilities Unallocated liabilities	163,412	1,052,394	1,247,550	2,463,356 465,561
Total liabilities				2,928,917

## (b) For the six months ended 31 December 2023 and as at 30 June 2024

The segment results for the six months ended 31 December 2023 and other segment items included in the condensed consolidated income statement are as follows:

	Property & facility management services HK\$'000	City essential services HK\$'000	E&M services HK\$'000	Inter-segment elimination HK\$'000	Total HK\$'000
Revenue – External Revenue – Internal	329,797 1,365	2,142,602 42,296	1,642,124	(43,661)	4,114,523
Total revenue	331,162	2,184,898	1,642,124	(43,661)	4,114,523
<b>Timing of revenue recognition</b> Over time At a point in time	331,162	2,121,758 63,140	1,642,124	(41,304) (2,357)	4,053,740 60,783
Total revenue	331,162	2,184,898	1,642,124	(43,661)	4,114,523
Operating profit before unallocated corporate expenses Unallocated corporate expenses	72,243	117,275	114,933		304,451 (3,462)
Operating profit Finance income Finance costs Share of results of associates Share of results of joint ventures					300,989 10,938 (10,640) 802 131
Profit before income tax Income tax expenses (Note 5)					302,220 (46,765)
Profit for the period					255,455
Other items Depreciation and amortisation Impairment losses on trade and	6,342	16,285	14,866	_	37,493
other receivables, net (Note 4) Reversal of provision for	-	419	-	_	419
inventories (Note 4) Additions to non-current assets (other than financial instruments	_	(21)	_	_	(21)
and deferred income tax assets)	431	11,630	7,089		19,150

The segment assets and liabilities as at 30 June 2024 are as follows:

	Property & facility management services HK\$'000	City essential services HK\$'000	E&M services HK\$'000	Total HK\$'000
Segment assets Unallocated assets	413,547	1,910,240	1,623,468	3,947,255 2,417
Total assets				3,949,672
Segment liabilities Unallocated liabilities	166,658	1,035,767	1,475,653	2,678,078 282,722
Total liabilities				2,960,800

Revenue from external customers by geographical areas is based on the geographical location of the customers.

Revenue is allocated based on the regions in which the customers are located as follows:

		For the six months ended 31 December		
	2024 HK\$'000	2023 HK\$'000		
Revenue				
Hong Kong	3,698,418	3,763,035		
Mainland China	274,100	263,719		
Macau	117,499	87,769		
Total	4,090,017	4,114,523		

The non-current assets excluding deferred income tax assets and pension assets are allocated based on the regions in which the non-current assets are located as follows:

	As at	As at
	31 December	30 June
	2024	2024
	HK\$'000	HK\$'000
Non-current assets, other than deferred income tax assets and pension assets		
Hong Kong	340,898	269,917
Mainland China	21,227	19,390
Macau	1,379	2,490
Total	363,504	291,797

## 3 Other income, net

	For the six mo	onths ended	
	31 December		
	<b>2024</b> 20		
	HK\$'000	HK\$'000	
Gains on disposal of right-of-use assets, net	2,637	4,279	
Gains on disposal of property, plant and equipment, net	805	1,200	
Sundries	670	398	
Ex-gratia payment from the government for			
retirement of motor vehicles	221	305	
Exchange (losses)/gains, net	(232)	199	
Government grants <sup>(i)</sup>	` _	15,218	
Total	4,101	21,599	

## Note:

(i) During the six months ended 31 December 2024, the Group was entitled to government grants under various schemes from the Government of the Hong Kong Special Administrative Region (the "HKSAR Government") as financial support for its businesses,

amounting to HK\$1.6 million in total (Six months ended 31 December 2023: HK\$24.4 million from the Hong Kong Special Administrative Region). All of which was offset in its staff costs (Note 4) (Six months ended 31 December 2023: HK\$15.2 million was recognised as "Other income, net" and HK\$9.2 million was net off in its staff costs).

## 4 Operating profit

	For the six months ended 31 December	
	<b>2024</b> 20	
	HK\$'000	HK\$'000
Operating profit is stated after charging/(crediting):		
Staff costs (including Directors' emoluments)	1,929,957	1,756,649
Subcontracting fees	1,070,507	1,190,369
Raw materials and consumables used	609,763	697,243
Depreciation of right-of-use assets	24,326	24,738
Cost of inventories sold	12,748	13,807
Depreciation of property, plant and equipment	12,614	10,829
Amortisation of other intangible assets <sup>(i)</sup>	1,926	1,926
Impairment losses on trade and other receivables, net	1,512	419
Expenses relating to short-term leases	710	752
Provision/(reversal of provision) for inventories	16	(21)

#### Note:

(i) Included in general and administrative expenses.

Save as disclosed in this note and elsewhere in the condensed consolidated interim financial statements, the other items charged/credited to the Group's operating profit are of individually immaterial amounts, which include insurance expenses, repair and maintenance expenses, utility expenses, motor vehicles expenses, etc.

## 5 Income tax expenses

	For the six me	onths ended	
	31 December		
	2024		
	HK\$'000	HK\$'000	
Current income tax			
Hong Kong profits tax	43,586	45,337	
Macau taxation	57	1,883	
Mainland China income tax	676	378	
Deferred income tax credit	(462)	(833)	
Total	43,857	46,765	

Hong Kong profits tax has been provided at the rate of 16.5% (Six months ended 31 December 2023: 16.5%) on the estimated assessable profit. Taxation on Mainland China and Macau profits has been calculated on the estimated assessable profit for the period at the rates of taxation prevailing in the jurisdictions in which the Group operates. These rates range from 12% to 25% for the six months ended 31 December 2024 (Six months ended 31 December 2023: 12% to 25%).

## 6 Earnings per share for profit attributable to ordinary shareholders of the Company

#### (a) Basic

The calculation of basic earnings per share for the period is based on the following:

	For the six months ended 31 December	
	2024	2023
	HK\$'000	HK\$'000
Profit attributable to shareholders of the Company	241,620	255,430
Less: Preferred distribution to the holder of convertible preference shares	(4,262)	(4,262)
Earnings used in the basic earnings per share calculation	237,358	251,168
Weighted average number of ordinary shares in issue (shares in thousands)	450,000	450,000
Basic earnings per share (HK\$)	0.53	0.56

#### (b) Diluted

On 16 December 2019, the Company issued convertible preference shares which are treated as contingently issuable potential ordinary shares under HKAS 33 "Earnings per Share". Since the conditions for their conversion were not met as at 31 December 2024 and 2023, therefore, the effect of their conversion is not included in the calculation of the diluted earnings per share for the six months ended 31 December 2024 and 2023. As a result, the diluted earnings per share equals to the basic earnings per share for the six months ended 31 December 2024 and 2023.

## 7 Dividend and distribution

At a meeting held on 27 February 2025, the Board has resolved to declare the payment of an interim dividend of HK21.1 cents (Six months ended 31 December 2023: HK22.4 cents) per ordinary share to the ordinary shareholders of the Company for the six months ended 31 December 2024, equivalent to a total amount of HK\$94.95 million (Six months ended 31 December 2023: HK\$100.80 million). The interim dividend will be paid in cash.

At a meeting held on 13 September 2024, the Board has resolved to pay a preferred distribution calculated at 6.0% per annum on the issue amount of the Company's convertible preference shares of HK\$140.9 million, equivalent to a total amount of HK\$8.5 million (Six months ended 31 December 2023: HK\$8.5 million). The preferred distribution was paid in December 2024.

## 8 Trade and other receivables

The ageing analysis of the Group's trade receivables (including amounts due from related parties of trading in nature) based on the invoice due date, net of provision for impairment, is as follows:

	As at 31 December 2024 HK\$'000	As at 30 June 2024 HK\$'000
Current to 90 days 91 to 180 days Over 180 days	1,163,778 118,877 81,270	1,096,997 42,552 75,867
Total	1,363,925	1,215,416

## 9 Trade and other payables

The ageing analysis of the Group's trade payables (including amounts due to related parties of trading in nature) based on invoice date is as follows:

1 December 2024 HK\$'000	30 June 2024 HK\$'000
HK\$'000	HK\$'000
	111X3 000
428,583	406,026
34,254	25,114
78,308	44,412
541 145	475,552
_	,

## MANAGEMENT DISCUSSION AND ANALYSIS

#### **BUSINESS REVIEW**

During the six months ended 31 December 2024 (the "Period"), the Group recorded revenue amounting to HK\$4,090.0 million, representing a decrease of HK\$24.5 million or 0.6%, as compared with HK\$4,114.5 million for the six months ended 31 December 2023 (the "same period last year"). Profit attributable to shareholders for the Period was HK\$241.6 million, representing a decrease of HK\$13.8 million or 5.4% as compared with HK\$255.4 million for the same period last year, mainly resulted from a decrease in government grants and a lower contribution from the E&M services segment, partly offset by the effect of the strong performance of the city essential services segment (namely the cleaning & pest control, systems security, guarding & event services, technical support & maintenance and insurance solutions businesses). Details of the government grants recognised by the Group are set out in Note 3 to the condensed consolidated interim financial statements.

## **Summary of government grants**

For the six months ended 31 December	2024	2023	
	HK\$'M	HK\$'M	
Recognised as deduction of staff costs included in "Cost of services and sales"	1.6	8.2	
Recognised as deduction of staff costs included in "General and administrative expenses"	_	1.0	
Recognised as "Other income"	_	15.2	
Total	1.6	24.4	
Non-controlling interests	_	_	
Net	1.6	24.4	

## **Results excluding government grants**

If excluding the effects of government grants in the Group's results for both periods to better illustrate the Group's financial results without such effects, the Group would record an increase in adjusted net profit for the Period of 3.9% to HK\$240.0 million (i.e. after excluding government grants of HK\$1.6 million from its profit attributable to shareholders of the Company of HK\$241.6 million) as compared to its adjusted net profit of HK\$231.0 million for the same period last year (i.e. after excluding government grants of HK\$24.4 million from its profit attributable to shareholders of the Company of HK\$255.4 million).

#### Tender submitted and contracts awarded

	Tender submitted(i)		Contracts awarded(i)(ii)	
For the six months ended 31 December 2024	HK\$'M	HK\$'M	HK\$'M	HK\$'M
Property & facility management services		1,076		1,218
City essential services				
- Cleaning & pest control services	4,629		983	
- Insurance solutions	26		17	
- Technical support & maintenance services	3,573		452	
- Environmental solutions	360		140	
- Systems security, guarding & event services	412		346	
City essential services subtotal		9,000		1,938
E&M services	_	12,559	. <u>.</u>	1,193
Total		22,635		4,349

#### Notes:

- (i) With net contract sum not less than HK\$1 million for each contract.
- (ii) Combining the submitted tenders from the previous months.

## Gross value of contract sum and outstanding contract sum

	Gross value of contract sum		Outstanding contract sum	
As at 31 December 2024	HK\$'M	HK\$'M	HK\$'M	HK\$'M
Property & facility management services		2,190		1,911
City essential services				
- Cleaning & pest control services	6,509		3,493	
- Insurance solutions	130		41	
- Technical support & maintenance services	2,531		1,665	
- Environmental solutions	709		473	
- Systems security, guarding & event services	1,942	<u>_</u>	1,126	
City essential services subtotal		11,821		6,798
E&M services		10,241	_	5,946
Total		24,252		14,655

## PROPERTY & FACILITY MANAGEMENT SERVICES SEGMENT

The Group's property and facility management services business, comprising Urban, International Property Management and Kiu Lok (together, the "Property & Facility Management Group"), is the largest among all *independent* service providers in the residential, non-residential and car park property and facility management markets in Hong Kong, after excluding service companies owned by property developers. The companies provide comprehensive and recognised professional management services for their clients.

Our Property & Facility Management Group has expertise in six core property and facility management areas: (i) residential property asset management; (ii) facilities management and operations, including both public and private sectors; (iii) commercial, retail and industrial

premises operations; (iv) project management; (v) leasing and tenancy management and (vi) car park operations and management. Its property asset and facility services cover all kinds of property and facility assets including high end residential properties, government facilities, offices and quarters, academic campus and educational institutes, service apartments, Grade A intelligent buildings and commercial complexes, modern industrial premises, composite residential developments to regional car parks and various kinds of public and private facility assets.

Our Property & Facility Management Group's unique market differentiation lies in their integration of services, strong pool of professional talents and partnership approach with our clients. In addition, innovation keeps our Property & Facility Management Group at the forefront of the industry. It is a pioneer in the introduction of modern international standards and innovative service models in property and facility management in Hong Kong, including the self-developed eApplication systems — The Sm@rtUrban Apps for customers and the ComEasy App for internal operation, with the application of drones for high rise inspections, altogether create strong synergies to enhance the overall operational efficiency in its property and facility management services.

During the Period, our Property & Facility Management Group submitted tenders for 30 service contracts (with a contract sum not less than HK\$1 million for each service contract) with a total tender sum of HK\$1,076 million and, combining the submitted tenders from the previous months, was awarded 14 service contracts (with a net contract sum not less than HK\$1 million for each service contract) with a total contract sum of HK\$1,218 million. Among these 14 service contracts, three of them were major service contracts (with net contract sum not less than HK\$20 million for each service contract) for government facilities in several Hong Kong regions.

As at 31 December 2024, the property & facility management services segment has a total gross value of contract sum of HK\$2,190 million with total outstanding contract sum of HK\$1,911 million.

#### CITY ESSENTIAL SERVICES SEGMENT

#### **Cleaning Services & Pest Control Services**

The Group's cleaning and pest control services business, Waihong, covers four core areas: (i) specialist cleaning; (ii) disinfection; (iii) pest control and (iv) waste management. Waihong's services encompass a wide range of private and public facilities in every corner of Hong Kong, which includes office buildings, shopping malls, hotels, university campus, international schools, tourism facilities, government properties, public utilities, convention and exhibition centres, railway stations, airport terminal buildings, hospitals, industrial buildings and residential properties. Specialist cleaning mainly covers the services of general cleaning, initial cleaning, curtain wall cleaning, housekeeping, marble and granite floor maintenance. Disinfection services include disinfection, formaldehyde removal and antibacterial coating services. Pest control services provide general insecticide treatment, fogging treatment, rodent control and termite elimination. Waste management offers recycling services, food waste collection, solid waste collection, clinical waste and construction waste disposal.

Waihong's unique market differentiation lies in its integration of services, enormous working teams comprising approximately 13,000 staff, a strong fleet management with over 100 municipal vehicles and full support towards customers. Waihong has applied advanced technology, including AI systems for smart toilets, electronic face recognition attendance system (Check-in Easy) and real-time work monitoring system (ComEasy). High degree of service commitments keeps Waihong ranked the largest in the cleaning service industry in Hong Kong. It is a market leader and competent in providing clients with quality services.

During the Period, Waihong submitted tenders for 223 cleaning service contracts (with a contract sum not less than HK\$1 million for each service contract) with a total tender sum of HK\$4,629 million and, combining the submitted tenders from the previous months, was awarded 56 service contracts (with a net contract sum not less than HK\$1 million for each service contract) with a total contract sum of HK\$983 million. Among these 56 service contracts, ten of them were major service contracts (with net contract sum not less than HK\$20 million for each service contract), which included cleaning contracts for government facilities in three regions, two universities, a sports facility and a commercial complex in Kai Tak, an exhibition centre in Wan Chai, a bank and a public transport company.

#### **Insurance Solutions**

The Group's insurance solutions business, Nova, comprises Nova Insurance Consultants and International Reinsurance Management, both of which hold Insurance Broker Company Licenses granted by the Insurance Authority. Nova Insurance Consultants is also a registered Mandatory Provident Fund ("MPF") Intermediary under the Mandatory Provident Fund Schemes Authority and the largest local broker in Hong Kong.

Nova offers five core risk and insurance services: (i) insurance advisory and brokerage services; (ii) risk management services; (iii) global and regional insurance management services; (iv) reinsurance broking and (v) MPF intermediary services.

As one of the top five (out of 803) general insurance brokers in Hong Kong, Nova's unique market differentiation lies in its highly professional team of brokers and specialists, strong expertise in various classes of insurance, customised services, good local knowledge and connections, strong bargaining power in the insurance market and its serving network in both the Greater Bay Area and in the world through its affiliated company in China and global broker partners. Nova serves many clients who are leaders within their respective industries.

During the Period, Nova secured placements for a number of operational insurances for a commercial complex and new cyber insurance policies. Nova also won a contract from one of the leading tertiary education institutions. The vast majority of Nova's business involved general insurance, construction and employee benefits-related insurance. Each year Nova has to submit renewal quotations for all these policies to its clients and will only be awarded the renewal contracts when its terms and conditions are competitive. Nova's retention ratio in securing renewed contracts has always been over 90%, reflecting its competitiveness and high level of services.

On 27 December 2024, Nova acquired the entire registered and paid-up capital of Beijing Nova Insurance Services Limited from (i) Guangzhou Sheng Gao Property Development Limited (40.1%), (ii) Baohua Equity Investment Limited (35.0%) and (iii) Nova Risk Services Holdings Limited (24.9%) at a provisional total cash consideration of RMB123.1 million (equivalent to HK\$133.0 million) funded by the Group's internal resources. Beijing Nova, holding a nationwide insurance broking license granted by the National Financial Regulatory Administration in China, is a national insurance brokerage company for the insured established in Mainland China.

During the Period, Nova submitted tenders for 13 service contracts (with a contract sum not less than HK\$1 million for each service contract) with a total tender sum of HK\$26 million and was awarded nine service contracts (with a net contract sum not less than HK\$1 million for each service contract) with a total contract sum of HK\$17 million.

#### **Technical Support & Maintenance Services**

The Group's technical support & maintenance services business, comprising Far East Engineering Services and Turning Technical Services, provides services which covers three core areas: (i) system retrofit, including replacement of chiller units, upgrade of electrical supply systems, modification and enhancement of fire services and plumbing and drainage systems; (ii) operation and maintenance, including routine system maintenance and repairing works in heat, ventilation, and air conditioning ("HVAC") systems, testing and commissioning, periodic inspection in electrical and fire services installation works; and (iii) renovation works in E&M systems. All these different core services cover mostly in Hong Kong and Macau.

During the Period, the Group submitted tenders for 312 maintenance service contracts (with a contract sum not less than HK\$1 million for each contract) with a total tender sum of HK\$3,573 million and, combining the submitted tenders from the previous months, was awarded 59 projects (with a net contract sum not less than HK\$1 million for each project) with a total net contract sum of HK\$452 million. Among these 59 projects, six of them were major projects (with net contract sum not less than HK\$20 million for each project), which included two chiller replacement and system upgrading contracts for a commercial building in Central, two chiller replacement contracts for various shopping centres in Shatin, Yuen Long, Lok Fu and Tsing Yi, a term contract for government buildings in Cheung Sha Wan and Tsuen Wan and a system enhancement contract for a hotel in Macau.

#### **Environmental Solutions**

The Group's environmental solutions division provides Environment Solutions, Smart Solutions and Green Solutions to its clients in order to achieve environmental protection, energy conservation, sustainability, enhance environmental quality and operational efficiency and the long-term goals of carbon neutrality to fight against climate change.

This division is divided into three business lines:

(i) "Environment Solutions" (water and air treatment, laboratory testing & certification) in comprehensive HVAC water treatment services, environmental assessment in air and water quality, deodorisation system and electro-chlorination system to assist its

customers in achieving their environmental protection and energy conservation objectives. Its HVAC water treatment service is well-known for the professionalism in the industry with over 40 years of history and it has a water treatment company which is under the list of approved specialist contractors for public works in fountain installation. As innovation is at the heart of this business, it has a patented application of using nanobubble ozonation to sterilize fresh water at cooling towers, swimming pools, public toilets, and water features. Its laboratory is accredited by Hong Kong Laboratory Accreditation Scheme ("HOKLAS") which is able to test a wide range of chemical and microbial parameters. For air quality related business, it is one of the nine accredited indoor air quality certificate issuing bodies in Hong Kong.

- (ii) "Smart Solutions" (ELV, EV and smart facilities) to provide advanced information and communication infrastructure by providing Extra Low Voltage ("ELV") building technology with smart facility systems (i.e. smart office and smart toilet) to enhance operational efficiency, as well as a full range of services covering material supply, electrical installation, design and engineering and project management for electric vehicle ("EV") infrastructure.
- (iii) "Green Solutions" (landscape and building materials) in landscape management and maintenance services to a diversified business portfolio, including but not limited to property developers and managers, and trading of a wide range of building controls equipment and other building materials to improve environmental quality and promote carbon neutrality. Its landscape business offers a wide range of one-stop green solutions to its clients. It provides landscape design and performs landscape projects and various tree works. It also supplies festival plants to its client.

During the Period, the Group submitted 84 service contracts tenders and quotations for its environmental, landscape and building material trading businesses (with a sum not less than HK\$1 million for each contract or quotation) with a total tender and quotation sum of HK\$360 million and, combining the submitted tenders and quotations from the previous months, was awarded 27 environmental, landscape, ELV and building material trading service contracts and quotations (with a sum not less than HK\$1 million for each contract or quotation) with a total sum of HK\$140 million.

## **Systems Security, Guarding & Event Services**

The Group's systems security, guarding & event services business comprises General Security and Perfect Event, which provides systems security, guarding, escort and surveillance security, security system and technology, customer service ambassador and event services.

General Security serves a broad range of clients of residential properties (including estates, service apartments and luxury detached houses), office towers, shopping malls and buildings, private clubs, construction sites, entertaining facilities, event and exhibition venues. General Security holds all three types of licences for operating a security company in Hong Kong which covers three core areas: (i) Type I Licence for provision of systems security, guarding services; (ii) Type II Licence for providing armoured transportation services and (iii) Type III Licence for installation, maintenance and/or repairing of a security device and/or designing a security

system incorporating a security device. It has a strong workforce capable of serving multiple events concurrently involving over 100,000 people. In addition, General Security operates a 24-hour Central Alarm Monitoring Station, an additional Central Alarm Monitoring Station ("CAMS") license endorsement and is providing monitoring services to many jewelry stores and houses. It has adopted new technologies, including electronic key management systems, to enhance its service quality and efficiency.

Perfect Event has steadily gained a foothold in its two core businesses: (i) providing customer service ambassadors for a variety of events such as art displays, exhibitions, concerts, pop music award ceremonies as well as private club events and (ii) providing technological support enhancements for events. Perfect Event is supported by General Security in management and back-office support, leaning on its vast operations experience and expertise. General Security and Perfect Event together offers comprehensive "one-stop-shop" professional systems security, guarding and event services to its clients.

During the Period, General Security and Perfect Event submitted tenders for 35 security guarding and event services contracts (with a contract sum not less than HK\$1 million for each contract) with a total tender sum of HK\$412 million and, combining the submitted tenders from the previous months, was awarded 18 service contracts (with a net contract sum not less than HK\$1 million for each service contract) with a total contract sum of HK\$346 million. Among these 18 service contracts, three of them were major service contracts (with net contract sum not less than HK\$20 million for each service contract) including two residential estates in Sai Kung and Tin Hau and a multi-purpose sports venue in Kai Tak.

As at 31 December 2024, the city essential services segment has a total gross value of contract sum of HK\$11,821 million with a total outstanding contract sum of HK\$6,798 million.

#### **E&M SERVICES SEGMENT**

The Group's E&M services business, comprising FSE Engineering Group, Majestic Engineering Group and Young's Engineering Group, serving Hong Kong, Mainland China and Macau. These companies have maintained its position as one of the leading E&M companies in Hong Kong, capable of providing quality professional management and a comprehensive range of E&M services to its clients, ranging from design, installation, testing and commissioning services. The Group's E&M projects encompassed a wide range of buildings and facilities, including government buildings and facilities, offices, shopping malls, hotels, integrated resorts, sports park and residential properties.

The Group's E&M services business' unique market differentiation lies in its integration of all E&M services, a strong pool of professional talents, a well-established network of suppliers and subcontractors, and a team-based partnership approach towards its clients. Innovation by using advanced technology keeps it at the forefront of the E&M industry. It is also recognised as one of the industry pioneers in adoption of green building design, Modular Integrated Construction ("MiC"), Multi-trade Integrated Mechanical, Electrical and Plumbing ("MiMEP"), Design for Manufacture and Assembly ("DfMA") in its projects. With such competitive edges over its competitors, the Group has strong confidence in securing and undertaking integrated E&M projects in Hong Kong, Mainland China and Macau.

During the Period, the Group's E&M services business submitted tenders for 157 E&M engineering projects (with a contract sum not less than HK\$1 million for each project) with a total tender sum of HK\$12,559 million and, combining the submitted tenders from the previous months, was awarded 28 contracts (with a net contract sum not less than HK\$1 million for each project) with a total net contract sum of HK\$1,193 million. Among these contracts, five of them were major projects (with net contract sum not less than HK\$100 million for each project), which included two residential projects in North Point and To Kwa Wan, two public housing projects in Fanling and Shek Kip Mei and a shopping mall development in Kwun Tong.

As at 31 December 2024, the E&M services segment has a total gross value of contract sum of HK\$10,241 million with a total outstanding contract sum of HK\$5,946 million.

#### FINANCIAL REVIEW

#### Revenue

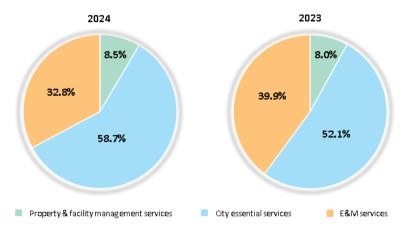
During the Period, the Group's revenue decreased by HK\$24.5 million or 0.6 % to HK\$4,090.0 million from HK\$4,114.5 million for the same period last year, reflecting lower revenue from the E&M services segment amounting to HK\$301.9 million, mitigated by higher revenue from the city essential services segment and the property & facility management services segment amounting to HK\$256.8 million and HK\$20.6 million respectively.

	For the six months ended 31 December			
	2024	2023	% Change	
	HK\$'M	HK\$'M		
Property & facility management services*	350.4	329.8	6.2%	
City essential services*	2,399.4	2,142.6	12.0%	
E&M services*	1,340.2	1,642.1	(18.4%)	
Total	4,090.0	4,114.5	(0.6%)	

<sup>\*</sup> Segment revenue does not include inter-segment revenue.

The Group's revenue from the property & facility management services segment and the city essential services segment in aggregate contributed 67.2% (2023: 60.1%), whereas the revenue from E&M services segment contributed 32.8% (2023: 39.9%).

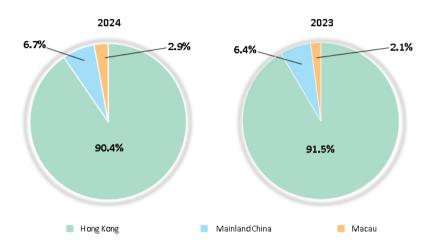
## Revenue by Segment For the six months ended 31 December



During the Period, the Group's revenue contribution from Hong Kong, Mainland China and Macau was 90.4%, 6.7% and 2.9% (2023: 91.5%, 6.4% and 2.1%) respectively.

## Revenue by Region

For the six months ended 31 December



• *Property & facility management services:* This segment contributed 8.5% (2023: 8.0%) of the Group's total revenue. The services were principally provided in Hong Kong.

Segment revenue increased by 6.2% or HK\$20.6 million to HK\$350.4 million from HK\$329.8 million. It mainly reflected an increase from the contract extensions for government office buildings and quarters.

Under the respective contract terms, approximately 20% of the property & facility management services segment's revenue is accounted for based on the management fee received. Should such revenue be recognised on the same basis as the rest of this segment's revenue derived from its lump sum contracts (i.e. with all direct operational costs for performing the related services borne by it) which are primarily facility management contracts, the property & facility management services segment's revenue for the Period would increase by HK\$1,500.0 million from its reported amount of HK\$350.4 million (2023: HK\$329.8 million) to about HK\$1,900.0 million (2023: HK\$1,900.0 million).

• City essential services: This segment contributed 58.7% (2023: 52.1%) of the Group's total revenue. The individual components of this services segment are as below:

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ror tn	e six	months	enaea	31	December

	2024	2023	% Change
	HK\$'M	HK\$'M	
Cleaning & pest control services	1,262.9	1,128.1	11.9%
Insurance solutions	62.9	58.1	8.3%
Technical support & maintenance services	560.4	499.9	12.1%
Environmental solutions	179.0	150.2	19.2%
Systems security, guarding & event services	334.2	306.3	9.1%
Total	2,399.4	2,142.6	12.0%

Most of the revenue reflected an increase in contribution from Hong Kong (HK\$190.2 million) and Macau (HK\$66.8 million).

Segment revenue grew by 12.0% or HK\$256.8 million to HK\$2,399.4 million from HK\$2,142.6 million reflected growth in all its divisions.

• *E&M services:* This segment contributed 32.8% (2023: 39.9%) of the Group's total revenue and 81%, 19% and 0.1% (2023: 82%, 15% and 3%) of this segment's revenue were contributed from Hong Kong, Mainland China and Macau respectively. Lower revenue contribution was recorded in the Period from Hong Kong (HK\$273.6 million) and Macau (HK\$37.1 million), partly mitigated by an increase at Mainland China (HK\$8.8 million).

	2024	2023	% Change
	HK\$'M	HK\$'M	
Hong Kong	1,078.3	1,351.9	(20.2%)
Mainland China	260.5	251.7	3.5%
Macau	1.4	38.5	(96.4%)
Total	1,340.2	1,642.1	(18.4%)

Segment revenue decreased by 18.4% or HK\$301.9 million to HK\$1,340.2 million from HK\$1,642.1 million and mainly reflected lower revenue contributions from a number of E&M engineering installation projects which were near completion at the same period last year including Immigration Headquarters in Tseung Kwan O, a commercial building in Wan Chai and Ningbo New World Plaza Comprehensive Development in Mainland China, and delays of certain design and construction projects in Hong Kong, mitigated by the substantial progress of the expansion of a government building in Central and a residential estate in Tuen Mun.

Under contract terms, only the management fees and reimbursable costs of the Kai Tak Sports Park project management project were accounted as revenue. Should such revenue be recognised on the same basis as the rest of this segment's revenue derived from its E&M installation contracts (i.e. with all direct project costs for performing the related installation services borne by it), this segment's revenue in the Period would increase by HK\$600.0 million from its reported amount of HK\$1,340.2 million (2023: HK\$1,642.1 million) to about HK\$1,900.0 million (2023: HK\$2,700.0 million).

#### **Gross profit**

The following tables present the breakdown of the Group's gross profit by business segment:

	For the six months ended 31 December				
	20	24	2023		
	Gross profit Gross profit		Gross profit	Gross profit	
	HK\$'M	margin %	HK\$'M	margin %	
Gross profit and gross profit margin including government grants					
Property & facility management services	110.7	31.6%	107.5	32.6%	
City essential services	255.6	10.7%	227.2	10.6%	
E&M services	158.1	11.8%	181.7	11.1%	
Total	524.4	12.8%	516.4	12.6%	

During the Period, the Group's property & facility management services segment, city essential services segment and E&M services segment contributed 21.1% (2023: 20.8%), 48.7% (2023: 44.0%) and 30.2% (2023: 35.2%) of its gross profit respectively. The Group's gross profit increased by HK\$8.0 million or 1.5% to HK\$524.4 million from HK\$516.4 million for the same period last year, with an overall gross profit margin increased to 12.8% from 12.6%, mainly reflecting higher contributions from all divisions of the Group's city essential services segment and its property & facility management services business, partly offset by a lower contribution from its E&M business and a decrease in government grants.

	For the six months ended 31 December			
	20	24	2023	
	Gross profit Gross profit		Gross profit	Gross profit
	HK\$'M	margin %	HK\$'M	margin %
Gross profit and gross profit margin				
Gross profit and gross profit margin as				
reported	524.4	12.8%	516.4	12.6%
Excluding government grants*	(1.6)	_	(8.2)	(0.2%)
Gross profit and gross profit margin				
excluding government grants	522.8	12.8%	508.2	12.4%

<sup>\*</sup> For details of the related government grants, please refer to the "Summary of government grants" table in the "Management Discussion and Analysis" section on page 17.

If excluding the effects of these grants in the Group's gross profit for both periods (i.e. HK\$1.6 million for the Period and HK\$8.2 million for the same period last year) to better illustrate the Group's performance without such effects, its adjusted gross profit margin increased to 12.8% from 12.4% for the same period last year, mainly caused by margin improvements at the Group's property & facility management services and E&M businesses.

• Property & facility management services: This segment recorded an increase in its gross profit of HK\$3.2 million to HK\$110.7 million from HK\$107.5 million, with a stable gross profit margin at 31.6%. This was caused by an increase in revenue from the contract extensions for government office buildings and quarters, partly offset by a decrease in government grants.

- City essential services: This segment recorded an increase in its gross profit of HK\$28.4 million to HK\$255.6 million from HK\$227.2 million, with its gross profit margin remained stable at 10.7%. This was caused by higher contributions from (i) an increase in new cleaning service contracts mainly from the government; (ii) its technical support and maintenance services business' renovation works for a hotel in Macau; (iii) its environmental solutions business' water system engineering and electric vehicle infrastructure projects; (iv) more new contracts from regular guarding and ad-hoc services; and (v) an increase in new general insurance service contracts awarded.
- *E&M services:* The gross profit of the E&M services segment decreased by HK\$23.6 million to HK\$158.1 million from HK\$181.7 million with its stable gross profit margin at 11.8%, principally reflected lower revenue from its projects in Hong Kong and Macau.

#### General and administrative expenses

General and administrative expenses of the Group for the Period increased by HK\$11.8 million or 5.0% to HK\$248.8 million from HK\$237.0 million for same period last year, reflected an increase in staff costs.

For the	r the six months ended 31 December			
	2024	Change	% Change	
	HK\$'M	HK\$'M	HK\$'M	
General and administrative expenses excluding government grants				
General and administrative expenses as reported	248.8	237.0	11.8	5.0%
Excluding government grants	-	1.0	(1.0)	(100.0%)
General and administrative expenses excluding government grants	248.8	238.0	10.8	4.5%

If excluding the effects of government grants in the Group's general and administrative expenses for both periods (i.e. Nil for the Period and HK\$1.0 million same period last year) to better compare their amounts without such effects, its adjusted general and administrative expenses increased 4.5% to HK\$248.8 million compared to HK\$238.0 million for the same period last year.

#### Other income, net

Other net income of HK\$4.1 million was recorded by the Group during the Period compared to HK\$21.6 million recorded in same period last year.

The other net income recorded during the Period mainly represented gains on disposal of properties in the Mainland China. The net income recorded in the same period last year mainly represented the recognition of government grants in Hong Kong and gains on disposal of properties in the Mainland China.

## Finance income

The Group recorded finance income of HK\$18.1 million (2023: HK\$10.9 million).

#### **Finance costs**

The Group's finance costs of HK\$12.8 million (2023: HK\$10.6 million) for the Period included interest expenses of (i) HK\$6.8 million (2023: HK\$7.8 million) for the Group's bank loan financing its acquisition of property & facility management services business in December 2019, (ii) HK\$1.3 million (2023: HK\$0.9 million) for lease liabilities and (iii) HK\$4.7 million (2023: HK\$1.9 million) for other bank borrowings and liabilities.

#### **Income tax expenses**

The effective tax rate of the Group remained stable at 15.4% (2023: 15.5%).

## Profit for the period attributable to shareholders of the Company

The following table presents the breakdown of the Group's profit contribution by business segment:

For the six	the six months ended 31 December			
	<b>2024</b> 2023 Change			% change
	HK\$'M	HK\$'M	HK\$'M	
Profit attributable to shareholders				
including government grants				
Property & facility management services	45.1	65.8	(20.7)	(31.5%)
City essential services	122.5	101.0	21.5	21.3%
E&M services	84.5	99.9	(15.4)	(15.4%)
Unallocated corporate expenses and finance costs*	(10.5)	(11.3)	0.8	(7.1%)
Total	241.6	255.4	(13.8)	(5.4%)

<sup>\*</sup> Unallocated corporate expenses and finance costs comprise the Company's corporate expenses of HK\$3.7 million (2023: HK\$3.5 million) and interest expenses of HK\$6.8 million (2023: HK\$7.8 million).

The Group's profit for the Period decreased by 5.4% or HK\$13.8 million to HK\$241.6 million compared to HK\$255.4 million for the same period last year. The decrease mainly resulted from a decrease in government grants and a lower contribution from the E&M services segment, partly offset by the effect of the strong performance of the city essential services segment (namely cleaning & pest control, systems security, guarding & event services, technical support & maintenance and insurance solutions businesses). Details of the government grants recognised by the Group are set out in Note 3 to the condensed consolidated interim financial statements. The net profit margin of the Group decreased to 5.9% for the Period from 6.2% for the same period last year.

	For the six months e			
	2024	2023 Change		% Change
	HK\$'M	HK\$'M	HK\$'M	
Profit attributable to shareholders excluding government grants				
Profit attributable to shareholders as reported	241.6	255.4	(13.8)	(5.4%)
Excluding government grants	(1.6)	(24.4)	22.8	(93.4%)
Profit attributable to shareholders excluding government grants	240.0	231.0	9.0	3.9%

If excluding the effects of government grants in the Group's results for both periods to better illustrate the Group's financial results without such effects, the Group would record an increase in adjusted net profit for the Period of 3.9% to HK\$240.0 million (i.e. after excluding government grants of HK\$1.6 million from its profit attributable to shareholders of the Company of HK\$241.6 million) as compared to its adjusted net profit of HK\$231.0 million for the same period last year (i.e. after excluding government grants of HK\$24.4 million from its profit attributable to shareholders of the Company of HK\$255.4 million).

#### Other comprehensive income

The Group recorded other comprehensive income for the Period of HK\$7.0 million (2023: HK\$2.0 million), reflected the remeasurement gains on long service payment liabilities of HK\$8.0 million (2023: HK\$0.2 million) and defined benefit retirement scheme of HK\$0.4 million (2023: losses of HK\$0.6 million), partly offset by an unfavourable exchange reserve movement of HK\$1.4 million (2023: favourable exchange movement of HK\$2.4 million) recorded during the Period following a depreciation of the Renminbi ("RMB") for conversion of the Group's net investments in Mainland China.

## Capital structure

As at	31 December 2024 HK\$'M	% to total equity	30 June 2024 HK\$'M	% to total equity	Increase/ (decrease) HK\$'M
Non-current assets	375.3	33.1%	304.6	30.8%	70.7
Cash and bank balances	622.4	54.9%	601.3	60.8%	21.1
Borrowings (i)	410.3	36.2%	235.8	23.8%	174.5
Net cash (iii)	212.1	18.7%	365.5	37.0%	(153.4)
Working capital (iii)	1,078.9	95.2%	774.0	78.3%	304.9
Total equity	1,132.8	100.0%	988.9	100.0%	143.9

#### Notes:

- (i) All borrowings are bank loans.
- (ii) Net cash is calculated as cash and bank balances less total bank borrowings.
- (iii) Being net current assets.

#### Liquidity and financial resources

The Group's finance and treasury functions are centrally managed and controlled at its headquarters in Hong Kong. As at 31 December 2024, the Group had total cash and bank balances of HK\$622.4 million (30 June 2024: HK\$601.3 million), of which 81%, 15% and 4% (30 June 2024: 96%, 2% and 2%) were denominated in Hong Kong dollars, RMB and other currencies respectively, and total borrowings of HK\$410.3 million (30 June 2024: HK\$235.8 million), of which HK\$389.0 million (30 June 2024: HK\$218.8 million) were denominated in Hong Kong dollars and HK\$21.3 million (30 June 2024: HK\$17.0 million) were denominated in RMB. The Group's net cash balance decreased by HK\$153.4 million to HK\$212.1 million as at 31 December 2024 as compared to HK\$365.5 million as at 30 June 2024 mainly reflecting the distribution of the Company's final dividend for its financial year ended 30 June 2024 of HK\$96.3 million and preferred distribution on the convertible preference shares of HK\$8.5

million, net cash outflow from the acquisition of Beijing Nova of HK\$69.8 million and the Group's payments for principal portions of lease liabilities of HK\$24.1 million, partly mitigated by net cash inflow from operating activities. The Group's net gearing ratio was maintained at zero as at 31 December 2024 (30 June 2024: zero). This ratio is calculated as net debt divided by total equity. Net debt is calculated as total bank borrowings less cash and cash equivalents.

Adopting a prudent financial management approach in implementing its treasury policies, the Group maintained a healthy liquidity position throughout the reporting period. As at 31 December 2024, the Group had total banking facilities in respect of bank overdrafts, bank loans, bank guarantees and/or trade financing of HK\$3,089.8 million (30 June 2024: HK\$3,134.9 million). As at 31 December 2024, HK\$410.3 million (30 June 2024: HK\$235.8 million) of the Group's banking facilities had been utilised for bank borrowings and HK\$919.9 million (30 June 2024: HK\$790.8 million) of the Group's banking facilities had been utilised for bank guarantees and trade finance. The Group believes it has sufficient committed and unutilised banking facilities to meet current business operation and capital expenditure requirements.

#### **Debt profile and maturity**

As at 31 December 2024, the Group's total debts amounted to HK\$410.3 million (30 June 2024: HK\$235.8 million), of which HK\$40.0 million is renewed on a weekly basis, HK\$151.3 million on a monthly basis and HK\$219.0 million matures in October 2026. The Group has managed its debt maturity profile to minimise its refinancing risks. All of these debts, including HK\$389.0 million denominated in Hong Kong Dollar and HK\$21.3 million denominated in RMB, bear interest at floating rates.

#### Foreign currency exposure

The Group operates primarily in Hong Kong, Mainland China and Macau and is not exposed to significant exchange risk. The Group does not have a foreign currency hedging policy and foreign currency risk is managed by closely monitoring the movements of the foreign currency rates. It will consider entering into forward foreign exchange contracts to reduce exposure should the need arise.

As part of the Group's business is carried out in Mainland China, some of its assets and liabilities are denominated in RMB. The majority of these assets and liabilities had arisen from the net investments in Mainland China operations with net assets of HK\$221.5 million as at 31 December 2024 (30 June 2024: HK\$130.2 million). The foreign currency translation arising from translation of these Mainland China operations' financial statements from RMB (functional currency of these Mainland China operations) into Hong Kong dollars (the Group's presentation currency) does not affect the Group's profit before and after tax and will be recognised in its other comprehensive income.

During the Period, the fluctuation of RMB against Hong Kong dollars was 4% (comparing the highest exchange rate with the lowest exchange rate of the RMB against the Hong Kong dollars during the Period).

As at 31 December 2024, if the Hong Kong dollars had strengthened/weakened by another 4% against the RMB with all other variables unchanged, the Group's other comprehensive income would have been HK\$8.9 million lower/higher.

## **Capital commitments**

As at 31 December 2024, the Group had capital commitments of HK\$6.9 million (30 June 2024: HK\$5.4 million) in relation to purchase of plant and equipment.

## **Contingent liabilities**

In carrying out the ordinary course of business, the Group is subject to the risk of being named as defendant in legal actions, claims and disputes in connection with its business activities. The nature of the legal proceedings initiated against the Group mainly includes claims for compensation by the Group's existing or former employees for work-related injuries. The Group maintains insurance cover and, in the opinion of the Directors, based on current available evidence, any such existing claims and legal proceedings against the Group are not expected to have significant adverse financial impact to the Group as at 31 December 2024.

#### **Convertible preference shares**

On 16 December 2019, the Group acquired Legend Success Investments Limited ("Legend Success") (together with its subsidiaries, the "Legend Success Group"), which principally engaged in the provision of property and facility management services, at a total consideration of HK\$743.4 million upon which the initial sum of consideration of HK\$704.9 million was satisfied by the Company through (i) the payment of HK\$564.0 million in cash and (ii) a non-cash consideration of HK\$140.9 million through the issuance and allotment by the Company of 43,676,379 non-voting redeemable convertible preference shares of HK\$0.10 each at the issue price of HK\$3.2260 per share. A final cash payment of the consideration of HK\$38.5 million was made on 13 February 2020.

The convertible preference shares are (i) convertible into 43,676,379 ordinary shares of the Company at an initial price of HK\$3.2260 per share (subject to adjustments upon occurrence of certain prescribed events, including consolidation, subdivision or reclassification of shares in the capital of the Company, capitalisation of profits or reserves etc., in each case if not also made available to the holder(s) of the convertible preference shares), provided that any conversion shall not result in the Company failing to comply with any public float requirement under the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, within a period of 10 years after their date of issue of 16 December 2019 (the "Issue Date") and (ii) redeemable by the Company at its sole discretion at a redemption price equals to the Issue Price together with all outstanding preferred distributions accrued to the date fixed for redemption at any time after 10 years following the Issue Date. The convertible preference shares are treated as contingently issuable potential ordinary shares under Hong Kong Accounting Standard ("HKAS") 33 "Earnings per Share" and, since the conditions for their conversion were not met as at 31 December 2024, the effect of their conversion is not included in the calculation of the diluted earnings per share for six months ended 31 December 2024 and 2023 pursuant to HKAS 33's requirements as described in Note 6 to the condensed

consolidated interim financial statements. Assuming that all of the outstanding convertible preference shares were converted as at the end of the Period of 31 December 2024 and assuming their conditions for conversion were met, the Company's earnings per share after taking into account of the dilutive impact of such conversion for the six months ended 31 December 2024 would be HK\$0.49 per share, calculated as the Group's profit attributable to shareholders of the Company of HK\$241.6 million divided by the weighted average number of the Company's ordinary shares in issue of 493.7 million (after taking into account the weighted average number of incremental number of ordinary shares that would be issued from the conversion of the convertible preference shares on its Issue Date of 43.7 million). The convertible preference shares confer their holder(s) the right to receive preferred distributions from the Issue Date at a rate of 6.0% per annum on its Issue Price, payable annually in arrears. As (i) the Company may at its sole discretion redeem either in whole or in part the convertible preference shares for the time being outstanding (i.e. it has no obligation to settle them in cash unless it elects at its sole discretion to redeem) and (ii) the convertible preference shares are only convertible within a period of 10 years after the Issue Date but redeemable only after 10 years following the Issue Date, an analysis on the Company's share price at which it would be equally financially advantageous for the convertible preference share holder(s) to convert or redeem the convertible preference shares based on their implied rate of return at a range of dates in the future is not applicable. Based on the financial and liquidity position of the Group (with details set out in the paragraphs headed "Liquidity and financial resources" of this section), to the best knowledge of the Company, the Company expects that it will be able to meet its redemption obligations under the outstanding convertible preference shares issued by it.

#### EMPLOYEES AND REMUNERATION POLICY

As at 31 December 2024, the Group had a total of 25,753 employees (31 December 2023: 24,881) including 9,638 (31 December 2023: 9,683) casual workers and employees whose relevant costs are directly reimbursed by or charged to our customers or charged by subcontractors. Staff costs for the Period, including salaries and benefits, were HK\$1,930.0 million (2023: HK\$1,756.6 million). The increase mainly reflects an increase in the number of staff.

The Group offers attractive remuneration packages, including competitive fixed salaries plus performance-based annual bonuses, and continuously provides tailored training to its employees with the aim of promoting upward mobility within its organisation and fostering employee loyalty. Our employees are subject to regular job performance reviews which determine their promotion prospects and compensation. Remuneration is determined with reference to market norms and individual employees' performance, qualification and experience.

The Company maintains a share option scheme, which aims at providing incentives to the eligible participants (including the employees of the Group) to contribute to the Group and enables us to recruit high-caliber employees and attract human resources that are valuable to the Group. As at the date of this announcement, no share options under this scheme have been granted.

All of the employees of the Group in Hong Kong have joined a mandatory provident fund scheme. The scheme is registered with the Mandatory Provident Fund Schemes Authority under the Mandatory Provident Fund Schemes Ordinance (Cap. 485 of the Laws of Hong Kong). The Group has complied with the relevant laws and regulations, and the relevant contributions have been made by the Group in accordance with the relevant laws and regulations.

#### **OUTLOOK**

## **Property & Facility Management Services Segment**

The segment has over 50 years' experience providing quality management services to help clients maintain properties and facilities, improving their quality, reputation and value. The higher demand for enhanced and one-stop professional property and facility management solutions represents growth opportunities for the Group. The business has ample opportunities and a robust outlook:

- Demand for professional property management services in Hong Kong is increasing and will continue to increase thanks to government policy to boost residential unit supply in the next decade.
- As social awareness of the need to protect property owners' rights, demand for services from independent (non-property own developer related) property and facility management companies is growing.
- Continuous growth of residential properties supply in Hong Kong is presenting the Group with opportunities in the first-hand property sales market. Moreover, the government's new immigrant admission schemes, particularly the Top Talent Pass Scheme ("TTPS"), are in favour of property sales and leasing, conducive to driving housing demand and the Group offering sale and leasing services.
- The segment has over 5,000 strong staff and is capable of adopting new operating methods, combining skills with innovative technologies and IoT applications to enhance overall service efficiency and effectiveness. The segment well-versed in applying advanced technologies is able to capitalise on the trend of more and more clients opting for technological solutions. The Group has adopted many technology applications, including Sm@rtUrban, ComEasy and Drones, at over 120 sites to enhance operational efficiency and service effectiveness.
- Urban, International Property Management and Kiu Lok under the segment are licensed property management companies under the Property Management Services Ordinance "PMSO") (Cap. 626 of the Laws of Hong Kong), which together maintain a strong team of over 300 Tier 1 and Tier 2 property management practitioners, one of the largest licensed service teams in the industry. They ensure smooth operation and statutory compliance of managed properties and facilities. As such, the Group is well-prepared to cater to PMSO-associated market demand and maintain competitive advantages over its peers in new tenders and business development in coming years.

- The segment has an experienced technical and engineering team with expertise in various building repairs, maintenance, renovations and refurbishment projects. It has participated in and coordinated such projects for large private housing estates, commercial premises and modern intelligent buildings, helping raise their value. It has an engineering team with over 500 highly-trained technicians. Urban renewal and the accelerated implementation of urgent repair works under the Mandatory Building Inspection Scheme will provide another growth driver in coming years.
- Enjoying synergies with other business units, the segment has partners in different professional service providers and contractors. According to economies of scale and strong bargaining power, it is able to ensure its clients can deliver the most cost-effective services at competitive pricing and the highest operational efficiency.
- Beyond meeting statutory requirements, the segment implements stringent governance practices covering environmental protection and care, corporate social responsibility, and risk and crisis control. Urban, for example, is dubbed "Hong Kong's Premier Community Manager", mounting over 50 corporate social responsibility activities a year. It also maintains a meticulous risk and crisis management system to address issues from building service disruptions to pandemic control.
- As a reputable property manager, the Group has earned the trust of clients, thus has a strong customer network to leverage in providing property sales and leasing services. It uses such digital platforms as webpages, social media channels and instant messaging to effectively engage clients and provide them with convenient access to property information plus promote its property sale and leasing services.

## **City Essential Services Segment**

## 1. Cleaning Services & Pest Control Services

Able to maintain healthy and stable business growth in the past year, particularly in expanding its portfolio in the Kai Tak Development Area, Waihong sees promising prospects in coming years:

- With tourism, entertainment, international conferences, trade fairs and sports
  competitions as emphasis, Hong Kong's mega events economy has a crucial role to play
  in supporting the general economy. Alongside the recovering tourism and exhibition
  industries, bringing massive extra business opportunities, Waihong will benefit.
- Although the Municipal Solid Waste Charging Scheme has been suspended in August 2024, Hong Kong citizens have continued to actively participate in food waste collection and recycling. Waihong's waste management team runs a fleet of over 100 vehicles to deal with current market demands. Waihong is closely working with property management staff and residents to get ready to seize opportunities and tackle challenges once the government relaunches waste charging related schemes. Furthermore, the Hong Kong Environmental Protection Department ("EPD") has agreed in principle to Waihong's application for "Conducting Trial Projects on Using Hydrogen as Fuel". The relevant EPD working group is expected to issue a written notification to allow Waihong to start a trial project test running two Hydrogen Fuel Cell vehicles one in the North

and the other in East New Territories. Waihong will fully comply with all applicable laws and relevant statutory requirements to support the government's plan to widen use of new energies in the city in the long run.

- Innovative technologies are increasingly being adopted and applied in environmental services. Waihong has strived to enhance operational efficiency and customer satisfaction by using different kinds of advanced software and hardware to improve its work processes such as scheduling and inventory management. For example, IoT systems and robotic machines are used to improve cleaning service processes. Innovative systems that pinpoint operation needs, including smart toilets, electronic face recognition attendance system (Check-in Easy) and real-time work monitoring system (ComEasy) have been introduced to improve management efficiency and meet client requirements. Waihong also provides QR codes to frontline workers for accessing training materials to improve their knowledge and abilities for effectively handling daily tasks.
- Waihong is introducing more innovative services and green initiatives to differentiate it from traditional cleaning service providers, allowing it to sharpen its competitive edges and effect high-quality growth in the future. To help address the global concern of environmental sustainability and fulfil group ESG goals. Waihong is going to implement green practices including providing municipal solid waste, medical waste, liquid waste, construction waste disposal services, and collecting wastepaper, food waste, aged batteries, and purchasing electric vehicles. With more and more clients opting for cleaning services and products that would not harm the environment, providing relevant products and treatments is the prime consideration of Waihong's purchasing and marketing policies.

## 2. Insurance Solutions

As the largest local insurance broker founded and based in Hong Kong with a 36-year history and a strong professional team, Nova has competitive advantages over its peers and is set for growth in the foreseeable future:

- Corporate insurance buyers have complex requirements and are extremely price conscious, thus need a professional broker to help them get better deals. Nova's quality services have enabled it to win more accounts from its competitors.
- Nova has continued to do what it does best, including construction work related insurance. With a lot of new commercial and residential developments and infrastructure projects in the government pipeline, it is looking at ample business opportunities to come in Hong Kong.
- With extensive experience and a proven track record plus local flair, Nova is well positioned to seize opportunities in the thriving market. In addition, Nova has a vast network of local customers and enjoys synergies with the other divisions of the Group. The fact that some international brokers tried to grow business in Hong Kong in recent years but failed points clearly to the importance of having local knowledge and that has been one of Nova's strongest edges.

- Looking ahead, Nova will strive to win more clients in industries where its experience and expertise lie, such as construction, property management, hospitality, educational institutions, non-government organisations, and employee benefits such as group medical and MPF schemes. It will also focus on specialty products with higher yields such as cyber insurance, professional indemnity insurance, directors & officers liability insurance and trade credit insurance.
- Having completed the acquisition of Beijing Nova Insurance Services Limited on 27 December 2024, Nova can enter and expand its presence in the lucrative Chinese insurance brokerage market, and diversify its business operations geographically, lowering the risks from relying too much on a single market and ensuring it has a more balanced revenue stream. Other than synergistic benefits, the close collaboration between Beijing Nova and Nova Hong Kong will allow them to tap new opportunities in the Greater Bay Area and the entire country.

## 3. Technical Support & Maintenance Services

The division plans to expand the scope of government term contracts to include fire services and electrical systems. Although it is a complementary business of the Group, the division boasts strong growth prospects and potential to bolster the Group's revenue and profit:

- In the private sector, the division brings in steady and stable income from maintenance and system retrofit works that support the main businesses of the Group. In Macau, casino groups were raising investment in the second half of 2024 principally in enhancement projects in gaming halls, guest accommodations, and dining and retail establishments. The division will strive to secure contracts for system upgrade and large-scale Alterations and Additions works from the casino groups.
- Against the backdrop of Hong Kong targeting to achieve carbon neutrality before 2050 and society expecting buildings to afford better energy performance, large developers are looking to enhance the energy performance of their properties, existing and new, to trim carbon emissions. Demand for retrofitting works will prevail, meaning there is an immense and sustainable market for the division to expand business. In 2023, the division landed a contract from CLPe Solutions, a wholly-owned subsidiary of CLP Holdings, on chiller replacement work the first zero-carbon chiller system in Hong Kong. Accomplishing this great challenge converting the air-cooled system to a 9,300-refrigerant-ton water-cooled chiller system will be a significant milestone for the Group, in favour of fostering collaboration with power companies and other commercial parties in the future. Retro-commissioning is another effective way to optimise buildings' operational performance and is recommended by the Electrical and Mechanical Services Department of the Hong Kong Government. The division, armed with certified professional qualifications from the Hong Kong Green Building Council, is apt to meet those market demands.
- The division embraces innovative technologies that can help it work more efficiently and effectively. Its innovative management system that combines Building Information Modeling ("BIM") with the Group's well-developed mobile app for maintenance

services is designed with occupational safety in mind, allowing employees to manage safety issues effectively, thereby reduce work-related accidents and enhance work efficiency to the Group's and clients' peace of mind.

#### 4. Environmental Solutions

As public demand for better living environment grows, the division sees abundant business opportunities for its Environment Solutions, Smart Solutions and Green Solutions in coming years:

Environment Solutions (water and air treatment, laboratory testing & certification)

- The Group's environmental assessment services have continuous support from increasing public awareness of the importance of environmental protection, the Building Energy Efficiency Ordinance (Cap. 610 of the Laws of Hong Kong) taking effect from 2012 and the Hong Kong Government pledging to achieve carbon neutrality by 2050 in the "Hong Kong Climate Action Plan 2050" published in 2021.
- The segment's environmental engineering operation has grown steadily, driven by its seawater and freshwater treatment products, such as electrochlorination systems, and odour removal products like biotech deodorisation systems. Despite the fierce competition in HVAC water treatment services, equipped with a patented nanobubble ozonation system and capable of real-time monitoring, it has good prospects in enlarging market share.

## Smart Solutions (ELV, EV and smart facilities)

- Regarding ELV business, with more property developers adopting IT infrastructure and advanced technologies in their projects to enhance building sustainability and energy control, it has good opportunities ahead to generate revenue and profit.
- The Hong Kong Roadmap on Popularisation of Electric Vehicle ("EV") announced by the Government in 2021, targeting to achieve zero vehicular emissions by 2050 has fuelled the demand for relevant installation in car parks to support and encourage EV adoption, and that has presented the Group with ample business opportunities.
- With finger on the pulse of the market, the business segment has worked hard on identifying new and more powerful products. It will continue to work with vendors to customise systems according to specific customer needs and smart city blueprints, using advanced technologies and smart solutions such as AI and IoT, intelligent intellectual property/information technology-based systems and various 5G mobile applications to strengthen building management and environmental monitoring systems, so as to enhance building sustainability and environmental quality, and in turn increase customer satisfaction.

## *Green Solutions (landscape and building materials)*

 Growing market demand for green elements in both indoor and outdoor spaces to enhance the aesthetic and ecological environment has provided more opportunities to the Group's landscape services business. The greening policies, urban planning initiatives of and relevant support from the government encourage development of the business.

• For the Group's building materials trading business, technological advancement and emphasis on healthy and green living concepts will translate into new opportunities for promoting new products with new features. Collaborating with the Group's environment solutions team, the business has been able to identify new building materials and products that agree with latest market trends.

## 5. Systems Security, Guarding & Event Services

Demand for security services is expected to grow significantly in coming years. That plus steady growth of the event service industry, the Group's systems security, guarding & event services division has an optimistic outlook:

- A significant factor driving demand is the anticipated need for public housing over the next five years, projected to reach 189,000 units. Additionally, several government projects are underway, including Phase 2 of the AsiaWorld-Expo and the development of Lok Ma Chau. When in operation, these projects will significantly boost demand for security services. Furthermore, the debut of the Kai Tak Sports Park and the imminent operation of 11 SKIES, a prominent office and entertainment project near the airport, are expected to add to the demand for security services.
- Government efforts to promote mega-event tourism, bringing diverse and more highquality mega events to Hong Kong, will also significantly boost demand for security services. Founded about three years ago and strategically positioned in the event services industry, Perfect Event has succeeded in meeting customer needs and expectations and prided notable profit growth.
- Manpower shortages though have eased for the division, it has remained a significant challenge for the industry at large. With expertise in event security and customer services, plus strong strategic partnerships with major event operators and managers, General Security and Perfect Event are well-positioned to capitalise on market opportunities. They will strategically allocate resources to the event and ad hoc business sectors, which promise to yield higher financial returns. Additionally, General Security plans to diversify business by integrating AI and new technologies into its security systems.

## **E&M Services Segment**

The Group's E&M services business is well-equipped to seize business opportunities in sizeable infrastructure and building projects forthcoming in Hong Kong, Mainland China and Macau in coming years:

Capital and Construction Expenditure – According to Construction Industry Council
forecast in July 2023, expenditure on E&M construction works in each of the next five
years will exceed HK\$30 billion for the public sector and over HK\$25 billion for the
private sector. This points to an increasing demand for professional construction services

and rendering those services to public and private housing and infrastructure projects will be the Group's focus in coming years.

• Public Housing – As mentioned in the Chief Executive's 2023 Policy Address, the Hong Kong Government has identified sufficient land to build 410,000 public housing units and 132,000 private housing units in the coming decade. In addition, there is the "Northern Metropolis" proposal that includes supply of more than 500,000 housing units in 20 years.

Another more than 150,000 public and private housing units are also expected to be available in the next 10 to 15 years along the Northern Link and in Siu Ho Wan MTR Depot topside development.

Moreover, in the five years between 2025/2026 and 2029/2030, Light Public Housing ("LPH") to be built using MiC approach will ensure supply of overall 189,000 public housing units (including 30,000 LPH units at eight sites) while another 80,000 private housing units are expected to be introduced to market. Three sites have also been identified for building subsidised sales flats under a new public-private partnership pilot scheme, with the first two sites providing at least 2,000 units.

- Private Housing Continuing and forthcoming projects included private residential and commercial redevelopments driven by the Urban Renewal Authority ("URA") and the Hong Kong Housing Society, developments in the Kai Tak Development Area, Yau Tong and Ap Lei Chau, and associated railway property projects, development of Tseung Kwan O Area 137 by the Government for residential and commercial use and other relevant purposes. In the next five years, the URA will commence redevelopment of the "Nullah Road Urban Waterway" in Mong Kok East and the "Street Consolidation Areas" in Yau Ma Tei South, and in the second half of 2025 will also submit the renewal master plans for Tsuen Wan and Sham Shui Po.
- Railway Development With the Hong Kong Government embarking on railway extension, the MTR has started building two-line extensions (Tuen Mun South Extension and Tung Chung Line Extension) and the Kwu Tung Station and Oyster Bay Station. In addition, the Government has completed the public consultation on enhancing three railways, namely the Hong Kong-Shenzhen Western Rail Link (Hung Shui Kiu-Qianhai), the Central Rail Link and the Tseung Kwan O Line Southern Extension. And, to match development of new towns in the proposed Northern Metropolis, the MTR has kicked off studies on the proposal to build two new railways Northern Link (NOL) Eastern Extension and Northeast New Territories Line.
- Smart and Green Mass Transit Systems The Government has invited suppliers and operators to study and build three smart and green mass transit systems for the East Kowloon and Kai Tak projects, and the Hung Shui Kiu/Ha Tsuen projects.

- Airport Development The Hong Kong Government has also been working with the Airport Authority Hong Kong to realise the "Airport City" vision, turning Lantau into an Aerotropolis connecting the Greater Bay Area with the world. On top of a new hotel and three Grade-A office towers completed, 11 SKIES, an integrating retail, dining and entertainment facilities will open in the second half of 2025. New projects including an ecosystem for the art industry, AsiaWorld-Expo Phase 2 development, a marina with ancillary facilities and a fresh food market, expected to be completed between 2026 and 2031 will help promote high-end commercial, tourism and leisure activities.
- District Cooling System Using District Cooling Systems ("DCS") is also a government initiative echoing its commitment to low-carbon development. Apart from the additional DCS in the West Kowloon Cultural District, tendering or construction is in progress to provide DCS in new development areas (i.e. Tung Chung East and Kwu Tung North). Such systems will also be available in new development areas including the proposed Northern Metropolis to help reduce energy consumption.
- Convention and Exhibition To ensure Hong Kong's position as a premier venue for large-scale international conventions and exhibitions, the Airport Authority had invited tenders in end 2024 for the AsiaWorld-Expo Phase 2 project (which will include the largest indoor arena with up to 20,000 seats). In addition, the Government will proceed with the Wan Chai North redevelopment project near the Hong Kong Convention and Exhibition Centre a few years from now.
- Sports and Recreational Facilities The Culture, Sports and Tourism Bureau will map out a 10-year development blueprint for 30 sports and recreational facilities, including Hong Kong's second sports park to be developed in Whitehead, Ma On Shan, and large-scale sports and recreation facilities in the proposed Northern Metropolis. The Government will review the redevelopment plan for the Hong Kong Stadium to ensure its synergy with the Kai Tak Sports Park.
- Technology Park and Manufacturing Centre To encourage and enhance Innovation and Technology ("I&T"), the Hong Kong Government is collaborating with Shenzhen to develop the Shenzhen-Hong Kong I&T Co-operation Zone adopting a "one zone, two parks" model. Development of the Hong Kong Park of Hetao Shenzhen-Hong Kong Science and Technology Innovation Co-operation Zone consists of two phases from west to east. Construction of the first three buildings will be completed in phases, starting at the end of 2024. The remaining five buildings will be completed in the coming five years. In addition, the Government will expedite development of the San Tin Technopole in the Northern Metropolis, and work to expand the Science Park and Cyberport will be completed in phases starting in 2025.
- Northern Metropolis The Government has identified three land parcels in the Hung Shui Kiu/Ha Tsuen New Development Areas ("NDA"), Fanling North NDA and San Tin Technopole as pilot sites, which will be granted to successful bidders for collective development of commercial and community facilities. Development plan for the Northern

Metropolis consists of (i) modern logistics clusters in the Hung Shui Kiu/Ha Tsuen NDA; (ii) over 80 hectares of land in Ngau Tam Mei for the Northern Metropolis University Town, the third medical school campus and an integrated medical teaching and research hospital; (iii) the Second Hospital Development Plan such as Ngau Tam Mei Hospital and Hung Shui Kiu Hospital.

- Technology and Operational Efficiency Increasing construction volumes, rising construction costs, an ageing workforce and skilled worker shortage, plus safety-related incidents, many serious, in different large-scale projects in recent years have posed pressure and challenges to the local construction industry. In 2019, the Development Bureau launched the "Construction 2.0" initiative (Innovation, Professionalisation and Revitalisation), which the Group supports. In 2023, the Bureau reviewed the labour shortage situation in the city and introduced the Labour Importation Scheme for the Construction Sector, with the import ceiling set at 12,000. To date, approvals have been given to about 8,000 workers under the Scheme.
- Macau In Macau, there is a constant demand for renovation and improvement works from hotels and casinos in both the Macau Peninsula and Cotai. New projects of The Venetian and Wynn Macau Group will begin in 2025 and 2026. In addition, there is a robust demand for public and private residential housing. And, since the gaming licences of the six major casino operators were renewed in November 2022 for 10 years, development of Galaxy Macau Phase 4 has been underway, and renovation works in existing casinos and hotel areas are also in progress or will begin. In addition, Macau is determined to transform from a gambling-centric economy into a versatile tourism-driven destination. All these factors are expected to create business opportunities for the Group in the coming few years.
- Mainland China The Group has followed a disciplined business development approach focusing on providing E&M services to major property projects of Hong Kong developers and foreign investors. Apart from its two core bases in Beijing and Shanghai, the Group has established presence in other first- and second-tier cities in Mainland China such as Tianjin, Shenyang, Wuhan, Kunming and Hangzhou. Development of the Greater Bay Area will enhance economic and social growth of the 11 cities therein and there are the three rapidly developing Guangdong Pilot Free Trade Zones Hengqin, Qianhai and Nansha, which together will bring new business opportunities to the Group.
- In recent years, the Group has been providing project management services across Mainland China to including an international exhibition centre development in Shenyang, two high-rise building complexes in Tianjin and Guangzhou, and two commercial buildings in Beijing. It firmly believes, boasting high market recognition and strong value-added E&M project management expertise, it will be a preferred partner of foreign and Hong Kong-based developers for high-end projects in Mainland China.
- With a long-standing brand and substantial experience, the Group has maintained the position as one of the leading E&M service companies in Hong Kong and as a capable and trustworthy E&M service partner in Mainland China and Macau.

- On top of having a full range of licences and qualifications and being able to effectively manage tendering risks, the Group's E&M services business has integrated operating and control procedures, a robust network of well-established customers and suppliers, and an experienced and well-trained workforce to support all its operations. These attributes have enabled the business segment to continuously improve operational efficiency and provide the most cost-effective services to clients at optimum prices.
- To cope with corporate clients' and property investors' growing emphasis on sustainability and environmental, social responsibility and governance, the Group's E&M services business remains committed to helping build a greener future via optimising designs and exploring relevant innovative methods. At project level, green building principles are applied in using building services equipment to reduce energy usage, carbon emissions and construction wastes, which green building designs, MiC, MiMEP, DfMA are adopted.
- To boost operational efficiency and its project management capabilities, the Group has invested in innovative construction technologies such as BIM, Digital Works Supervision System ("DWSS"), modularisation and prefabrication, Robotic Total Solution and Sky Drilling Machine, 3D laser scanning and mobile Apps solutions, etc.
- In addition, senior executives of the E&M services business hold key roles in leading industry organisations, including the Construction Industry Council, and such professional institutions as The Hong Kong Institution of Engineers and trade/industry associations including The Hong Kong Federation of Electrical and Mechanical Contractors Limited. Apart from strengthening its brand visibility, these involvements speak volumes to the commitment of the Group to professionalism and keeping pace with development of the modern construction industry.

#### Conclusion

Despite facing various challenges and difficulties, the Group's operations remained stable during the Period. Going forward, the Group will strive to maintain a strong financial position to ensure it is ready to grasp new business opportunities when they arise. We are confident in striving for continuous growth.

#### INTERIM DIVIDEND

The Board has resolved to declare the payment of an interim dividend of HK21.1 cents (Six months ended 31 December 2023: HK22.4 cents) per ordinary share to the ordinary shareholders of the Company for the six months ended 31 December 2024. The interim dividend will be paid in cash to shareholders whose names appear on the register of ordinary shareholders of the Company at the close of business on Tuesday, 18 March 2025. It is expected that the dividend warrants will be posted to shareholders on or about Friday, 28 March 2025.

## CLOSURE OF REGISTER OF ORDINARY SHAREHOLDERS

For the purpose of determining shareholders' entitlement to the interim dividend, the register of ordinary shareholders of the Company will be closed. Details of such closure are set out below:

Ex-dividend date 13 March 2025

Latest time to lodge transfer documents for registration 4:30 pm on 14 March 2025

Closure of register of ordinary shareholders 17 and 18 March 2025

Record date 18 March 2025

Interim dividend payment date on or about 28 March 2025

During the above closure period, no transfer of ordinary shares will be registered. In order to qualify for the interim dividend, all properly completed transfer forms accompanied by the relevant share certificates must be lodged for registration with the Company's branch share registrar and transfer office, Tricor Investor Services Limited, at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong no later than the latest time specified above.

## COMPLIANCE WITH CORPORATE GOVERNANCE CODE

The Company is committed to maintaining high standards of corporate governance to safeguard the interests of shareholders and enhance corporate value of the Group. Throughout the six months ended 31 December 2024, the Company had complied with all the code provisions set out in the Corporate Governance Code contained in Appendix C1 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, with the exception of code provision F.2.2.

Code provision F.2.2 requires the chairman of the board to attend the annual general meeting. Both Dr. Cheng Kar Shun, Henry and Mr. Doo Wai Hoi, William, Chairmen of the Board, were unable to attend the annual general meeting of the Company held on 25 November 2024 (the "2024 AGM") due to their prior commitment to other important engagements. Mr. Lam Wai Hon, Patrick, alternate director to Dr. Cheng Kar Shun, Henry, together with other members of the Board who attended the 2024 AGM, were of sufficient caliber for answering questions at the 2024 AGM.

## 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 four independent non-executive directors of the Company. The Audit Committee has reviewed the Group's unaudited condensed consolidated interim financial statements for the six months ended 31 December 2024 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 31 December 2024 have been reviewed by the Company's external auditors, PricewaterhouseCoopers, 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 has purchased, sold or redeemed any of the Company's listed securities during the six months ended 31 December 2024.

On behalf of the Board of FSE Lifestyle Services Limited Lam Wai Hon, Patrick

Executive Vice-Chairman and Chief Executive Officer

Hong Kong, 27 February 2025

As at the date of this announcement, the Board comprises Dr. Cheng Kar Shun, Henry (Chairman) as non-executive director, Mr. Doo Wai Hoi, William (Chairman), Mr. Lam Wai Hon, Patrick (Executive Vice-Chairman and Chief Executive Officer) (also acts as alternate director to Dr. Cheng Kar Shun, Henry), Mr. Doo William Junior Guilherme, Mr. Lee Kwok Bong, Mr. Soon Kweong Wah, Mr. Wong Shu Hung and Dr. Cheng Chun Fai as executive directors, Mr. Poon Lock Kee, Rocky as non-executive director, Mr. Kwong Che Keung, Gordon, Mr. Hui Chiu Chung, Stephen, Mr. Lee Kwan Hung, Eddie, Dr. Tong Yuk Lun, Paul and Ms. Leung Wan Chong Christine as independent non-executive directors.