



豐盛生活服務有限公司
FSE LIFESTYLE SERVICES LIMITED

Property & Facility
Management Services



City Essential Services



E&M Services



FY2023 ANNUAL RESULTS
Year Ended 30 June 2023

ANALYST PRESENTATION

Sep 2023

豐盛生活
生活豐盛



Business Segments



FSE Lifestyle Services Limited (Stock code: 331)

100%

100%

100%



Property & Facility Management Services

(Property & Facility Management Services, and Sales & Leasing)



Urban



Kiu Lok



International Property Management



City Essential Services

(Cleaning & Pest Control)



Waihong

(Technical Support & Maintenance)



Far East



Turning Technical

(Security Guarding & Event Services)



General Security



Perfect Event Services

(Insurance Solutions)



Nova

(Environmental Solutions)



FSE Environmental Solutions



E&M Services

(E&M Engineering Services)



FSE Engineering
Majestic Engineering
Young's Engineering



Established Market Position

Property & Facility Management

- Property Management ^(Note 1)



City Essential

- Environmental Hygiene



- Security Guarding



- Insurance Brokerage ^(Note 2)



E&M

- E&M ^(Note 3)



Note 1 : Ranking among independent players excluding developer's management companies: Rank No.1 residential by units, Rank No.2 non-residential by area, Rank No.1 car park by units

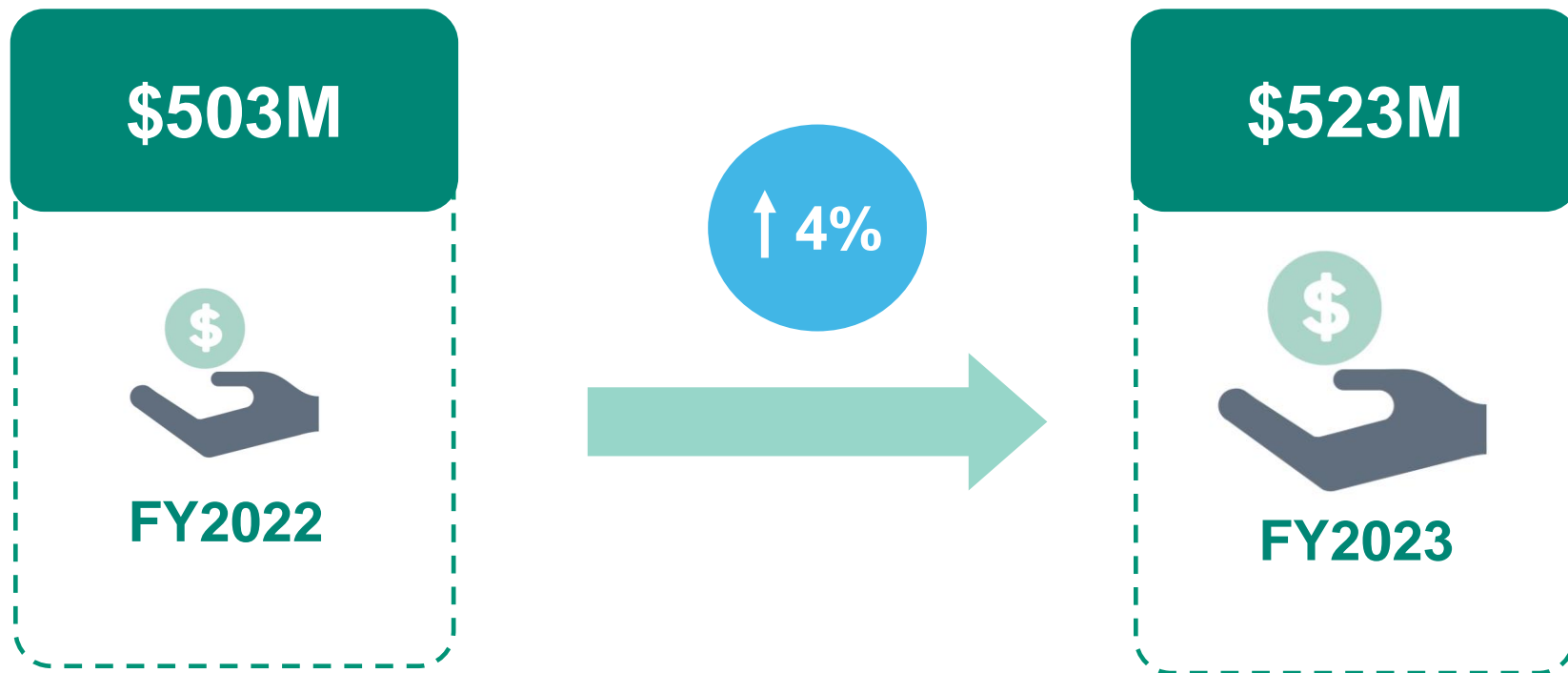
Note 2 : Largest local insurance broker in Hong Kong

Note 3 : Including technical support, maintenance services and environmental solutions (excluding landscaping services)

Source : Frost & Sullivan September 2023



Reported Earnings



Total dividend per share \$0.458* and a dividend payout ratio 40%

* Final : \$0.213 per share

Interim : \$0.245 per share



Core Earnings

\$415M



FY2022



Excluding government grants \$88M

↑ 8%



\$446M



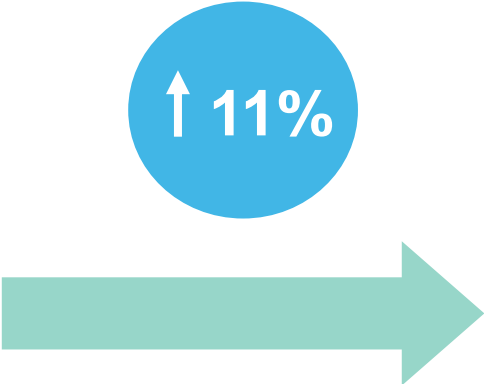
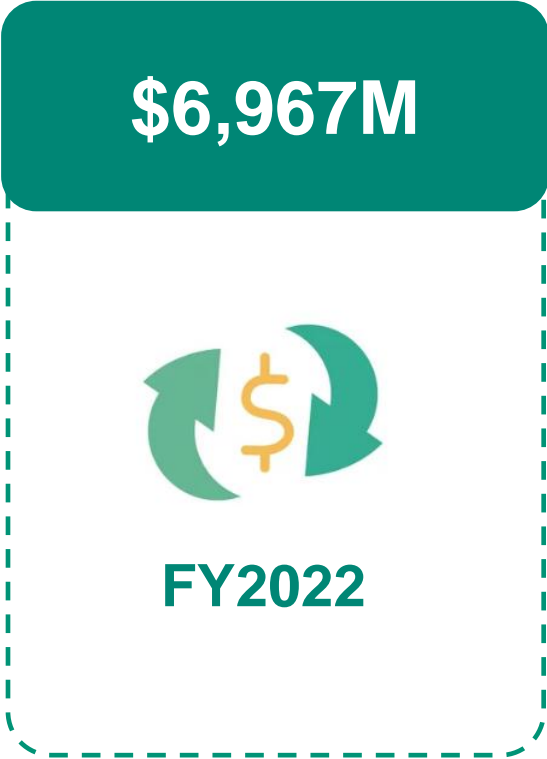
FY2023



Excluding government grants \$77M

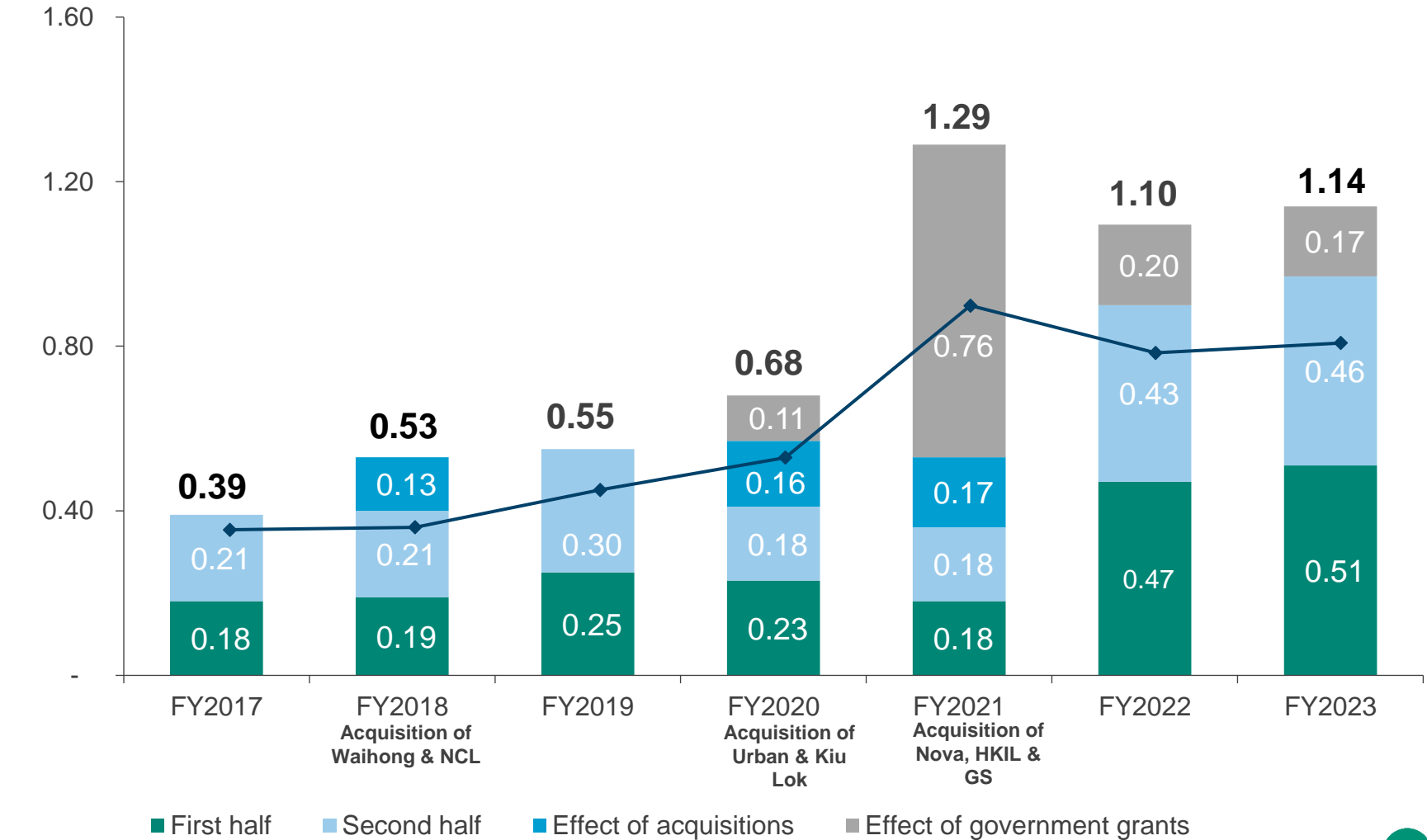


Group turnover



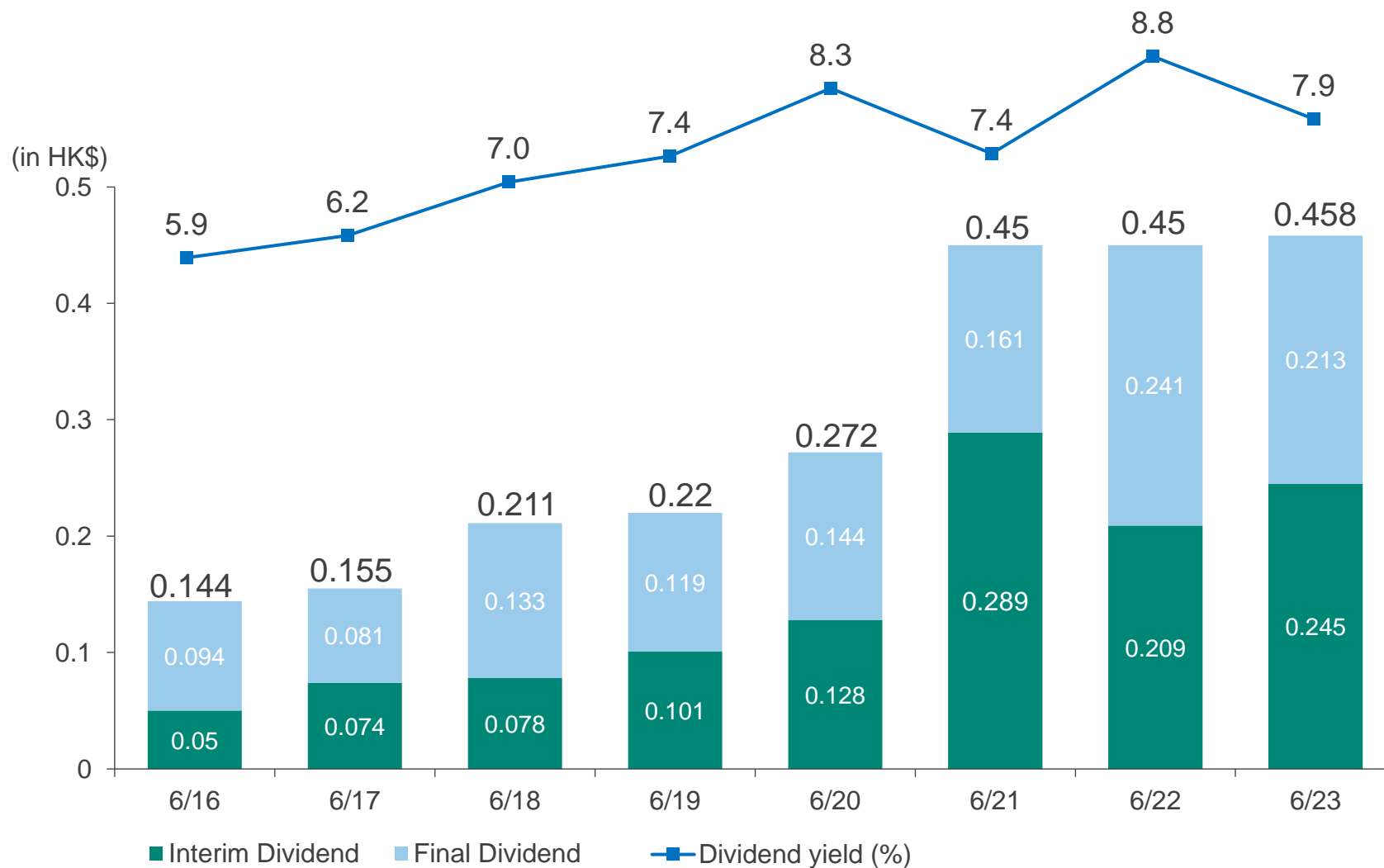
20% CAGR EPS FY2017-23 (Reported)

(in HK\$)

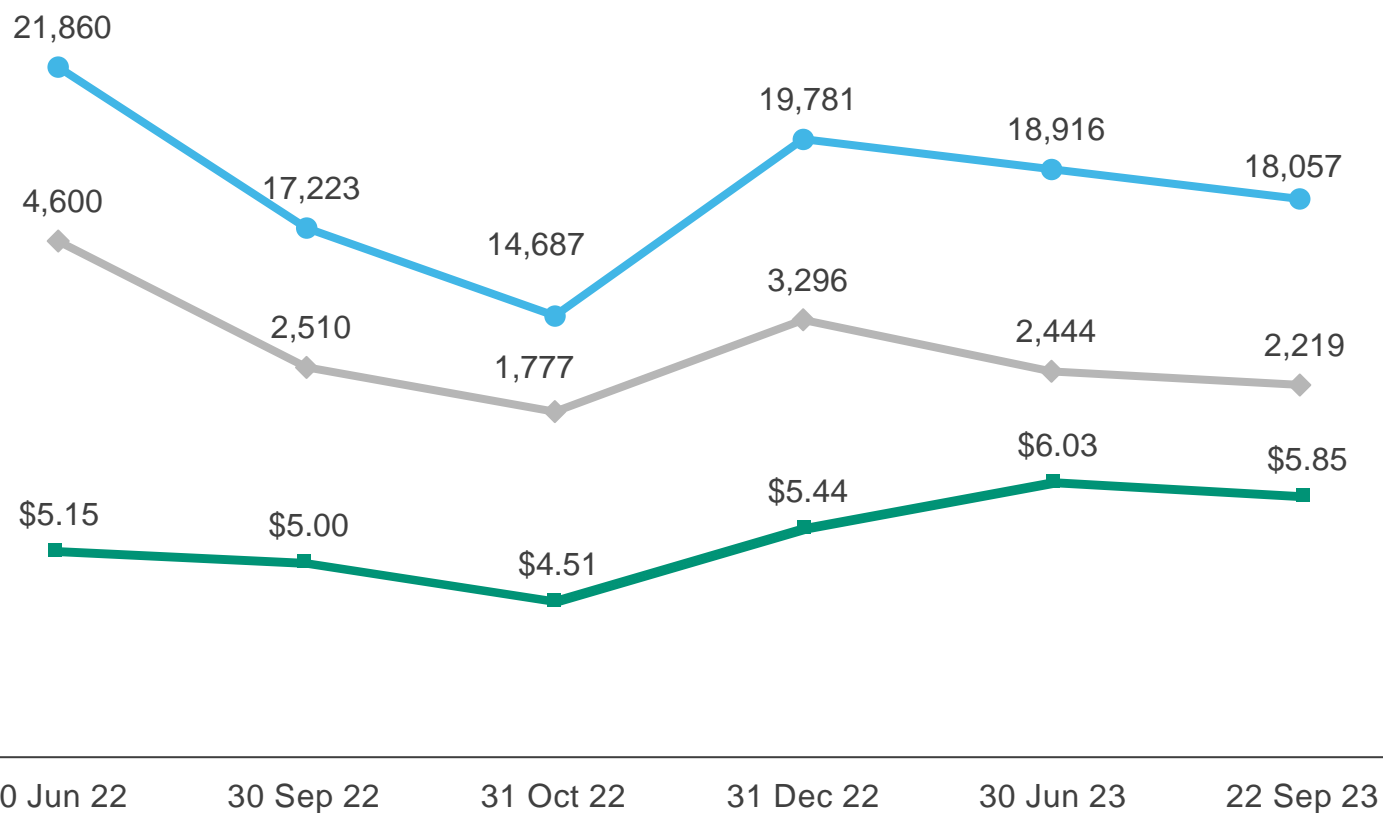


Higher Return to Shareholders

Total dividend per share since IPO \$2.36, representing 86% of IPO price



FSE Lifestyle outperformed HSI (Hang Seng Index) and HSPSMI (Hang Seng Property Service and Management Index)



↓ 17%
(恒生指數)

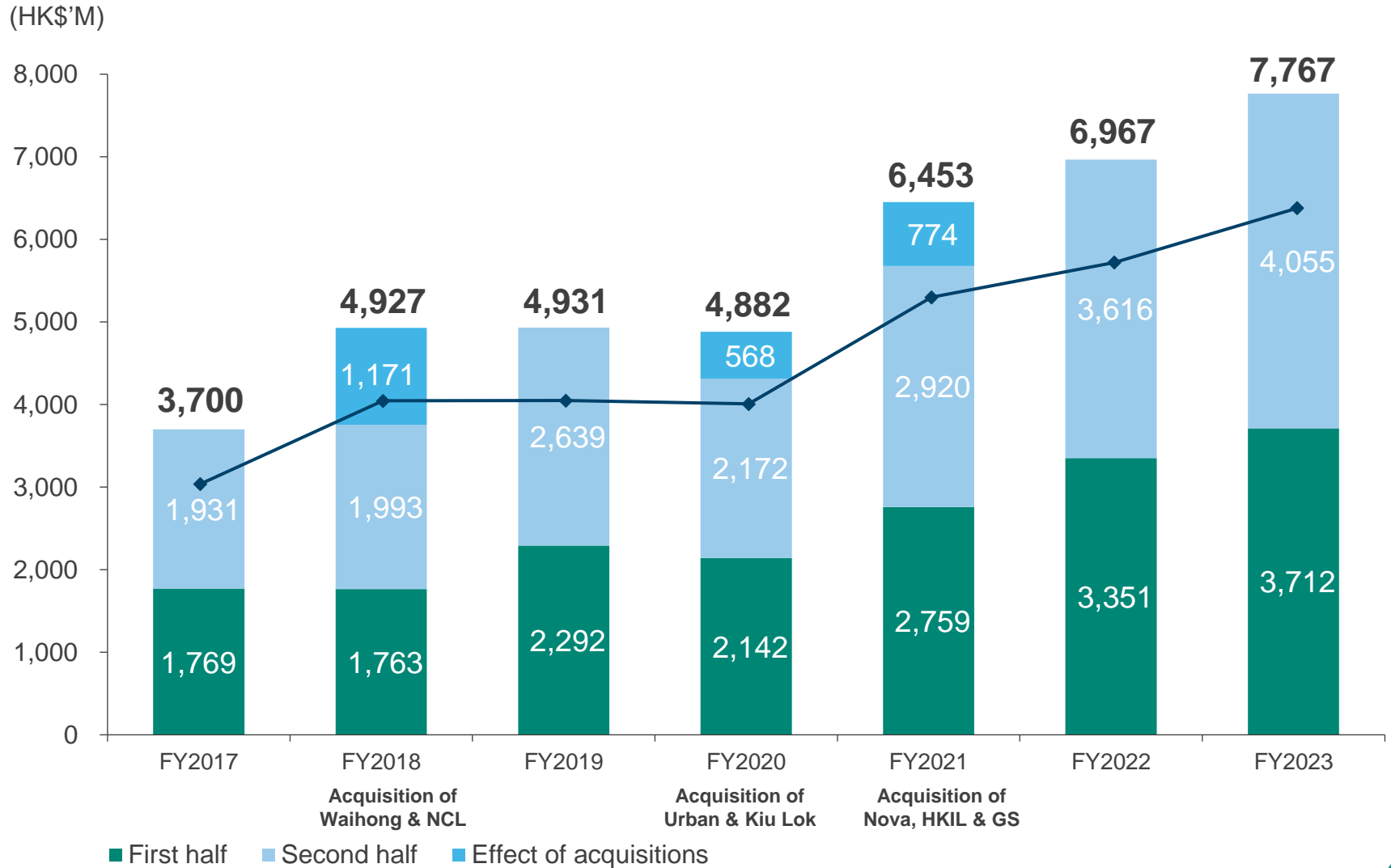
↓ 52%
(恒生物業服務及管理指數)

↑ 14%
(豐盛生活服務)

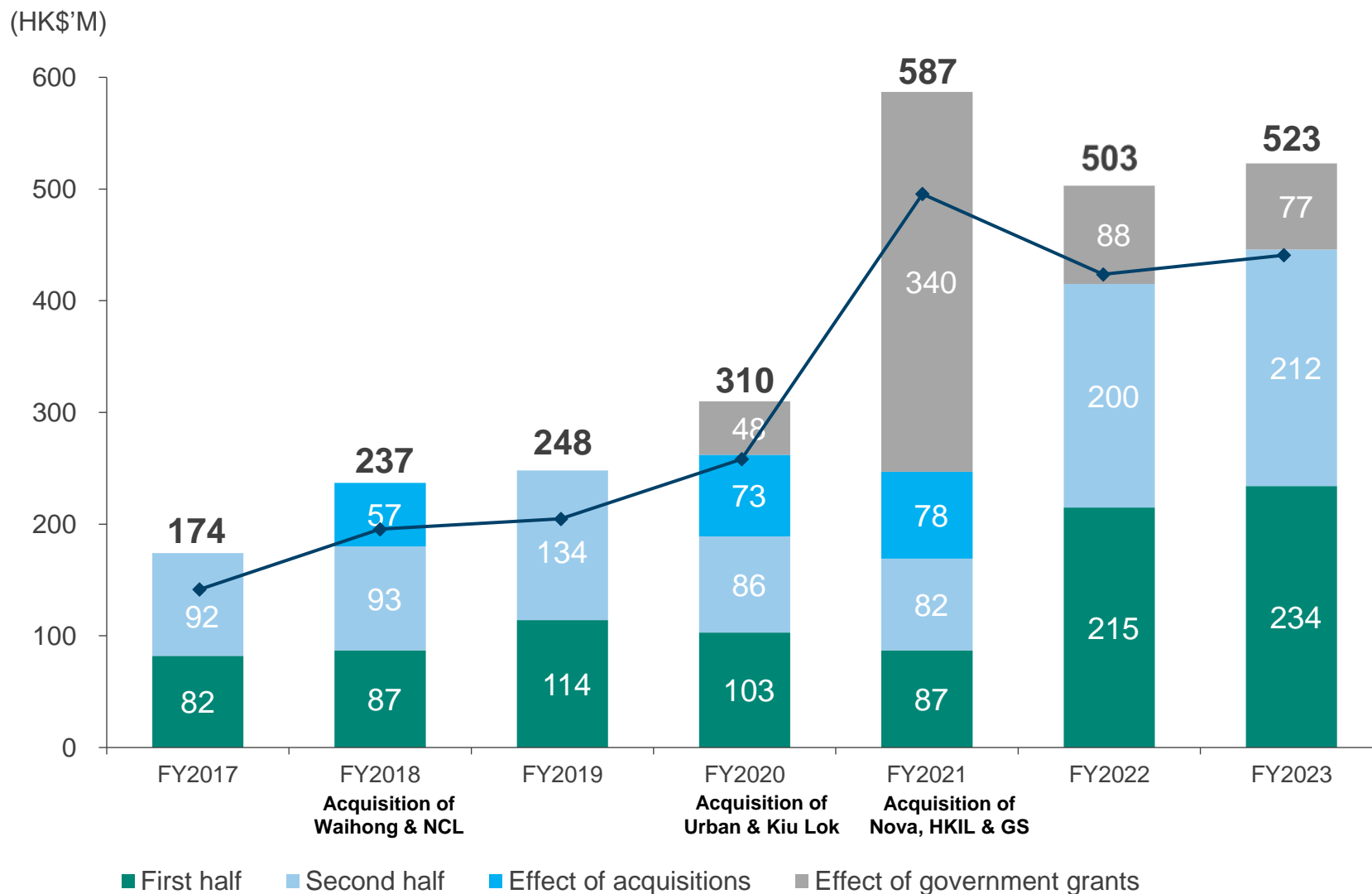
● 恒生指數 ● 恒生物業服務及管理指數 ■ 豐盛生活服務股價



13% CAGR Turnover FY2017-23 (Reported)

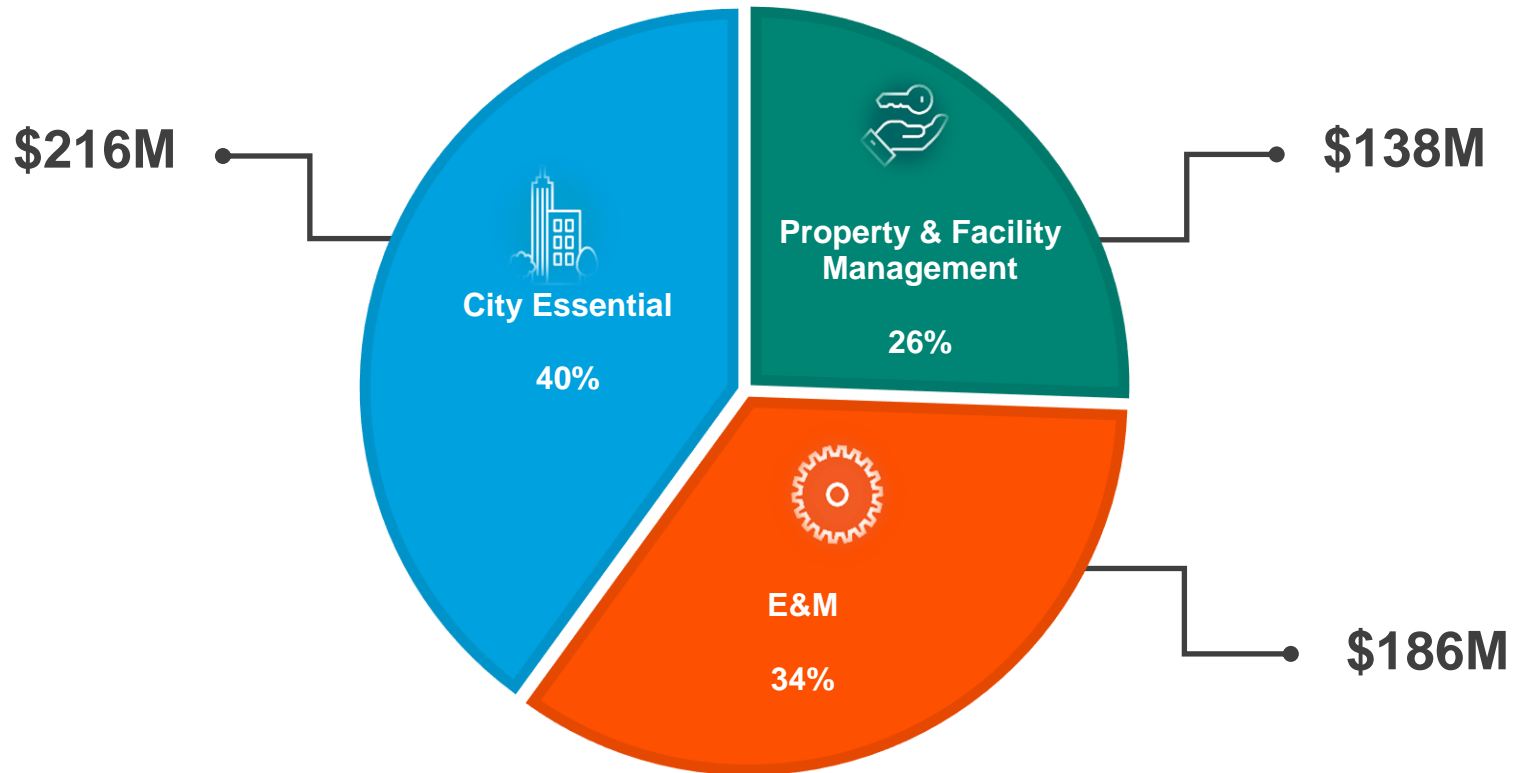


20% CAGR Profit FY2017-23 (Reported)



Segment AOP* – FY2023

Non-E&M Recurring Businesses remain solid, contribute 66% AOP and growing



* Based on Net Profit including government grants but excluding unallocated corporate expenses





Property & Facility Management

Property & Facility Management – Urban

Property Management – IPM

Property Management and Sales & Leasing – Kiu Lok



Over 300 property and facility management contracts



Government Property Agency



One Beacon Hill



K11 Masterpiece



EcoPark





Property & Facility Management

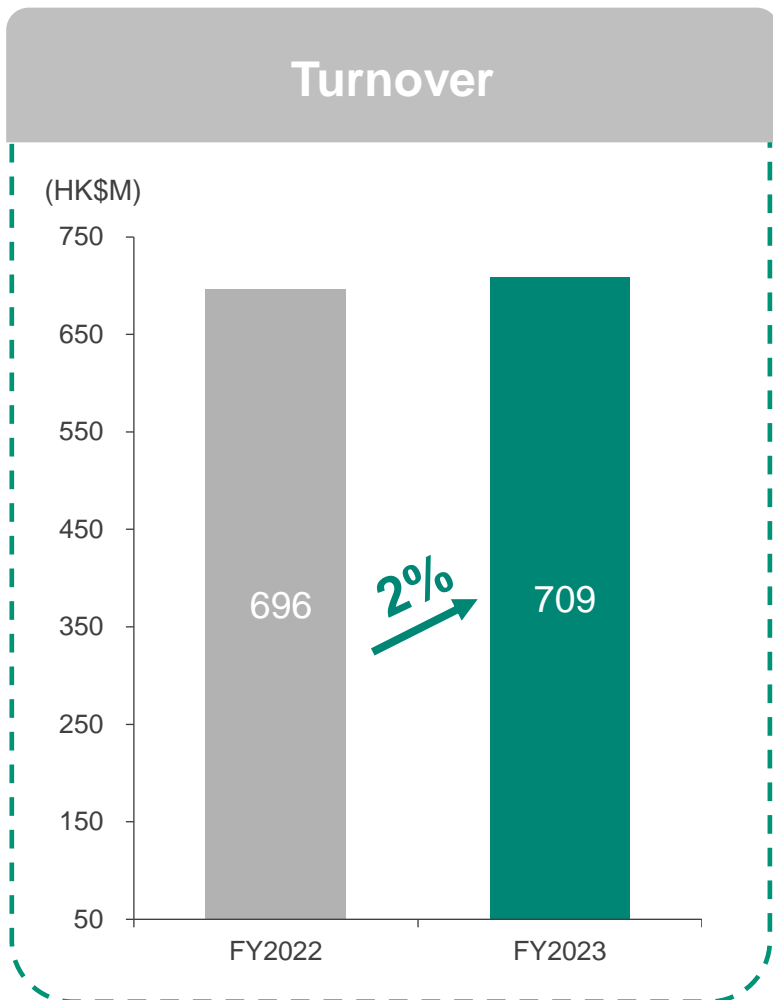
Property & Facility Management – Urban

Property Management – IPM

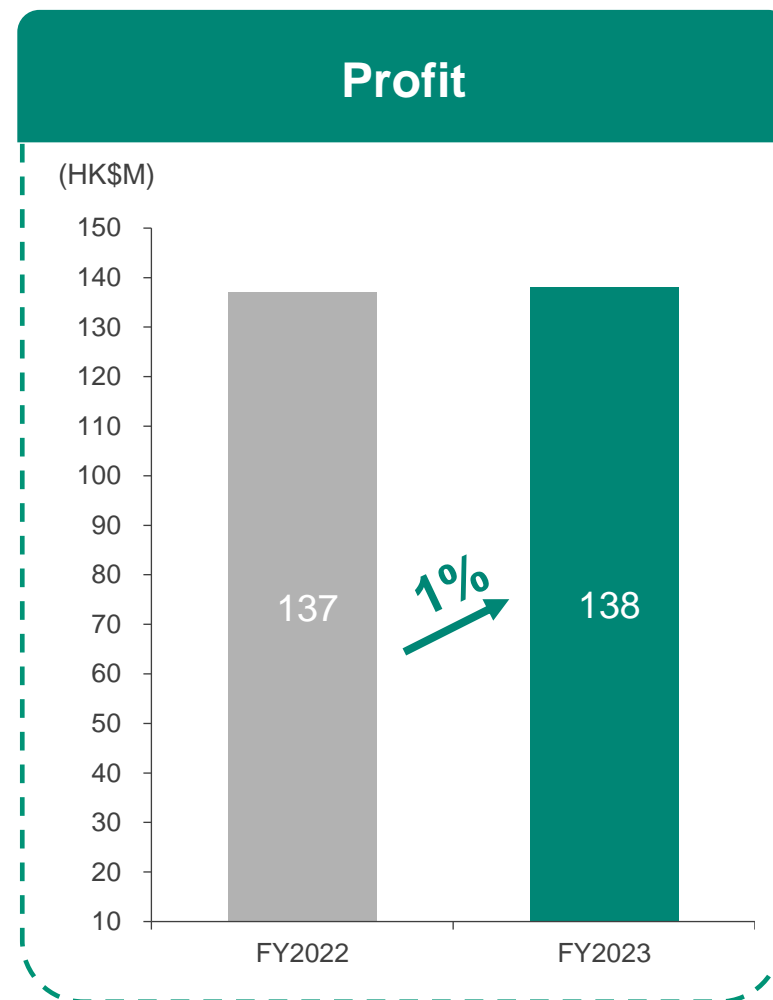
Property Management and Sales & Leasing – Kiu Lok



Turnover



Profit





City Essential Services

(i) Cleaning & Pest Control - Waihong



Over **310** cleaning service contracts



Express Rail Link –
West Kowloon Station



Hong Kong Airport



Hong Kong Disneyland



K11 MUSEA



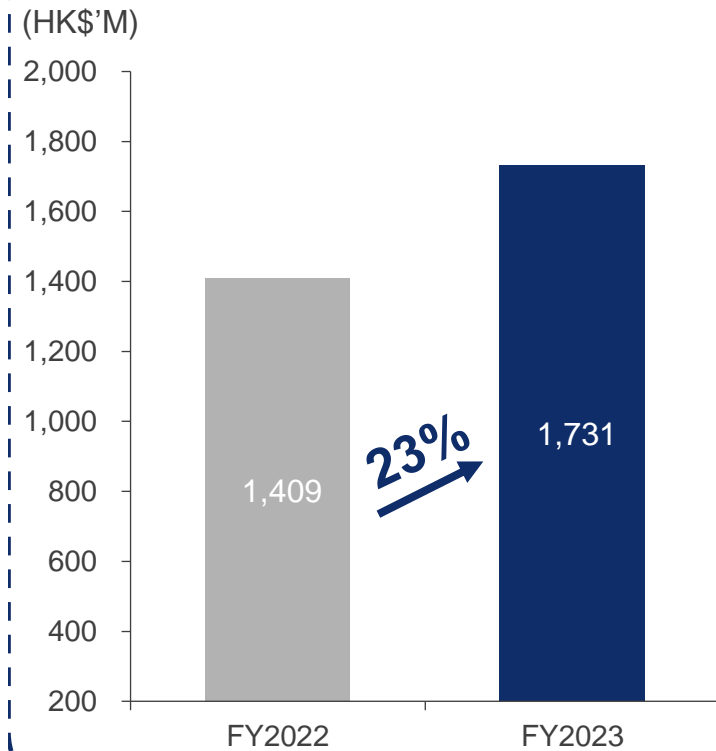


City Essential Services

(i) Cleaning & Pest Control - Waihong



Turnover



Leisure and Cultural Services Department



LINK Properties





City Essential Services

(ii) Technical Support & Maintenance - Far East/Turning



Over **2,500** technical support and maintenance service contracts



Lee Garden



Link's shopping malls



Four Seasons, Macao

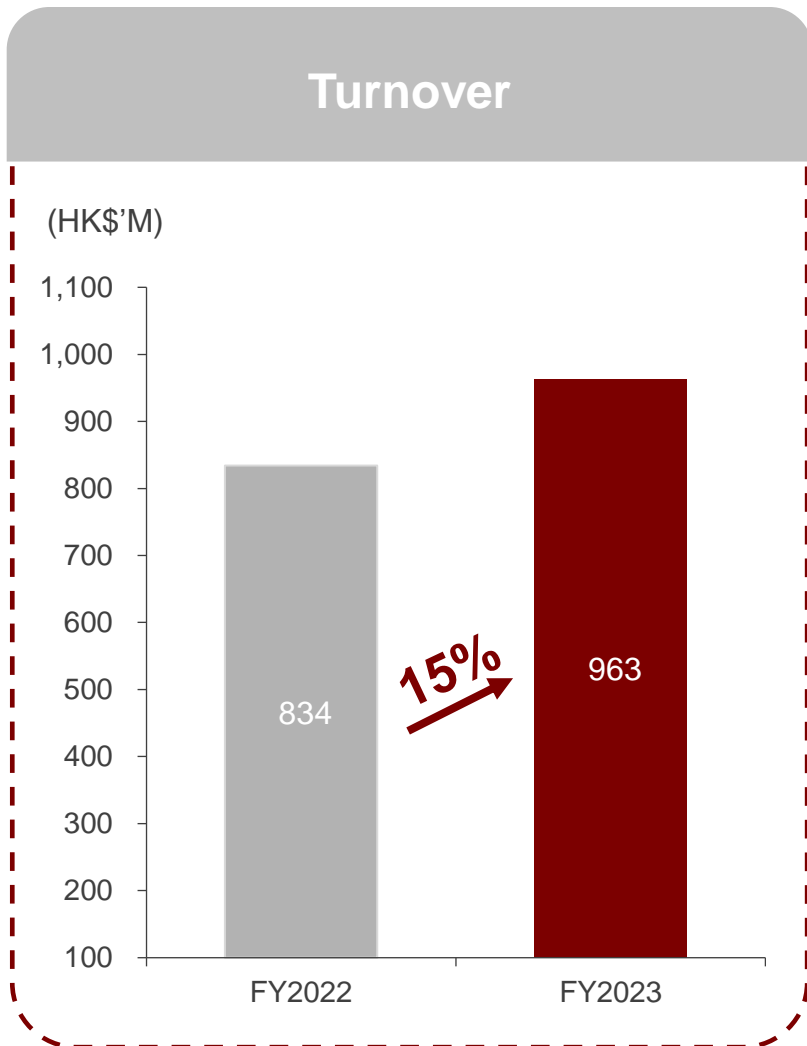


EMSD



City Essential Services

(ii) Technical Support & Maintenance - Far East/Turning



EMSD



HKCEC





City Essential Services

(iii) Security Guarding & Event Services – General Security/Perfect Event



Over 600 security guarding, systems & technologies and event services contracts



MTR Properties



New World Properties



Kai Tak Sports Park



FSE Related Projects





City Essential Services

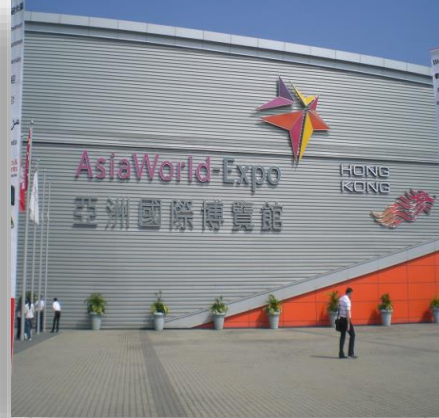
(iii) Security Guarding & Event Services – General Security/Perfect Event



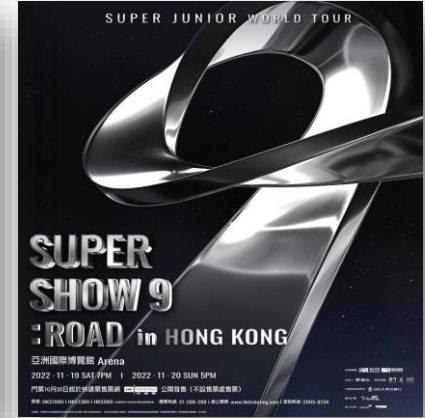
HKJC Racecourses



HKCEC



AsiaWorld-Expo



Music Concerts



Hang Lung Properties



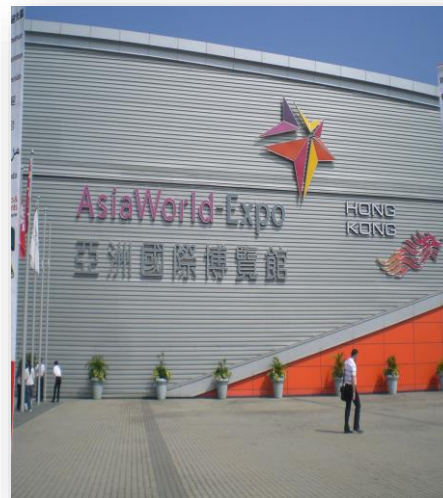
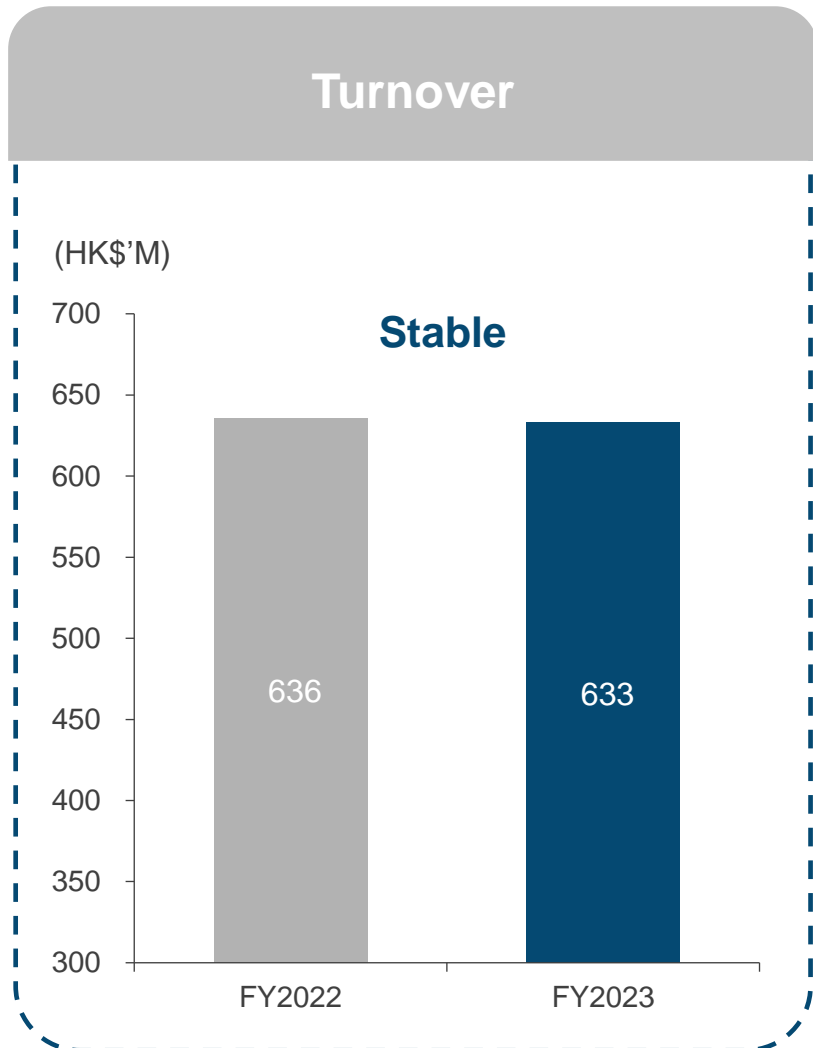
Event Organisers





City Essential Services

(iii) Security Guarding & Event Services – General Security/Perfect Event



AsiaWorld-Expo



HKJC Racecourses





City Essential Services

(iv) Insurance Solutions - NOVA



Over **3,700** insurance solutions contracts



Kai Tak Sports Park



Hung Fook Tong



Expansion Project of the
Legislative Council Complex



Veolia –
NENT Landfill Extension



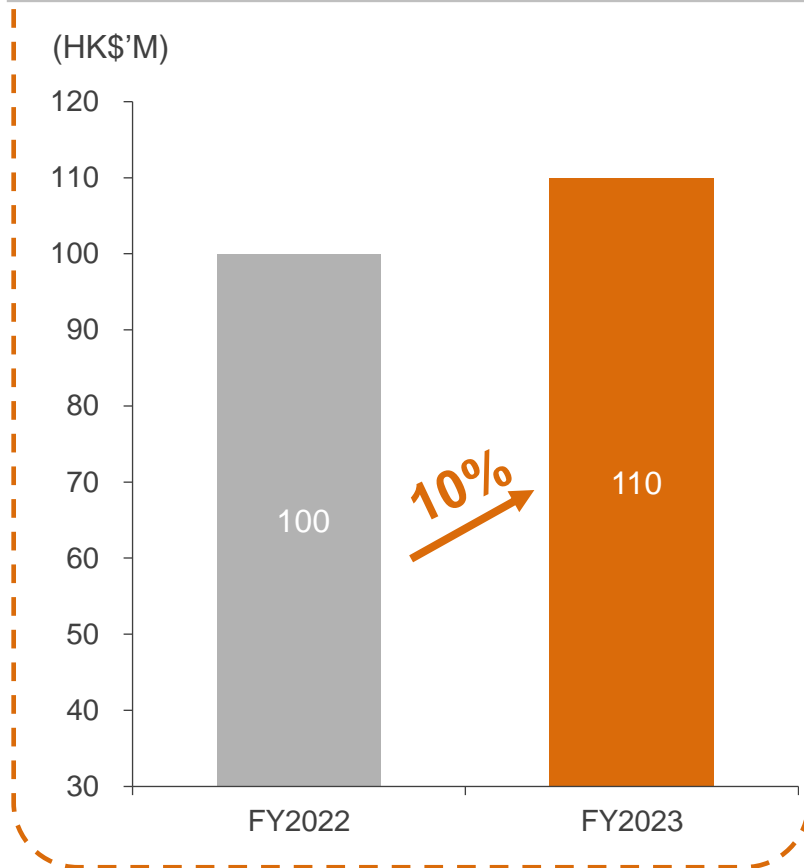


City Essential Services

(iv) Insurance Solutions - NOVA



Turnover



District Court at Caroline Hill Road



Kai Tak New Acute Hospital Site A





City Essential Services

(v) Environmental Solutions – Environment/Smart/Green



Over **1,000** environmental solutions contracts



Kai Tak ADCS Sea Water Electro-chlorination System – Environment Solutions

Kai Tak Sports Park Water Feature System – Environment Solutions

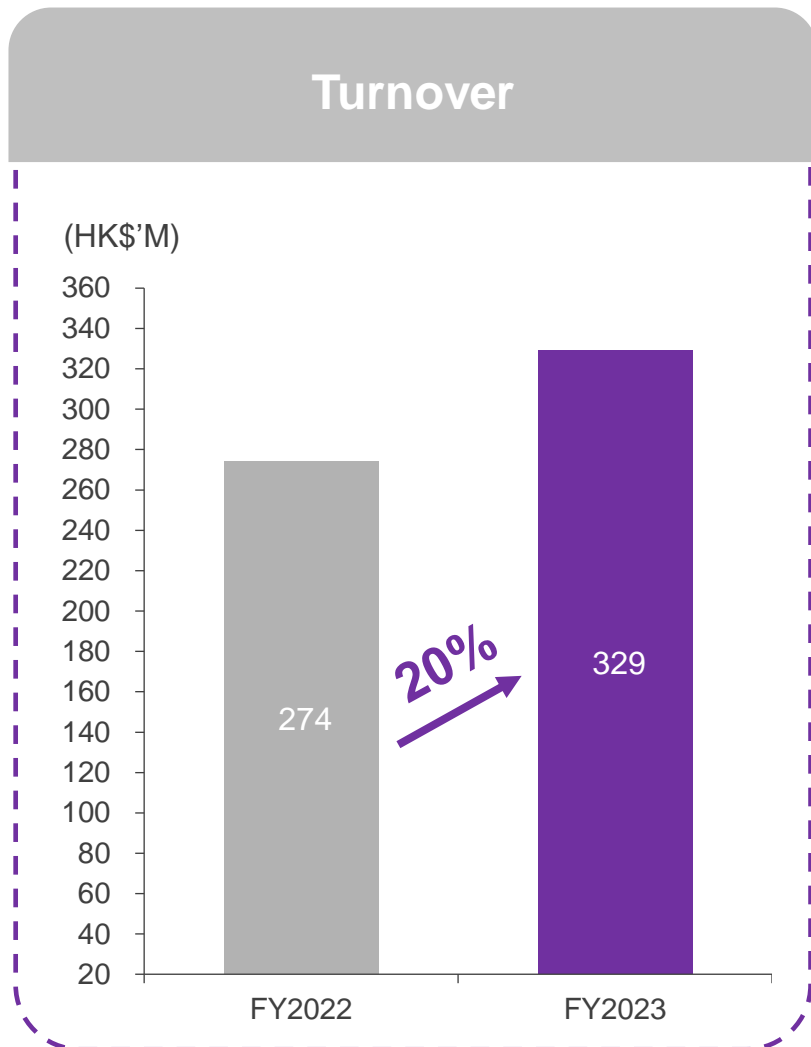
Immigration Headquarters, TKO – Smart Solutions

Diocesan Girl's School – Green Solutions



City Essential Services

(v) Environmental Solutions – Environment/Smart/Green



Advance Manufacturing
Centre, TKO –
Environment Solutions



11 SKIES –
Smart Solutions





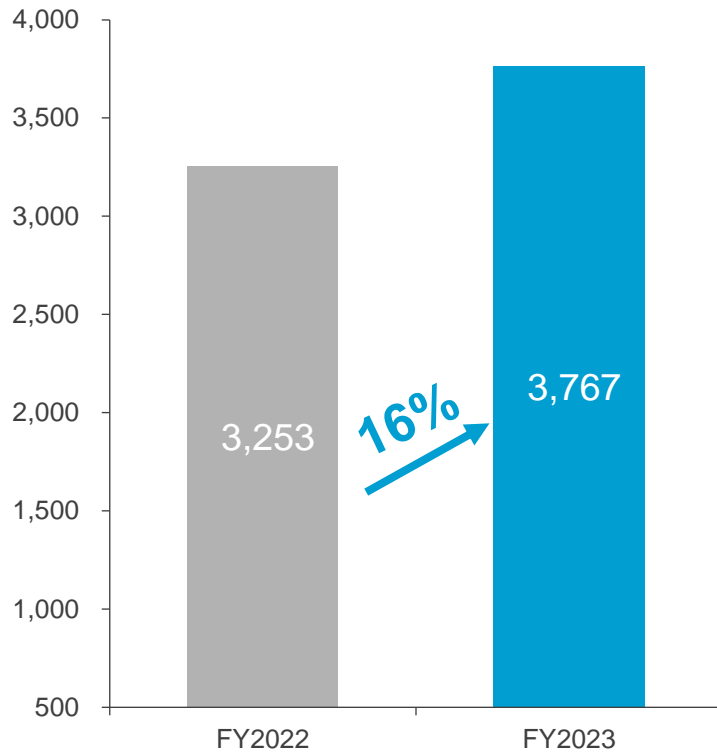
City Essential Services

Segment Highlight



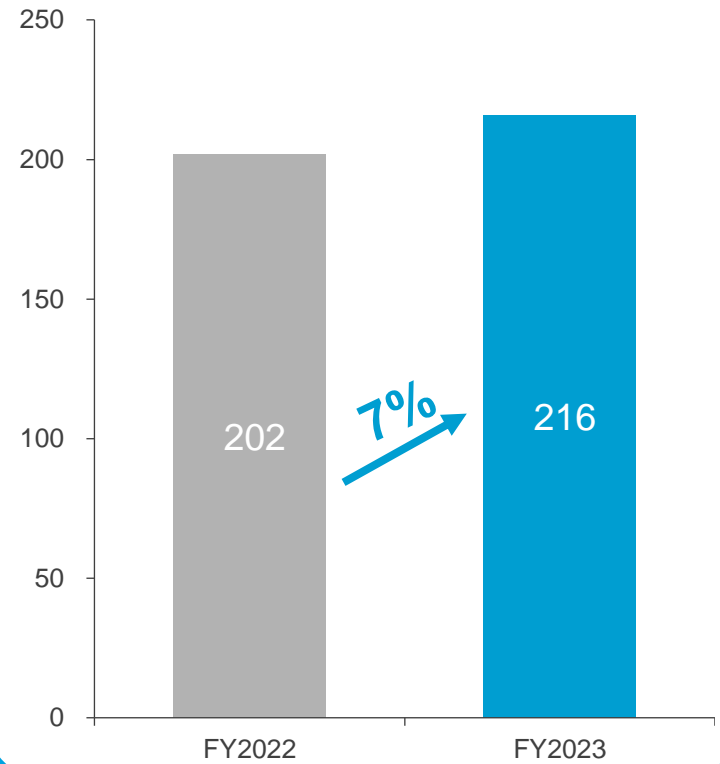
Turnover

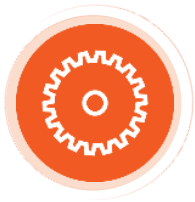
(HK\$'M)



Profit

(HK\$'M)





E&M Services

E&M Engineering Services - FSE Engineering/Majestic/Young's



Over 100 E&M services contracts



Immigration Headquarters,
TKO



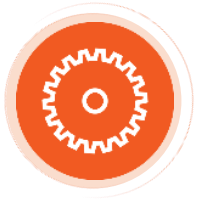
District Court at
Caroline Hill Road



杭州恒隆廣場



寧波新世界廣場

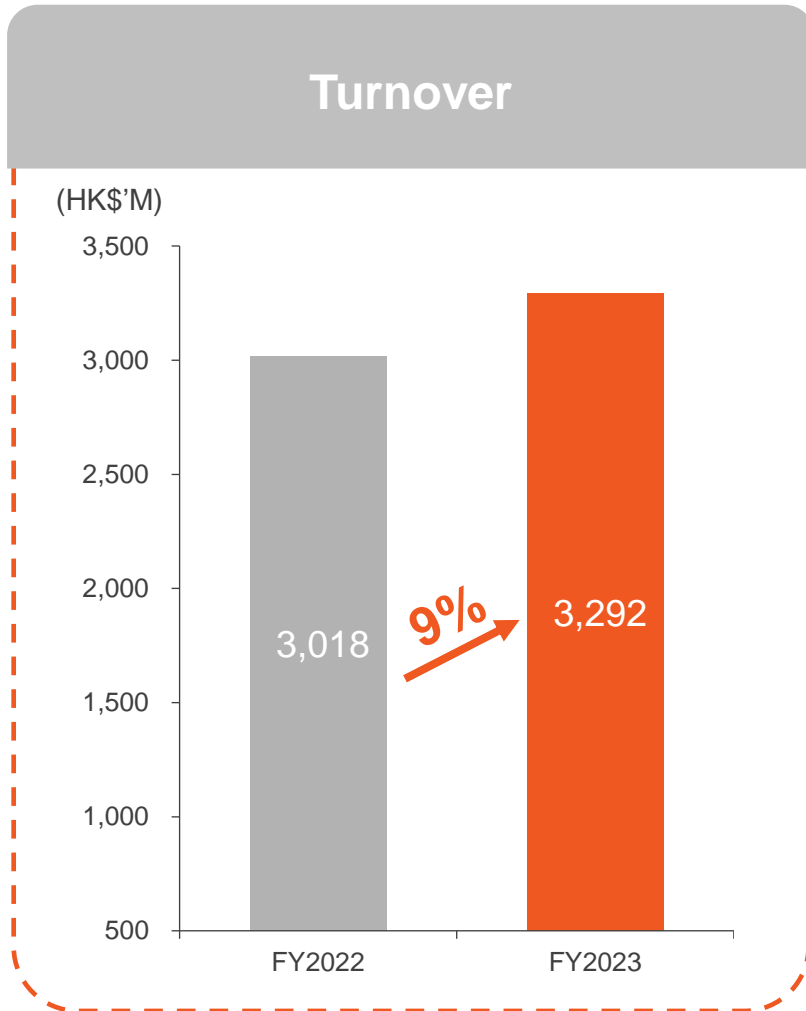


E&M Services

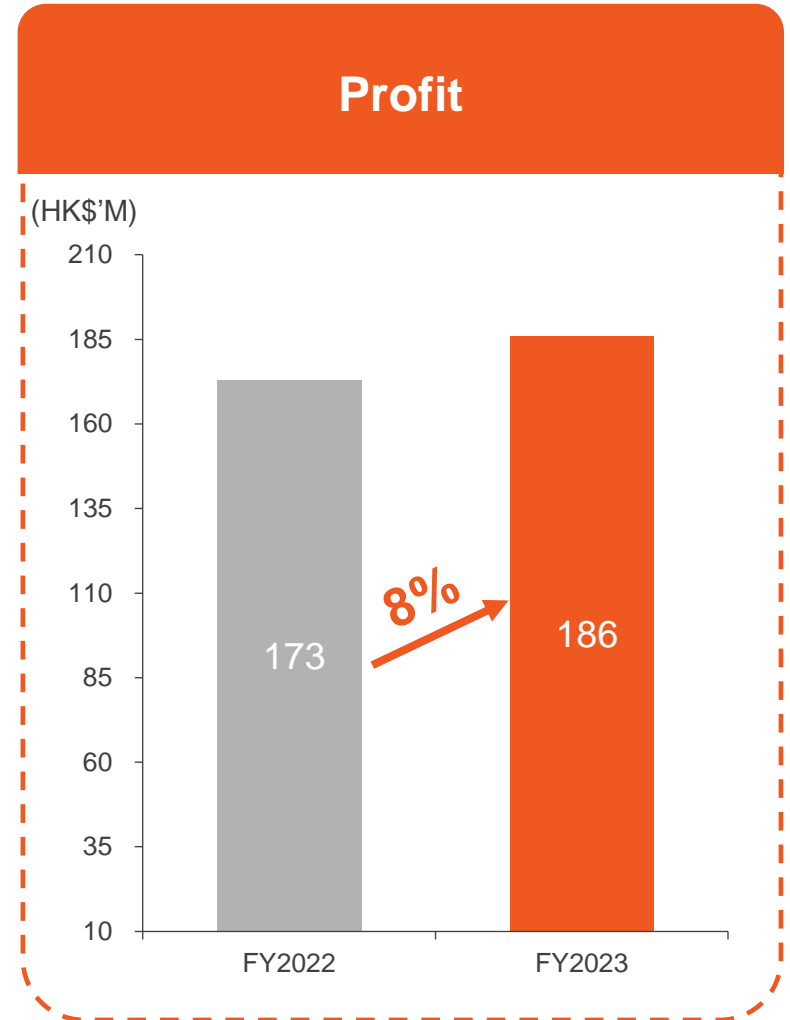
Segment Highlight



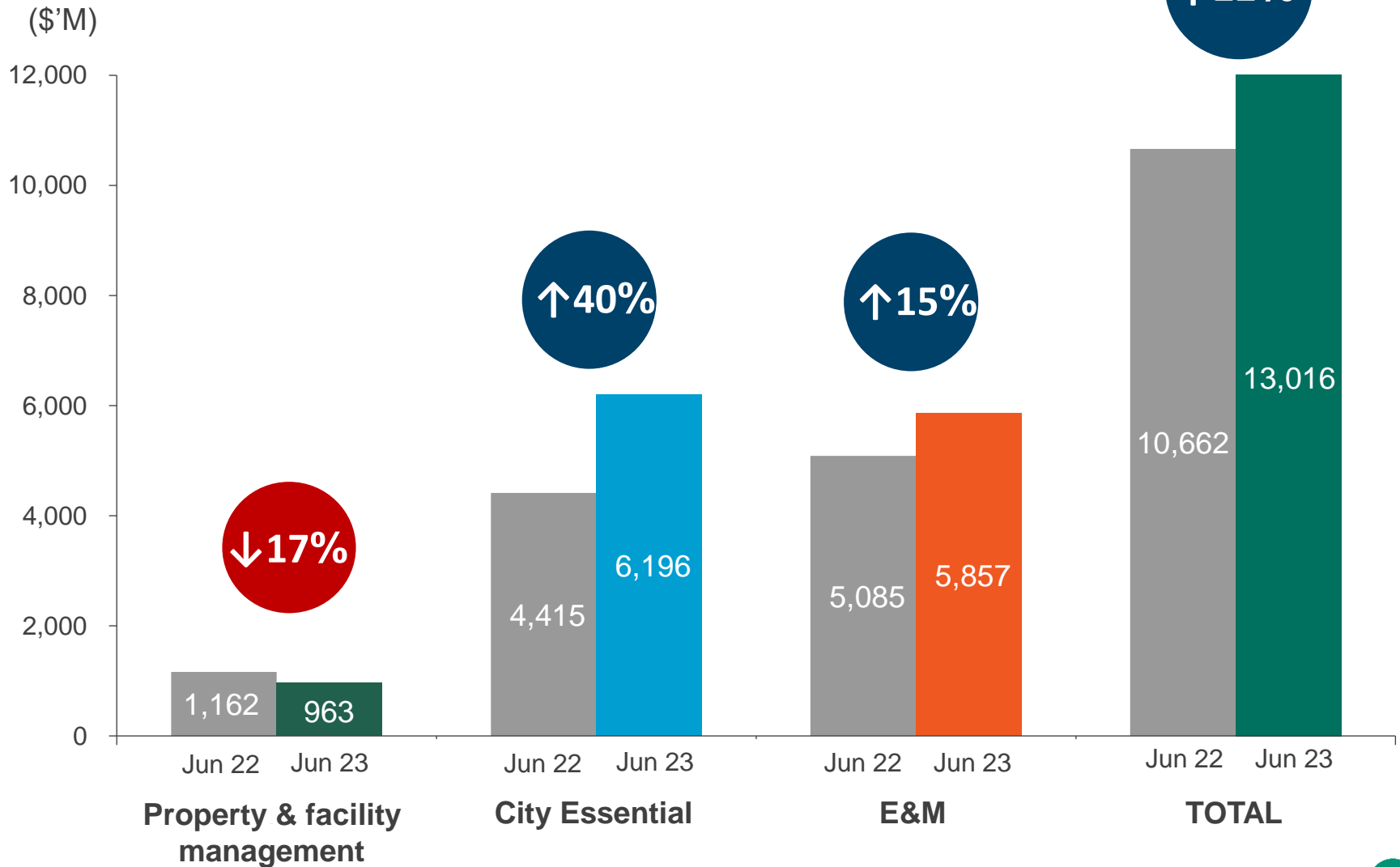
Turnover



Profit



Healthy Remaining Works - With promising organic growth

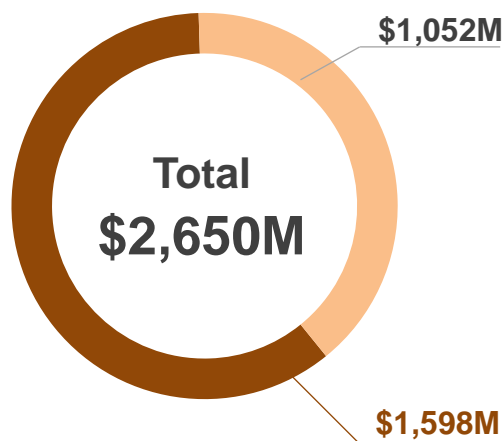


Strong Capital Structure

- With financial flexibility and funding certainty

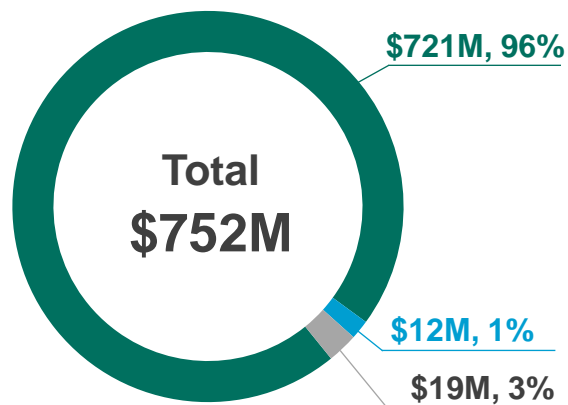
As at 30 June 2023

Banking Facilities



- Unutilised
- Utilised

Cash and Banks



- HKD
- RMB
- Others

Debt Maturity Profile

(in HK\$M)

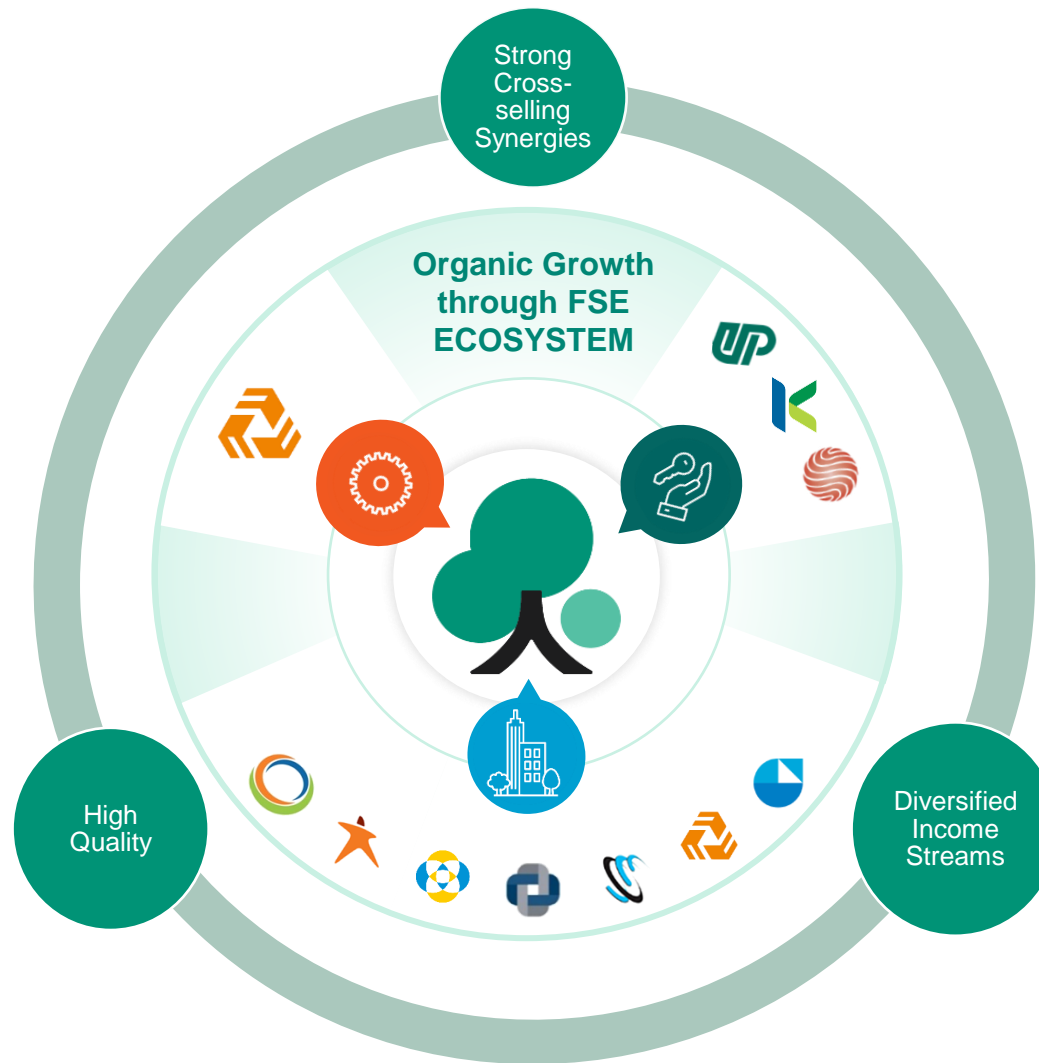


Zero net gearing ratio



FSE Ecosystem (Multi Service Lines)

- With strong cross-selling to drive growth



Why Invest In FSE Lifestyle?

- Continuous return to shareholders with quality development



Strong Financial Growth and Contract Portfolio

- Core Earnings ↑35% in FY2022 ; ↑8% in FY2023
- New contract award \$8.7b ↑55%
- Strong order book \$23b ↑24%
- Remaining works \$13b ↑22%



High Dividend Yield, Consistent dividend policy

- 7.9% yield
- Outperformed HSI and HSPSMI in the past year



Strong Governance & Capital Management

- High caliber management team
- Effective ESG stewardship
- Zero net gearing
- Ample facilities and liquidity, low funding costs



豐盛生活 生活豐盛

每日為香港各大企業和市民提供優質及專業的一站式綜合管理服務
提供全方位服務 同創建美好未來

Q&A



豐盛生活服務有限公司
FSE LIFESTYLE SERVICES LIMITED
(香港上市股份編號：331)

www.fse.com.hk



富城物業管理



僑樂服務管理



國際物業管理



遠東工程服務



通力技術服務



豐盛環保服務



大眾安全警衛



普翔項目服務



新域保險顧問



惠康環境服務



豐盛機電工程