

*Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.*



## **New Hope Service Holdings Limited**

### **新希望服務控股有限公司**

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 3658)**

## **ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 DECEMBER 2024**

### **ANNUAL RESULTS HIGHLIGHTS**

For the year ended 31 December 2024, the results of the Group were as follows:

1. The revenue of the Group amounted to RMB1,480.8 million, representing an increase of 17.5% as compared to that of RMB1,260.7 million for the corresponding period of 2023.
2. The revenue of the Group by business segments was as follows:
  - (a) the revenue from property management services amounted to RMB837.5 million, accounting for 56.5% of the total revenue, representing an increase of 29.4% as compared to that of RMB647.0 million for the corresponding period of 2023;
  - (b) the revenue from lifestyle services amounted to RMB355.6 million, accounting for 24.0% of the total revenue, representing an increase of 22.4% as compared to that of RMB290.6 million for the corresponding period of 2023;
  - (c) the revenue from commercial operational services amounted to RMB146.0 million, accounting for 9.9% of the total revenue, representing a decrease of 5.0% as compared to that of RMB153.6 million for the corresponding period of 2023; and
  - (d) the revenue from value-added services to non-property owners amounted to RMB141.7 million, accounting for 9.6% of the total revenue, representing a decrease of 16.4% as compared to that of RMB169.5 million for the corresponding period of 2023.

3. The gross profit was RMB450.0 million, representing an increase of 2.2% as compared to that of RMB440.2 million for the corresponding period of 2023.
4. The profit attributable to the equity shareholders of the Company for the Reporting Period was RMB226.8 million, representing an increase of 5.5% as compared to that of RMB215.0 million for the corresponding period of 2023.
5. For the year ended 31 December 2024, the Group had 256 contracted projects with contracted GFA of 39.0 million sq.m., representing an increase of approximately 2.1% as compared to the corresponding period of 2023. The Group had 242 projects under management with the GFA under management of approximately 35.1 million sq.m., representing an increase of approximately 8.9% as compared to the corresponding period of 2023.
6. The Board recommended to declare a final dividend of RMB0.076 per Share for the year ended 31 December 2024. Together with the interim dividend declared for the six months ended 30 June 2024, the total dividend for the year of 2024 is RMB0.159 per Share, and the full-year dividend payout ratio is 60%.

The board (the “**Board**”) of directors (the “**Directors**”) of New Hope Service Holdings Limited (the “**Company**”) is pleased to announce the audited consolidated results of the Company and its subsidiaries (collectively, “**we**”, “**our**”, or the “**Group**”) for the year ended 31 December 2024 (the “**Reporting Period**”), together with the comparative figures for the corresponding period in 2023, as follows:

# **CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**

*for the year ended 31 December 2024*

*(Expressed in Renminbi (“RMB”))*

		<b>2024</b>	2023
	<i>Note</i>	<b><i>RMB’000</i></b>	<i>RMB’000</i>
<b>Revenue</b>	3	<b>1,480,751</b>	1,260,723
Cost of sales		<u><b>(1,030,709)</b></u>	<u>(820,509)</u>
<b>Gross profit</b>		<b>450,042</b>	440,214
Other net (expenses)/income	4	<b>(4,130)</b>	3,577
Selling expense		<b>(946)</b>	(1,263)
Administrative expenses		<b>(140,235)</b>	(168,472)
Expected credit loss on financial assets		<u><b>(13,689)</b></u>	<u>(6,009)</u>
<b>Profit from operations</b>		<u><b>291,042</b></u>	<u>268,047</u>
Finance expenses		<b>(6,337)</b>	(5,259)
Finance income		<u><b>17,630</b></u>	<u>20,929</u>
Finance income, net	5(a)	<u><b>11,293</b></u>	<u>15,670</u>
Share of profits less losses of associates		<u><b>1,238</b></u>	<u>217</u>
<b>Profit before taxation</b>		<b>303,573</b>	283,934
Income tax	6(a)	<u><b>(47,691)</b></u>	<u>(43,300)</u>
<b>Profit and total comprehensive income for the year</b>		<u><b>255,882</b></u>	<u>240,634</u>
<b>Attributable to:</b>			
Equity shareholders of the Company		<b>226,785</b>	214,967
Non-controlling interests		<u><b>29,097</b></u>	<u>25,667</u>
<b>Profit and total comprehensive income for the year</b>		<u><b>255,882</b></u>	<u>240,634</u>
<b>Earnings per share</b>			
Basic and diluted ( <i>RMB</i> )	7	<u><b>0.279</b></u>	<u>0.264</u>

# **CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

*(Expressed in RMB)*

		At 31 December 2024	At 31 December 2023
	Note	RMB'000	RMB'000
<b>Non-current assets</b>			
Investment properties		118,867	97,129
Goodwill		133,415	133,415
Property and equipment		26,274	15,140
Intangible assets		145,799	137,818
Interests in associates		6,806	4,545
Investments in equity securities		11,118	10,030
Deferred tax assets		11,294	11,406
		<u>453,573</u>	<u>409,483</u>
<b>Current assets</b>			
Inventories		480	366
Trade receivables	8	448,907	317,595
Prepayments, deposits and other Receivables		123,931	87,992
Cash and cash equivalents		1,057,754	1,145,270
		<u>1,631,072</u>	<u>1,551,223</u>
<b>Current liabilities</b>			
Trade payables	9	213,298	194,676
Other payables and accruals		235,326	233,617
Contract liabilities		209,342	194,455
Amount due to related companies		—	4,135
Current taxation		8,919	6,126
Lease liabilities		43,826	11,956
		<u>710,711</u>	<u>644,965</u>
<b>Net current assets</b>		<u>920,361</u>	<u>906,258</u>
<b>Total assets less current liabilities</b>		<u>1,373,934</u>	<u>1,315,741</u>

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION (*continued*)**  
*(Expressed in RMB)*

	At 31 December 2024 <i>Note</i>	At 31 December 2023
	<i>RMB'000</i>	<i>RMB'000</i>
<b>Non-current liabilities</b>		
Lease liabilities	33,563	45,342
Deferred tax liabilities	<u>12,074</u>	<u>13,703</u>
	<u>45,637</u>	<u>59,045</u>
<b>NET ASSETS</b>	<u><b>1,328,297</b></u>	<u><b>1,256,696</b></u>
<b>CAPITAL AND RESERVES</b>		
Share capital	10 6,741	6,741
Reserves	<u>1,238,914</u>	<u>1,153,928</u>
<b>Total equity attributable to equity shareholders of the Company</b>	<b>1,245,655</b>	1,160,669
<b>Non-controlling interests</b>	<u>82,642</u>	<u>96,027</u>
<b>TOTAL EQUITY</b>	<u><b>1,328,297</b></u>	<u><b>1,256,696</b></u>

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

*(Expressed in RMB unless otherwise indicated)*

## 1 CORPORATION INFORMATION

New Hope Service Holdings Limited (the “**Company**”) was incorporated in the Cayman Islands on 5 November 2020 as an exempted company with limited liability under the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands.

The Company and its subsidiaries (together, referred to as “**the Group**”) are principally engaged in property management services, lifestyle services, commercial operational services and value-added services to non-property owners in the People’s Republic of China (the “**PRC**”).

## 2 MATERIAL ACCOUNTING POLICIES

### (a) Statement of compliance

These financial statements have been prepared in accordance with all IFRS Accounting Standards as issued by the International Accounting Standards Board (“**IASB**”). These financial statements also comply with the applicable disclosure requirements of the Hong Kong Companies Ordinance. These financial statements also comply with the applicable disclosure provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”). Material accounting policies adopted by the Group is set out below.

The IASB has issued certain amendments to IFRS Accounting Standards that are first effective or available for early adoption for the current accounting period of the Group. Note 2(c) provides information on any changes in accounting policies resulting from initial application of these developments to the extent that they are relevant to the Group for the current accounting period reflected in these financial statements.

### (b) Basis of preparation of the financial statements

The consolidated financial statements for the year ended 31 December 2024 comprise the Company and its subsidiaries (together referred to as the “**Group**”) and the Group’s interest in associates.

The measurement basis used in the preparation of the financial statements is the historical cost basis except that the following assets and liabilities are stated at their fair value as explained in the accounting policies set out below:

- Investment property, including interests in leasehold buildings held as investment property where the Group is the registered owner of the property interest
- Investments in equity securities

The preparation of financial statements in conformity with IFRS Accounting Standards requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

**(c) Changes in accounting policies**

The Group has applied the following amendments to IFRS Accounting Standards issued by the IASB to these financial statements for the current accounting period:

- Amendments to IAS 1, *Presentation of financial statements — Classification of liabilities as current or non-current* (“**2020 amendments**”) and amendments to IAS 1, *Presentation of financial statements — Non-current liabilities with covenants* (“**2022 amendments**”)
- Amendments to IFRS 16, *Leases — Lease liability in a sale and leaseback*
- Amendments to IAS 7, *Statement of cash flows* and IFRS 7, *Financial instruments: Disclosures — Supplier finance arrangements*

None of these developments have had a material effect on how the Group’s results and financial position for the current or prior periods have been prepared or presented.

The Group has not applied any new standard or interpretation that is not yet effective for the current accounting period.

### **3 REVENUE AND SEGMENT REPORTING**

**(a) Revenue**

The principal activities of the Group are property management services, lifestyle services, commercial operational services and value-added services to non-property owners.

**(i) Disaggregation of revenue**

	<b>2024</b> <b>RMB’000</b>	2023 <b>RMB’000</b>
Revenue from contracts with customers within the scope of IFRS 15		
— Over time	<b>1,198,194</b>	1,027,478
— A point in time	<b>262,685</b>	216,997
Revenue from other sources		
— Rental income from investment properties	<b>19,872</b>	16,248
<b>Total</b>	<b><u>1,480,751</u></b>	<b><u>1,260,723</u></b>

- (ii) Revenue expected to be recognised in the future arising from contracts with customers in existence at the reporting date.

For property management services, commercial operational service and value-added services to non-property owners, the Group recognises revenue when the services are provided on a monthly basis and recognises to which the Group has a right to invoice and that corresponds directly with the value of performance completed. The Group has elected the practical expedient for not to disclose the remaining performance obligations for this type of contracts.

For lifestyle services, there is no significant unsatisfied performance obligation at the end of respective reporting periods.

**(b) Segment reporting**

The Group manages its businesses by divisions, which are organised by a mixture of business lines. In a manner consistent with the way in which information is reported internally to the Group's most senior executive management for the purposes of resource allocation and performance assessment. The accounting policies applied in determining segment revenue and segment results of the operating segments are the same as the Group's accounting policies. Segment results represent the profit earned by each segment without allocation of central administrative costs. The chief operating decision maker ("CODM") considers the Group has four operating and reportable segments which are based on the internal organisation and reporting structure. This is the basis upon which the Group is organised.

The Group's operating and reportable segments are as follows:

- Property management services: this segment provides property management services to residential properties, commercial properties and other types of non-residential properties.
- Lifestyle services: this segment provides community operation services and community asset management services and online and offline retail services and catering services and marketing consultancy services and community space operational services.
- Commercial operational services: this segment provides market research and positioning and tenant sourcing services and commercial operation services and commercial properties leasing.
- Value-added services to non-property owners: this segment provides value-added services to non-property owners, including preliminary planning, design consultancy and pre-delivery services and sales office management.

Revenue and expenses are allocated to the reportable segments with reference to sales generated by those segments and the expenses incurred by those segments or which otherwise arise from the depreciation or amortisation of assets attributable to those segments. Central administrative expenses or assistance provided by one segment to the other, including sharing of assets and technical know-how, is not measure in respective operating segment.

The measure used for reporting segment profit is gross profit.



No analysis of segment assets and segment liabilities is presented as this information is not regularly provided to the CODM for review.

The following is an analysis of the Group's revenue and results by operating and reportable segment:

	Property management services <i>RMB'000</i>	Lifestyle services <i>RMB'000</i>	Commercial operational services <i>RMB'000</i>	Value-added services to non-property owners <i>RMB'000</i>	Total <i>RMB'000</i>
<b>Year ended 31 December 2024</b>					
Segment revenue	<u>837,450</u>	<u>355,642</u>	<u>145,970</u>	<u>141,689</u>	<u>1,480,751</u>
Segment gross profits	<u>203,992</u>	<u>117,665</u>	<u>83,526</u>	<u>44,859</u>	<u>450,042</u>
Central administrative costs					<u>(146,469)</u>
Profit before taxation					<u>303,573</u>
<b>Year ended 31 December 2023</b>					
Segment revenue	<u>647,030</u>	<u>290,567</u>	<u>153,637</u>	<u>169,489</u>	<u>1,260,723</u>
Segment gross profits	<u>174,990</u>	<u>111,837</u>	<u>92,445</u>	<u>60,942</u>	<u>440,214</u>
Central administrative costs					<u>(156,280)</u>
Profit before taxation					<u>283,934</u>

#### 4 OTHER NET (EXPENSES)/INCOME

	2024 RMB'000	2023 RMB'000
Government grants ( <i>Note</i> )	2,814	13,770
Valuation losses on investment properties	(8,367)	(17,231)
Fair value gain on equity securities measured at FVPL	1,118	—
Gain/(loss) on disposal of property and equipment	125	(25)
Losses on disposal of Right-of-use asset	(2,729)	—
Others	2,909	7,063
	<u>          </u>	<u>          </u>
Total	<u>(4,130)</u>	<u>3,577</u>

*Note:* The government grants represent subsidies from various PRC authorities. There are no unfulfilled conditions or future obligations attached to these subsidies.

#### 5 PROFIT BEFORE TAXATION

Profit before taxation is arrived at after (crediting)/charging:

##### (a) Finance income, net

	2024 RMB'000	2023 RMB'000
Interest income	(14,487)	(20,929)
Interest on lease liabilities	3,657	3,353
Others	(463)	1,906
	<u>          </u>	<u>          </u>
Total	<u>(11,293)</u>	<u>(15,670)</u>

##### (b) Staff costs

	2024 RMB'000	2023 RMB'000
Salaries, wages and other benefits	317,478	342,724
Contributions to defined contribution retirement plan	33,286	29,209
	<u>          </u>	<u>          </u>
Total	<u>350,764</u>	<u>371,933</u>

(c) Other items

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Amortisation of intangible assets	17,467	14,917
Depreciation charge		
— Owned property and equipment	5,473	6,820
— Right-of-use assets	956	1,429
Expected credit loss on financial assets		
— Trade receivables ( <i>Note 8</i> )	12,279	5,334
— Prepayments, deposits and other receivables	1,410	675
Net foreign exchange (gain)/loss	(1,558)	1,506
Auditor's remuneration-audit and interim services	2,300	2,550
Auditor's remuneration-other services	445	140
Rental income from investment properties less direct outgoings of RMB6,398,000 (2023: RMB6,940,000)	13,474	9,308
Expenses relating to short-term leases	1,181	2,602

**6 INCOME TAX IN THE CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**

(a) Taxation in the consolidated statement of profit or loss and other comprehensive income represents:

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
<b>Current tax — PRC Corporate Income Tax</b>		
Provision for the year	49,208	50,547
<b>Deferred tax</b>		
Origination and reversal of temporary differences	(1,517)	(7,247)
	<u>47,691</u>	<u>43,300</u>

(b) Reconciliation between tax expense and accounting profit at applicable tax rates:

	2024 RMB'000	2023 RMB'000
Profit before taxation	<u>303,573</u>	<u>283,934</u>
Notional tax on profit before taxation, calculated at the rates applicable to profits in the jurisdictions concerned ( <i>Note (i)</i> )	75,893	70,983
Effect of PRC preferential tax ( <i>Notes (ii) and (iii)</i> )	(37,263)	(31,004)
Effect of non-deductible expenses	232	354
Effect of unrecognised tax losses	6,586	2,112
Others	<u>2,243</u>	<u>855</u>
Actual tax expense	<u>47,691</u>	<u>43,300</u>

*Notes:*

- (i) Pursuant to the tax rules and regulations of the Cayman Islands and the BVI, the Group is not subject to any income tax in the Cayman Islands and the BVI.

No provision for Hong Kong Profits Tax has been made as the Group did not earn any income subject to Hong Kong Profits Tax in 2024 (2023: nil).

The provision for PRC current income tax is based on a statutory rate of 25% of the assessable profit as determined in accordance with the relevant income tax rules and regulations of the PRC.

- (ii) Pursuant to Caishui [2011] No. 58 Notice on Issues Concerning Relevant Tax Policies to In-depth Implementation of the Western Development Strategy (關於深入實施西部大開發戰略有關稅收政策問題的通知) and Announcement [2012] No. 12 Public Announcement on Corporate Income Tax Issues Relating to In-depth Implementation of the Western Development Strategy (關於深入實施西部大開發戰略有關企業所得稅問題的公告) and Caishui [2020] No. 23 Announcement on Continuation of Corporate Income Tax Policies for the Western Development Strategy (關於延續西部大開發企業所得稅政策的公告), certain subsidiaries of the Group, being enterprises engaged in state encouraged industries established in the specified western regions, are taxed at a preferential income tax rate of 15% till 31 December 2030.
- (iii) Certain subsidiaries have been approved as Small Low-profit Enterprises (“SLE”). The entitled subsidiaries are subject to a preferential income tax rate of 5% in certain years.

## 7 EARNINGS PER SHARE

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
<b>Profits</b>		
Profit attributable to equity shareholders of the Company	<u>226,785</u>	<u>214,967</u>
	2024 '000	2023 '000

### Number of shares

Weighted average number of ordinary shares	<u>814,126</u>	<u>814,126</u>
--	----------------	----------------

Diluted earnings per share were the same as the basic earnings per share as the Group had no dilutive potential shares in 2024 (2023: nil).

## 8 TRADE RECEIVABLES

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Trade receivables from related companies	152,976	119,953
Trade receivables from external customers	331,923	221,355
Less: Allowance for trade receivables	<u>(35,992)</u>	<u>(23,713)</u>
	<u>448,907</u>	<u>317,595</u>

### (a) Ageing analysis

As of the end of the reporting period, the ageing analysis of trade receivables based on the date of revenue recognition and net of allowance for impairment of trade receivables is as follows:

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Within 1 year	433,023	292,687
1 to 2 years	9,387	22,888
2 to 3 years	6,306	1,978
3 to 4 years	<u>191</u>	<u>42</u>
	<u>448,907</u>	<u>317,595</u>

**(b) Impairment of trade receivables**

The movements in the loss allowance in respect of trade receivables during the year are as follows:

	<b>2024</b> <b>RMB'000</b>	<b>2023</b> <b>RMB'000</b>
At 1 January	<b>23,713</b>	18,379
Expected credit loss recognised	<b>15,916</b>	5,334
Expected credit loss reversed	<b>(3,637)</b>	—
	<hr/>	<hr/>
At 31 December	<b>35,992</b>	23,713
	<hr/> <hr/>	<hr/> <hr/>

**9 TRADE PAYABLES**

As of the end of the reporting period, the ageing analysis of trade payables, based on the invoice date, is as follows:

	<b>2024</b> <b>RMB'000</b>	<b>2023</b> <b>RMB'000</b>
Amounts due to the companies controlled by the Ultimate Owners	<b>3,660</b>	3,551
Amounts due to third parties	<b>209,638</b>	191,125
	<hr/>	<hr/>
	<b>213,298</b>	194,676
	<hr/> <hr/>	<hr/> <hr/>
	<b>2024</b> <b>RMB'000</b>	<b>2023</b> <b>RMB'000</b>
Within 1 year	<b>207,799</b>	181,311
1 to 2 years	<b>2,895</b>	3,344
2 to 3 years	<b>1,876</b>	9,860
Over 3 years	<b>728</b>	161
	<hr/>	<hr/>
	<b>213,298</b>	194,676
	<hr/> <hr/>	<hr/> <hr/>

All the trade payables (including amounts due to the companies controlled by the Ultimate Owners) are expected to be settled on demand.

## 10 CAPITAL, RESERVES, DIVIDENDS AND NON-CONTROLLING INTERESTS

(a) Dividends payable to equity shareholders of the Company attributable to the year:

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Interim dividend declared and paid of HKD0.090 (equivalent to RMB0.083) per share (2023: HKD0.073 (equivalent to RMB0.067))	67,572	54,750
Final dividend proposed after the end of the reporting period of RMB0.076 (2023: RMB0.091) per ordinary share	<u>61,874</u>	<u>74,230</u>
	<u><b>129,446</b></u>	<u><b>128,980</b></u>

The final dividend proposed for shareholders' approval after the end of the reporting period has not been recognised as a liability at the end of the reporting period.

(b) Dividends

(i) Dividends payable to equity shareholders of the Company attributable to the previous financial year, approved and paid during the year.

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Final dividend in respect of the previous financial year, approved and paid during the year, of RMB0.091 per share (2023: RMB0.12 per share)	<u>74,227</u>	<u>97,695</u>

(c) Share capital

### *Authorised share capital*

The Company was incorporated in the Cayman Islands as an exempted company with limited liability on 5 November 2020.

	<i>No. of shares</i>	<i>RMB</i>
Ordinary shares, Issued and fully paid at 1 January 2023, 31 December 2023, 1 January 2024 and 31 December 2024	<u><b>814,126,000</b></u>	<u><b>6,740,976</b></u>

## MANAGEMENT DISCUSSION AND ANALYSIS

### BUSINESS REVIEW

#### Overview

New Hope Service Holdings Limited (together with its subsidiaries, the “**Group**” or “**New Hope Service**”) is a local Sichuan integrated property management enterprise engaging in the provision of lifestyle service solutions with a leading position in the Western China region and strategic cultivation in Chengdu. Backed by New Hope Group Co., Ltd.\* (新希望集團有限公司) and its subsidiaries (“**New Hope Group**”), a member of Fortune Global 500, the Group placed emphasis on adhering to “asset value appreciation and maintenance” and “care-free and wonderful life”, and provided building block services such as property management services, lifestyle services and commercial operational services for middle-to-high-end residences, corporate headquarters, medical institutions, commercial office buildings, government public facilities, financial institutions and various types of properties. As of 31 December 2024, the Group was awarded the “TOP 18 Property Management Companies in China in terms of Overall Strength (中國物業企業綜合實力TOP18)” by EH Property (億翰物業) (up by 4 from last year), the “No. 19 among China’s Top 100 Property Management Companies (中國物業服務力百強企業TOP19)” by CRIC (克而瑞) and CPMRI (中物研協) (up by 3 from last year), and the “TOP 16 Listed Property Enterprises in China (中國上市物業企業TOP 16)” by EH Property, and was selected for the “2024 China’s New Growth — List of Agile Teams (2024中國新增長敏捷團隊榜)” by the Chinese version of Harvard Business Review (《哈佛商業評論》).

During the Reporting Period, the Group recorded revenue of approximately RMB1,480.8 million, representing an increase of 17.5% over the same period last year, and achieved net profit attributable to the shareholders of RMB226.8 million, representing an increase of 5.5% over the same period last year. The Group continued to optimize its operational management capabilities, with management fee rate decreasing by 3.9 percentage points to 9.5% as compared with the same period last year. The Group continued to adhere to the strategic goal of deep regional penetration. During the Reporting Period, the Group’s aggregate revenue in Chengdu, Kunming and Wenzhou accounted for 62.2% of the total revenue, further verifying the Group’s strategic goals of deep regional penetration and regional focus. In terms of development, through the unremitting efforts of all staff across the Group, the Group accomplished the target for annual contract amount and completed the contracted amount of RMB605 million, representing an increase of 192% over the same period last year, with business coverage on property management, commercial operation, group-on meals, etc. The Group also achieved great results from strategic cooperation, with the contract amount derived from strategic cooperation amounting to RMB215 million in 2024, representing an increase of 168.7% over the same period last year, thereby providing a strong support for future development.



## Business Model of the Group

During the Reporting Period, the Group generated revenue primarily from four business segments: (i) property management services; (ii) lifestyle services; (iii) commercial operational services; and (iv) value-added services to non-property owners.

### Property Management Services

The property management services is the basic and core business of the Group. Focusing on the corporate vision of “Happiness, make it everyday”, the Group adhered to the strategy of deep regional development by focusing on the Southwestern China region, rooting in Chengdu, penetrating into Kunming and consolidating the presence in Wenzhou. The table below sets forth a breakdown of the growth in total gross floor area (the “GFA”) under management and total contracted GFA of the Group:

	As at 31 December 2024	As at 31 December 2023	Growth rate
Number of properties under management	242	230	5.2%
Number of properties the Group was contracted to manage	256	253	1.2%
GFA under management (0'000 sq.m.)	3,512.8	3,225.8	8.9%
Contracted GFA (0'000 sq.m.)	3,897.0	3,817.2	2.1%

### Regional Cultivation

Deep regional cultivation and exploration of local needs, penetration into key areas by virtue of quality services, and improvement of competitiveness in regional markets have become the common choices of most peers in the industry. In view of this, New Hope Service continued to step up its efforts in high-tier cities in the Southwestern and Eastern China regions, with Chengdu-Chongqing metropolitan area and the Yangtze River Delta as the core. As at 31 December 2024, the revenue from property management in the Southwestern China region was RMB388,647,000, accounting for 46.4% of the total revenue from property management, and representing a year-on-year increase of 26.7%. The revenue from property management in the Eastern China region was RMB306,743,000, accounting for 36.6% of the total revenue from property management, and representing a year-on-year increase of 25.2%. Total property management revenue in these two regions accounted for 83.0% of the total revenue from property management, which continued to show the advantage of regional intensity.

Region distribution	For the year ended/as at 31 December 2024				For the year ended/as at 31 December 2023				GFA growth (%)	Revenue growth (%)
	Revenue (RMB0'000)	Percentage (%)	GFA under management		Revenue (RMB0'000)	Percentage (%)	GFA under management			
			(0'000 sq.m.)	(%)			(0'000 sq.m.)	(%)		
Southwestern China	38,864.7	46.4	1,693.5	48.2	30,665.4	47.4	1,691.8	52.5	0.1	26.7
Eastern China region	30,674.3	36.6	1,252.9	35.7	24,505.2	37.9	1,062.8	32.9	17.8	25.2
Southern China region	6,523.0	7.8	285.4	8.1	4,754.7	7.3	257.1	8.0	11.0	37.2
Northern China region	6,551.3	7.8	247.2	7.0	4,375.5	6.8	180.3	5.6	37.0	49.7
Central China region	1,131.7	1.4	33.8	1.0	402.2	0.6	33.8	1.0	0.0	181.4
Total	83,745.0	100.0	3,512.8	100.0	64,703.0	100.0	3,225.8	100	8.9	29.4

## Focusing on High-Tier Cities

For the year ended 31 December 2024, 95.8% of the Group's revenue from property management was from the projects under management in first-tier, new first-tier and second-tier cities in China.

The table below sets forth a breakdown of our total GFA under management and revenue by city tier as at the dates or for the period indicated:

Tier of city	For the year ended/as at 31 December 2024				For the year ended/as at 31 December 2023					Revenue growth (%)
	Revenue (RMB0'000)	Percentage (%)	GFA under management		Revenue (RMB0'000)	Percentage (%)	GFA under management		GFA growth (%)	
			(0'000 sq.m.)	Percentage (%)			(0'000 sq.m.)	Percentage (%)		
First-tier	810.7	1.0	12.4	0.4	1,331.8	2.1	18.0	0.6	-31.1	-39.1
New first-tier	42,344.0	50.5	1,694.5	48.2	29,231.2	45.2	1,625.8	50.4	4.2	44.9
Second-tier	37,091.2	44.3	1,683.5	47.9	30,104.6	46.5	1,423.0	44.1	18.3	23.2
Others	3,499.1	4.2	122.4	3.5	4,035.4	6.2	159.0	4.9	-23.0	-13.3
Total	83,745.0	100.0	3,512.8	100.0	64,703.0	100.0	3,225.8	100.0	8.9	29.4

- (1) First-tier cities in which we provide property management services include Shanghai;
- (2) New first-tier cities in which we provide property management services include Chengdu, Chongqing, Hangzhou, Suzhou, Shenyang, Qingdao and Nanjing;
- (3) Second-tier cities in which we provide property management services include Dalian, Nanning, Kunming, Ningbo, Jiaxing, Wenzhou, Wuxi and Changchun;
- (4) Others in which we provide property management services include Nanchong.

## Boosting Development, Driving External Growth through Property +

The Group continued to explore the long-term and stable development strategy to enhance the value of lifestyle services, and has developed a building block service portfolio comprising “property + group-on meals, property + commerce, property + life, property + N”, etc. Through the property + building block-like portfolio, it can deeply explore customer needs, enhance customer stickiness, and boost external growth. During the Reporting Period, the Group, for example, took the first step in community asset cooperation with the property + commercial project of Lantingji (蘭庭集); continued to exert its strength in property + group-on meals, and acquired the projects of the Yunnan Branch of Postal Savings Bank of China and Guangxi Beibu Gulf Bank; continued to exert great efforts in the financial industry: from serving more than 300 outlets of 6 banks in Yunnan (No. 1 market share in Yunnan) to expand to the whole nation, such as the Wenjiang Branch and Shuangliu Branch of China Construction Bank in Chengdu.

The table below sets forth the breakdown of the Group’s GFA under management and revenue by the type of property developer:

Type of developer	For the year ended/as at 31 December 2024				For the year ended/as at 31 December 2023				GFA growth (%)	Revenue growth (%)
	Revenue (RMB0'000)	Percentage (%)	GFA under management (0'000 sq.m.)	Percentage (%)	Revenue (RMB0'000)	Percentage (%)	GFA under management (0'000 sq.m.)	Percentage (%)		
New Hope Wuxin Industrial Group Co., Ltd.* (新希望五新實業集團有限公司) (“New Hope Wuxin Industrial”) <sup>(1)</sup>	31,129.7	37.2	1,379.3	39.3	26,380.4	40.8	1,238.1	38.3	11.4	18.0
Associates or joint ventures of New Hope Wuxin Industrial <sup>(2)</sup>	18,388.6	21.9	812.3	23.1	10,770.2	16.6	676.6	21.0	20.1	70.7
Ultimate controlling shareholders and their associates <sup>(3)</sup>	2,612.8	3.1	32.6	0.9	2,651.1	4.1	33.9	1.1	-3.8	-1.4
Independent third parties	31,613.9	37.8	1,288.6	36.7	24,901.3	38.5	1,277.2	39.6	0.9	27.0
Total	83,745.0	100.0	3,512.8	100.0	64,703.0	100.0	3,225.8	100.0	8.9	29.4

Notes:

- (1) Refer to properties solely developed by New Hope Wuxin Industrial and its subsidiaries, associates and joint ventures (together, “New Hope Wuxin Industrial Group”), as well as properties jointly developed by New Hope Wuxin Industrial Group and other property developers in which New Hope Wuxin Industrial Group held a controlling interest.
- (2) Refer to properties developed by joint ventures or associates of New Hope Wuxin Industrial Group (New Hope Wuxin Industrial Group does not hold a controlling interest in these properties).
- (3) Refer to properties developed by other associates of our ultimate controlling shareholders, namely Mr. Liu Yonghao (劉永好) and Ms. Liu Chang (劉暢).

## Lifestyle Services

The Group's lifestyle services comprise (i) community living services; (ii) community asset management services, including carpark related services and property agency services; and (iii) online and offline retail services and catering services.

During the Reporting Period, backed by the Fortune Global 500 New Hope Group and by relying on its advantages in supply chain system, brand reputation and product categories, the Group built a corporate service system by integrating the various segments of the Group including corporate retail, corporate group meal, corporate centralized procurement and innovative business. Under the support of such service system, the Group vigorously expanded the B-end customers for corporate retail, and achieved a market bid winning rate of 54.5%. The Group successfully won the bids for the Spring Festival welfare project of Minsheng Bank, the gift box project of Industrial and Commercial Bank of China, the labor union welfare project of China Copper Group, further enhancing its independence. In terms of group-on meals, the Group achieved a breakthrough from 0 to 1 in college group-on meals and successfully the group-on meal project of Sichuan Electromechanical Institute of Vocation and Technology (四川機電學院).

For the year ended 31 December 2024, the Group recorded revenue of RMB355.6 million from the lifestyle services segment, representing an increase of 22.4% over the same period last year. The following table sets forth a breakdown of our revenue from lifestyle services:

	For the year ended 31 December 2024		For the year ended 31 December 2023		Growth rate
	Revenue (RMB'000)	Percentage %	Revenue (RMB'000)	Percentage %	
Community living services	157,806.3	44.4	145,188.5	50.0	8.7
Community asset management services	35,612.1	10.0	33,879.3	11.7	5.1
Online and offline retail services and catering services	162,223.2	45.6	111,499.2	38.3	45.5
Total	355,641.6	100.0	290,567.0	100.0	22.4

## Commercial Operational Services

The Group's commercial operational services comprise two categories: (i) market research and positioning and opening preparation services; and (ii) commercial operational services.

The table below sets forth a breakdown of our total revenue from commercial operational services by service category for the years indicated:

	For the year ended 31 December 2024		For the year ended 31 December 2023		Growth rate
	Revenue (RMB'000)	Percentage %	Revenue (RMB'000)	Percentage %	
Market research and positioning and opening preparation services	6,386.6	4.4	9,313.3	6.1	–31.4
Commercial operational services	<u>139,583.4</u>	<u>95.6</u>	<u>144,324.1</u>	<u>93.9</u>	<u>–3.3</u>
Total	<u><u>145,970.0</u></u>	<u><u>100.0</u></u>	<u><u>153,637.4</u></u>	<u><u>100.0</u></u>	<u><u>–5.0</u></u>

#### Value-added services to non-property owners

We also provide a series of value-added services to non-property owners, mainly for property developers. Our value-added services to non-property owners include (i) on-site management services; (ii) preliminary planning and design consultation, pre-delivery and repair and maintenance services; and (iii) other services, such as construction site management services.

The following table sets forth a breakdown of our revenue from value-added services to non-property owners during the periods indicated:

	For the year ended 31 December 2024		For the year ended 31 December 2023		Growth rate
	Revenue (RMB'000)	Percentage %	Revenue (RMB'000)	Percentage %	
Preliminary planning, design consultation, and pre-delivery services	82,650.2	58.3	102,045.8	60.2	–19.0
Revenue from on-site management services	45,462.8	32.1	64,438.2	38.0	–29.4
Special commission services	<u>13,576.3</u>	<u>9.6</u>	<u>3,004.8</u>	<u>1.8</u>	<u>351.8</u>
Total	<u><u>141,689.3</u></u>	<u><u>100.0</u></u>	<u><u>169,488.8</u></u>	<u><u>100.0</u></u>	<u><u>–16.4</u></u>

## PROSPECTS

### ***1. Keep driven by high goals***

In 2024, we successfully achieved a growth of 17.5% in revenue and a growth of 5.5% in profit, and managed to complete the contract amount target of RMB605 million on the development side under the severe situations of real estate industry downturn and reducing property projects delivered. This achievement was attributable to our keeping “driven by high goals” and our unremitting efforts in various aspects including market expansion, service innovation and cost control. Looking forward to the future, we will continue to keep driven by high goals, and constantly challenge ourselves to break through our limits. We will continue to optimize the market layout, and further explore potential customer groups to increase market share. We will continue to optimize existing service projects, and improve service quality and customer satisfaction. We will also strengthen team building, and improve employees’ professional quality and service level, thereby providing solid talent guarantee for the achievement of higher goals. We firmly believe that through the joint efforts of all employees, we are bound to achieve higher-quality growth and create greater value for the shareholders and customers.

### ***2. Deepen the strategic value of property +***

The “property +” strategy is an important initiative for the Company to achieve diversified development and also the key to improving the competitiveness and profitability of the Company. In 2024, we achieved remarkable results in the fields of property + commercial operation, property + group-on meals, and property + lifestyle services. In the future, we will further deepen the strategic value of “property +”. In terms of property + commercial operation, we will strengthen the in-depth cooperation with commercial brands to improve the operational efficiency and profitability of commercial projects. Meanwhile, we will actively expand commercial resources, and introduce more high-quality brands to build up an influential commercial operation platform. In the field of property + group-on meals, we will continue to optimize the quality of catering services, and strengthen food supply chain management to ensure food safety. We will expand the scope of group-on meal business to meet the dietary needs of different customer groups. In terms of property + lifestyle services, we will take corporate services and home services as breakthroughs to integrate online and offline resources, and provide property owners and customers with the lifestyle service experience of greater convenience and efficiency. By continuously enriching the content and expanding the coverage of “property +”, we will achieve the synergetic development of various business segments and create more revenue drivers for the Company.

### 3. Refine digital operation, and keep cultivating cost advantages

In the digital age, refined digital operation is a key means for enterprises to improve operational efficiency and reduce costs. In 2024, we made a great progress in digital construction. By introducing advanced information technology and management tools, we optimized business processes and improved work efficiency. In the future, we will continue to deepen refined digital operation and keep cultivating cost advantages. We will increase the investment in the research and development of digital technologies and continuously improve the construction of digital platform. By taking advantage of AI tools, as well as artificial intelligence and automation technology, we will realize the intelligent processing of certain business processes and improve operational efficiency. Meanwhile, in terms of cost control, we will establish a more refined cost management system that covers every part of the business process, so as to achieve the goal of reducing costs and increasing efficiency.

## FINANCIAL REVIEW

### Revenue

The Group's revenue was primarily generated from four business lines: (i) property management services; (ii) lifestyle services; (iii) commercial operational services; and (iv) value-added services to non-property owners. The Group's revenue increased by RMB220 million or approximately 17.5% to RMB1,480.8 million for the year ended 31 December 2024 from RMB1,260.7 million for the year ended 31 December 2023, which was primarily attributable to (i) the increase in the revenue from property management services resulting from the increase in the GFA and the number of projects under management by the Group; and (ii) the increase in the revenue from lifestyle services.

The following table sets forth a breakdown of our total revenue by business line during the periods indicated:

	For the year ended 31 December			
	2024		2023	
	<i>Percentage of total revenue %</i>		<i>Percentage of total revenue %</i>	
	<i>(RMB'000)</i>		<i>(RMB'000)</i>	
Property management services	837,450.4	56.5	647,029.8	51.3
Lifestyle services	355,641.6	24.0	290,567.0	23.1
Commercial operational services	145,970.0	9.9	153,637.3	12.2
Value-added services to non-property owners	141,689.3	9.6	169,488.8	13.4
Total	<u>1,480,751.3</u>	<u>100</u>	<u>1,260,722.9</u>	<u>100</u>



The property management services are our largest source of revenue. For the year ended 31 December 2024, the revenue from property management services was RMB837.5 million, accounting for 56.5% of the Group's total revenue. The increase in the number and GFA of projects under management was mainly due to (i) the continuous delivery of properties developed by New Hope Property Group to us for management during the Reporting Period; and (ii) the Group's expansion in the third-party markets.

The revenue from lifestyle services increased by 22.4% from approximately RMB290.6 million, representing 23.1% of total revenue of the Group for the year ended 31 December 2023 to approximately RMB355.6 million, representing 24.0% of total revenue of the Group for the year ended 31 December 2024. Among that:

- (1) The revenue from community living services increased by 8.7% from RMB145.2 million for the year ended 31 December 2023 to RMB157.8 million for the year ended 31 December 2024, which was mainly due to the increase in the GFA under management, and the active expansion of community lifestyle services.
- (2) The revenue from community asset management services increased by 5.1% from RMB33.9 million for the year ended 31 December 2023 to RMB35.6 million for the year ended 31 December 2024, which was mainly due to the increase in the GFA under management and the increase in the income from temporary parking services during the Reporting Period.
- (3) The revenue from online and offline retail services and catering services increased by 45.5% from RMB111.5 million for the year ended 31 December 2023 to RMB162.2 million for the year ended 31 December 2024, which was mainly due to the continuous expansion of the Group's lifestyle service business during the Reporting Period, especially the increase in group-on meal projects and the density of new retail business, which led to an increase in the revenue from online and offline retail services and catering services.

The revenue from value-added services to non-property owners decreased by 16.4% from approximately RMB169.5 million for year ended 31 December 2023 to approximately RMB141.7 million for the year ended 31 December 2024, which was mainly due to the decrease in the on-site, pre-introduction and other service business undertaken during the Reporting Period.

The revenue from commercial operational services decreased by 5.0% from RMB153.6 million for the year ended 31 December 2023 to RMB146.0 million for the year ended 31 December 2024, which was mainly due to the decrease in the one-off start-up fee income during the Reporting Period.



## Cost of Sales

Our cost of sales represents costs directly attributable to the provision of our services and consists primarily of (i) staff costs; (ii) outsourced labor costs; (iii) maintenance costs; (iv) material and cost of goods sold; (v) energy and resources expenses; (vi) cleaning expenses; (vii) depreciation and amortization charges; and (viii) all other costs of sales, mainly including business consultation expenses, transport expenses, and costs of low value consumption goods such as office supplies and stationery. For the year ended 31 December 2024, the total cost of sales of the Group was approximately RMB1,030.7 million, which increased by approximately RMB210.2 million or approximately 25.6% as compared to approximately RMB820.5 million for the same period of 2023. The growth rate of our cost of sales was higher than that of our revenue, primarily due to the increase in the proportion of revenue contribution from the property management services over the total revenue of the Group, which have a relatively lower gross profit margin compared to other business lines.

## Gross Profit and Gross Profit Margin

The gross profit of the Group increased by RMB9.8 million or 2.2% to RMB450.0 million for the year ended 31 December 2024 from RMB440.2 million for the year ended 31 December 2023.

The following table sets forth a breakdown of our gross profit and gross profit margin by business line during the periods indicated:

Type	For the year ended 31 December			
	2024		2023	
	(RMB'000)	Gross profit margin %	(RMB'000)	Gross profit margin %
Property management services	203,992	24.4	174,990	27.0
Lifestyle services	117,665	33.1	111,837	38.5
Commercial operational services	83,526	57.2	92,445	60.2
Value-added services to non-property owners	44,859	31.7	60,942	36.0
Total	450,042	30.4	440,214	34.9

For the year ended 31 December 2024, the gross profit margin of the Group decreased by 4.5 percentage points as compared with the corresponding period last year.

Our gross profit margin of property management services decreased by 2.6%, primarily due to the significant increase in the revenue contribution from residential property management and parking space property management, which had relatively lower gross profit margins than commercial property management, during the Reporting Period.

Our gross profit margin of value-added services to non-property owners decreased by 4.3%, primarily due to the downturn of the real estate industry in Mainland China.

Our gross profit margin of commercial operational services decreased by 3.0%, primarily due to the decrease in the occupancy rate of some projects caused by the economic downturn.

Our gross profit margin of lifestyle services decreased by 5.4%, primarily due to the active expansion of third-party businesses with low gross profit margins and the decrease in the site use business with high gross profit margin caused by the economic downturn.

### **Other Net Income**

The other net income of the Group decreased by RMB7.7 million or 213.9% to RMB-4.1 million for the year ended 31 December 2024 from RMB3.6 million for the year ended 31 December 2023, which was primarily attributable to the decrease in government subsidy during the Reporting Period.

### **Administrative Expenses**

Our administrative expenses include (i) staff costs; (ii) professional fees, (iii) office and business entertainment expenses; (iv) depreciation and amortization; (v) tax expenses; and (vi) all other administrative expenses, which primarily consist of office expenses, tax expenses, hiring and training expenses, and cleaning expenses. Total administrative expenses of the Group were approximately RMB140.2 million for the year ended 31 December 2024, which decreased by approximately RMB28.3 million or approximately 16.8% as compared to approximately RMB168.5 million for the year ended 31 December 2023, which was mainly attributable to the continuous enhancement of regional penetration, the increase in urban density, and the improvement of personnel reuse rate, while strengthening the Company's information construction, and continuously improving management efficiency during the Reporting Period.

### **Selling Expenses**

The selling expenses of the Group decreased by RMB0.4 million or 25.1% to RMB0.9 million for the year ended 31 December 2024 from RMB1.3 million for the year ended 31 December 2023, which was primarily attributable to the decrease in expenses resulting from continuous cost reduction and efficiency enhancement.

### **Finance Income/(Cost), Net**

The net financial income of the Group decreased by RMB4.4 million or 27.9% to RMB11.3 million for the year ended 31 December 2024 from RMB15.7 million for the year ended 31 December 2023, mainly due to the reduction of bank base interest rates.

### **Income Tax Expense**

For the year ended 31 December 2024, the income tax of the Group was approximately RMB47.7 million (for the year ended 31 December 2023: RMB43.3 million).

### **Profit for the Reporting Period**

The net profit of the Group increased by approximately RMB15.3 million or approximately 6.4% to approximately RMB255.9 million for the year ended 31 December 2024 from approximately RMB240.6 million for the year ended 31 December 2023.

### **Core Net Profit Attributable to Owners of the Parent**

The profit attributable to shareholders of the Company increased by approximately 5.5% to approximately RMB226.8 million for the year ended 31 December 2024 from approximately RMB215.0 million for the year ended 31 December 2023.

### **Property, Plant and Equipment**

Property, plant and equipment of the Group mainly consist of machinery, vehicles, electronic equipment, office and other equipment, furniture and fixtures. As at 31 December 2024, the Group's property, plant and equipment was approximately RMB26.3 million, an increase by approximately RMB11.2 million from approximately RMB15.1 million as at 31 December 2023, which was mainly due to the increase in renovation expenses.

### **Trade Receivables**

Trade receivables primarily arise from the provision of property management services, value-added services to non-property owners, commercial operational services and lifestyle services. The Group's trade receivables as at 31 December 2024 amounted to approximately RMB448.9 million, representing an increase of approximately RMB131.3 million or 41.3% as compared to approximately RMB317.6 million as at 31 December 2023, which was mainly due to (i) the growth in business; and (ii) the increase in third-party GFA under management.

### **Prepayments, Deposits and Other Receivables**

Prepayment, deposits and other receivables increased by 40.8% from RMB88.0 million as at 31 December 2023 to RMB123.9 million as at 31 December 2024, mainly due to the increase in prepaid material purchases, rent and security deposit during the Reporting Period.

### **Trade Payables**

The Group's trade payables as at 31 December 2024 amounted to approximately RMB213.3 million, representing an increase of approximately RMB18.6 million or 9.6% as compared to approximately RMB194.7 million as at 31 December 2023, mainly due to the business expansion.

### **Other Payables and Accruals**

Other payables and accruals increased by 0.7% from RMB233.6 million as at 31 December 2023 to RMB235.3 million as at 31 December 2024, which was in line with the business growth.

### **Financial Position and Capital Structure**

For the year ended 31 December 2024, the Group maintained a sound financial position.

As at 31 December 2024, the Group's current ratio (current assets/current liabilities) was 2.3 times (31 December 2023: 2.4 times) and net gearing ratio indicated a net cash status (31 December 2023: net cash). Net gearing ratio is calculated by interest-bearing borrowings minus cash and cash equivalents, and then divided by net assets. As at 31 December 2024 and 31 December 2023, the Group did not have any outstanding interest-bearing borrowings.

### **Pledge of Assets**

As at 31 December 2024, none of the assets of the Group were pledged (31 December 2023: nil).

### **Contingent Liabilities**

As at 31 December 2024, the Group did not have any material contingent liabilities (31 December 2023: nil).

### **Interest Rate Risk**

As the Group had no significant interest-bearing assets and liabilities, the Group is not exposed to material risk directly relating to changes in market interest rate.

## **Foreign Exchange Risk**

The Group mainly operates its business in the PRC, and substantially all of its revenue and expenses are denominated in Renminbi. As at 31 December 2024, among the Group's cash and bank balances, RMB216.29 million was denominated in Hong Kong dollars and United States dollars, which was subject to the exchange rate fluctuation. The Group does not have any policy to hedge against foreign exchange risk. However, the Group will closely monitor its foreign exchange exposure, and strive to maintain the value of the Group's cash.

## **SIGNIFICANT INVESTMENTS HELD BY THE GROUP**

The Company had no significant investments during the Reporting Period.

## **MATERIAL ACQUISITIONS AND DISPOSALS OF SUBSIDIARIES, ASSOCIATES AND JOINT VENTURES**

The Company had no material acquisitions or disposals of subsidiaries, associates and joint ventures during the Reporting Period.

## **FUTURE PLANS FOR MATERIAL INVESTMENTS OF CAPITAL ASSETS**

The Group did not have any immediate plans for material investments and capital assets as at 31 December 2024.

## **SIGNIFICANT EVENTS AFTER THE REPORTING PERIOD**

Save as disclosed for the proposed final dividend, as at the date of this announcement, the Group did not have any other significant event subsequent to 31 December 2024.

## **EMPLOYEES AND REMUNERATION POLICY**

As at 31 December 2024, the Group had approximately 3,939 employees (31 December 2023: 4,309 employees). During the Reporting Period, the total staff costs were approximately RMB350.8 million (for the year ended 31 December 2023: approximately RMB371.9 million).

In order to attract and retain high quality staff to enable smooth operation within the Group, the remuneration policy of the Group's employees are being reviewed periodically to ensure that the salary and benefit levels of the employees of the Group are competitive. The salaries and allowances of employees were determined based on their performance, experience and the then prevailing market rates. Discretionary performance bonus and share option scheme after assessments is in place for employees to reward their contributions. The Group is subject to social insurance contribution plans or other pension schemes prescribed by the local governments and is required to pay on behalf of its employees, a monthly social insurance funds covering pension fund, medical insurance, work-related injury insurance, maternity insurance and unemployment insurance, and the housing provident fund, or to contribute regularly to mandatory provident fund schemes on behalf of its employees.

The Group continues to provide adequate job training to employees to equip them with practical knowledge and skills. The employee training programs primarily cover key areas in the Group's business operations, which provide continuous training to its existing employees at different levels to specialize and strengthen their skill sets.

#### **USE OF NET PROCEEDS FROM THE LISTING**

The shares of the Company (the “**Shares**”) were listed (the “**Listing**”) on the Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”) on 25 May 2021 (the “**Listing Date**”) and the over-allotment option (the “**Over-allotment Option**”) was partially exercised on 11 June 2021. For details, please refer to the prospectus (the “**Prospectus**”) of the Company dated 11 May 2021 and the Company's announcement dated 15 June 2021. Net proceeds from the Listing (including the partial exercise of the Over-allotment Option), after deducting the underwriting commission and other estimated expenses in connection with the Listing, amounted to approximately HK\$790.0 million (equivalent to

approximately RMB648.7 million). The Board changed the plans for the use of proceeds from the Listing in its announcement dated 25 May 2022, and as at 31 December 2024, an analysis on the utilisation of net proceeds from the Listing is as follows:

Major categories	Sub-categories	Amount (HK\$ in million)	% of total proceeds	Unutilised amount as at	Actual utilized amount as at	Unutilised amount as at	Estimated utilization plan
				1 January 2024 (HK\$ in million)	31 December 2024 (HK\$ in million)	31 December 2024 (HK\$ in million)	
Strategic acquisition and investment	Strategic acquisition and investment	434.5	56%	429	5.5	429.0	On or before 31 December 2026
Upgrade information system and equipment	Middleground system	23.7	3%	9.8	13.9	9.8	On or before 31 December 2025
	Property management support system	2.37	0%	0	2.37	0	
	Lifestyle service support system	15.01	2%	0	15.01	0	
	Corporate infrastructural operation system	11.06	1%	0	11.06	0	
	Intelligent community pilot projects	42.66	5%	29.6	13.46	29.2	On or before 31 December 2025
	Human resources to support information technology upgrades	23.7	3%	0	23.7	0	
Talent recruitment and team building	Talent recruitment and team building	39.5	5%	0	39.5	0	
Development of lifestyle services	Development of lifestyle services	79	10%	0.7	79	0	
Working capital	Working capital	118.5	15%	9.7	118.5	0	
Total		790	100%	478.8	322	468	

The remaining net proceeds raised from the Listing which had not been utilized were deposited with well-established and licensed commercial banks and authorized financial institutions. As the Group (i) is more prudent on the selection of targets for acquisition with the economic downturn; and (ii) postponed the upgrade on information system on the need basis, the utilisation plan of certain proceeds from the Listing has been delayed. The expected timeframe for the unutilised net proceeds is based on the Directors' best estimation barring unforeseen circumstances, and would be subject to change based on the future development of the Group's business and the market conditions.

## **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY**

The Company and its subsidiaries did not purchase, sell or redeem any of the listed securities of the Company from 1 January 2024 up to the date of this announcement (including the sale of treasure shares (as defined in the Listing Rules)). As at 31 December 2024, the Company did not hold any treasure shares.

## **COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE**

The Group is committed to maintaining high standards of corporate governance to safeguard the interests of the shareholders of the Company and to enhance corporate value and accountability. The Company has adopted the Corporate Governance Code (the “**CG Code**”) contained in Part 2 of Appendix C1 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) as its own code of corporate governance.

In the opinion of the Directors, the Company has complied with all the code provisions as set out in the CG Code during the year ended 31 December 2024. The Company will continue to review and monitor its corporate governance practice to ensure the compliance of the CG Code.

## **COMPLIANCE WITH THE MODEL CODE FOR SECURITIES TRANSACTIONS**

The Company has adopted the Model Code for Securities Transactions conducted by Directors of Listed Issuers (the “**Model Code**”) as set out in Appendix C3 to the Listing Rules as its own code of conduct for securities transactions conducted by relevant Directors and employees. After making specific enquiries to all the Directors, each of them has confirmed that they have complied with the required standards set out in the Model Code for the year ended 31 December 2024.



## SUFFICIENCY OF PUBLIC FLOAT

Based on the information that is publicly available to the Company and within the knowledge of the Directors, the number of Shares held by the public in the Company for the year ended 31 December 2024 and up to the date of this announcement has been in compliance with the minimum percentage of public float prescribed by the Stock Exchange.

## ANNUAL GENERAL MEETING

The annual general meeting (the “**Annual General Meeting**”) of the Company for the year of 2024 is scheduled to be convened and held on Monday, 16 June 2025. A notice convening the Annual General Meeting will be published and despatched in the manner as required by the Listing Rules in due course.

## FINAL DIVIDEND

The Board proposes the payment of the Company’s final dividend of RMB0.076 (for the year ended 31 December 2023: RMB0.091) per Share for the year ended 31 December 2024 in cash (the “**Final Dividend**”), which shall be subject to the approval by the shareholders of the Company (the “**Shareholders**”) at the Annual General Meeting. If the resolution for the proposed Final Dividend is passed at the Annual General Meeting, the Final Dividend is expected to be paid on or before Friday, 15 August 2025 to the Shareholders whose names appear on the register of members of the Company on Tuesday, 24 June 2025. The Final Dividend will be declared in Renminbi and paid in Hong Kong dollars, the exchange rate of which will be calculated based on the average exchange rate of Renminbi against Hong Kong dollars published by the People’s Bank of China five business days prior to the Annual General Meeting.

## CLOSURE OF REGISTER OF MEMBERS

For the purpose of ascertaining Shareholders’ entitlement to attend and vote at the Annual General Meeting, the register of members of the Company will be closed from Wednesday, 11 June 2025 to Monday, 16 June 2025 (both days inclusive) during which period no transfer of Shares will be registered. In order to qualify for attending and voting at the Annual General Meeting, all transfer documents accompanied by the relevant share certificates (together the “**Share Transfer Documents**”) must be lodged with the Company’s Hong Kong share registrar (the “**Hong Kong Share Registrar**”), Computershare Hong Kong Investor Services Limited at Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen’s Road East, Wan Chai, Hong Kong not later than 4:30 p.m. on Tuesday, 10 June 2025.

For the purpose of ascertaining Shareholders' entitlement to the proposed Final Dividend, the register of members of the Company will be closed from Friday, 20 June 2025 to Tuesday, 24 June 2025 (both days inclusive) during which period no transfer of the Shares will be registered. In order to qualify for the proposed Final Dividend, the Share Transfer Documents must be lodged with the Hong Kong Share Registrar at the address specified above not later than 4:30 p.m. on Thursday, 19 June 2025.

## **AUDIT COMMITTEE**

The Board has established an audit committee (the “**Audit Committee**”) with written terms of reference in compliance with the CG Code. The terms of reference of the Audit Committee has been uploaded to the websites of the Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)) and the Company ([www.newhopeservice.com.cn](http://www.newhopeservice.com.cn)).

The primary duties of the Audit Committee are to review and supervise the financial reporting process, risk management and internal control systems of the Group, oversee the audit process, provide advice and comments to the Board and perform other duties and responsibilities as may be assigned by the Board.

The Audit Committee has discussed with the management and the external auditor of the Company and has reviewed the annual results of the Group for the year ended 31 December 2024 together with the accounting standards and practices adopted by the Group. The Audit Committee has agreed with the management of the Company on the annual results of the Group for the year ended 31 December 2024.

The figures in respect of the Group's consolidated statement of financial position, consolidated statement of profit or loss and other comprehensive income and the related notes thereto for the year ended 31 December 2024 as set out in the preliminary announcement have been agreed by the Group's auditor, KPMG, Certified Public Accountants, to the amounts set out in the Group's consolidated financial statements for the year. The work performed by KPMG in this respect did not constitute an assurance engagement and consequently no opinion or assurance conclusion has been expressed by KPMG on the preliminary announcement.

## **PUBLICATION OF ANNUAL RESULTS ANNOUNCEMENT AND ANNUAL REPORT**

This announcement is published on the website of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) as well as the Company's website at [www.newhopeservice.com.cn](http://www.newhopeservice.com.cn). The Company's annual report for the year ended 31 December 2024 will be despatched (if requested) to the Shareholders and published on the aforementioned websites in due course.

By Order of the Board  
**New Hope Service Holdings Limited**  
**Jiang Mengjun**  
*Chairman of the Board*

Hong Kong, 24 March 2025

*As at the date of this announcement, the Board comprises Mr. Liu Xu and Ms. Chen Jing as executive directors, Ms. Li Wei, Mr. Jiang Mengjun (Chairman of the Board), Ms. Wu Min (Co-chairman of the Board) and Ms. Zhang Wei as non-executive directors and Mr. Cao Qilin, Mr. Kong Chi Mo and Mr. Li Zhengguo as independent non-executive directors.*

*\* for identification purpose only*