POLY PROPERTY SERVICES CO., LTD.
保利物業服務股份有限公司

(A joint stock company incorporated in the People's Republic of China with limited liability)

(Stock Code: 06049)

ANNOUNCEMENT OF ANNUAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2024

FINANCIAL SUMMARY

	Year ended 31 December		
	2024	2023	Change
	RMB million	*RMB million*	
Revenue	**16,342.3**	15,061.9	Increased by 8.5%
Gross profit	**2,984.3**	2,953.1	Increased by 1.1%
Profit for the year	**1,489.4**	1,397.2	Increased by 6.6%
Net profit margin	**9.1%**	9.3%	Decreased by 0.2 percentage points
Profit for the year attributable to owners of the Company	**1,473.9**	1,380.1	Increased by 6.8%
Basic earnings per share *(RMB)*	**2.683**	2.505	Increased by 7.1%
Cash and bank balances	**11,866.7**	11,011.5	Increased by 7.8%
Net cash generated from operating activities	**2,302.8**	2,415.9	Decreased by 4.7%

- For the year ended 31 December 2024 (the "**year**" or "**period**"), Poly Property Services Co., Ltd. (the "**Company**" or "**Poly Property**", and together with its subsidiaries, the "**Group**" or "**we**") recorded approximately RMB16,342.3 million of revenue, representing an increase of approximately 8.5% as compared to the corresponding period of 2023. For the year ended 31 December 2024, revenue contribution by the Group's three major business lines was as follows: (i) revenue from property management services increased by approximately 15.0% to approximately RMB11,674.5 million as compared to the corresponding period of 2023; (ii) revenue from value-added services to non-property owners decreased by approximately 6.4% to approximately RMB1,960.1 million as compared to the corresponding period of 2023; and (iii) revenue from community value-added services decreased by approximately 3.9% to approximately RMB2,707.7 million as compared to the corresponding period of 2023.

- For the year ended 31 December 2024, the Group recorded (i) approximately RMB2,984.3 million of gross profit, representing an increase of approximately 1.1% as compared to the corresponding period of 2023, and a gross profit margin of approximately 18.26%, representing a decrease of approximately 1.35 percentage points as compared to the corresponding period of 2023; (ii) approximately RMB1,489.4 million of profit for the year, representing an increase of approximately 6.6% as compared to the corresponding period of 2023 with a net profit margin of approximately 9.1%, representing a decrease of approximately 0.2 percentage points as compared to the corresponding period of 2023; (iii) approximately RMB1,473.9 million of profit for the year attributable to owners of the Company, representing an increase of approximately 6.8% as compared to the corresponding period of 2023; and (iv) approximately RMB2.683 of basic earnings per share, representing an increase of approximately 7.1% as compared to the corresponding period of 2023.

- As at 31 December 2024, the cash and bank balances[1] of the Group amounted to approximately RMB11,866.7 million, representing an increase of approximately RMB855.2 million or approximately 7.8% as compared to the corresponding period of 2023. For the year ended 31 December 2024, the net cash generated from operating activities was approximately RMB2,302.8 million, representing a decrease of approximately 4.7% as compared to the corresponding period of 2023.

- The Board proposed the distribution of an annual dividend of RMB1.332 per share (tax inclusive) for the year ended 31 December 2024, representing an increase of RMB0.334 per share (tax inclusive) or approximately 33.5% as compared to the corresponding period of 2023, with the total amount of the proposed dividend distribution representing 50.0% (2023: 40.0%) of profit for the year attributable to owners of the Company.

[1] Please refer to the section headed "Management Discussion and Analysis – Financial Review – Current assets, reserves and capital structure" in this announcement for details.

RESULTS

The board (the "**Board**") of directors (the "**Directors**") of the Company hereby announces the audited consolidated results of the Group for the year ended 31 December 2024, together with comparative figures for the corresponding period of 2023, as follows:

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

		Year ended 31 December	
		2024	2023
	Notes	***RMB'000***	*RMB'000*
Revenue	*4*	**16,342,312**	15,061,858
Cost of services		**(13,358,006)**	(12,108,767)
Gross profit		**2,984,306**	2,953,091
Other income and other gains and losses, net	*5*	**116,284**	136,293
Selling and marketing expenses		**(11,897)**	(18,013)
Administrative expenses		**(1,122,016)**	(1,226,151)
Other expenses		**(2,298)**	(2,183)
Share of results of associates and joint venture		**4,772**	2,730
Finance costs	*6*	**(4,504)**	(4,694)
Profit before tax	*6*	**1,964,647**	1,841,073
Income tax expense	*7*	**(475,211)**	(443,887)
Profit for the year		**1,489,436**	1,397,186
Profits for the year attributable to:			
– Owners of the Company		**1,473,850**	1,380,140
– Non-controlling interests		**15,586**	17,046
		1,489,436	1,397,186

	Notes	Year ended 31 December **2024** ***RMB'000***	2023 *RMB'000*
Other comprehensive income, net of tax			
Item that will not be reclassified to profit or loss:			
Fair value gain on equity instruments at fair value through other comprehensive income		**–**	1,111
Other comprehensive income for the year, net of tax		**–**	1,111
Total comprehensive income for the year		**1,489,436**	1,398,297
Total comprehensive income for the year attributable to:			
– Owners of the Company		**1,473,850**	1,381,251
– Non-controlling interests		**15,586**	17,046
		1,489,436	1,398,297
Earnings per share (expressed in RMB per share)			
– Basic	*9*	**2.68**	2.51
– Diluted	*9*	**2.68**	2.51

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

		As at 31 December	
		2024	2023
	Notes	***RMB'000***	*RMB'000*
Non-current assets			
Property, plant and equipment		**239,574**	241,861
Leased assets and investment properties		**729,862**	226,491
Intangible assets	*10*	**93,980**	103,866
Interests in associates and joint venture		**25,174**	15,502
Prepayments for property, plant and equipment	*12*	**6,711**	4,330
Deferred tax assets		**56,388**	57,138
Time deposits		**1,993,544**	–
		3,145,233	649,188
Current assets			
Inventories		**31,635**	31,365
Trade and bills receivables	*11*	**2,815,815**	2,340,608
Prepayments, deposits and other receivables	*12*	**897,883**	844,634
Cash and cash equivalents		**9,890,671**	11,011,462
		13,636,004	14,228,069
Current liabilities			
Trade payables	*13*	**2,754,128**	2,009,076
Accruals and other payables		**2,008,353**	2,161,181
Contract liabilities	*14*	**1,823,909**	1,547,654
Lease liabilities		**42,889**	43,105
Income tax payable		**211,304**	160,288
		6,840,583	5,921,304
Net current assets		**6,795,421**	8,306,765
Total assets less current liabilities		**9,940,654**	8,955,953

		As at 31 December	
		2024	2023
	Notes	***RMB'000***	*RMB'000*
Non-current liabilities			
Lease liabilities		**62,757**	68,598
Deferred tax liabilities		**6,549**	10,821
		69,306	79,419
Net assets		**9,871,348**	8,876,534
Capital and reserves			
Share capital	*15*	**553,333**	553,333
Reserves		**9,147,681**	8,166,572
Equity attributable to owners of the Company		**9,701,014**	8,719,905
Non-controlling interests		**170,334**	156,629
Total equity		**9,871,348**	8,876,534

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

1 GENERAL INFORMATION

Poly Property Services Co., Ltd. (the "**Company**") was incorporated in the People's Republic of China (the "**PRC**") on 26 June 1996 under the PRC Companies Law. On 25 October 2016, the Company was converted from a limited liability company into a joint stock company with limited liability. The address of the Company's registered office is at 48-49th Floor, Poly Plaza, No. 832 Yue Jiang Zhong Road, Hai Zhu District, Guangzhou, Guangdong Province, the PRC. The Company's principal place of business is located at the PRC.

The Company was listed on The Stock Exchange of Hong Kong Limited (the "**Stock Exchange**") on 19 December 2019.

The Company's immediate holding company is Poly Developments and Holdings Group Co., Ltd. ("**Poly Developments and Holdings**") whose shares are listed on the Main Board of Shanghai Stock Exchange in the PRC. The Company's ultimate holding company is China Poly Group Corporation Limited ("**China Poly Group**"), a state-owned enterprise established in the PRC.

The principal activities of the Company and its subsidiaries (collectively referred to as the "**Group**") are the provision of property management services, value-added services to non-property owners and community value-added services in the PRC.

The consolidated financial statements are presented in Renminbi ("**RMB**"), which is also the functional currency of the Company, unless otherwise stated.

2 APPLICATION OF NEW AND AMENDMENTS TO HKFRS ACCOUNTING STANDARDS ("HKFRSs")

2.1 Amendments to HKFRSs that are mandatorily effective for the current year

In the current year, the Group has applied the following amendments to HKFRSs issued by the Hong Kong Institute of Certified Public Accountants ("**HKICPA**") for the first time, which are mandatorily effective for the Group's annual period beginning on 1 January 2024 for the preparation of the consolidated financial statements:

Amendments to HKFRS 16	Lease Liability in Sale and Leaseback
Amendments to HKAS 1	Classification of Liabilities as Current or Non-current and related amendments to Hong Kong Interpretation 5 (2020)
Amendments to HKAS 1	Non-current Liabilities with Covenants
Amendments to HKAS 7 and HKFRS 7	Supplier Finance Arrangements

The application of the amendments to HKFRSs in the current year has had no material impact on the Group's financial positions and performance for the current and prior years and/or on the disclosures set out in these consolidated financial statements.

2.2 New and amendments to HKFRSs in issue but not yet effective

The Group has not early applied the following new and amendments to HKFRSs that have been issued but are not yet effective:

Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture[1]
Amendments to HKAS 21	Lack of Exchangeability[2]
Amendments to HKFRS Accounting Standards	Annual Improvements to HKFRS Accounting Standards — Volume 11[3]
Amendments to HKFRS 9 and HKFRS 7	Amendments to the Classification and Measurement of Financial Instruments[3]
Amendments to HKFRS 9 and HKFRS 7	Contracts Referencing Nature-dependent Electricity[3]
HKFRS 18	Presentation and Disclosure in Financial Statements[4]

[1] Effective for annual periods beginning on or after a date to be determined.
[2] Effective for annual periods beginning on or after 1 January 2025.
[3] Effective for annual periods beginning on or after 1 January 2026.
[4] Effective for annual periods beginning on or after 1 January 2027.

Except for HKFRS 18 mentioned below, the Group anticipates that the application of all other amendments to HKFRSs will have no material impact on the consolidated financial statements in the foreseeable future.

HKFRS 18 Presentation and Disclosure in Financial Statements

HKFRS 18 *Presentation and Disclosure in Financial Statements*, which sets out requirements on presentation and disclosures in financial statements, will replace HKAS 1 *Presentation of Financial Statements*. This new HKFRS Accounting Standard, while carrying forward many of the requirements in HKAS 1, introduces new requirements to present specified categories and defined subtotals in the statement of profit or loss; provides disclosures on management-defined performance measures in the notes to the financial statements and improves aggregation and disaggregation of information to be disclosed in the financial statements. In addition, some HKAS 1 paragraphs have been moved to HKAS 8 and HKFRS 7. Minor amendments to HKAS 7 *Statement of Cash Flows* and HKAS 33 *Earnings per Share* are also made.

HKFRS 18 will be effective for annual periods beginning on or after 1 January 2027, with early application permitted. The application of the new standard is expected to affect the presentation of the statement of profit or loss and disclosures in the future financial statements. The Group is in the process of assessing the detailed impact of HKFRS 18 on the Group's consolidated financial statements.

3 SEGMENT INFORMATION

Management has determined the operating segments based on the reports reviewed by the chief operating decision-maker ("**CODM**"). The CODM, who is responsible for allocating resources and assessing the performance of the operating segments, has been identified as the executive Director of the Company.

The Group is engaged in the provision of property management services, value-added services to non-property owners and community value-added services and the CODM of the Company regards that there is only one segment which is used to make strategic decisions. Accordingly, no other discrete financial information is provided other than the Group's results and financial position as a whole and only entity-wide disclosures, major customers and geographical information are presented.

Geographical information

The major operating entities of the Group are domiciled in the PRC. Accordingly, all of the Group's revenue was derived from the PRC during the years ended 31 December 2024 and 2023.

As at 31 December 2024 and 2023, all non-current assets were located in the PRC.

Information about major customers

Revenue from customers of the corresponding years contributing over 10% of the total revenue of the Group are as follows:

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Poly Developments and Holdings and its subsidiaries	**2,168,287**	2,230,643

4 REVENUE

Revenue mainly comprises of proceeds from property management services, value-added services to non-property owners and community value-added services. The disaggregation of the Group's revenue by category for the years ended 31 December 2024 and 2023 is as follows:

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Types of goods or services		
Property management services	**11,674,489**	10,152,181
Value-added services to non-property owners		
– Pre-delivery services and other value-added services to non-property owners	**1,647,248**	1,705,115
Community value-added services	**2,707,720**	2,816,361
Revenue from contracts with customers	**16,029,457**	14,673,657
Value-added services to non-property owners		
– Rental income	**312,855**	388,201
Total	**16,342,312**	15,061,858

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Timing of revenue recognition		
Property management services		
– Over time	**11,674,489**	10,152,181
Value-added services to non-property owners		
– Over time	**1,647,248**	1,705,115
– Over the lease term	**312,855**	388,201
Community value-added services		
– Over time	**1,908,837**	2,031,554
– At a point in time	**798,883**	784,807
Total	**16,342,312**	15,061,858

5 OTHER INCOME AND OTHER GAINS AND LOSSES, NET

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Other income:		
Bank interest income	**62,135**	61,533
Other interest income *(Note (a))*	**11,031**	4,466
Government grants and tax incentives *(Note (b))*	**23,305**	70,600
Penalty income	**14,764**	10,719
Others	**24,317**	7,850
	135,552	155,168
Other gains and losses, net:		
Gains on modification of lease contracts, net	**4,899**	47
Losses on disposal of property, plant and equipment, net	**(39)**	(83)
Gains on disposal of investments in:		
– a subsidiary	**–**	482
– an associate	**–**	297
Gain on bargain purchase of a subsidiary	**–**	1,388
Impairment loss on trade and bills receivables	**(24,990)**	(18,831)
Reversal of/(provision for) impairment loss on deposits and other receivables	**1,394**	(3,362)
Exchange (losses)/gains, net	**(532)**	1,187
	(19,268)	(18,875)
	116,284	136,293

Notes:

(a) Other interest income mainly arose from the deposits maintained with a fellow subsidiary of the Company, Poly Finance Company Limited.

(b) Government grants mainly represented the financial support received from the local government as an incentive for business development and there are no unfulfilled conditions attached to the government grants. Tax incentives mainly included additional deduction of input value-added tax ("**VAT**") applicable to the Company and certain of its subsidiaries.

6 PROFIT BEFORE TAX

Profit before tax has been arrived at after charging the following:

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Depreciation of property, plant and equipment	**96,587**	92,067
Depreciation of leased assets and investment properties	**280,239**	285,985
Amortisation of intangible assets (included in "cost of services") *(Note 10)*	**9,886**	10,013
	386,712	388,065
Auditor's remuneration		
– Audit services	**2,860**	2,860
– Non-audit services	**500**	612
	3,360	3,472
Finance costs – interest on lease liabilities	**4,504**	4,694
Cost of goods sold	**727,017**	711,704
Staff costs (including Directors' emoluments):		
– Salaries and bonus	**3,195,227**	3,691,198
– Pension costs, housing funds, medical insurances and other social insurances	**570,469**	622,285
– Equity-settled share-based expenses *(Note 16)*	**26,335**	38,985
	3,792,031	4,352,468

7 INCOME TAX EXPENSE

Taxation in the consolidated statement of profit or loss and other comprehensive income:

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Current tax		
PRC Enterprise Income Tax ("**EIT**")		
– Provision for the year	**476,209**	466,064
– Under/(over)-provision in respect of prior years	**2,524**	(4,544)
	478,733	461,520
Deferred tax	**(3,522)**	(17,633)
	475,211	443,887

No provision for Hong Kong Profits Tax has been made as the Group had no assessable profits arising in Hong Kong for the years ended 31 December 2024 and 2023.

The PRC EIT represents tax charged on the estimated assessable profits arising in the PRC. In general, the Group's subsidiaries operating in the PRC are subject to PRC EIT at the rate of 25% (2023: 25%), except for certain subsidiaries which are entitled to preferential tax rates, as determined in accordance with the relevant tax rules and regulations in the PRC.

8 DIVIDENDS

During the year ended 31 December 2023, final dividend of RMB278,326,700 (tax inclusive) in respect of 2022 was declared and paid.

During the year ended 31 December 2024, final dividend of RMB552,226,733 (tax inclusive) in respect of 2023 was declared and paid.

Subsequent to the end of the reporting period, the Directors proposed a final dividend of RMB1.332 (tax inclusive) per share for 2024, amounting to a total of RMB737,040,089 (tax inclusive) (2023: final dividend of RMB0.998 per share, amounting to a total of RMB552,226,733 (tax inclusive)). The final dividend amount which shall be subject to the approval of the shareholders at the annual general meeting to be held on 6 June 2025 has not been recognised as a liability at the end of the reporting period.

9 EARNINGS PER SHARE

The calculation of the basic and diluted earnings per share attributable to owners of the Company is based on the following data:

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Earnings		
Profit attributable to owners of the Company	**1,473,850**	1,380,140

	2024	2023
	'000	*'000*
Number of shares		
Weighted average number of ordinary shares for the purpose of basic earnings per share *(Note (a))*	**549,319**	550,900
Effect of shares under restricted share incentive scheme *(Note (b))*	**175**	–
Weighted average number of ordinary shares for the purpose of diluted earnings per share *(Note (b))*	**549,494**	550,900

Notes:

(a) On 18 February 2022, the shareholders of the Company approved the adoption of a restricted share incentive scheme. During the year ended 31 December 2024, 1,363,098 H shares of the Company were vested and 116,536 H shares of the Company were lapsed and sold in the secondary market by an independent trustee appointed by the Company (Note 16). During the year ended 31 December 2023, 3,878,200 H shares were purchased by the trustee appointed by the Company from the secondary market (Note 16).

(b) Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares to assume conversion of all dilutive potential ordinary shares. For the year ended 31 December 2024, the number of shares calculated as above was compared with the number of shares that would have been issued, assuming the conversion of the restricted shares granted under the restricted share incentive scheme (Note 16), with the difference being adjusted in arriving at the weighted average number of shares for diluted earnings per share. There was no dilutive effect arising from the restricted share incentive scheme for the year ended 31 December 2023.

10 INTANGIBLE ASSETS

	Property management contracts *RMB'000*	Goodwill *RMB'000*	Total *RMB'000*
COST			
At 1 January 2023	88,000	64,897	152,897
Disposal of a subsidiary	(3,000)	(904)	(3,904)
At 31 December 2023, 1 January 2024 and 31 December 2024	85,000	63,993	148,993
AMORTISATION			
At 1 January 2023	38,114	–	38,114
Amortisation	10,013	–	10,013
Disposal of a subsidiary	(3,000)	–	(3,000)
At 31 December 2023 and 1 January 2024	45,127	–	45,127
Amortisation	9,886	–	9,886
At 31 December 2024	55,013	–	55,013
NET CARRYING VALUE			
At 31 December 2024	29,987	63,993	93,980
At 31 December 2023	39,873	63,993	103,866

11 TRADE AND BILLS RECEIVABLES

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Trade receivables		
– Related parties	**580,053**	520,624
– Third parties	**2,345,638**	1,923,291
	2,925,691	2,443,915
Less: allowance for credit losses	**(128,365)**	(103,375)
	2,797,326	2,340,540
Bills receivables	**18,489**	68
	2,815,815	2,340,608

As at 1 January 2023, trade receivables amounted to RMB2,263,176,000.

Trade receivables arise from income generated by property management services, value-added services to non-property owners and community value-added services.

All of the services income are due for payment upon issuance of demand note and most of the credit terms were granted to property management services provided to public service projects range from 30 to 90 days in general.

The following is an ageing analysis of trade and bills receivables net of allowance for credit losses presented based on the invoice dates:

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Within one year	**2,622,102**	2,205,782
One to two years	**171,623**	122,298
Over two years	**22,090**	12,528
	2,815,815	2,340,608

All bills received by the Group are with a maturity period of less than one year.

12 PREPAYMENTS, DEPOSITS AND OTHER RECEIVABLES

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Prepayments		
– Prepayments for property, plant and equipment	**6,711**	4,330
– Prepayments to suppliers	**95,070**	77,158
	101,781	81,488
Deposits and other receivables		
– Deposits	**188,605**	166,035
– Payments on behalf of property owners and residents	**546,377**	557,073
– Interest receivables	**7,560**	18,997
– VAT receivables	**85,364**	52,396
– Others	**14,687**	14,149
	842,593	808,650
Less: allowance for credit losses	**(39,780)**	(41,174)
	802,813	767,476
	904,594	848,964
Analysed for reporting purposes:		
Non-current portion	**6,711**	4,330
Current portion	**897,883**	844,634
	904,594	848,964

13 TRADE PAYABLES

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Related parties	**85,861**	62,950
Third parties	**2,668,267**	1,946,126
	2,754,128	2,009,076

Majority of the credit terms for purchase of goods and services from suppliers is 30 to 90 days.

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

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Within one year	**2,654,253**	1,953,313
One to two years	**84,277**	50,891
Over two years	**15,598**	4,872
	2,754,128	2,009,076

14 CONTRACT LIABILITIES

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Property management services	**1,684,809**	1,422,361
Value-added services to non-property owners	**16,514**	14,954
Community value-added services	**122,586**	110,339
	1,823,909	1,547,654

As at 1 January 2023, contract liabilities amounted to RMB1,429,000,000.

Contract liabilities of the Group mainly arise from the advance payments made by customers while the underlying services are yet to be provided. Such liabilities increase as a result of the growth of the Group's business.

The Group encourages customers to prepay service fees. This will give rise to contract liabilities upon receipt of prepayment from customers at the start of a contract until the revenue recognised from the relevant contract exceeds the amount of the prepayment. The Group typically receives one month to one year prepayment for the service contract.

The following table shows the amount of revenue recognised which is related to contract liabilities at the beginning of the year.

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Revenue recognised that was included in the balance of contract liabilities at the beginning of the year		
Property management services	**1,329,036**	1,233,210
Value-added services to non-property owners	**14,522**	12,102
Community value-added services	**81,718**	90,391
	1,425,276	1,335,703

(a) Unsatisfied performance obligations

For property management services and value-added services to non-property owners, the Group recognises revenue in the amount that equals to the right to invoice which corresponds directly with the value to the customers of the Group's performance completed to date, on a monthly basis. The Group has elected the practical expedient for not to disclose the remaining performance obligations for these types of contracts. The majority of the property management services contracts do not have a fixed term. The term of the contracts for value-added services to non-property owners is generally set to expire when the counterparties notify the Group that the services are no longer required.

For community value-added services, the contracts have an original expected duration of one year or less and the Group has also elected to apply practical expedient to this type of contracts such that the remaining performance obligations under these contracts are not disclosed.

(b) Assets recognised from incremental costs to obtain a contract

During the years ended 31 December 2024 and 2023, there were no significant incremental costs to obtain a contract.

15 SHARE CAPITAL

	Domestic shares		Listed H shares		Total	
	Number	**Amount**	**Number**	**Amount**	**Number**	**Amount**
	'000	*RMB'000*	*'000*	*RMB'000*	*'000*	*RMB'000*
Registered, issued and fully paid:						
At 1 January 2023, 31 December 2023, 1 January 2024 and 31 December 2024	400,000	400,000	153,333	153,333	553,333	553,333

The shares mentioned above rank pari passu in all respects with each other.

16 RESTRICTED SHARE INCENTIVE SCHEME

At the Company's extraordinary general meeting held on 18 February 2022, the shareholders of the Company approved the adoption of a restricted share incentive scheme (the "**Scheme**"), with a duration of 10 years. Under the Scheme, the Company may grant restricted shares to qualified participants ("**Scheme Participants**"), subject to the fulfilment of certain performance conditions and service conditions.

All shares granted are subject to a lock-up period of 24 months commencing from the grant date, followed by an unlocking period of 24 months to 60 months. During the lock-up period, the shares granted to the Scheme Participants are not entitled to the right of disposal, such that the shares shall not be transferred, used as collateral or used for debt repayment. After the expiry of the lock-up period, if all conditions for unlocking have been fulfilled, Scheme Participants will be entitled to the related shares. The relevant shares granted shall be unlocked in three tranches in proportion, and unlocking proportion for the first, second and third tranches shall be 33%, 33% and 34%, respectively.

On 26 April 2022 ("**First Grant Date**"), the Board approved to implement the initial grant pursuant to the Scheme. The first tranche of 4,282,400 restricted shares were actually granted at a grant price of HK$25.71 per share. The fair value of the shares granted on the First Grant Date, determined based on the difference between the closing price of the First Grant Date and the grant price, was HK$24.94 per share.

On 20 January 2023 ("**Reserved Grant Date**"), the Board approved to implement the reserved grant pursuant to the Scheme. The reserved tranche of 770,800 restricted shares were actually granted at a grant price of HK$25.71 per share. The fair value of the shares granted on the Reserved Grant Date, determined based on the difference between the closing price of the Reserved Grant Date and the grant price, was HK$32.04 per share.

During the year ended 31 December 2024, upon the expiration of the two-year lock-up period and the fulfillment of the unlocking conditions of the first tranche of the initial grant, 1,363,098 H shares of the Company were vested to 159 grantees, except for 116,536 H shares of the Company that were lapsed and sold in the secondary market by an independent trustee (the "**Trustee**").

The following table discloses movements in the number of restricted shares granted for the years ended 31 December 2024 and 2023:

	Weighted average fair value (per share) *(HK$)*	**Number of restricted shares**
At 1 January 2023	24.94	4,282,400
Granted during the year	32.04	770,800
Lapsed during the year	24.94	(104,400)
At 31 December 2023 and 1 January 2024	26.05	4,948,800
Vested during the year	24.94	(1,363,098)
Lapsed during the year	28.30	(116,536)
At 31 December 2024	26.40	3,469,166

As instructed by the Board, the Trustee is appointed to purchase certain number of H shares from the secondary market for the Scheme, and the purchased shares will be held by the Trustee until such shares are vested in accordance with the provisions of the Scheme. Upon vesting, the Trustee will transfer the shares to the Scheme Participants. If the performance conditions or service conditions are not fulfilled and the corresponding tranche of shares granted to be vested cannot be unlocked, the restricted shares not being unlocked shall be purchased back by the Trustee or other third parties in accordance with the Scheme.

During the year ended 31 December 2023, the Trustee had purchased 3,878,200 H shares at a total cash consideration of RMB120,097,000 (calculated at the exchange rate on the date of purchase), which was debited to the equity of the Company.

Movements of shares held by the Trustee under the Scheme are as follows:

	Number of restricted shares	**Amount** *RMB'000*
At 1 January 2023	1,070,600	45,912
Shares purchased during the year	3,878,200	120,097
At 31 December 2023 and 1 January 2024	4,948,800	166,009
Vested during the year	(1,363,098)	(45,726)
Lapsed during the year	(116,536)	(3,909)
At 31 December 2024	3,469,166	116,374

The Group recognised total share-based payment expenses of RMB26,335,000 for the year ended 31 December 2024 (2023: RMB38,985,000) in relation to restricted shares granted by the Company.

CHAIRMAN'S STATEMENT

DEAR SHAREHOLDERS,

On behalf of the board of directors, I am pleased to present the annual results of the Group for the year ended 31 December 2024. During the year, the Group recorded a revenue of approximately RMB16,342.3 million, representing an increase of approximately 8.5% as compared to the corresponding period of 2023; a profit for the year of approximately RMB1,489.4 million, representing an increase of approximately 6.6% as compared to the corresponding period of 2023; and a profit for the year attributable to owners of the Company of approximately RMB1,473.9 million, representing an increase of approximately 6.8% as compared to the corresponding period of 2023.

A REVIEW OF 2024

The property services industry has maintained steady overall development, while the growth of market scale has slowed down, with enterprises facing dual challenges of internal capability restructuring and intensified external competition. As a leading player in the industry, the Group adheres to high-quality development as its core principle, and strengthens its core competitiveness through multiple aspects including market expansion, product and service offerings, management and operations, as well as community and industry planning, resolutely adhering to a long-term-oriented development strategy.

1. Achieved improvements in both scale and quality through high-quality market expansion

In 2024, the Group advanced in its "three ploughing" strategy for market expansion, achieving simultaneous improvements in both expansion scale and quality through the establishment of a dynamic equilibrium mechanism that balances scale, efficiency and cash flow. In terms of scale, the single-year contract value of newly expanded third-party projects of the Group amounted to approximately RMB3,005.2 million, setting a new record high and achieving stable growth. In terms of quality, the structure of our market expansion has made improvements across multiple aspects. First, the single-year contract value of newly expanded third-party projects in 50 core cities accounted for approximately 79.5%, with the single-year contract value of newly expanded third-party projects in six cities, including Beijing, Guangzhou, Shanghai, Chengdu, Changsha and Tianjin each exceeding RMB100 million. Second, our non-residential sectors underwent structural optimization, with the single-year contract value of newly expanded projects under the five core sectors of commercial and office buildings, urban scenic areas, higher education and teaching and research properties, railways and transportation properties, and hospital properties accounting for approximately 75.9%, representing a year-on-year increase of approximately 10.3 percentage points. Third, we recorded an increase in the number of large-scale projects, with the number of newly expanded third-party projects with single-year contract value exceeding RMB10 million reaching 90, accounting for approximately 65.0% of the single-year contract value of newly expanded projects. Benefiting from the scientific selection of projects for expansion, the Group effectively guaranteed its operating cash flow. During the year, the combined return rate of public services and commercial and office buildings sectors recorded a year-on-year increase of 1.4 and 0.2 percentage points, respectively, achieving high-quality expansion while guaranteeing cash flow.

2. Enhanced our core competitiveness through high-quality product and service offerings

The Group adhered to a long-term-oriented development strategy and continuously enhanced product development and service experiences, insisting on gaining market recognition through quality. In terms of residential service products, the Group upgraded services across 35 scenarios, such as child protection, elderly care and emergency response, based on the six core service principles of its customer experience evaluation system, "ITRUST", thereby elevating the living experience for diverse customer groups in multiple dimensions. The Group established the "Poly Oriental Courtesy Academy of High-end Service" and facilitated the nation-wide implementation of benchmarking projects to strengthen its professional product capabilities. In terms of commercial and office buildings service products, the Group launched the "Super Fast Charging" service model, focusing on upgrading production-support service coverage for state-owned enterprises and customers in the industries driven by new quality productive forces, and collaborated with a technical team from Tsinghua University to develop the "IEIM Integrated Energy Intelligent Management System", to provide professional, green and low-carbon services for commercial and office buildings. In terms of public service products, leveraging its expertise in property services and its customized service offerings covering diverse sectors and scenarios, the Group established various specialized service systems for various sectors, realizing an advancement from property services to comprehensive operation services.

3. Improved resource allocation efficiency through high-quality management and operation

Amid intensifying market competition, the Group optimized and adjusted its cost structure across multiple dimensions, including organizational model, management system and management tools, realizing cost efficiency and effective output. First, in terms of organizational structure, the Group adhered to the principle of being streamlined and agile, and reallocated human resources across front-, middle-, and back-office operations to improve the output efficiency of resource allocation. Second, in terms of management system, the Group developed an integrated system combining service standards, operational processes and operational controls, facilitating synchronized improvements in efficiency and quality while refining management precision. Third, in terms of business operations, the Group strengthened economies of scale by completing the reconstruction of 52 regional project clusters and intensifying centralized procurement efforts across supply chains in several high-density areas, achieving cost efficiency in core cost areas. In terms of management tools, the Group continued to expand the application of digital technologies. During the year, it established a constructive link between its digital command center and customer response center to enable full-process tracking of work orders and second-level responses to customers' demands, significantly boosting its service efficiency and the service experience for property owners. Benefiting from the continuous improvement in operations and management, during the year, the Group maintained a relatively stable gross profit margin in property management services, and recorded a year-on-year decrease in administrative expenses by approximately 8.5%, and a decrease in their ratio to revenue by approximately 1.2 percentage points.

4. *Anchored demand-driven differentiated opportunities through high-quality layout in communities and industries*

Faced with intensified competition in the community living services market, the Group focused more on the real needs of property owners and identifying their unmet personalized pain points within community scenarios. Leveraging its advantages in offline services, the Group conducted in-depth screenings of product offerings and supply chain solutions tailored to the needs of property owners, strengthened the organizational synergy between professional teams and project personnel, and refined and optimized selected products, achieving a transition from full-category offerings to a focus on core individual products. In terms of community housekeeping, the Group launched self-operated housekeeping products that employ a staff-based system and an unattended trusteeship model, significantly improving customer experience and achieving a customer satisfaction rate of 97%. The Group upgraded the "Hé Market", a community living service brand, and by integrating community culture IP operation and a precise product selection mechanism, it successfully created over 20 products generating RMB1 million each and nearly 10 blockbuster products generating RMB10 million each. In terms of asset services, the Group accelerated the deployment of real estate asset services, with second-hand property rental and sales service as the focus. During the year, revenue from "Poly Real Estate Custody" increased by approximately 51.0% year-on-year. The Group also expanded its in-depth professional capabilities in engineering services and positioned itself for future opportunities in trending industries by focusing on housing repairs, electrical and mechanical maintenance, and energy retrofitting.

FUTURE OUTLOOK

In a complex and ever-changing market environment, the industry as a whole has retained its fundamental attributes of asset-light operations, strong cash flows and a focus on ensuring livelihood services. At the same time, with intensifying market competition and rising customer expectations for service quality, property service companies face new opportunities and challenges in their development. Leading high-quality enterprises are increasingly focusing on developing their core capabilities and further highlighting their competitive advantages, which will also drive an overall enhancement in industry-wide service capabilities and reshape the ecological landscape.

Market expansion pivoting from scale-first to a balanced approach that prioritizes both scale and quality. Amid macroeconomic fluctuations and market volatility in the industry, market expansion is exhibiting divergent trends across regions, sectors and customers, posing potential challenges to certain expansion projects in terms of cash flow and profitability. A clear expansion strategy, scientific project screening and rigorous expansion discipline will be critical to ensuring high-quality expansion. Leading property enterprises are increasingly focused on strategic alignment, in-depth cultivation of capabilities and value innovation during the expansion process, striving to achieve precise deployment and optimal allocation of resources. First, we will improve the efficiency of resource allocation to enhance business density in core cities and core business clusters; second, we will strengthen our capabilities in core sectors and build our competitive advantages and product appeal in sub-sectors based on quality sectors; and third, we will tap deeper into the value of quality customers, customize our product mix with a focus on strategic customers, and build a full-chain service system.

Focusing on service quality and reshaping core industry value. As the concept of "good houses with high-quality services" gains widespread recognition, customers' demand for a better living experience continues to rise, thereby heightening expectations for property service quality. This will drive the industry to place greater emphasis on the foundation of quality services and to deeply build a service system oriented by customer needs. First, in terms of customer insight, we will shift from an enterprise perspective to a customer perspective, and identify a multi-tiered demand system based on community scenarios; second, in terms of service design, we will employ scenario-based thinking to deconstruct service processes, optimize customer response pathways, and achieve more refined service granularity and enhance customer experience; third, in terms of organizational culture, we will strengthen the service-oriented mindset within the enterprise, embedding the "customer-centric" principle across all positions through cultural immersion, thereby achieving the organic integration of a standardized service framework with personalized service flexibility.

Lean operations becoming the key pivot for efficiency enhancement. Amidst high-quality development with new quality productive forces as the core, technological applications such as artificial intelligence, robotics and the Internet of Things are reshaping the landscape of industrial efficiency. Optimizing cost structures to meet customers' needs has become an important focus for property enterprises at the current stage. Enhancing refined operation capability has become a robust measure to actively address operational challenges in the industry. First, we will focus on the re-definition of cost function and the reallocation of cost investment, to enhance cost-output efficiency and technological innovation practice, which will in turn upgrade operational workflows; second, we will upgrade digital operational tools to ensure the accessibility and stability of management on service standards, so as to promote the comprehensive improvement in business operational efficiency; and third, we will streamline management hierarchies through organizational optimization and project-linked management to improve the transmission efficiency of key information and the effectiveness of professional problem-solving.

Industry development bringing new challenges to organizational capability. Amidst the accelerated transition of the industry to modern comprehensive services, the construction of organizational capabilities will be an important strategic pillar to effectively support the balanced allocation of resources and synchronized development of businesses across regions, sectors and industries. In order to build a resilient, professional and efficient organization, it is essential to construct an organizational form with projects as the smallest operational unit, supported by a matrix of professional business departments, and empowered by functional middle-end and back-end management, thereby realizing the organic synergy of localized service and verticalized control, which is also the backbone for the achievement of strategic goals. Meanwhile, the development of a corporate talent supply chain and the continuous upgrade of the strategic talent pipeline will help ensure the succession and standardized implementation of enterprise's service philosophy.

Looking ahead, Poly Property will focus on the corporate vision of becoming "the leading provider of the comprehensive property ecosystem." At the intersection of the conclusion of the "14th Five-Year Plan" and the rollout of the "15th Five-Year Plan", we will adhere to the guiding principle of "delivering excellence in quality, market, operation and organization", accelerate the innovation of the property service model and the upgrade of capabilities, and empower modern grassroots governance and residents' better life.

MANAGEMENT DISCUSSION AND ANALYSIS

BUSINESS REVIEW

The Group is a leading comprehensive property management service provider in China with extensive property management scale and state-owned background. According to the ranking of 2024 Top 100 Property Management Companies in China by the China Index Academy, the Group ranked the second among the Top 100 Property Management Companies in China and the first among state-owned property management companies. The Group has established itself as a benchmark in the industry with excellent service quality and its brand was valued at approximately RMB26.8 billion in 2024. The Group adheres to its corporate mission of "to serve the people by managing and achieving" (善治善成, 服務民生), and is working to build a strategic ecosystem of "Comprehensive Property" through a full range of services to satisfy the diversified needs of its customers. The Group's service network covers residential communities, commercial and office buildings and public and other properties. As at 31 December 2024, the Group's contracted gross floor area ("**GFA**") and GFA under management was approximately 988.1 million sq.m. and 803.4 million sq.m. respectively, covering 194 cities across 30 provinces, municipalities and autonomous regions in China.

The Group's revenue is derived from three main business lines, namely (i) property management services; (ii) value-added services to non-property owners; and (iii) community value-added services.

Property management services – representing approximately 71.4% of the total revenue

For the year ended 31 December 2024, the Group's revenue from property management services amounted to approximately RMB11,674.5 million, representing an increase of approximately 15.0% as compared to the corresponding period of 2023, which was mainly due to the expansion of GFA under management and the increase in the number of projects under management of the Group.

The following table sets out the changes in the Group's contracted management scale:

	As at 31 December					
	2024			2023		
Source of project	**Contracted GFA** *'000 sq.m.*	**Percentage of contracted GFA** *%*	**Number of contracted projects**	Contracted GFA *'000 sq.m.*	Percentage of contracted GFA *%*	Number of contracted projects
Poly Developments and Holdings Group *(Note 1)*	**358,730**	**36.3**	**1,714**	341,828	37.1	1,564
Third parties *(Note 2)*	**629,395**	**63.7**	**1,516**	580,377	62.9	1,505
Total	**988,125**	**100.0**	**3,230**	922,205	100.0	3,069

Note 1: The related information of "Poly Developments and Holdings Group" set out in the section headed "Management Discussion and Analysis" in this announcement includes properties developed, solely or jointly with other parties, by Poly Developments and Holdings Group Co., Ltd. and its subsidiaries, joint ventures and associates.

Note 2: The GFA from "third parties" as set out in the section headed "Management Discussion and Analysis" in this announcement excludes projects that do not clearly stipulate the agreed GFA in the contracts. With the Group enhancing its market expansion, certain third-party project contracts only stipulate the total contract price rather than the GFA.

The Group has benefited from the steady development of Poly Developments and Holdings Group, its controlling shareholder, and continued to secure high-quality projects resources. Poly Developments and Holdings Group was awarded the title of "Leading Brand in China's Real Estate Industry" (中國房地產行業的領導公司品牌) for 15 consecutive years. In 2024, Poly Developments and Holdings Group realized a contracted sales amount of approximately RMB323.03 billion, ranking the first in the industry. As at 31 December 2024, the contracted GFA from Poly Developments and Holdings Group was approximately 358.7 million sq.m..

The Group has continued to deepen its market-oriented development strategy and maintained its industry-leading position in terms of the expansion scale of third-party projects during the year. In particular, the single-year contract value of newly expanded projects from third parties amounted to approximately RMB3,005.2 million and the single-year contract value of projects newly signed with third parties amounted to approximately RMB2,546.8 million (excluding renewed projects). As at 31 December 2024, the contracted GFA of projects from third parties was approximately 629.4 million sq.m., accounting for approximately 63.7% of the total contracted GFA.

The following table sets out a breakdown of the Group's revenue, GFA under management and the number of projects under management by the source of projects for the periods or as at the dates indicated:

	Year ended 31 December or as at 31 December									
	2024					2023				
Source of projects	**Revenue**		**GFA under management**		**Number of projects under management**	Revenue		GFA under management		Number of projects under management
	RMB'000	*%*	***'000 sq.m.***	*%*		*RMB'000*	*%*	*'000 sq.m.*	*%*	
Poly Developments and Holdings Group *(Note)*	**6,687,193**	**57.3**	**277,810**	**34.6**	**1,476**	5,983,649	58.9	254,256	35.3	1,279
Third parties *(Note)*	**4,987,296**	**42.7**	**525,609**	**65.4**	**1,345**	4,168,532	41.1	465,327	64.7	1,186
Total	**11,674,489**	**100.0**	**803,419**	**100.0**	**2,821**	10,152,181	100.0	719,583	100.0	2,465

Note: See note 1 and note 2 on page 26.

As at 31 December 2024, the Group's GFA under management from Poly Developments and Holdings Group amounted to approximately 277.8 million sq.m., representing an increase of approximately 23.6 million sq.m. as compared to that as at the end of 2023. For the year ended 31 December 2024, revenue from the property management services of Poly Developments and Holdings Group amounted to approximately RMB6,687.2 million, representing an increase of approximately 11.8% as compared to the corresponding period of 2023, and accounted for approximately 57.3% of the total revenue from property management services.

The continuous commitment to expand third-party projects injected powerful momentum for the Group's sustainable development. As at 31 December 2024, the Group's GFA under management of projects sourced from third parties reached approximately 525.6 million sq.m., representing an increase of approximately 60.3 million sq.m. as compared to the end of 2023, and accounted for approximately 65.4% of the total GFA under management. For the year ended 31 December 2024, revenue from property management services to third parties amounted to approximately RMB4,987.3 million, representing an increase of approximately 19.6% as compared to the corresponding period of 2023, and accounted for approximately 42.7% of the total revenue from property management services, representing a year-on-year increase of approximately 1.6 percentage points.

The following table sets out a breakdown of the Group's revenue, GFA under management and the number of projects under management by project type for the periods or as at the dates indicated:

	Year ended 31 December or as at 31 December									
	2024					2023				
Type of projects	**Revenue**		**GFA under management**		**Number of projects under management**	Revenue		GFA under management		Number of projects under management
	RMB'000	*%*	***'000 sq.m.***	*%*		*RMB'000*	*%*	*'000 sq.m.*	*%*	
Residential communities	**6,779,510**	**58.1**	**314,216**	**39.1**	**1,654**	5,923,762	58.3	289,374	40.2	1,447
Non-residential properties	**4,894,979**	**41.9**	**489,203**	**60.9**	**1,167**	4,228,419	41.7	430,209	59.8	1,018
– Commercial and office buildings	**1,951,744**	**16.7**	**39,961**	**5.0**	**454**	1,610,044	15.9	29,232	4.1	353
– Public and other properties	**2,943,235**	**25.2**	**449,242**	**55.9**	**713**	2,618,375	25.8	400,977	55.7	665
Total	**11,674,489**	**100.0**	**803,419**	**100.0**	**2,821**	10,152,181	100.0	719,583	100.0	2,465

In the field of residential communities, the Group adhered to the "customer-centric" service philosophy and established a system comprising three residential property service brands, namely "Oriental Courtesy", "Elegant Life" and "Harmony Courtyard". The Group has led the way in setting a new benchmark for quality services with six value dimensions: "Under-control, Intelligent, Specialized, Rich-atmosphere, Transparent, and Taking-care", achieving a paradigm shift in project service systems from scene creation to experience enhancement. As at 31 December 2024, the GFA under management of the Group in residential communities was approximately 314.2 million sq.m. For the year ended 31 December 2024, revenue from property management services for residential communities amounted to approximately RMB6,779.5 million, representing an increase of approximately 14.4% as compared to the corresponding period of 2023.

In the field of commercial and office buildings, the Group has leveraged its property service brand of "Nebula Ecology" to provide integrated "trinity services" including property management, asset management and corporate services. The Group held the industry's first State-Owned Asset Services Forum in Beijing and launched the "Super Fast Charging" service model, on the basis of the traditional commercial property services while focusing on upgrading in areas of integrated facilities and equipment services, productive support protection, etc. By embedding into the production and living spaces of the enterprises, the Group provided comprehensive support across production, operations, office work, and living for these enterprises. During the year, the Group achieved great success in expanding its clientele in the high-end manufacturing industry and strategic emerging industries, and secured a number of projects from industry-leading clients, such as NetEase (Hangzhou) Park Phase II and Qingdao Haier (Development Zone) Industrial Park. Meanwhile, the Group further enhanced its advantages in client expansion in the financial sector, with new high-quality projects secured during the year, including the headquarters of Industrial and Commercial Bank of China, and the headquarters of China Construction Bank. As of 31 December 2024, the GFA under management of the Group in commercial and office buildings was approximately 40.0 million sq.m. During the year, the single-year contract value of newly expanded projects from third party's commercial and office buildings by the Group amounted to approximately RMB1,114.3 million, representing a year-on-year increase of approximately 17.9%. For the year ended 31 December 2024, revenue from property management services for commercial and office buildings amounted to approximately RMB1,951.7 million, representing an increase of approximately 21.2% as compared to the corresponding period of 2023.

In the field of public and other properties, the Group has established the property service brand of "Poly Public Services", which is constructing a holistic service matrix with refined management and intelligent services, covering a number of sub-sectors such as urban scenic areas, higher education and teaching and research properties, railways and transportation properties, hospital properties, government offices and urban public facilities. Based on its diverse omni-channel service expertise, the Group iterated and upgraded the "Holistic Flywheel" model, under which it has formed two major benchmark projects in Jiaxing, Zhejiang and Haizhu, Guangzhou, injecting new vitality into the high-quality development of grassroots governance in urban areas. During the year, the Group continued to increase project density in core regions such as the Yangtze River Delta and the Pearl River Delta, successfully expanding 55 projects with each contract value exceeding RMB10 million, including holistic services in Zhouzhuang Ancient Town in Suzhou, Yanqian Area of Duanzhou District in Zhaoqing and Yonghan Town in Huizhou. For the year ended 31 December 2024, the single-year contract value of newly expanded projects from public and other properties by the Group amounted to approximately RMB1,639.8 million. For the year ended 31 December 2024, the Group's revenue from public and other properties amounted to approximately RMB2,943.2 million, representing an increase of approximately 12.4% as compared to the corresponding period of 2023, and accounted for approximately 25.2% of the total revenue from property management services.

Steady increase in the average property management fee per unit

Benefiting from the optimization of new project locations and price increase for certain projects under management, the Group achieved a structural increase in the average property management fee per unit.

The following table sets out the average property management fee per unit of residential communities for the periods indicated:

	Year ended 31 December		
	2024	2023	
	(RMB/sq.m./month)		Changes (RMB)
Residential communities	**2.41**	2.31	Increased by 0.10
– Poly Developments and Holdings Group	**2.51**	2.41	Increased by 0.10
– Third parties	**1.87**	1.82	Increased by 0.05

Value-added services to non-property owners – representing approximately 12.0% of the total revenue

The Group provides value-added services to non-property owners (mainly property developers), including (i) pre-delivery services to property developers to assist with their sales and marketing activities at property sales venues and display units, mainly including visitor reception, cleaning, security inspection and maintenance; (ii) office leasing; and (iii) other value-added services to non-property owners, such as consultancy, inspection, delivery and engineering maintenance, etc.

The following table sets out a breakdown of the Group's revenue from value-added services to non-property owners by service type for the periods indicated:

Service Type	**Year ended 31 December**			
	2024		2023	
		Percentage of revenue		*Percentage of revenue*
	RMB'000	***%***	*RMB'000*	*%*
Pre-delivery services	**1,039,620**	**53.0**	1,147,848	54.8
Office leasing	**312,855**	**16.0**	388,201	18.5
Other value-added services to non-property owners	**607,628**	**31.0**	557,267	26.7
Total	**1,960,103**	**100.0**	2,093,316	100.0

The Group's revenue from value-added services to non-property owners for the year ended 31 December 2024 was approximately RMB1,960.1 million, representing a decrease of approximately 6.4% as compared to the corresponding period of 2023, which was mainly due to (i) the decrease in scale of the Group's pre-delivery business; (ii) the decrease in the revenue of the Group's office leasing business due to the dynamic adjustment in market supply and demand. During the year, the Group's revenue from other value-added services to non-property owners was approximately RMB607.6 million, representing a year-on-year increase of approximately 9.0%, which was attributable to the structural improvement in our business portfolio as a result of the expansion of the engineering maintenance business and the extension of the real estate service chain.

Community value-added services – representing approximately 16.6% of the total revenue

The Group leveraged on its advantage in community scenarios under a "products + services" approach. Based on community assets and community living scenarios, the Group has built a value-added services ecosystem covering home furnishing services, parking space agency services, house rental and sales agency services, community retail, housekeeping services, parking lot services, space operations and other services, catering for the customized service needs of property owners, and improving living convenience and happiness.

The Group's revenue from community value-added services for the year ended 31 December 2024 was approximately RMB2,707.7 million, representing a decrease of approximately 3.9% as compared to the corresponding period of last year. Against the backdrop of volatile community consumption sentiment and intensifying market competition, the Group proactively promoted the optimization and adjustment of business structure. On the one hand, the Group strove to meet customers' demand to improve its product and service offerings. On the other hand, the Group focused on differentiated opportunities with advantages in property scenario for its core sectors such as community retail, housekeeping services, house rental and sales agency services and home furnishing services, with a view to further polish its core individual products and elevate property owners' satisfaction.

FUTURE DEVELOPMENT

Confronted with a complicated and ever-changing external environment, the Group will maintain its long-term strategic resilience, and adapt to the development trends of the industry with positive and prudent operational strategies, aiming to broaden the moat of its market competitive advantages. In 2025, the Group will focus on "prioritizing quality and efficiency while deepening excellence in quality, market presence, operation and organization" as its guiding principle, emphasizing the strengthening of core capabilities, and pursuing both stability and advancement, and achieve a high-quality conclusion to the "14th Five-Year Plan".

Driving high-quality market expansion through density enhancement

The Group will adopt a core strategy of increasing project density and building a quality foundation, with a deep focus on urban distribution, business ecosystem value and customer quality to maintain adherence to high-quality expansion. For density in terms of cities, we will take into account the characteristics of the industrial chain layout to precisely allocate resources through a "city-specific strategy" approach, as well as enhance our presence density in core cities to improve regional penetration and amplify cluster synergy. For density in terms of operations, we will leverage our brand advantages in state-owned asset services, focus on our core sectors such as commercial and office buildings, urban scenic areas and existing residential projects to strengthen our differentiated service advantages, as well as concentrate on the rapid reproduction and promotion of benchmarking projects to increase the market shares of our segment operations. For density in terms of customers, we will focus on maintaining sound relationships with customers which are major state-funded enterprises and those in new industries or engage in livelihood infrastructure, leveraging on our advantages of cross-industry synergies to deliver integrated solutions, address customers' diverse needs and strengthen customer retention management, so as to realize enhancement of density in terms of quality resources.

Enhancing customer experience to establish industry quality benchmarks

With the core philosophy of "Quality Drives Value", the Group will establish a comprehensive customer experience management system, embedding quality excellence throughout the entire operational chain. First, the Group will adopt a property owners' experience-oriented approach and continuously strengthen service culture and client-centric awareness, to cultivate an atmosphere where all personnel are committed to delivering exceptional services. Second, the Group will upgrade smart management tools, leverage digital command centers and client response hubs to enhance its capability in professional and efficient service delivery, and further refine its service standards, in order to promote improvements in service efficiency, service quality and customer satisfaction. Third, the Group will systematically enhance capabilities in community asset services and community living services, to provide over 2 million property owners with more convenient and cost-effective living services, and create a community living services ecosystem.

Strengthening industry capabilities and positioning for new growth opportunities

Following a period of exploration into value-added services, the property industry is now entering a critical phase of defining its industry positioning and accelerating industrial development. Leveraging its scenario-based advantages in community living and community assets, the Group will focus more on asset operation and service sectors centered around housing and community assets during the industrial development of community ecosystem. Particularly regarding existing asset operation, the Group will continue to build comprehensive service capabilities covering operation, rental and sales, and maintenance of various types of assets. Simultaneously, the Group will closely monitor policy opportunities, such as housing pension funds, developing integrated housing engineering and renovation service capabilities including housing repairs and energy-saving renovations.

Deepening organizational reforms to empower business growth and improve efficiency

Through a core strategic focus on upgrading organizational capabilities, the Group will build a resilient and efficient organizational system aligned with the development needs of the Company. First, the Group will strengthen its core professional competencies. Through reforms of business departments and the establishment of vertical specialized companies, the Group will enhance the construction of professional capabilities in its core sectors, and increase resource investment in incubating industries, to boost its market competitiveness. Second, the Group will improve regional platform management efficiency. The Group will focus on the development of platform professionalism and the establishment of a synergetic mechanism across industries and regions, to cultivate development synergies. Third, the Group will deepen talent selection and deployment mechanisms, fortify its organization with multi-tiered talent reserves, and inspire organizational momentum with a precise and effective incentive mechanism, thereby providing effective strategic support for the high-quality development of the Company.

FINANCIAL REVIEW

Revenue

The Group's revenue is derived from three main business lines: (i) property management services; (ii) value-added services to non-property owners; and (iii) community value-added services.

The following table sets out a breakdown of the revenue by business line for the periods indicated:

	Year ended 31 December				
	2024		2023		
	Revenue	**Percentage of revenue**	Revenue	Percentage of revenue	Growth rate
	RMB'000	***%***	*RMB'000*	*%*	*%*
Property management services	**11,674,489**	**71.4**	10,152,181	67.4	15.0
Value-added services to non-property owners	**1,960,103**	**12.0**	2,093,316	13.9	-6.4
Community value-added services	**2,707,720**	**16.6**	2,816,361	18.7	-3.9
Total	**16,342,312**	**100.0**	15,061,858	100.0	8.5

For the year ended 31 December 2024, the total revenue of the Group amounted to approximately RMB16,342.3 million (2023: approximately RMB15,061.9 million), representing an increase of approximately 8.5% as compared to the corresponding period of 2023, which was mainly due to the increase in the revenue of property management services driven by the continuous expansion in the management scale of the Group.

Cost of services

During the year, the cost of services of the Group amounted to approximately RMB13,358.0 million (2023: approximately RMB12,108.8 million), representing an increase of approximately 10.3% as compared to the corresponding period of 2023. The increase in the cost of services was mainly due to the corresponding increase in services costs as a result of the expansion of GFA under management and the increase in the number of projects under management of the Group.

Gross profit and gross profit margin

The following table sets out a breakdown of the Group's gross profit and gross profit margin by business line for the periods indicated:

	Year ended 31 December					
	2024			2023		
	Gross profit	**Percentage of gross profit**	**Gross profit margin**	Gross profit	Percentage of gross profit	Gross profit margin
	RMB'000	***%***	***%***	*RMB'000*	*%*	*%*
Property management services	**1,673,449**	**56.1**	**14.33**	1,481,077	50.2	14.59
Value-added services to non-property owners	**313,967**	**10.5**	**16.02**	391,241	13.2	18.69
Community value-added services	**996,890**	**33.4**	**36.82**	1,080,773	36.6	38.37
Total	**2,984,306**	**100.0**	**18.26**	2,953,091	100.0	19.61

For the year ended 31 December 2024, the Group's gross profit was approximately RMB2,984.3 million, representing an increase of approximately 1.1% as compared to approximately RMB2,953.1 million for the corresponding period of 2023. The Group's gross profit margin decreased from approximately 19.61% for the corresponding period of 2023 to approximately 18.26%.

For the year ended 31 December 2024, the Group's gross profit margin for property management services was approximately 14.33% (2023: approximately 14.59%), representing a decrease of approximately 0.26 percentage points as compared to the corresponding period of 2023.

For the year ended 31 December 2024, the Group's gross profit margin for value-added services to non-property owners was approximately 16.02% (2023: approximately 18.69%), representing a decrease of approximately 2.67 percentage points as compared to the corresponding period of 2023.

For the year ended 31 December 2024, the Group's gross profit margin for community value-added services was approximately 36.82% (2023: approximately 38.37%), representing a decrease of approximately 1.55 percentage points as compared to the corresponding period of 2023.

Other income and other gains and losses, net

For the year ended 31 December 2024, other income and other gains and losses, net was approximately RMB116.3 million, representing a decrease of approximately 14.7% as compared to approximately RMB136.3 million for the year ended 31 December 2023, primarily due to the decrease in additional deduction of VAT input tax.

Administrative expenses

For the year ended 31 December 2024, the total administrative expenses of the Group were approximately RMB1,122.0 million, representing a decrease of approximately 8.5% as compared to approximately RMB1,226.2 million for the year ended 31 December 2023. The administrative expenses of the Group accounted for approximately 6.9% (for the year ended 31 December 2023: approximately 8.1%) of the total revenue, representing a decrease as compared to the corresponding period of 2023.

Profit for the year

For the year ended 31 December 2024, the profit for the year of the Group was approximately RMB1,489.4 million, representing an increase of approximately 6.6% as compared to approximately RMB1,397.2 million for the corresponding period of 2023. The profit for the year attributable to owners of the Company was approximately RMB1,473.9 million, representing an increase of approximately 6.8% as compared to approximately RMB1,380.1 million for the corresponding period of 2023. The net profit margin was approximately 9.1%, representing a decrease of approximately 0.2 percentage points as compared to approximately 9.3% for the corresponding period of 2023.

Current assets, reserves and capital structure

For the year ended 31 December 2024, the Group maintained a sound financial position. As at 31 December 2024, the current assets amounted to approximately RMB13,636.0 million, representing a decrease of approximately 4.2% as compared to approximately RMB14,228.1 million as at 31 December 2023. As at 31 December 2024, the cash and bank balances of the Group amounted to approximately RMB11,866.7 million, including cash and cash equivalents of approximately RMB9,890.7 million and the principal of time deposits of approximately RMB1,976 million, representing an increase of approximately 7.8% as compared to approximately RMB11,011.5 million as at 31 December 2023. As at 31 December 2024, the gearing ratio of the Group was approximately 41.2%, representing an increase of approximately 0.9 percentage points as compared to approximately 40.3% as at 31 December 2023. Gearing ratio represents the ratio of total liabilities over total assets.

As at 31 December 2024, the Group's total equity was approximately RMB9,871.3 million, representing an increase of approximately RMB994.8 million or approximately 11.2% as compared to approximately RMB8,876.5 million as at 31 December 2023, which was primarily due to the contributions from the profits realised in the period.

Property, plant and equipment

The Group's property, plant and equipment primarily include self-use right-of-use assets, buildings, leasehold improvements, computer equipment, electronic equipment, transportation equipment, furniture and equipment. As at 31 December 2024, the Group's property, plant and equipment amounted to approximately RMB239.6 million, representing a decrease of approximately RMB2.3 million as compared to approximately RMB241.9 million as at 31 December 2023, which was primarily due to (i) the decrease in the procurement of assets and (ii) the provision for depreciation of the Group during the year.

Leased assets and investment properties

The Group's leased assets and investment properties mainly comprise leased assets, carpark spaces and clubhouses. As at 31 December 2024, the Group's leased assets and investment properties amounted to approximately RMB729.9 million, representing an increase of approximately RMB503.4 million as compared to approximately RMB226.5 million as at 31 December 2023, which was mainly attributable to (i) the increase of approximately RMB783.6 million in leased assets and investment properties as a result of the renewal of the property lease agreements with Poly Developments and Holdings for a term of three years (effective from 28 May 2024. For details of relevant agreements, please refer to the Company's announcement dated 22 April 2024 and circular dated 10 May 2024); and (ii) provision for depreciation.

Intangible assets

The Group's intangible assets primarily include property management contracts and goodwill obtained from acquisition of subsidiaries. As at 31 December 2024, the Group's intangible assets amounted to approximately RMB94.0 million, representing a decrease of approximately RMB9.9 million as compared to approximately RMB103.9 million as at 31 December 2023, which was primarily due to the amortisation of property management contracts.

Trade and bills receivables

As at 31 December 2024, trade and bills receivables amounted to approximately RMB2,815.8 million, representing an increase of approximately RMB475.2 million as compared to approximately RMB2,340.6 million as at 31 December 2023, which was primarily due to the increase in trade receivables as a result of the expansion of GFA under management and the increase in the number of projects of the Group.

Prepayments, deposits and other receivables

Prepayments, deposits and other receivables primarily include: (i) deposits; (ii) payment on behalf of property owners and residents; (iii) VAT receivables; (iv) interest receivables; and (v) prepayments.

As at 31 December 2024, prepayments, deposits and other receivables amounted to approximately RMB897.9 million, representing an increase of approximately 6.3% as compared to approximately RMB844.6 million as at 31 December 2023, which was mainly due to the increase in VAT receivables as a result of the VAT input tax not yet being fully deducted.

Trade payables

As at 31 December 2024, trade payables amounted to approximately RMB2,754.1 million, representing an increase of approximately 37.1% as compared to approximately RMB2,009.1 million as at 31 December 2023, which was primarily due to the expansion of the GFA under management of the Group and the continuous increase in the scale of subcontracting to independent third-party service providers.

Accruals and other payables

Accruals and other payables mainly include: (i) deposits; (ii) temporary receipts from property owners; (iii) other tax payables; and (iv) salaries payable.

As at 31 December 2024, accruals and other payables amounted to approximately RMB2,008.4 million, representing a decrease of approximately 7.1% as compared to approximately RMB2,161.2 million as at 31 December 2023, which was mainly due to the accelerated payment progress of deposits and salaries.

Borrowings

As at 31 December 2024, the Group had no borrowings or bank loans.

PLEDGE OF ASSETS

As at 31 December 2024, the Group had no pledge of assets.

SIGNIFICANT INVESTMENT, MAJOR ACQUISITION AND DISPOSAL AND FUTURE PLANS

The Group had no significant investment, major acquisition and disposal for the year ended 31 December 2024. In addition, except for the section headed "Future Development" in "Management Discussion and Analysis" in this announcement and the expansion plans disclosed in the Company's announcement on the updated status of the expected timetable on the use of proceeds dated 31 December 2024, the Group did not have any special plans on significant investments, major acquisitions and disposals.

PROCEEDS FROM THE LISTING

The H shares of the Company (the "**H Shares**") were successfully listed on the Stock Exchange on 19 December 2019 with 133,333,400 new H Shares issued and, upon the exercise of the over-allotment options in full, 153,333,400 H Shares were issued in aggregate. Net proceeds from the listing amounted to approximately HK$5,218.2 million after deducting the underwriting fees and relevant expenses. As of 31 December 2024, the Group had used approximately HK$4,057.9 million of the proceeds. Such used proceeds were allocated and used in accordance with the use of proceeds as set out in the prospectus dated 9 December 2019, the announcement on the change of use of proceeds from the global offering dated 1 April 2021, the announcement on the further change of use of proceeds from the global offering dated 16 July 2021, the announcement on the updated status of the expected timetable on the use of proceeds dated 30 December 2022, and the announcement on the further change of use of proceeds from the global offering dated 31 December 2024 (the "**Announcement**") of the Company. The unutilised net proceeds of approximately HK$1,160.3 million will be allocated and used in accordance with the use and proportions as set out in the Announcement. Details of the specific use are as follows:

Revised use of the net proceeds as stated in the Announcement	Revised percentage of net proceeds as stated in the Announcement *%*	Net proceeds for revised planned use as stated in the Announcement *HK$ millions*	Revised and adjusted net proceeds unutilised as of 31 December 2023 *HK$ millions*	Net proceeds actually utilised as of 31 December 2024 *HK$ millions*	Revised net proceeds unutilised as of 31 December 2024 *HK$ millions*	Expected timetable for utilising the unutilised net proceeds
To pursue selective strategic investment and acquisition opportunities and to further develop strategic alliances and expand the scale of the Group's property management and value-added services businesses, which include acquiring or investing in companies engaged in businesses related to property management or value-added services, or forming joint ventures with such companies, and investing in related industrial funds with business collaborative partners	14.5	756.6	582.3	202.9	553.8	On or before 31 December 2027
To further develop the Group's value-added services, which include the development of value-added products and services related to daily scenarios (such as communities, commercial offices and urban management) and assets (such as leasing and sales of properties, parking spaces and shops), the upgrading of hardware and the development of smart community and commercial facilities operation services, and the development of value-added services related to commercial operations such as office buildings	62.5	3,261.4	0.0	3,261.4	0.0	N/A
To upgrade the Group's systems of digitisation and smart management, which include the purchase and upgrading of hardware for building smart terminals and Internet of Things platforms, the construction and development of internal information sharing platforms and databases, the recruitment and development of professional and technical staff and information management teams, and the commencement of R&D for innovative applications related to the Group's business	5.0	260.9	198.7	74.2	186.8	On or before 31 December 2027
Working capital and general corporate purposes	18.0	939.3	448.3	519.5	419.8	On or before 31 December 2027
Total	100.0	5,218.2	1,229.2	4,057.9	1,160.3	

Note: For the avoidance of doubt, any discrepancy between the total and the sum of the respective amounts shown in the table is due to rounding.

CONTINGENT LIABILITIES

As at 31 December 2024, the Group did not have any significant contingent liabilities.

FOREIGN EXCHANGE RISK

The Group conducts its business in Renminbi. Except for the bank deposits and payables denominated in foreign currencies, the Group is not subject to any significant risk relating to foreign exchange rate fluctuation. The management will continue to keep track of the foreign exchange risk and take prudent measures to mitigate exchange rate risk.

SUBSEQUENT EVENTS

The Group did not have significant subsequent events after 31 December 2024 and up to the date of this announcement.

EMPLOYEES AND REMUNERATION POLICIES

As at 31 December 2024, the Group had 30,125 employees (as at 31 December 2023: 33,902 employees). For the year ended 31 December 2024, the total staff costs were approximately RMB3,792.0 million. The Group has established a market-based, competitive and performance-oriented remuneration plan with reference to market standards and employee performance and contributions to encourage value creation of employees. Also, the Group provides employees with employee benefits, including pension funds, medical insurance, work injury insurance, maternity insurance, unemployment insurance and housing provident fund.

EMPLOYEE TRAINING AND DEVELOPMENT

The Group places a strong emphasis on recruiting talents and provides employees with continuous training programmes and career development opportunities. The Company has initiated special actions such as the "Dragon Seeking Programme: 1+N Key Position Recruitment", covering key positions at the executive level and across four key business lines, to replenish a diverse pool of outstanding talents in the industry on an ongoing basis, actively promote the employment empowerment exercise for graduates, and effectively enhance organisational capabilities. The Group has continued to refine the construction of a tiered and categorized talent team and to connect the talent supply chain for talent assessment, development and appointment. We issued the "White Paper of Talent Standards for Key Positions", defining quality models for four major varieties of talent, to promote the upgrade to refined human resource management. Through the "Improvement of Project Talent in Three Aspects" special programme, we improved the organisational capabilities, competencies and fighting capabilities of talents in core business units through measures such as comprehensive project review, precise talent allocation and enhanced incentives. Additionally, we built a "Technical Talent Assessment and Certification" system and a "Highly Skilled Talent" expert pool, providing solid talent support to strengthen the Company through technical expertise.

ANNUAL DIVIDEND

The Board proposed the distribution of an annual dividend of RMB1.332 per share (tax inclusive) for the year ended 31 December 2024, with the total amount of the proposed dividend distribution representing 50.0% of profit for the year attributable to owners of the Company. The dividend distribution plan shall be subject to the approval of the shareholders of the Company at the annual general meeting to be held on 6 June 2025 (the "**2024 AGM**") and the dividend is expected to be paid on or before 25 July 2025. The proposed annual dividend will be declared in Renminbi and settled in Hong Kong dollars or Renminbi, 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 2024 AGM (details of which will be disclosed in the announcement on the poll results of the 2024 AGM).

NOTICE OF ANNUAL GENERAL MEETING

The 2024 AGM will be held on Friday, 6 June 2025. Notice of the 2024 AGM will be published on the designated website of the Stock Exchange at www.hkexnews.hk and the website of the Company at www.polywuye.com in due course and in such manner as required under the Rules Governing the Listing of Securities on the Stock Exchange (the "**Listing Rules**").

CLOSURE OF REGISTER OF MEMBERS

For the purpose of determining the shareholders' eligibility to attend and vote at the 2024 AGM (and any adjourned meeting thereof), the register of members of the Company will be closed from Tuesday, 3 June 2025 to Friday, 6 June 2025, both days inclusive, during which period no transfer of the shares will be registered. In order for the H shareholders to qualify for attending and voting at the 2024 AGM, all properly completed share transfer forms together with the relevant H Share certificates shall be lodged with the Company's H Share Registrar in Hong Kong, Tricor Investor Services Limited, at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong, for registration not later than 4:30 p.m. on Monday, 2 June 2025. Shareholders whose names appear on the register of members of the Company on Friday, 6 June 2025 are entitled to attend and vote at the 2024 AGM.

REVIEW OF ACCOUNTS

The Company's audit committee (the "**Audit Committee**") was established with written terms of reference in accordance with Appendix C1 to the Listing Rules. The Audit Committee is delegated by the Board and is responsible for reviewing and monitoring the financial reporting, risk management and internal control systems of the Company, and assisting the Board to fulfil its responsibility for the audit of the Group.

The Audit Committee had reviewed the audited consolidated financial statements and annual results of the Group for the year ended 31 December 2024, and discussed with the management of the Group regarding the accounting principles and practices adopted by the Group, and the internal controls and financial reporting matters.

SCOPE OF WORK OF BAKER TILLY HONG KONG LIMITED

The figures in respect of the Group's announcement of annual results for the year ended 31 December 2024 have been agreed by the Group's auditor, Baker Tilly Hong Kong Limited, to the amounts set out in the Group's audited consolidated financial statements for the year ended 31 December 2024. The work performed by Baker Tilly Hong Kong Limited in this respect did not constitute an assurance engagement in accordance with Hong Kong Standards on Auditing, Hong Kong Standards on Review Engagements or Hong Kong Standards on Assurance Engagements issued by the HKICPA. Consequently, no assurance has been expressed by Baker Tilly Hong Kong Limited on the announcement of annual results.

COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE

The Company has adopted code provisions of the Corporate Governance Code (the "**Corporate Governance Code**") in Appendix C1 to the Listing Rules as its own code of corporate governance. The Company has complied with all the applicable code provisions of the Corporate Governance Code for the year ended 31 December 2024.

MODEL CODE FOR SECURITIES TRANSACTIONS

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the "**Model Code**") as set out in Appendix C3 to the Listing Rules as its own code of conduct governing dealing in securities transactions by the Directors and supervisors of the Company ("**Supervisors**"). The Company has made specific enquiries with all Directors and Supervisors and all of them have confirmed that they have complied with the required standard as set out in the Model Code during the year ended 31 December 2024.

PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

For the year ended 31 December 2024, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities (including treasury shares).

RESTRICTED SHARE INCENTIVE SCHEME

As approved by the extraordinary general meeting of the Company dated 18 February 2022, the Company has adopted the Restricted Share Incentive Scheme, which shall be valid and effective for a term of ten years.

During the year ended 31 December 2024, 1,363,098 shares out of the restricted shares actually granted to the Scheme Participants by the Company pursuant to the terms of the Restricted Share Incentive Scheme were unlocked. Details of the changes in the number of restricted shares granted under the Restricted Share Incentive Scheme and the related fair value are set out in note 16 to the consolidated financial statements of this announcement.

The summary and details of grant of the Restricted Share Incentive Scheme will be further disclosed in the Company's 2024 annual report.

PUBLIC FLOAT

According to published information and the Directors' knowledge, for the year ended 31 December 2024 and as at the date of this announcement, the Company maintained sufficient public float in compliance with the Listing Rules.

PUBLICATION OF ANNOUNCEMENT OF ANNUAL RESULTS AND ANNUAL REPORT

This announcement is published on the designated website of the Stock Exchange at www.hkexnews.hk and the website of the Company at www.polywuye.com. The annual report of the Company for the year ended 31 December 2024 containing all the information required under the Listing Rules will be published on the above websites and will be dispatched to the shareholders who request a printed copy in due course.

By Order of the Board
POLY PROPERTY SERVICES CO., LTD.
Wu Lanyu
Chairman of the Board and Executive Director

Guangzhou, the PRC, 31 March 2025

As at the date of this announcement, the executive Director of the Company is Ms. Wu Lanyu; the non-executive Directors of the Company are Mr. Liu Ping and Mr. Huang Hai; and the independent non-executive Directors of the Company are Mr. Wang Xiaojun, Ms. Tan Yan and Mr. Zhang Liqing.