

FSE LIFESTYLE

Enriching Lifestyle

FSE fse.lifestyle.services

Better HOME 🏠

Better LIFE 📺

Better QUALITY 🏆

❤️ 💬 📍
#Property & Facility Management Services
#City Essential Services
#E&M Services



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

FY2025 ANNUAL RESULTS Year Ended 30 June 2025

ANALYST PRESENTATION

Sep 2025

豐盛生活
生活豐盛



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

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

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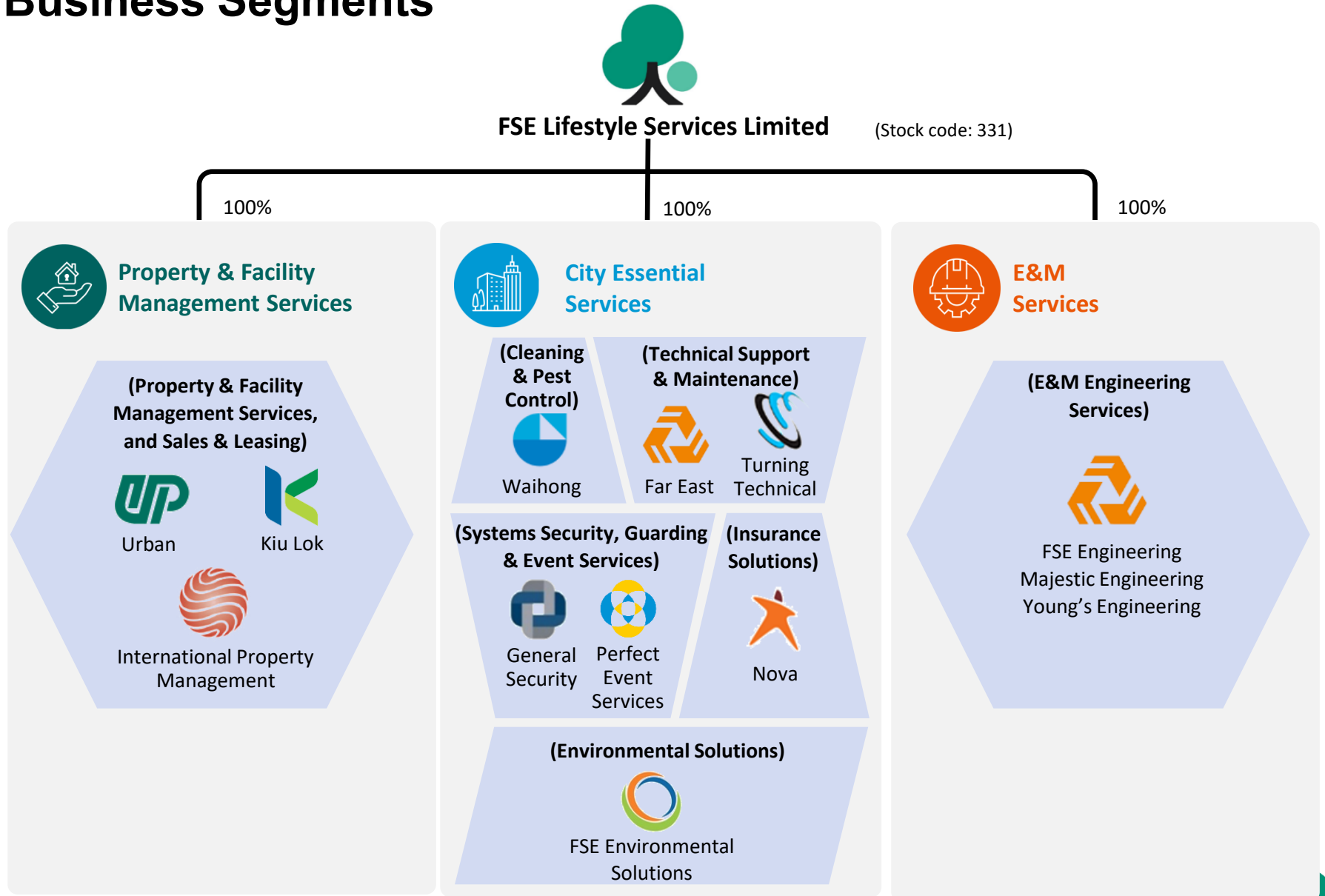
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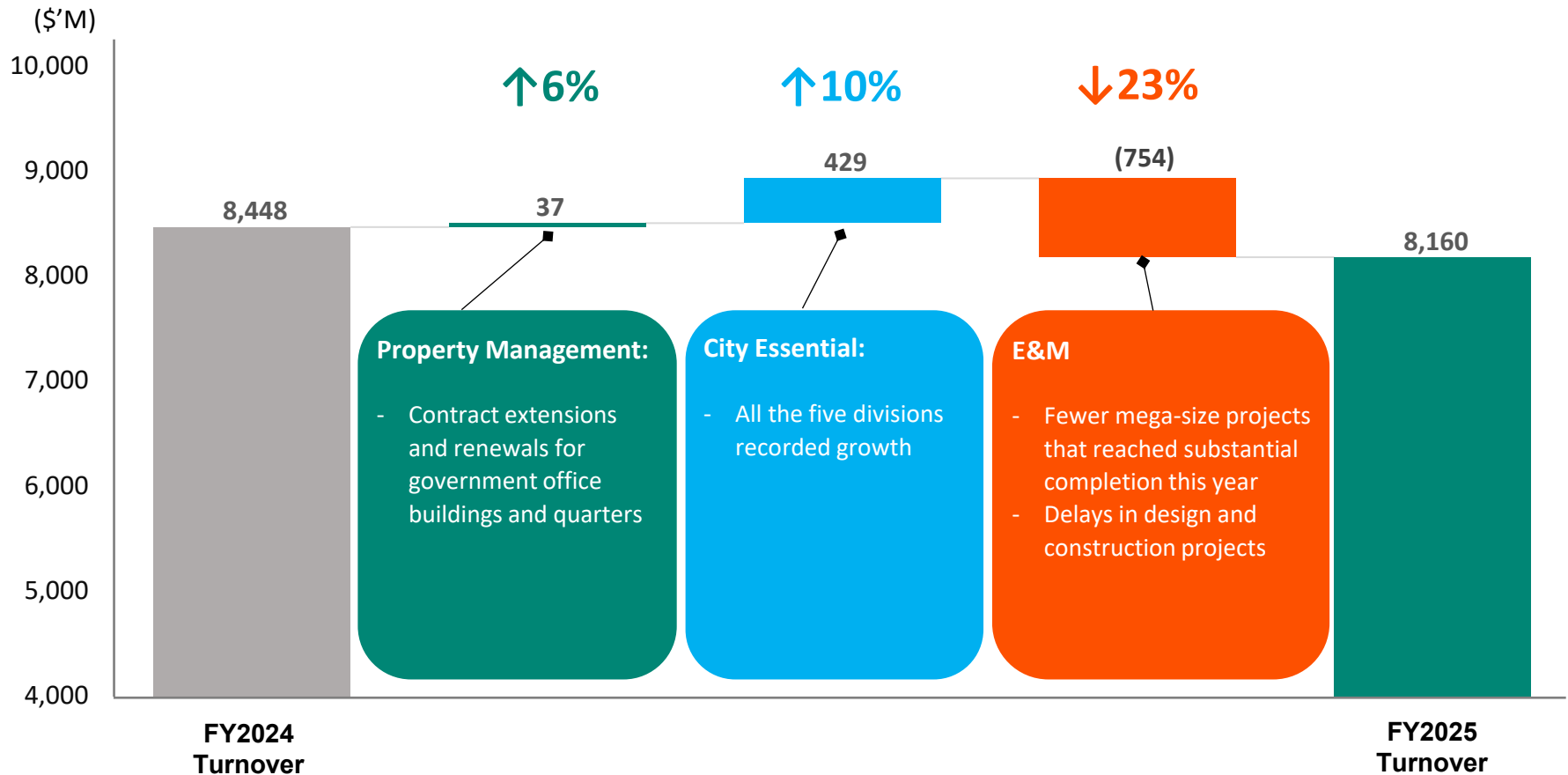
Business Segments





1. Financial Results

- Turnover ↓3% (\$288M) from p/y \$8,448M to \$8,160M

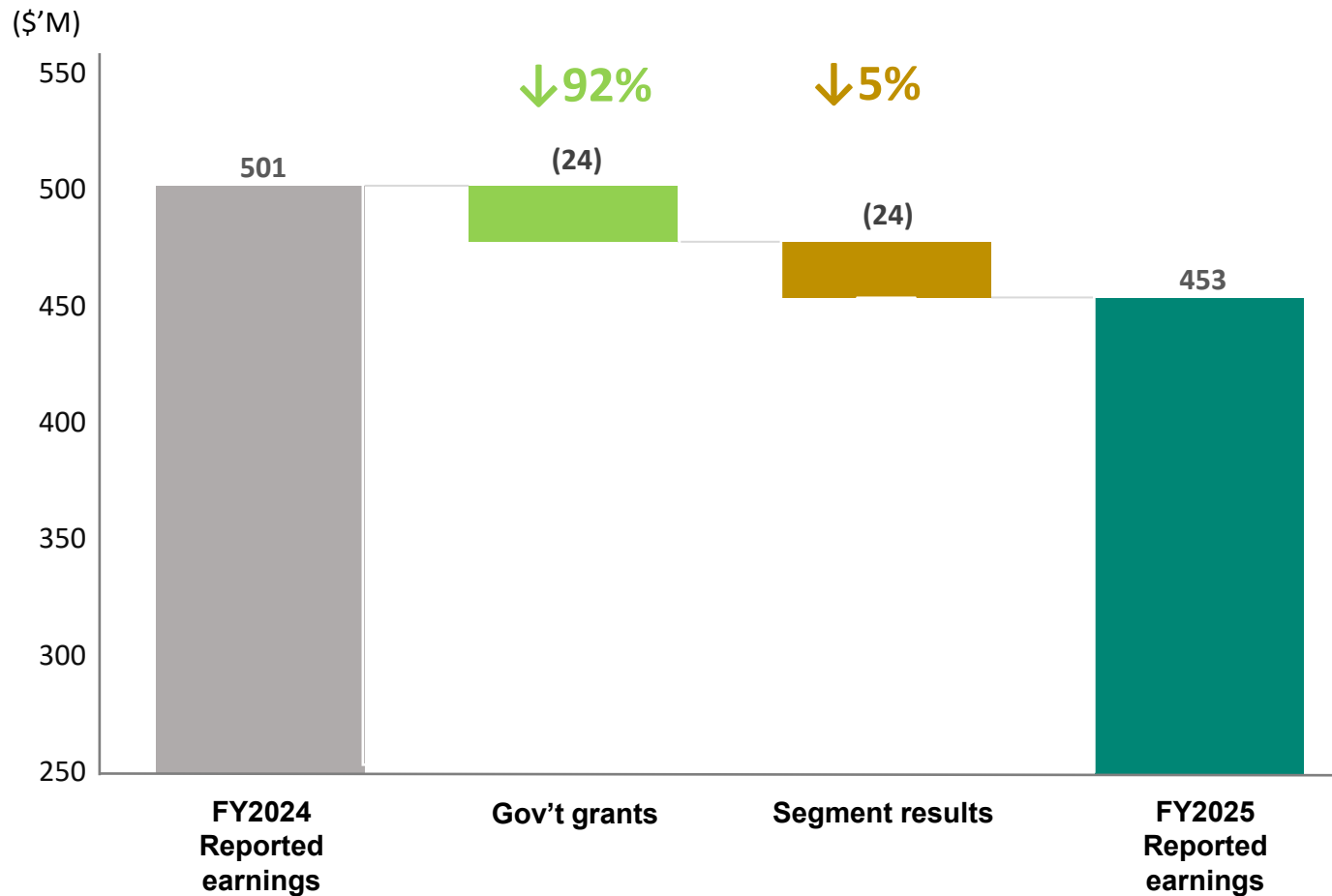


- **All divisions** under City Essential segment performed well

	FY2025 Turnover (\$'M)	FY2024 Turnover (\$'M)	% Changes
City Essential (CITES)			
 Cleaning & pest control	2,536	2,350	8%
 Insurance solutions	142	114	25%
 Technical support & maintenance	1,164	1,060	10%
 Environmental solutions	335	304	10%
 Systems security, guarding & event	711	631	13%
Total	4,888	4,459	10%



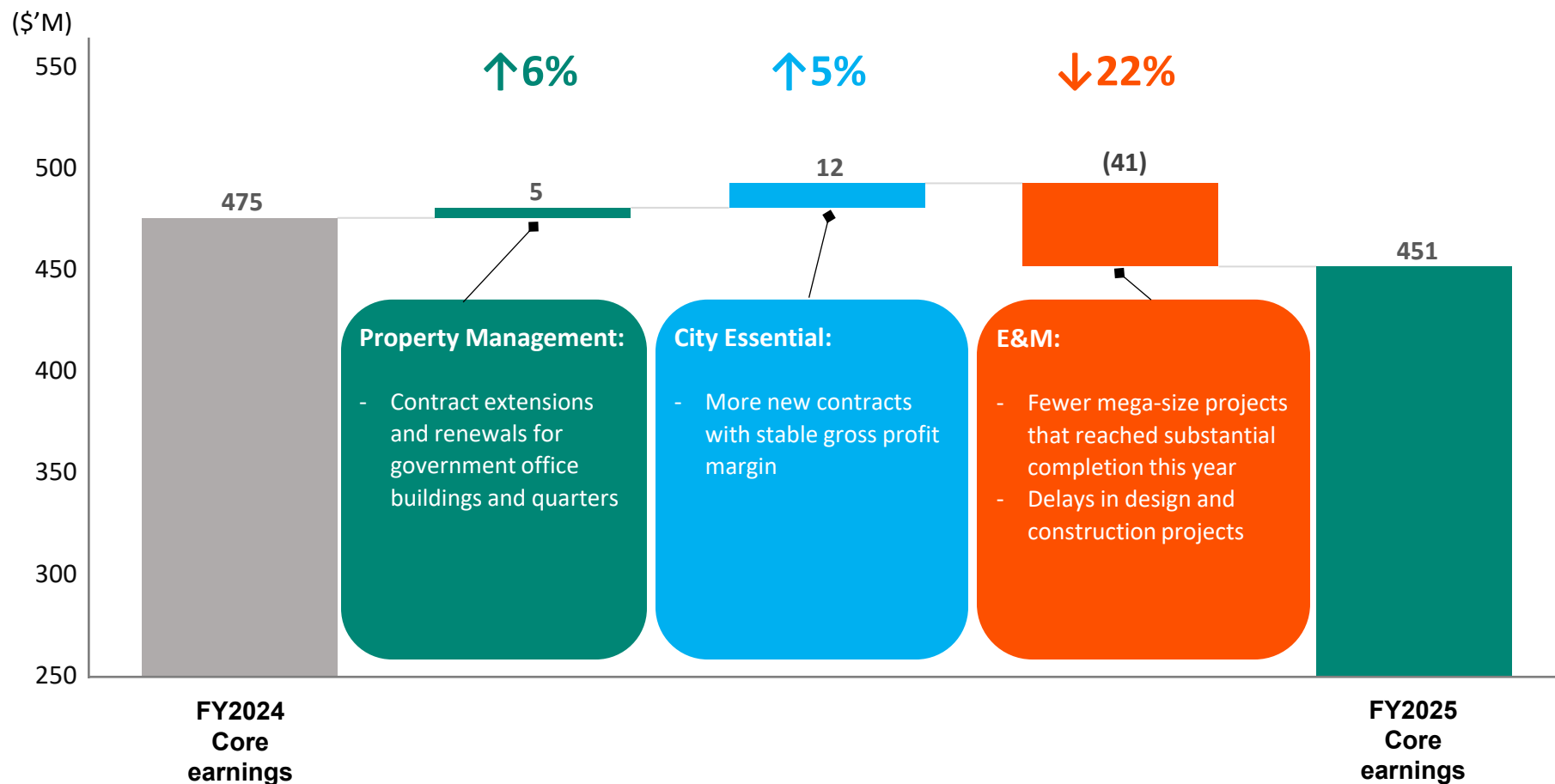
- Reported earnings ↓10% (\$48M) from p/y \$501M to \$453M



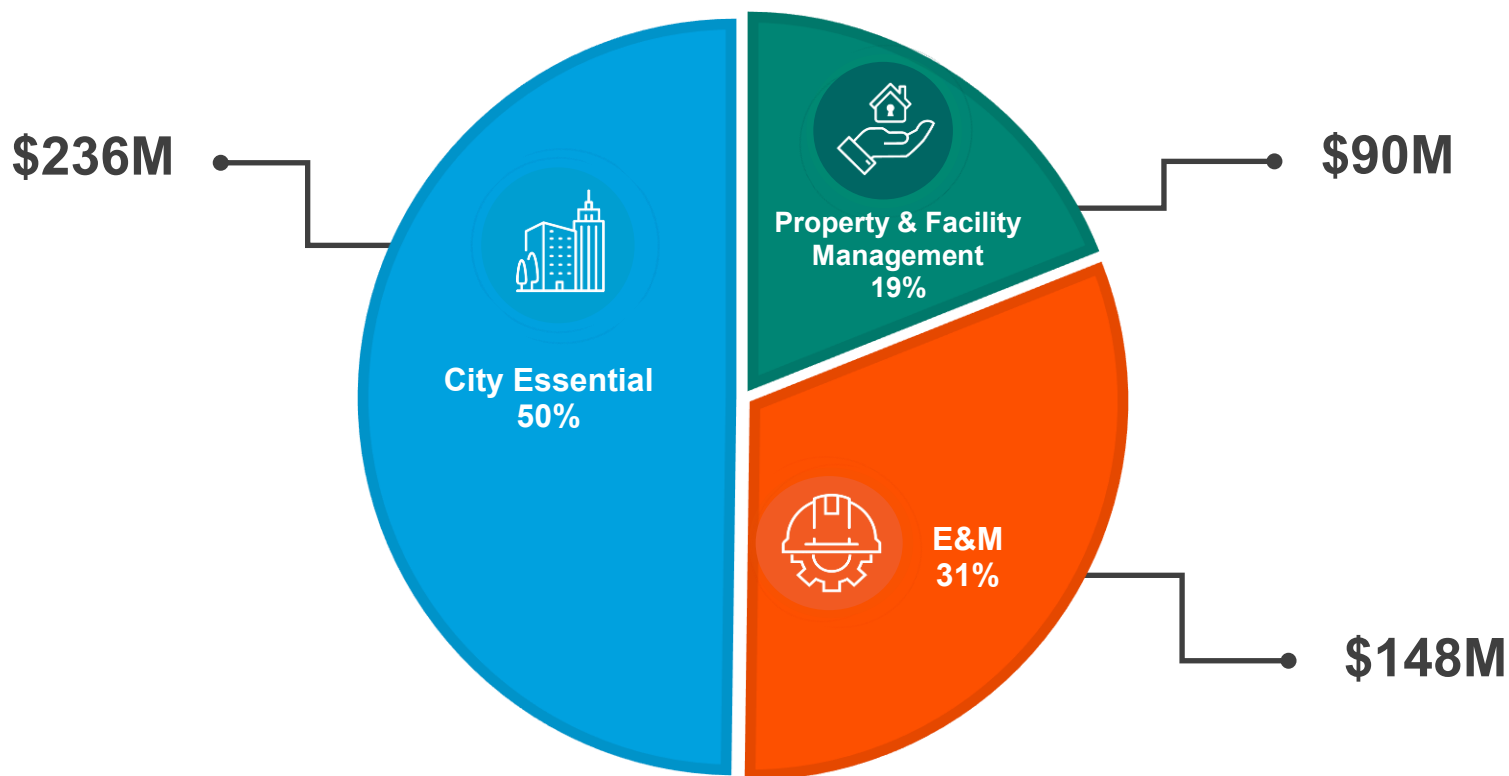
FY2024: Core earnings \$475M ; FY2025: Core earnings \$451M



Core earnings ↓5% (\$24M) from p/y \$475M to \$451M



- Segment AOP* - Non-E&M recurring businesses remain solid, contribute 69% AOP and growing



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

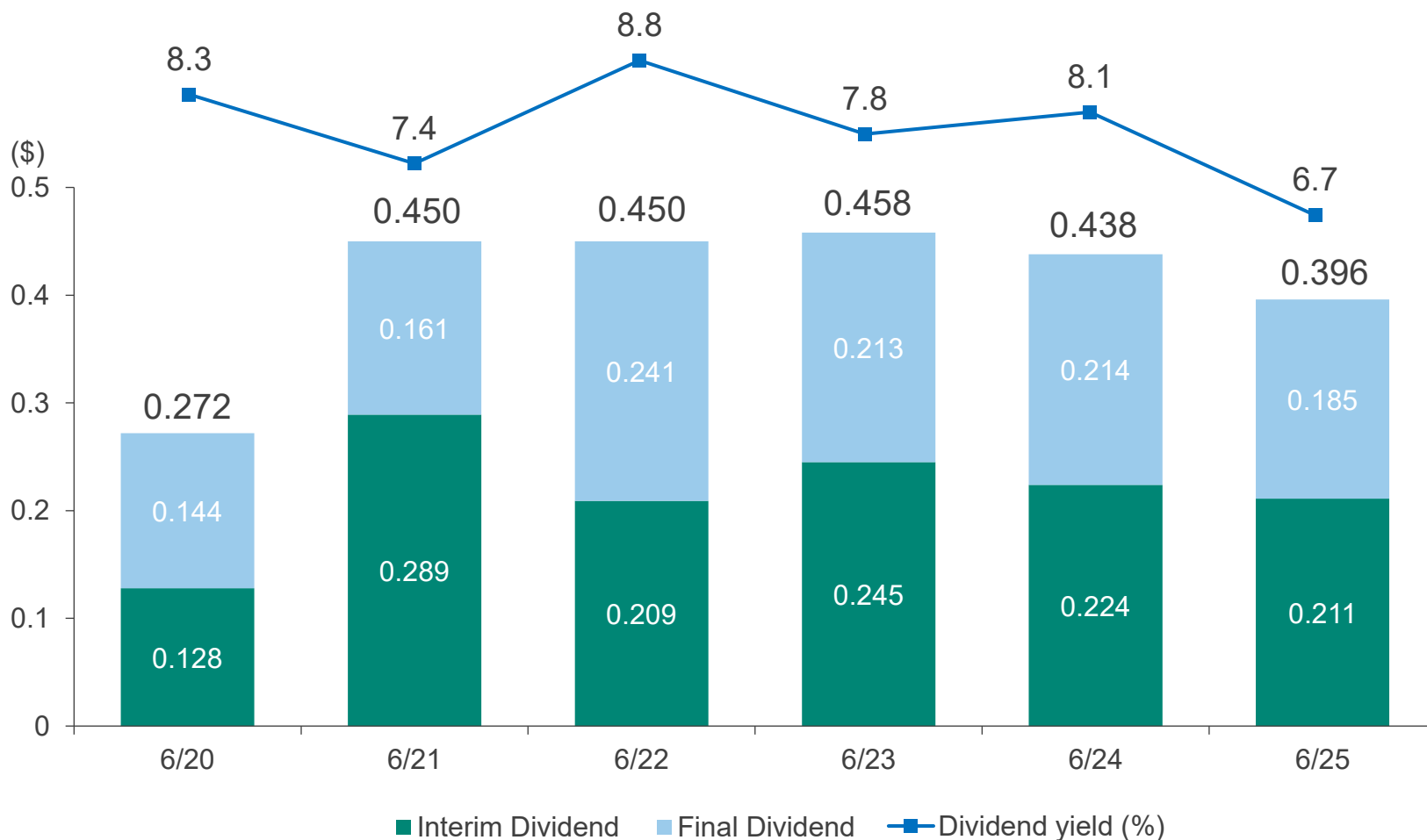




2. Dividend History

Resilient Business Operations to Support Steady Returns to Shareholders

Total dividend per share since IPO \$3.194, representing 116% of IPO price



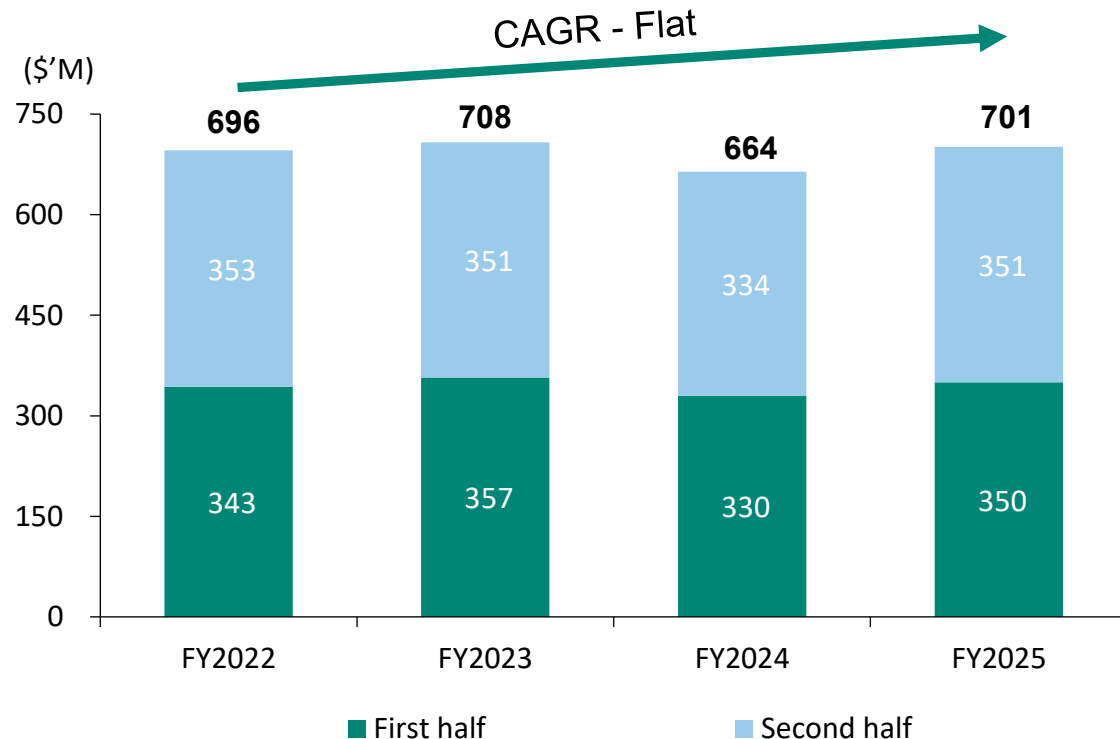


3. Key Segment Highlights



Property & Facility Management segment

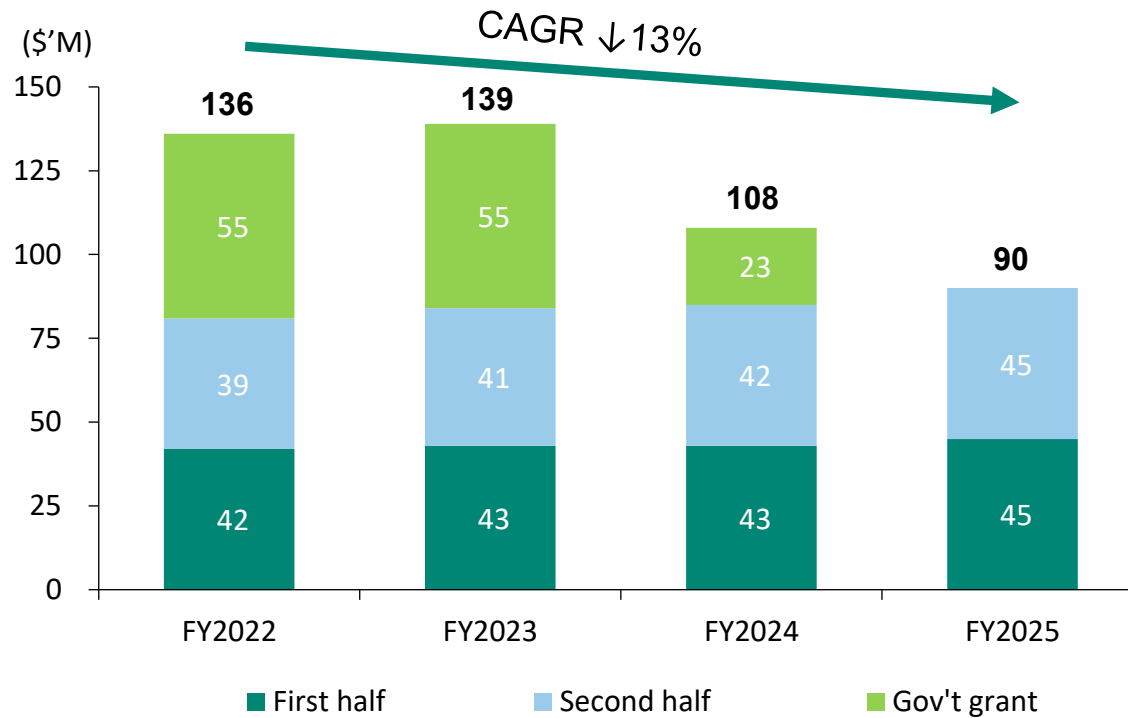
- Turnover \$701M ↑6% (p/y \$664M)





Property & Facility Management segment

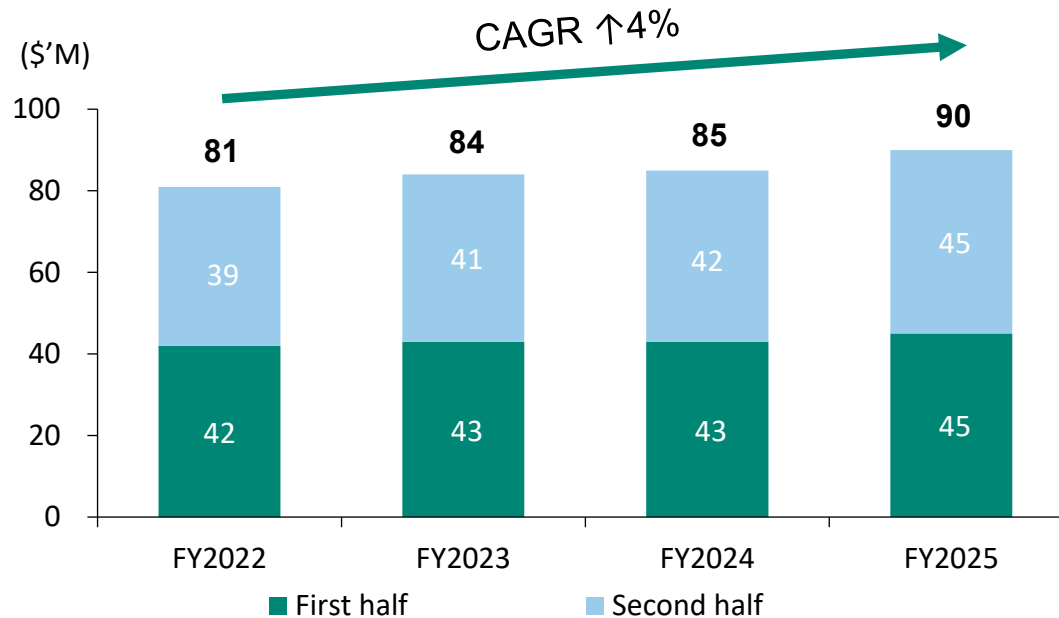
- Reported earnings \$90M ↓17% (p/y \$108M)





Property & Facility Management segment

- Core earnings \$90M ↑6% (p/y \$85M) (excluding grants)





Property & Facility Management Segment

Urban/IPM/Kiu Lok



Over 300 property and facility management contracts



K11 Masterpiece



Neich Tower



Government Property Agency
FSE Lifestyle Services Limited



Larvotto

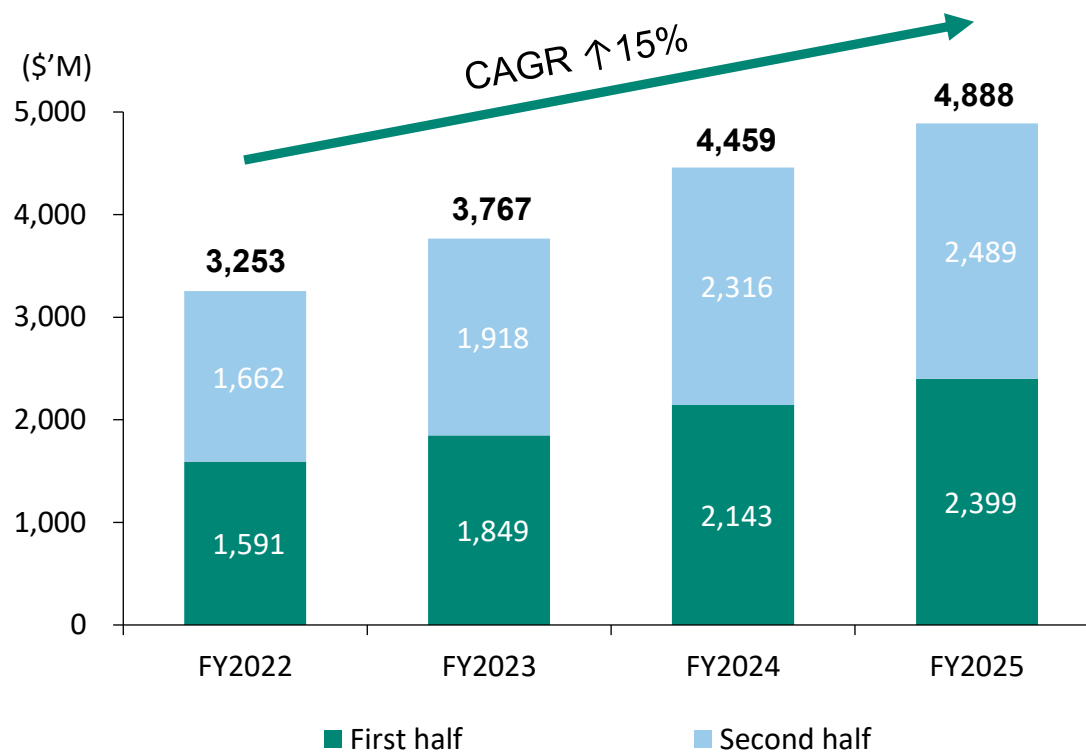
- Tenders Submitted: \$4,030M
- New and Renewed contracts: \$1,299M
- Remaining works: \$1,784M
- Seeking new income sources and diversifying the managed portfolio with focus on high-end market
- Expanding the property sales and leasing business





City Essential segment

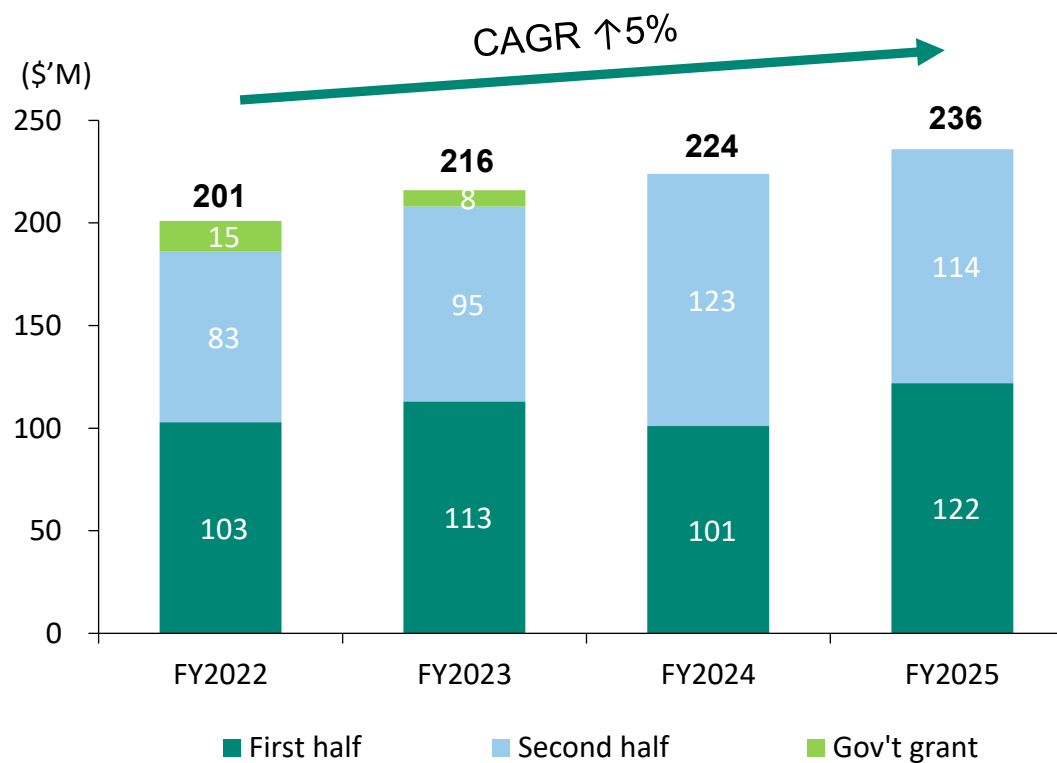
- Turnover \$4,888M ↑10% (p/y \$4,459M)





City Essential segment

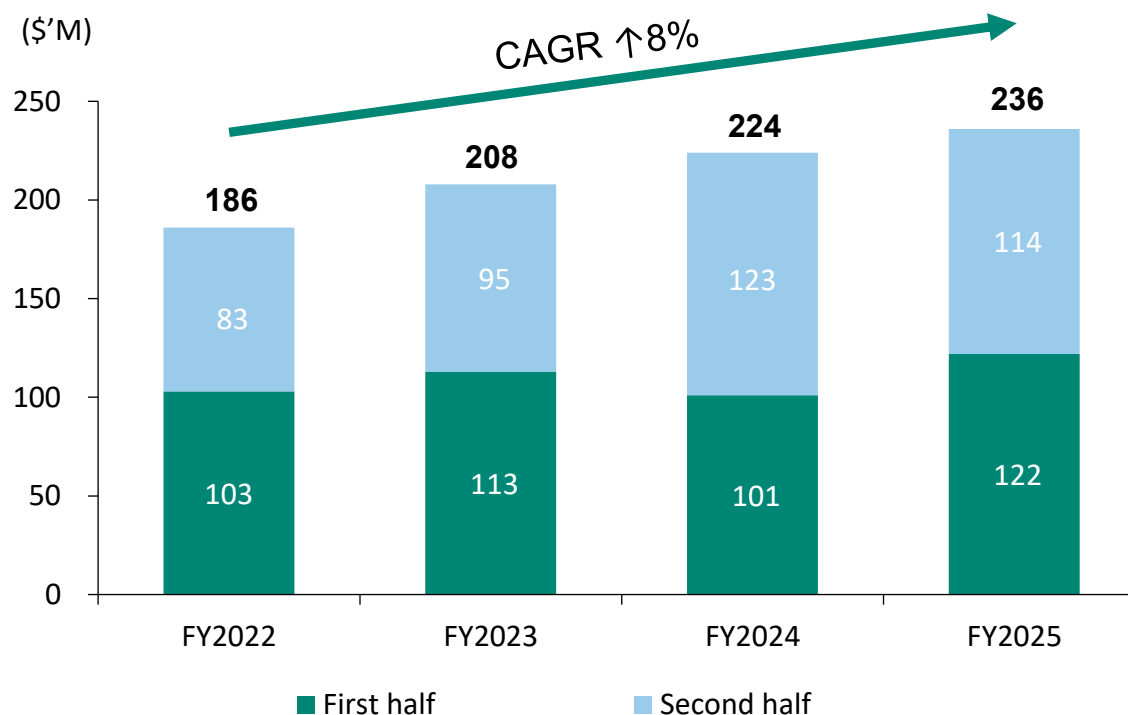
- Reported earnings \$236M ↑5% (p/y \$224M)





City Essential segment

- Core earnings \$236M ↑5% (p/y \$224M)
(excluding grants)





City Essential Segment



	Tender submitted (\$M)	Jun 2025 Contracts awarded (\$'M)	Jun 2025 Remaining Works (\$'M)
City Essential (CITES)			
 Cleaning & pest control	9,651	1,882	3,216
 Insurance solutions	68	32	51
  Technical support & maintenance	6,474	733	1,463
 Environmental solutions	896	228	427
  Systems security, guarding & event	1,070	528	1,166
Total	18,159	3,403	6,323





City Essential Segment

(i) Cleaning & Pest Control - Waihong



Over **310** cleaning service contracts



Kai Tak Sports Park



Hong Kong International Airport

- Focus on margin improvement with stable growth in residential and commercial portfolios



The Twins



Citygate





City Essential Segment

(ii) Insurance Solutions - Nova



HK and Beijing Nova - Over **4,000** & **4,600** insurance solutions contracts



Citybus Limited



Macau Grand Prix



ALBA China

FSE Lifestyle Services Limited



Suzano Shanghai Trading

- With Beijing Nova, we are enhancing cross-border service capabilities especially in the GBA
- Investing in a 27% interest in Townlife Holding Company Ltd (a 73%-owned subsidiary of Towngas), to enhance further geographical diversification





City Essential Segment

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



Over **2,600** technical support and maintenance service contracts



IFC One



Nina Tower

- Successfully winning 20 energy-efficiency contracts with a total contract sum of \$513M, expecting more in the near future
- More tenders for system upgrade and Alterations and Additions works from casino groups in Macau



Link Shopping Mall



Headland Hotel





City Essential Segment

(iv) Environmental Solutions – FSE Environmental Solutions



Over **1,500** environmental solutions contracts



EV Infrastructure at
Lei King Wan



Water Feature System
at KTSP



AV System at KTSP
Project Gallery



Landscaping project at
HK Sheng Kung Hui
Welfare Council

- Advancing facility and building management contracts through the AIoT platform (FioTech)
- Ample opportunities in the EV-charging projects, we have 22 completed and ongoing projects including 3,834 parking spaces





City Essential Segment

(v) Systems Security, Guarding & Event Services – General Security/Perfect Event



Over 650 security guarding, systems & technologies and event services contracts



MTR Properties



AsiaWorld-Expo



Kai Tak Sports Park



FSE Related Projects

- More ad hoc and property sales events business
- Provided services for 105 events out of 213 mega events under mega-event tourism economy
- Driving sales in physical security management under IoT solutions





City Essential Segment

(v) Systems Security, Guarding & Event Services – General Security/Perfect Event



HKJC Racecourses



HKCEC



AGM Events



Music Concerts



Hang Lung Properties



WinterFest 2024



Exhibition Events



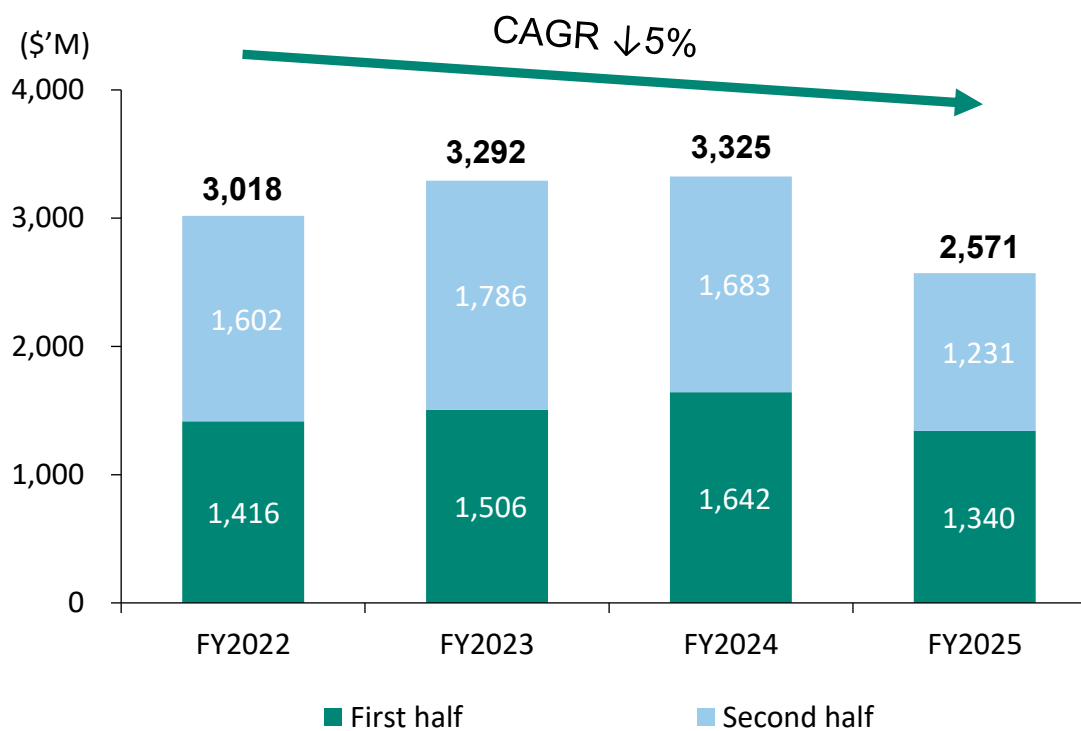
Property Sale Events





E&M segment

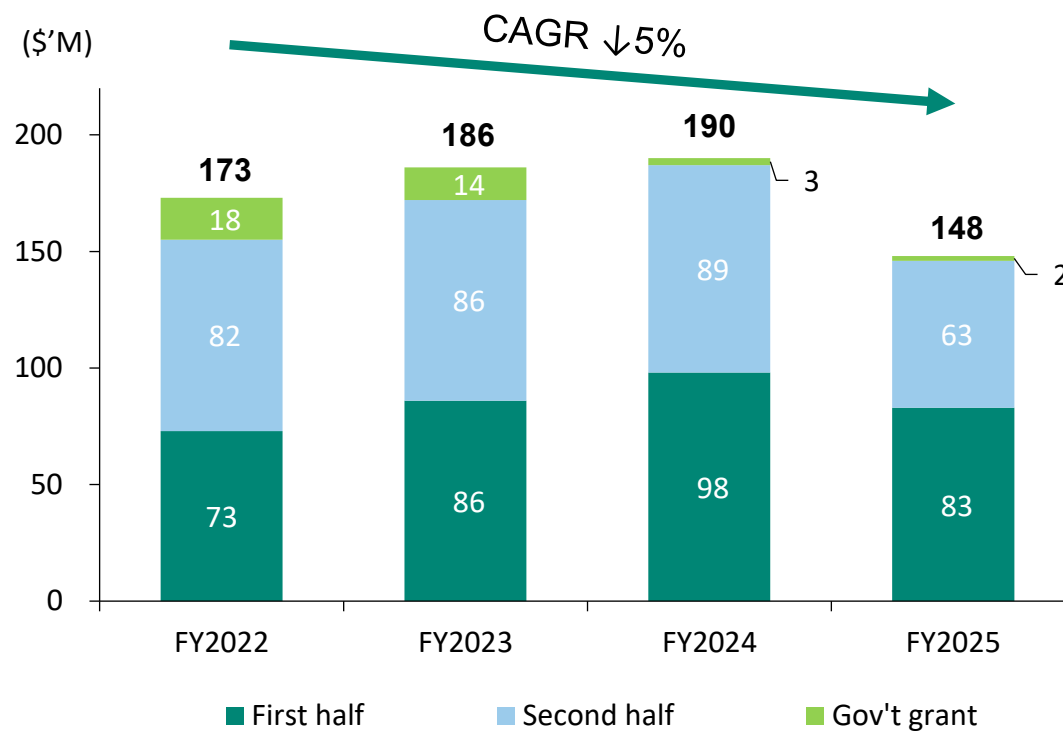
- Turnover \$2,571M ↓23% (p/y \$3,325M)





E&M segment

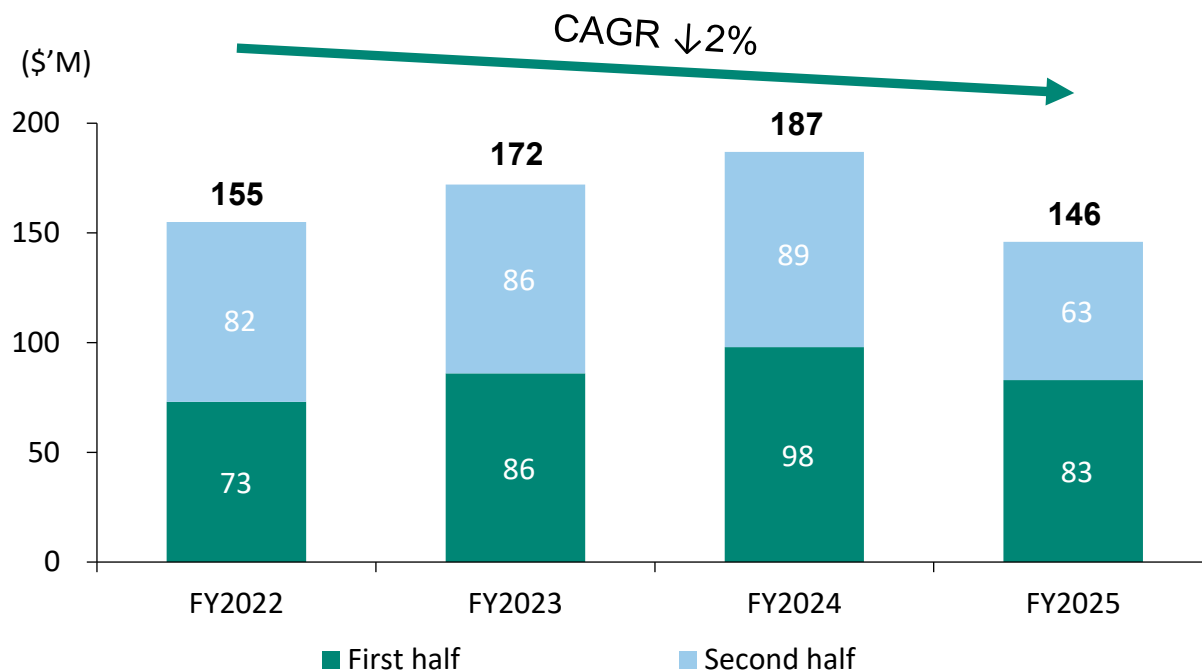
- Reported earnings \$148M ↓22% (p/y \$190M)





E&M segment

- Core earnings \$146M ↓22% (p/y \$187M)
(excluding grants)





E&M Segment

FSE Engineering/Majestic/Young's



Over **150** E&M services contracts



Kwu Tung North Area 24



上海市黃浦區尚賢坊



District Court at
Caroline Hill Road



Legislative Council
Complex

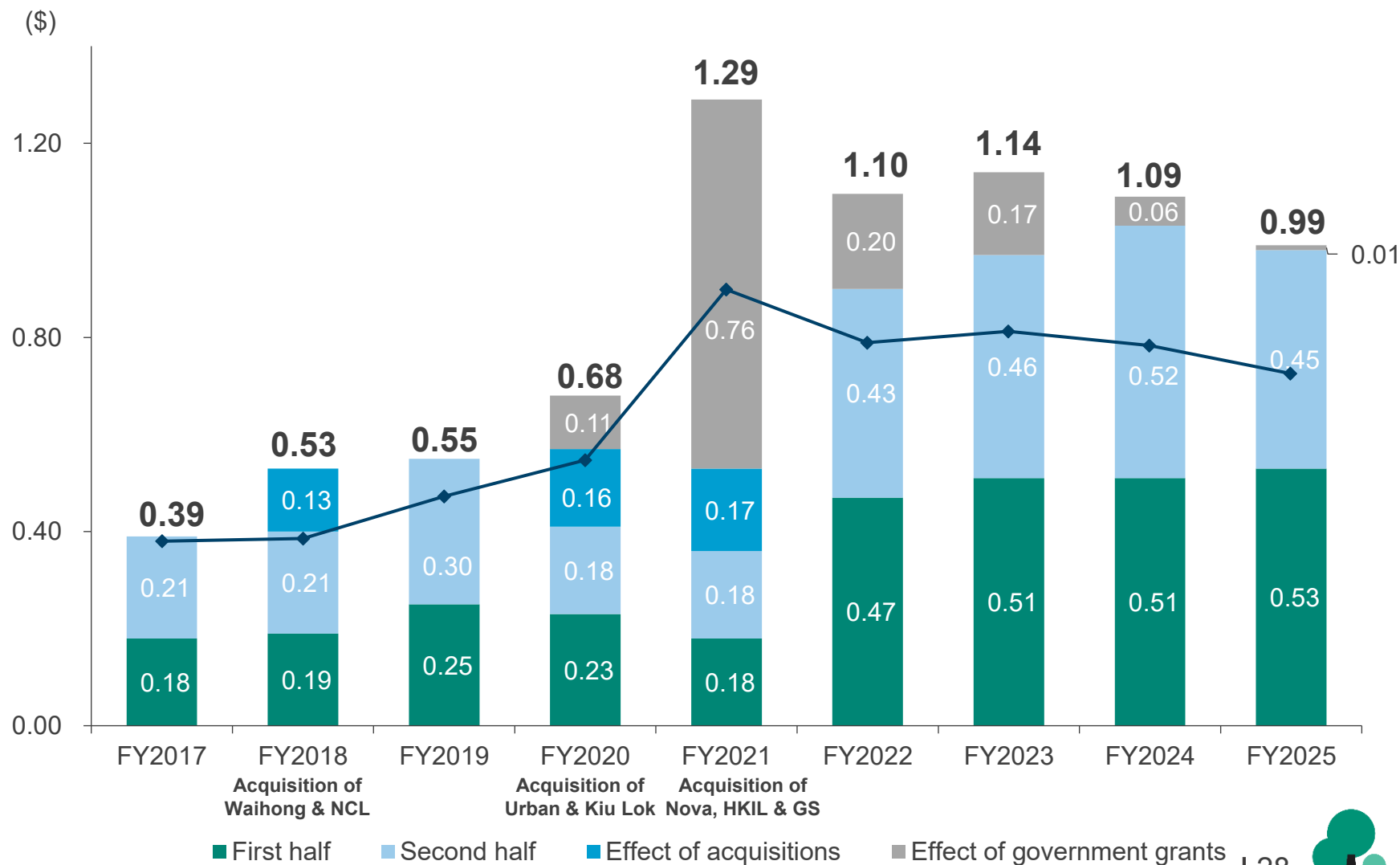
- Tenders Submitted: \$23,549M
- New and Renewed contracts: \$2,622M
- Remaining works: \$6,425M
- Continuing opportunities in Northern Metropolis Development
- Focusing particularly on stronger management of costs, variation orders, and counterparty risks



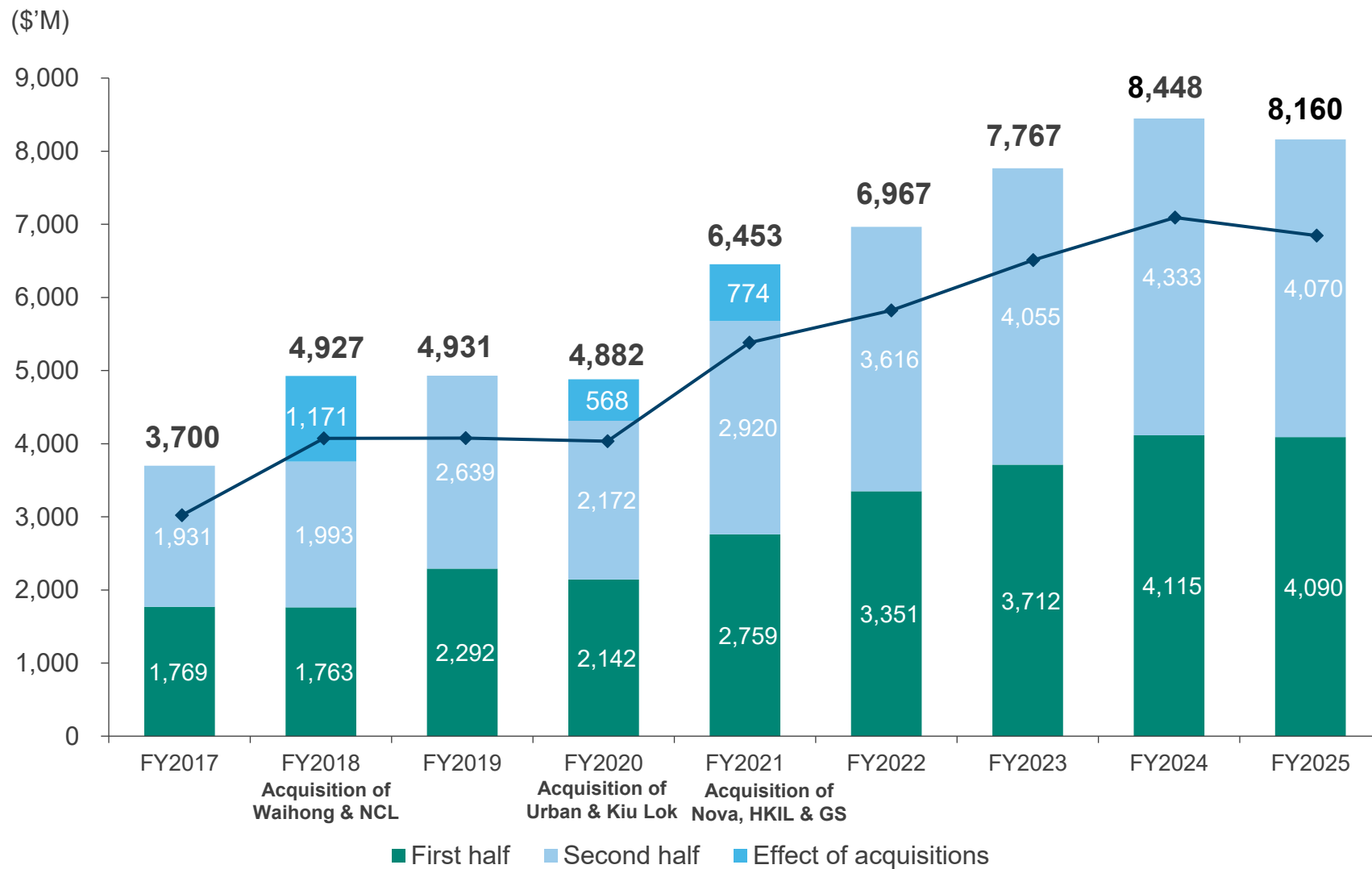


4. 9-Year Achievements

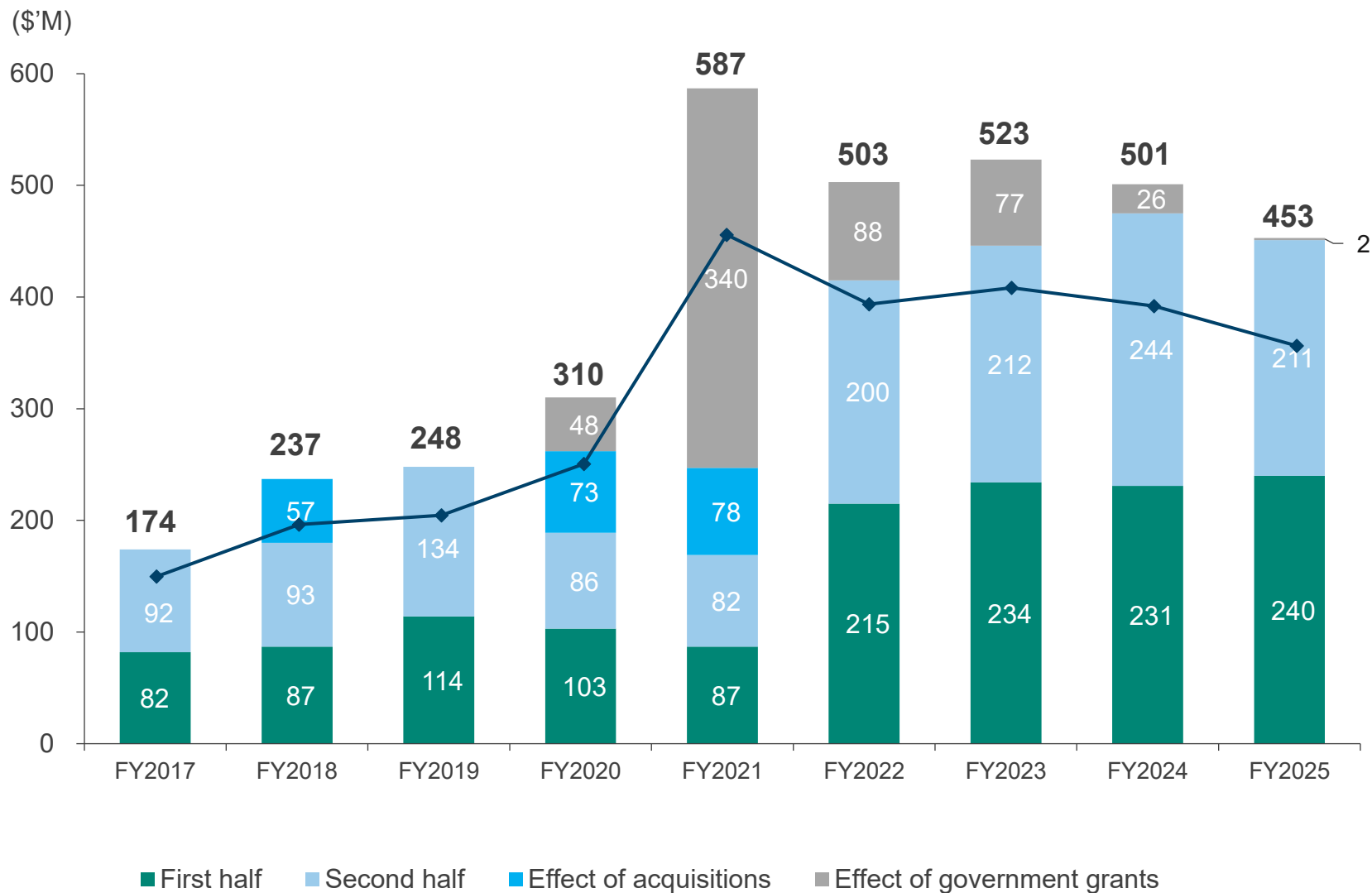
12% CAGR EPS FY2017-25 (Reported)



10% CAGR Turnover FY2017-25 (Reported)



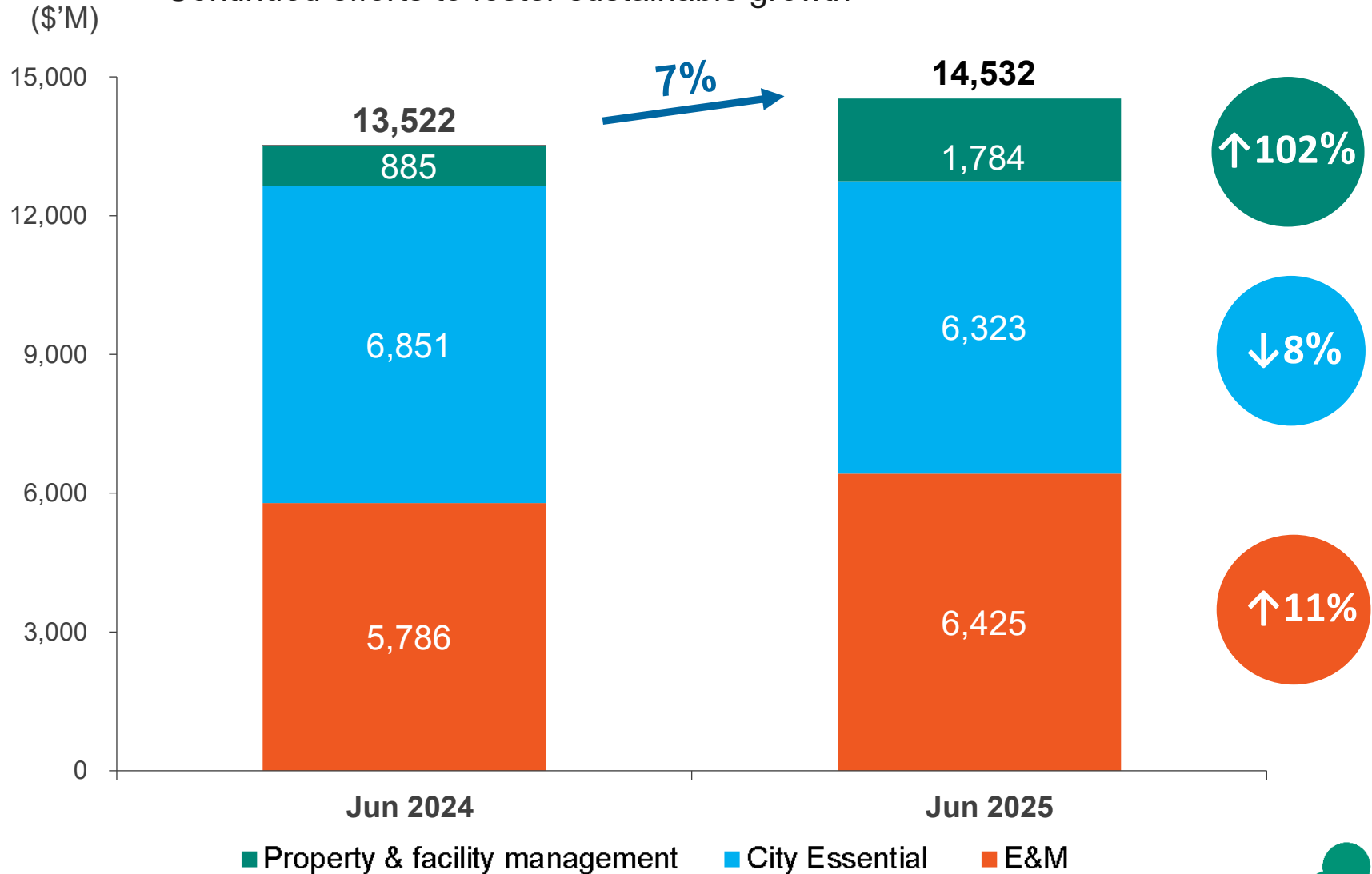
13% CAGR Profit FY2017-25 (Reported)





5. Remaining Works

Continued efforts to foster sustainable growth



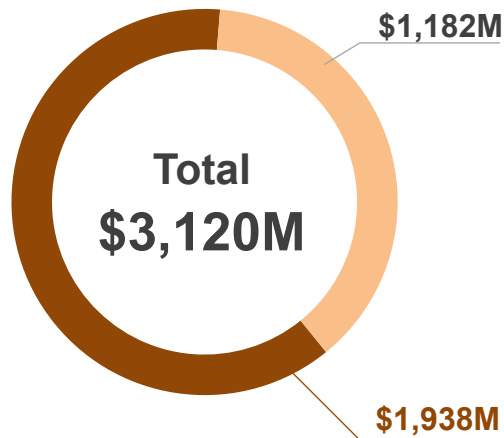


6. Capital Strength and Resilience

With financial flexibility and funding certainty

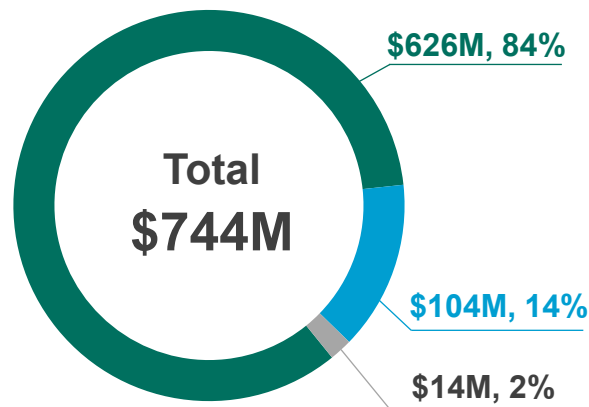
As at 30 June 2025

Banking Facilities



- Unutilised
- Utilised

Cash and Banks



- HKD
- RMB
- Others

Debt Maturity Profile



Zero net gearing ratio





7. Why Invest In FSE Lifestyle?

Continuous return to shareholders with quality development



Defensive and Resilient Financial Results and Contract Portfolio

- Sustained core earnings **\$451m**
- New contract award **\$7.9b**
- Strong order book **\$24.2b**
- Healthy remaining works **\$14.5b**



High Dividend Yield, Consistent Dividend Policy

- 6.7% yield
- Ranked no.13 in terms of profitability out of 57 listed companies with market cap. from \$2.5b to \$3.0b





7. Why Invest In FSE Lifestyle?

Continuous return to shareholders with quality development



Strong Governance & Capital Management

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



Continuous M&A and Collaboration

The scale and profit of insurance solutions business are increased, enhancing geographical diversification and providing higher return to the Shareholders

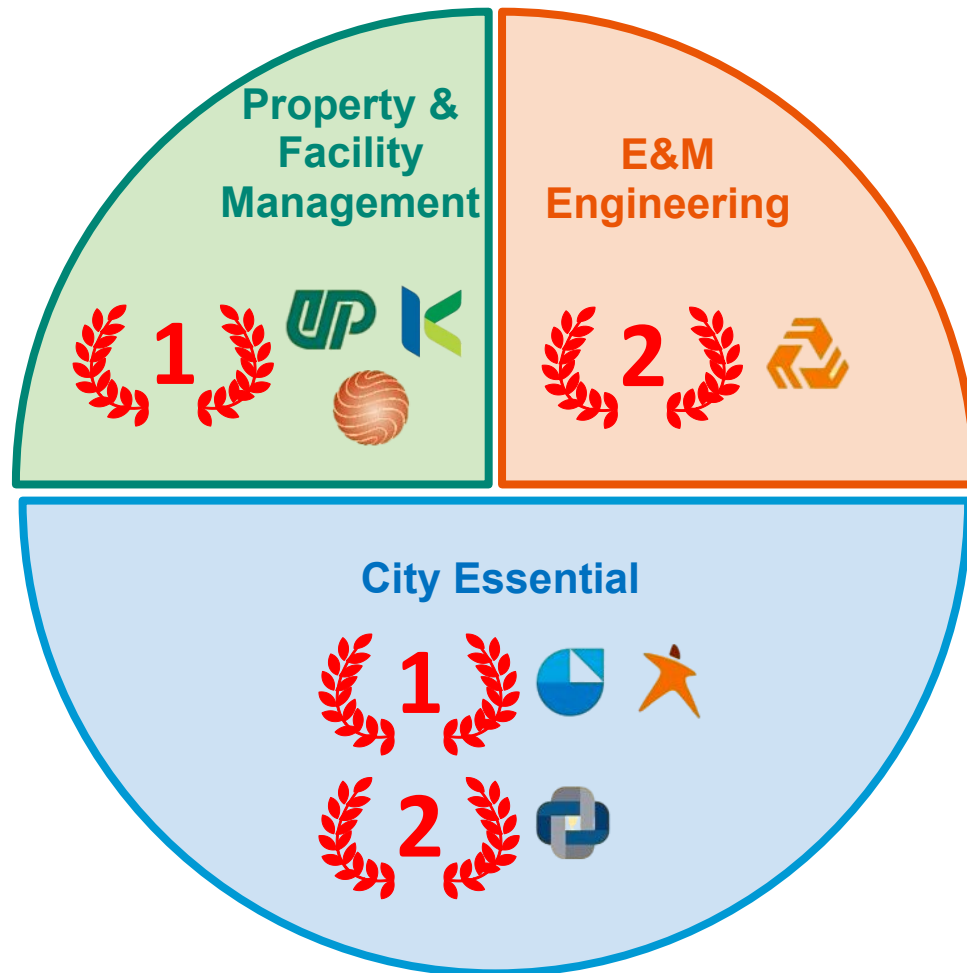
- The Acquisition of BJ Nova was completed on 27 Dec 2024, active participant in PRC insurance industry. Its results are consolidated in Dec 2024
- Investing in a 27% interest in Townlife Holding Company Ltd (a 73%-owned subsidiary of Towngas)





8. Outlook & Strategies

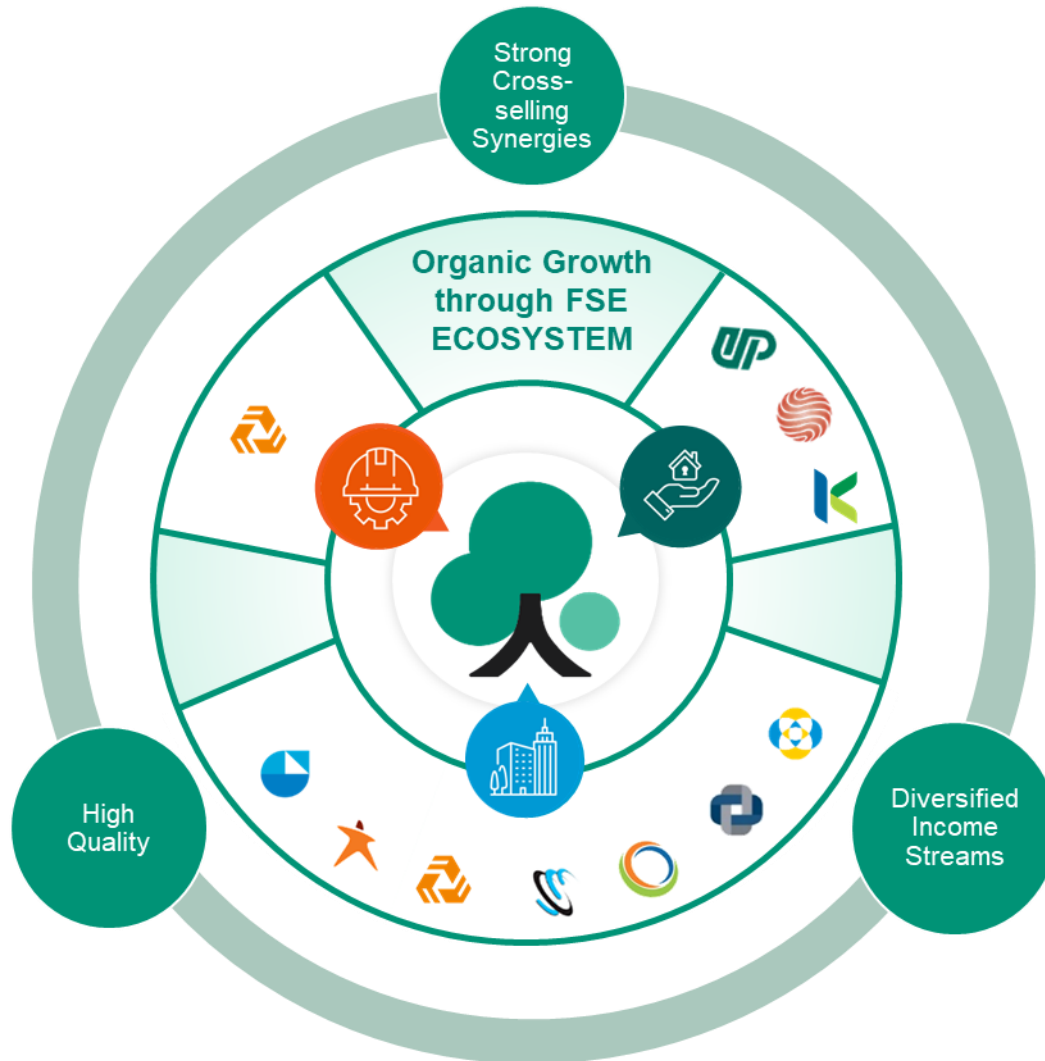
- Market Position – Frost & Sullivan Report (Sep 2025)



Note : Excluding developers' management companies



- FSE Ecosystem (Multi Service Lines) – With strong cross-selling to drive growth

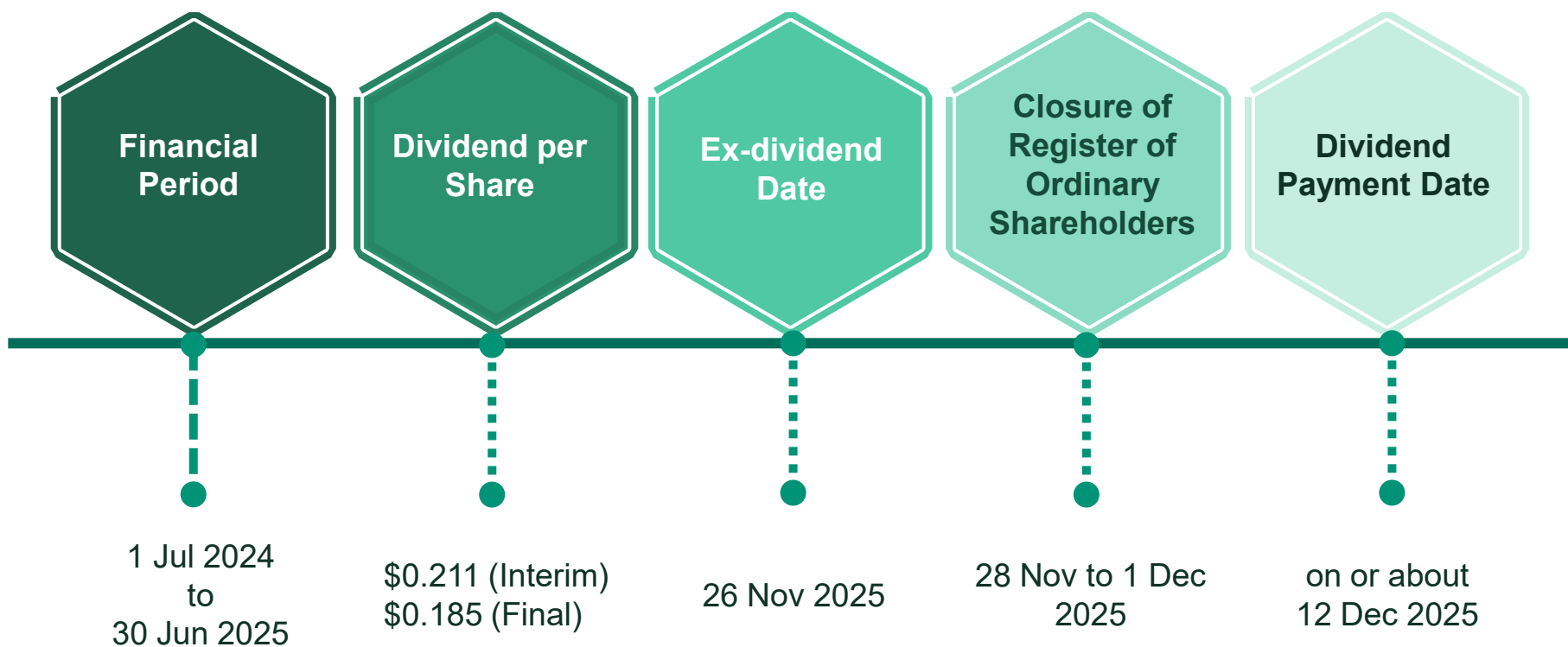


- Continual segmental growth, Property & Facility Management and City Essential, resulting from stronger engagement/ marketing skills, and group referrals
- The E&M segment is facing persistent difficult market conditions including margin compression and delays of design and construction projects in Hong Kong. Top priority is to enhance tendering strategy, use of technology and improve cost management
- Despite economic headwind, we secured a satisfactory number of contracts \$7.9B during the year with remaining works of over \$14.5B, alongside the Northern Metropolis Development and stable housing and land supply, management has confidence in the prospects of the Group





9. Final Dividend FY2025 Schedule



豐盛生活 生活豐盛

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

Q&A



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

www.fse.com.hk



富城物業管理



俱樂部服務管理



國際物業管理



建築工程服務



通力技術服務



豐盛環保服務



大專安全警衛



普翔項目服務



新域保險顧問



惠康環境服務



豐盛機電工程