



濱江服務

BINJIANG SERVICE

濱江服務集團有限公司

BINJIANG SERVICE GROUP CO. LTD.

(於開曼群島註冊成立的有限公司)

(Incorporated in the Cayman Islands with limited liability)

股份代號 Stock Code : 3316.HK

2023

中期報告

INTERIM REPORT

# CONTENTS

## 目錄

2	公司資料 Corporate Information	54	簡明綜合現金流量表 Condensed Consolidated Cash Flow Statement
5	財務摘要 Financial Summary	55	未經審核中期財務報告附註 Notes to the Unaudited Interim Financial Report
7	主席報告 Chairman's Statement		
15	管理層討論及分析 Management Discussion and Analysis		
46	致董事會之審閱報告 Review Report to the Board of Directors		
48	綜合損益及其他全面收益表 Consolidated Statement of Profit or Loss and Other Comprehensive Income		
50	綜合財務狀況表 Consolidated Statement of Financial Position		
52	綜合權益變動表 Consolidated Statement of Changes in Equity		

# 公司資料

## CORPORATE INFORMATION

### 董事會

#### 執行董事

朱立東先生

(董事會主席及行政總裁)

鍾若琴女士

#### 非執行董事

莫建華先生

戚加奇先生

蔡鑫先生

#### 獨立非執行董事

丁建剛先生

李坤軍先生

蔡海靜女士

#### 審核委員會

蔡海靜女士(主席)

丁建剛先生

李坤軍先生

#### 薪酬委員會

丁建剛先生(主席)

莫建華先生

蔡海靜女士

#### 提名委員會

朱立東先生(主席)

丁建剛先生

李坤軍先生

#### 策略委員會

莫建華先生(主席)

朱立東先生

鍾若琴女士

戚加奇先生

蔡鑫先生

丁建剛先生

李坤軍先生

### BOARD OF DIRECTORS

#### Executive Directors

Mr. ZHU Lidong

(Chairman of the Board and chief executive officer)

Ms. ZHONG Ruoqin

#### Non-executive Directors

Mr. MO Jianhua

Mr. QI Jiaqi

Mr. CAI Xin

#### Independent Non-executive Directors

Mr. DING Jiangang

Mr. LI Kunjun

Ms. CAI Haijing

#### AUDIT COMMITTEE

Ms. CAI Haijing (Chairman)

Mr. DING Jiangang

Mr. LI Kunjun

#### REMUNERATION COMMITTEE

Mr. DING Jiangang (Chairman)

Mr. MO Jianhua

Ms. CAI Haijing

#### NOMINATION COMMITTEE

Mr. ZHU Lidong (Chairman)

Mr. DING Jiangang

Mr. LI Kunjun

#### STRATEGY COMMITTEE

Mr. MO Jianhua (Chairman)

Mr. ZHU Lidong

Ms. ZHONG Ruoqin

Mr. QI Jiaqi

Mr. CAI Xin

Mr. DING Jiangang

Mr. LI Kunjun



# 公司資料

## CORPORATE INFORMATION

### 聯席公司秘書

鍾若琴女士  
區慧晶女士

### 授權代表

鍾若琴女士  
區慧晶女士

### 法律顧問

美富律師事務所  
香港皇后大道中15號  
置地廣場  
公爵大廈33樓

### 核數師

畢馬威會計師事務所  
根據《會計及財務匯報局條例》下的註冊公眾  
利益實體核數師

香港  
中環  
遮打道10號  
太子大廈8樓

### 註冊辦事處

Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

### 中國的總辦事處

中國杭州  
上城區  
新城時代廣場  
1幢1201-1室

### 香港的主要營業地點

香港上環  
永樂街93-103號  
協成行上環中心5樓507室

### JOINT COMPANY SECRETARIES

Ms. ZHONG Ruoqin  
Ms. AU Wai Ching

### AUTHORIZED REPRESENTATIVES

Ms. ZHONG Ruoqin  
Ms. AU Wai Ching

### LEGAL ADVISOR

Morrison & Foerster  
33/F, Edinburgh Tower  
The Landmark  
15 Queen's Road Central, Hong Kong

### AUDITOR

KPMG  
Public Interest Entity Auditor registered in accordance  
with the Accounting and Financial Reporting Council  
Ordinance  
8th Floor, Prince's Building  
10 Chater Road  
Central  
Hong Kong

### REGISTERED OFFICE

Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

### HEAD OFFICE IN THE PRC

Room 1201-1, Block 1  
New Town Times Square  
Shangcheng District  
Hangzhou, China

### PRINCIPAL PLACE OF BUSINESS IN HONG KONG

Room 507, 5/F., OfficePlus@Sheung Wan  
93-103 Wing Lok Street  
Sheung Wan, Hong Kong

# 公司資料

## CORPORATE INFORMATION

### 股份過戶登記總處

Conyers Trust Company (Cayman) Limited  
Circuit Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

### 香港證券登記分處

香港中央證券登記有限公司

香港灣仔  
皇后大道東183號  
合和中心17樓  
1712-1716號舖

### 主要往來銀行

中國建設銀行股份有限公司  
中國農業銀行股份有限公司

### 公司網址

[www.hzbjwy.com](http://www.hzbjwy.com)

### 股份代號

3316

### PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

Conyers Trust Company (Cayman) Limited  
Circuit Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

### HONG KONG BRANCH SHARE REGISTRAR

Computershare Hong Kong Investor  
Services Limited  
Shops 1712-1716  
17th Floor, Hopewell Centre  
183 Queen's Road East  
Wanchai, Hong Kong

### PRINCIPAL BANKS

China Construction Bank Corporation  
Agricultural Bank of China Limited

### COMPANY'S WEBSITE

[www.hzbjwy.com](http://www.hzbjwy.com)

### STOCK CODE

3316

# 財務摘要 FINANCIAL SUMMARY

以下為濱江服務集團有限公司(「本公司」)及其附屬公司(「本集團」)於截至2023年6月30日(「期內」)及2022年6月30日止六個月(「2022年同期」)各期間的業績及資產與負債概要。

The following is a summary of the results and assets and liabilities of Binjiang Service Group Co. Ltd. (the “Company”) and its subsidiaries (the “Group”) for each of the six months ended 30 June 2023 (the “Period”) and 30 June 2022 (the “Corresponding Period of 2022”).

## 綜合業績

## CONSOLIDATED RESULTS

		截至6月30日止六個月 Six months ended 30 June	
		2022	2023
收入(人民幣千元)	Revenue (RMB'000)	831,505	<b>1,190,076</b>
增加	Increase	40.6%	<b>43.1%</b>
毛利(人民幣千元)	Gross profit (RMB'000)	262,242	<b>318,032</b>
增加	Increase	34.3%	<b>21.3%</b>
毛利率	Gross profit margin	31.5%	<b>26.7%</b>
期內利潤(人民幣千元)	Profit for the Period (RMB'000)	192,443	<b>237,470</b>
增加	Increase	31.4%	<b>23.4%</b>
淨利率	Net profit margin	23.1%	<b>20.0%</b>
本公司權益股東應佔利潤 (人民幣千元)	Profit attributable to equity shareholders of the Company (RMB'000)	190,284	<b>230,996</b>
增加	Increase	31.2%	<b>21.4%</b>
每股基本盈利	Basic earnings per share	0.69	<b>0.84</b>

\* 本報告所載若干金額及百分比數字已經約整，或約整至小數點後一位或兩位數。任何表格、圖表或其他地方所列總數與金額總和之間的任何差異乃因約整所致。

\* Certain amounts and percentage figures included in this report have been subject to rounding adjustments, or have been rounded to one or two decimal places. Any discrepancies in any tables, charts or elsewhere between totals and sums of amounts listed therein are due to rounding.

# 財務摘要 FINANCIAL SUMMARY

## 財務狀況

## FINANCIAL POSITION

		於2022年 12月31日 At 31 December 2022	於2023年 6月30日 At 30 June 2023
	附註 Notes		
流動資產(人民幣千元)	Current assets (RMB'000)	2,640,070	<b>3,011,628</b>
包括：現金及現金等價物 (人民幣千元)	including: Cash and cash equivalents (RMB'000)	1,949,891	<b>2,019,619</b>
總資產(人民幣千元)	Total assets (RMB'000)	2,993,992	<b>3,860,028</b>
流動負債(人民幣千元)	Current liabilities (RMB'000)	1,680,801	<b>2,577,644</b>
總負債(人民幣千元)	Total liabilities (RMB'000)	1,707,684	<b>2,591,615</b>
本公司權益股東應佔 總權益(人民幣千元)	Total equity attributable to equity shareholders of the Company (RMB'000)	1,246,254	<b>1,221,885</b>
股東權益回報率	Return on shareholders' equity	(1) 33.1%	<b>18.9%</b>
流動比率	Current ratio	(2) 1.57	<b>1.17</b>
資產負債率	Gearing ratio	(3) 0.0004	<b>0.0014</b>

附註：

Notes:

- |  |   |
|--|---|
| <p>(1) 股東權益回報率以本公司權益股東應佔總利潤除以股東權益計算。</p> <p>(2) 流動比率以流動資產除以流動負債計算。</p> <p>(3) 資產負債率以各期末計息借款總額(包括租賃負債)除以總權益計算。本集團於2023年6月30日及2022年12月31日的資產負債率分別為0.0014及0.0004。資產負債率上升主要由於租賃負債增加。</p> | <p>(1) Return on shareholders' equity is calculated as total profit attributable to equity shareholders of the Company divided by shareholders' equity.</p> <p>(2) Current ratio is calculated as current assets divided by current liabilities.</p> <p>(3) Gearing ratio is calculated as total interest-bearing borrowings (including lease liabilities) divided by total equity at the end of the respective period. The Group's gearing ratios were 0.0014 and 0.0004 as at 30 June 2023 and 31 December 2022, respectively. The increase in gearing ratio was mainly due to increase in lease liabilities.</p> |
|--|---|

# 主席報告 CHAIRMAN'S STATEMENT

尊敬的各位股東：

感謝你們對本集團的信任和支持，本人謹代表董事會欣然提呈本集團截至2023年6月30日止六個月的未經審計綜合業績。

兩會期間，習總書記重申高質量發展是全面建設社會主義現代化國家的首要任務，物業管理行業也正在邁向高質量發展階段。2023年上半年對於物業行業來說依舊富有挑戰，但是本集團對外積極適應市場變化，對內梳理管理體系，依據自身優勢與特點踏實發展，實現穩步增長。

## 持續以質量打造品牌

本集團始終堅守品質為先的服務初心，力爭成為「中國物業一流、浙江標桿」。2023年上半年，本集團進一步深入推行由集團高級管理層領導的項目品質檢查工作，完善根據檢查結果落實相關責任，從管家、秩序、工程、保潔及環境等多個維度進行檢查評價，對於發現的問題及時出台整改方案，並在規定時間內完成整改及匯總整理相關報告，以最終通過品質管理部門複核驗收作為整改完成，進一步抓好品質標準化及管理標準化實施落地。

To all Shareholders,

Thank you for your trust in and support to the Group. On behalf of the Board, I am pleased to present the Group's unaudited consolidated results for the six months ended 30 June 2023.

During the sessions for the National People's Congress and the Chinese People's Political Consultative Conference, General Secretary Xi reiterated that high-quality development is the top priority of building a modern socialist country in all aspects, and the property management industry is also moving towards the stage of high-quality development. The first half year of 2023 remained challenging for the property industry, while the Group actively adapted to market changes externally, sorted out the management system internally, and developed in a practical manner based on its own advantages and characteristics to achieve a steady growth.

## CONTINUOUSLY UTILIZING THE QUALITY FOR BRAND BUILDING

The Group adheres to its mission of providing high-quality services and strives to become a top property management brand in China and a benchmark in Zhejiang. In the first half year of 2023, the Group further promoted project quality inspection led by the senior management of the Group, improved the implementation of relevant responsibilities based on inspection results, and conducted inspection and evaluation from multiple dimensions such as housekeeping, security, engineering, cleaning and environment. The Group timely issued a rectification plan for the problems detected, completed the rectification within the prescribed time and compiled relevant reports, with the final review and acceptance by the quality management department as completion of the rectification, so as to further implement the quality standardization and management standardization.



# 主席報告

## CHAIRMAN'S STATEMENT

同時，本集團高度重視安全問題，不斷強化安全意識。2023年上半年積極開展工程安全檢查工作，加強消防安全巡查，切實做好夏季用電管理、泳池及電瓶車安全管理及防汛防台等各項工作，不斷鞏固提高安全應急處置能力。

本集團將通過充分對標同行，梳理本集團自身標桿與競品項目在行業中的優勢特點，在後續工作中積極發揮自有優勢，不斷鞏固提升服務品質，致力於打造品牌口碑，夯實自身競爭力，持續推動企業穩健發展。

### 持續以品牌拓展市場

本集團始終堅持有質擴張的發展戰略，以品牌推動規模增長，將在管項目作為外拓主要窗口。截至2023年6月30日，本集團根據已簽署物業管理合約的在管建築面積約48.7百萬平方米，較2022年同期增長37.4%，其中來源於獨立第三方的在管建築面積為27.3百萬平方米，佔總在管建築面積比例達56.1%，較2022年同期上升4.1個百分點。2023年上半年新增在管建築面積6.7百萬平方米，其中來源於獨立第三方佔比達到62.3%。截至2023年6月30日，本集團根據已簽署物業管理合約的建築面積（「**合約建築面積**」）約74.2百萬平方米，較2022年同期增長29.4%。

At the same time, the Group attaches great importance to safety issues and constantly strengthens safety awareness. In the first half year of 2023, the Group actively carried out engineering safety inspections, strengthened fire safety inspections, and effectively carried out the management of electricity consumption in summer, safety management of swimming pools and electric car and flood and typhoon prevention, so as to continuously consolidate and improve the safety emergency response capabilities.

By fully benchmarking with peers, the Group will sort out the advantages and characteristics of the Group's own benchmark and competitive products in the industry, actively give full play to its own advantages in subsequent work, continuously consolidate and improve service quality, strive to build brand reputation, reinforce its competitiveness, and continuously promote sound corporate development.

### CONTINUOUSLY UTILIZING THE GROUP'S BRAND FOR MARKET EXPANSION

The Group continues to adhere to its quality expansion strategy and strives to promote growth in scale by utilizing its brand name and use projects under management as the main window for outward expansion. As of 30 June 2023, GFA under management by the Group under signed property management contracts was approximately 48.7 million sq.m., representing an increase of 37.4% as compared with the Corresponding Period of 2022. GFA under management developed by independent third parties reached 27.3 million sq.m., accounting for 56.1% of total GFA under management and representing an increase of 4.1 percentage points as compared with the Corresponding Period of 2022. GFA under management acquired during the first half year of 2023 reached 6.7 million sq.m., and 62.3% of which were independent third party properties. As of 30 June 2023, GFA under signed property management contracts ("**contracted GFA**") was approximately 74.2 million sq.m., representing an increase of 29.4% as compared with the Corresponding Period of 2022.

## 主席報告 CHAIRMAN'S STATEMENT

本集團在已有15家戰略合作方的基礎上，2023年上半年新增浙江志城集團作為戰略合作方。本集團合約項目總計分佈在18個市。本集團在已進地區積極推行標桿項目拓展的落地生根開花戰略，2023年上半年省外又拓展了江西省上饒市的第三方項目。繼2020年度本集團連續承接杭州市雲荷廷竺軒與雲荷廷溪軒兩個存量項目之後，鑒於優質的服務得到了廣泛認可，2023上半年本集團順利承接雲荷廷雲軒項目，物業費為人民幣4.5元／平方米／月。由於本集團在管項目錦繡之城在杭州市申花板塊二手房市場表現良好，同樣位於該板塊的中家德璽尚座項目聘任本集團為其提供物業服務，物業費為人民幣6.5元／平方米／月。同時，本集團在浙江省寧波市新拓寧光府項目，物業費為人民幣5.5元／平方米／月。

此外，本集團在2023年上半年繼續拓展非住宅項目，繼北京銀行、浙商銀行後，本集團簽約南京銀行杭州分行大廈項目，開始為南京銀行提供物業服務。本集團簽約青田環球購物中心項目，這是在浙江省麗水市的首個非住宅項目。本集團還簽約了杭州市上城區文化館、杭州市濱江區第一工業綜合體等項目，持續加強綜合服務能力。

In addition to its existing 15 strategic partners, the Group commenced its cooperation with Zhejiang Zhicheng Group in the first half year of 2023. The Group had contracted projects in 18 cities in total. The Group is actively launching Landing Strategy through pursuing the development of benchmark projects in the regions it has entered. In the first half year of 2023, an additional third party project in Shangrao City, Jiangxi Province was expanded outside the province. Following the Group's consecutive undertaking of two inventory projects, namely Zhuxuan\* (竺軒) of Castalia Court\* (雲荷廷) and Xixuan\* (溪軒) of Castalia Court\* (雲荷廷) in Hangzhou City in 2020, the Group successfully undertook the Project Yunxuan\* (雲軒) of Castalia Court\* (雲荷廷) in the first half year of 2023 with the monthly property fee being RMB4.5 per sq.m. in view of the wide recognition of its quality services. As the Group's project under management, Splendid City\* (錦繡之城), performed well in the second-hand housing market of Shenhua sector in Hangzhou City, Zhongjia Dexi Shangzuo\* (中家德璽尚座) Project, which is also located in this sector, engaged the Group to provide property services for it with the monthly property management fee of RMB6.5 per sq.m.. At the same time, the monthly property management fee of Xintuo Ningguangfu\* (新拓寧光府), the Group's project in Ningbo City, Zhejiang Province, is RMB5.5 per sq.m..

In addition, the Group continued to expand its non-residential projects in the first half year of 2023. Following Bank of Beijing and China Zheshang Bank, the Group signed a contract with Bank of Nanjing in relation to Hangzhou Branch Building Project and started to provide property services to Bank of Nanjing. The Group entered into a contract for the Qingtian Global Mall\* (青田環球購物中心) Project, which is the first non-residential project in Lishui City, Zhejiang Province. The Group also signed contracts with Hangzhou Shangcheng District Cultural Centre\* (杭州市上城區文化館) and Hangzhou Binjiang District No. 1 Industrial Complex\* (杭州市濱江區第一工業綜合體) and other projects to continuously strengthen its comprehensive service capabilities.

# 主席報告

## CHAIRMAN'S STATEMENT

### 持續以集中度推進增值服務

本集團憑藉良好的品牌口碑，充分發揮集中度優勢，在探尋業主需求與自身資源的基礎上，逐步推進5S增值服務，持續提供圍繞房屋資產的一站式打理保養的優質服務。

2023年上半年，5S增值服務有序推進，濱江優家持續開展經紀業務，憑著專注、專業、專屬的服務態度，一手房銷售團隊、二手房銷售團隊以及物業服務團隊等多方面協同合作，以高效貼心的服務獲得客戶認同。濱江優居繼續發力，著眼於業主切實需求，服務內容包括全屋軟裝設計、生活家櫃體定製、電器及設備增配升級、硬裝服務逐步推進落實等多種方面，秉承「創造生活 美好家」的願景，為業主帶來煥然一新的入住體驗。

此外，本集團也持續發展優享生活服務等居家生活類服務，將依靠現有資源及品牌形象，為客戶提供貼心周到的品質服務。

### CONTINUOUSLY UTILIZING CONCENTRATION TO PROMOTE VALUE-ADDED SERVICES

Leveraging its excellent brand reputation, the Group gave full play to its concentration advantage, and gradually promoted 5S value-added services based on exploring the needs of property owners and its own resources, continuing to provide quality services for one-stop care and maintenance of housing assets.

In the first half year of 2023, 5S value-added services were promoted in an orderly manner. Binjiang Youjia (優家) continued to carry out brokerage business. With a dedicated, professional and exclusive service attitude, the real estate sales team in the primary market, the sales team in the secondary market and the property service team cooperated in various aspects to obtain customer recognition with efficient and thoughtful services. Binjiang Youju (優居) continues to focus on the actual needs of the owners, offering various services including whole-house interior design, household cabinet customization, electrical appliances and equipment addition and upgrading, and the gradual implementation of furnishing services. Adhering to the vision of "Creating Life through Furnishing the Home", Binjiang Youju provides the owners with a refreshing living experience.

In addition, the Group will continue to develop its home living services such as Youxiang living services (優享生活服務), and will rely on its existing resources and brand image to provide its customers with thoughtful and quality services.

### 持續以標準化完善管理

本集團積極推進產品標準化與管理標準化。一方面根據本集團管理項目實際情況，從星級、戶數、面積、營收等多個維度入手，完善星級服務體系人員配置標準，管理更為精細化。

本集團繼續推進信息化與智慧化建設，充分發揮信息技術對業務支撐的作用，完善多方位數據統籌對標工作，推廣應用程序。本集團將結合線上系統及線下設備，努力為業主提供更好的服務體驗，同時提升自身的管理效率。

本集團高度重視人員管理工作，2023年上半年繼續推進員工儲備及培訓進程，實行不拘一格量才用人的人才管理模式，及時進行人才評估及調整，進一步提升管理效率，加強各項人事制度落地，提升整體團隊的能力水平，以應對本集團規模及業務擴張。

### CONTINUOUSLY IMPROVING MANAGEMENT THROUGH STANDARDIZATION

The Group has put great efforts in promoting the standardization of products and management. On the one hand, based on the actual situation of the Group's projects under management, the staffing standards of the star-rated service system has been improved from multiple dimensions such as star rating, number of households, area, and revenue, through which the management was more refined.

The Group continued to promote the construction of informatization and intelligentization, gave full play to the role of information technology in supporting business, improved multi-dimensional data coordination and benchmarking, and promoted applications. Merging online systems and offline hardware, the Group is committed to providing property owners with a seamless experience while improving its management efficiency.

The Group attached great importance to personnel management. In the first half year of 2023, the Group continued to promote employee reserve and training process, and implemented a talent management model that employs people in an eclectic manner to conduct talent assessment and adjustment in a timely manner, through which the Group further improved management efficiency, strengthened the implementation of various personnel systems, and improved the ability of overall team to cope with the expansion of the Group's scale and business.



# 主席報告

## CHAIRMAN'S STATEMENT

### 榮譽

期內，本集團位列中國指數研究院(「中指院」)物業百強排名第14位，榮獲中指院頒發的「2023中國上市物業服務投資價值優秀企業TOP 10」獎項，榮獲易居克而瑞評選的「2023中國物業管理上市公司領先企業高質量發展TOP 10」獎項，榮獲中物智庫及中物研究院評選的「2023中國上市物企增長速度TOP 5」獎項，本集團在管項目於期內獲得共計69項榮譽，其中部分獲獎情況如下：

聞潮一品公寓、西溪明珠、寧都花園和平湖萬家花城翠湖園項目榮獲2022年度省級高標準生活垃圾分類示範小區，平湖萬家花城家和苑榮獲2022年度浙江省紅色物業，上饒櫛溪裡項目榮獲上饒市「文明小區」稱號及上饒市廣信區「紅榜」示範區；金色黎明三期、海城晶華公寓項目榮獲浙江省節水型小區稱號，金色黎明三期、紫金府、臥城印象、翡翠江南、東方名府項目榮獲2023年度省級高標準生活垃圾分類示範小區，杭州濱江物業管理有限公司上海分公司榮獲2022年度上海市寶山區大場鎮優秀企業稱號；杭州蕭山濱弘物業管理有限公司榮獲2022年度杭州市蕭山區物業行業先進物業服務企業稱號；江南之星公寓、瀾頌奧府、湘湖壹號花園、東方海岸家園、寧東擁潮府、東方壹號公寓、通惠東方名府、臥城印象公寓、金色江南公寓、柏

### HONORS

During the Period, the Group ranked 14th among the Top 100 Property Management Service Brands selected by China Index Academy ("CIA"), and won the titles of the "2023 TOP 10 China Excellent Listed Property Management Company by Investment Value (2023中國上市物業服務投資價值優秀企業TOP 10)" granted by CIA, "2023 Leading Listed Company of Property Management Service — Top 10 in High-quality Development (2023中國物業管理上市公司領先企業高質量發展TOP 10)" granted by E-House CRIC, the "2023 Top 5 Listed Companies in Growth Rate of China Property Management Service (2023中國上市物企增長速度TOP 5)" selected by China Property Management Think Tank. During the Period, the projects under the Group's management received 69 awards in total. Some of the awards are as follows:

Wenchao Yipin Apartment\*, Xixi Mingzhu\*, Ningdu Garden and Pinghu Wanjia Flower City Cuihu Garden Projects were awarded as "2022 Provincial Demonstration Community of Household Waste Classification (2022年度省級高標準生活垃圾分類示範小區)", Pinghu Wanjia Flower City Jiaheyuan\* was awarded as "2022 Red Property in Zhejiang Province (2022年度浙江省紅色物業)", Shangrao Zhuxili\* Project was awarded the title of "Civilized Community (文明小區)" in Shangrao City and the "Red List (紅榜)" Demonstration Zone in Guangxin District of Shangrao City. Golden Dawn Phase III\* and Haiyu Jinghua Apartment Project were awarded "Provincial Water-efficient Communities (省級節水型小區)" in Zhejiang Province, Golden Dawn Phase III\*, Zijin Mansion, Wocheng Impression, Jade Jiangnan and Oriental Mansion Projects were awarded as "2023 Provincial Demonstration Community of High Standard

## 主席報告 CHAIRMAN'S STATEMENT

峰瓏悅府項目榮獲杭州市蕭山區住房和城鄉建設局評選的2022年度蕭山區五星級物業服務項目，聞潮一品公寓、西溪之星項目榮獲2022年度杭州市物業管理優秀住宅類項目，濱綠大廈榮獲2022年度杭州市物業管理優秀非住宅類項目。

本集團積極開展各項社區活動，為迎接杭州亞運會，本集團與杭州濱江投資控股有限公司（「濱江控股」）及其附屬公司（「濱江集團」）（中國領先的物業開發商）共同啟動「活力濱江、共迎亞運」五大主題活動，包括「全民健身季」、「我是小泳士」、「愛乒才會贏」、「潮動嘉年華」及「繽紛感光度」系列活動，本集團將從健身操、游泳、乒乓球、親子活動及攝影等多個體育文化活動入手，以有品質的服務，賦能亞運新活力，為業主帶來更好的體驗。

Household Waste Classification (2023年度省級高標準生活垃圾分類示範小區)”， and Hangzhou Binjiang Property Management Company Limited, Shanghai Branch was awarded the title of “Excellent Enterprise” in Dachang Town, Baoshan District, Shanghai City in 2022. Hangzhou Xiaoshan Binhong Property Management Company Limited was awarded the title of “2022 Advanced Property Service Enterprise” in the Property Industry of Xiaoshan District, Hangzhou City. Jiangnan Star Apartment\*, Lansong Aofu\*, Xianghu No. 1 Garden\*, Dongfang Hai'an Home\*, Ningdong Yongchaofu\*, Dongfang No. 1 Apartment\*, Tonghui Oriental Mansion\*, Wocheng Impression Apartment\*, Golden Jiangnan Apartment\* and Baifeng Longyuefu\* Projects were awarded as “2022 Five Stars Property Service Project in Xiaoshan (2022年度蕭山區五星級物業服務)” by the Housing and Urban-Rural Development Bureau of Xiaoshan District, Hangzhou City (杭州市蕭山區住房和城鄉建設局). Wenchao Yipin Apartment\* and Xixi Star Projects were awarded as “2022 Hangzhou Property Management Outstanding Residential Project (2022年度杭州市物業管理優秀住宅類項目)”， and Binlv Building was awarded as “2022 Hangzhou Property Management Excellent Non-residential Project (2022年度杭州市物業管理優秀非住宅類項目)”.

The Group has actively organized various community activities. To embrace the Asian Games Hangzhou, the Group, together with Hangzhou Binjiang Investment Holdings Co., Ltd.\* (杭州濱江投資控股有限公司), (“**Binjiang Holdings**”) and its subsidiaries (collectively, “**Binjiang Group**”), a leading property developer in China, launched five theme events namely “Vibrant Binjiang, Embracing the Asian Games”, including “National Fitness Season”, “Little Swimming Talent”, “Ping-Pong Perseverance”, “Fashionable Carnival” and “Colorful Photography”. Starting from multiple sports and cultural activities such as aerobic exercise, swimming, table tennis, parent-child activities and photography, the Group will empower the new vitality of the Asian Games with quality services and bring better experience to owners.

# 主席報告 CHAIRMAN'S STATEMENT

服務無止境，本集團將繼續從心出發，堅守  
企業信譽，履行社會責任。

There is no limit to serve with quality. The Group will  
continue to assume its social responsibilities in alignment  
with its corporate reputation.

主席  
朱立東

**Zhu Lidong**  
*Chairman*

中國香港，2023年8月25日

Hong Kong, the PRC, 25 August 2023

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 業務回顧

回顧2023年上半年，本集團保持穩中求進的良好態勢，持續深耕長江三角洲地區，進一步擴張長江三角洲業務範圍，已在中國浙江省、上海市、江蘇省、江西省及海南省擁有158間附屬公司及分支機構。同時，本集團根據在管建築面積及合約建築面積均錄得相當規模的增長。截至2023年6月30日，本集團的在管建築面積約48.7百萬平方米，與2022年同期相比增長37.4%。合約建築面積約74.2百萬平方米，與2022年同期相比增長29.4%，將為本集團的業務增長提供強勁的支撐。

截至2023年6月30日，本集團收入增加43.1%至人民幣1,190.1百萬元；毛利人民幣318.0百萬元，較2022年同期增加21.3%；毛利率26.7%，較2022年同期下降4.8個百分點。其中，物業管理服務收入為人民幣719.4百萬元、非業主增值服務收入為人民幣279.5百萬元、5S增值服務收入為人民幣191.2百萬元。本集團於2023年上半年的平均物業管理費(期內物業管理服務收入除以同期期初及期末可收費建築面積的平均數)約為每月每平方米人民幣4.27元(2022年同期為每月每平方米人民幣4.28元)。憑借品牌認可度及行業影響力，本集團能夠收取反映本集團的物業管理服務質量的較高物業管理費。

### BUSINESS REVIEW

Looking back to the first half year of 2023, the Group maintained steady growth and continued to place emphasis on the Yangtze River Delta, further expanding its operations within Yangtze River Delta. The Group has a total of 158 subsidiaries and branches across the Zhejiang Province, Shanghai, Jiangsu Province, Jiangxi Province and Hainan Province in China. At the same time, the Group has recorded sizeable increase in both GFA under management and the contracted GFA. As of 30 June 2023, the GFA under management of the Group was approximately 48.7 million sq.m., representing an increase of 37.4% as compared with the Corresponding Period of 2022. The contracted GFA was approximately 74.2 million sq.m., representing an increase of 29.4% as compared with the Corresponding Period of 2022, which will strongly support the business growth of the Group.

As of 30 June 2023, the Group's revenue increased by 43.1% to RMB1,190.1 million; gross profit was RMB318.0 million, increasing by 21.3% from the Corresponding Period of 2022; and gross profit margin was 26.7%, decreasing by 4.8 percentage points from the Corresponding Period of 2022. Revenue generated from property management services, value-added services to non-property owners and 5S value-added services amounted to RMB719.4 million, RMB279.5 million and RMB191.2 million, respectively. In the first half year of 2023, the average monthly property management fee of the Group was approximately RMB4.27 per sq.m. (Corresponding Period of 2022: RMB4.28 per sq.m.), calculated by dividing the revenue generated from property management services for the Period by the average chargeable GFA at the beginning and the end of the Period. Leveraging its brand recognition and industry influence, the Group was able to charge relatively high property management fee for its quality property management services.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

本集團為客戶提供量身打造的優質物業管理服務，建立了物業服務品牌認可度和知名度，基於本集團的服務質量在區域範圍內受到了高度認可，濱江集團與本集團建立緊密業務關係，為本集團持續供應大量優質的項目。2023年上半年，濱江集團全口徑累計銷售金額人民幣925.8億元，位列克而瑞全國房企排行榜第10位，共獲取優質土地23宗。

本集團憑借優異的服務質量，能夠以多種途徑進行外拓，外接項目呈現來源多樣化的特性，包括但不限於承接政府項目、保持與戰略合作夥伴的友好關係以及市場直拓。本集團期內積極推進第三方項目拓展戰略，截至2023年6月30日，在管建築面積中27.3百萬平方米來源於獨立第三方，與2022年同期相比增長48.4%，期內物業管理服務收入中人民幣363.4百萬元來源於獨立第三方，與2022年同期相比增長49.6%。

隨著近年物業服務行業整體高速發展，本集團應在經營過程中平衡品質、規模和利潤。本集團將以服務質量為核心競爭力，依托本公司高效管理經驗、升級精細化服務標準、逐步加大科技投入協助提高管理運營效能，優化工作流程，完善質量保障系統，不斷提升服務能力，以達到質量、規模、利潤協同發展。

The Group provided high-quality property management services that are tailored to its customers' need and maintained its brand recognition and awareness in terms of property services. As the Group's quality services were highly recognized within the region, Binjiang Group have established close business relationship with the Group and continuously provided a large number of premium projects to the Group. In the first half year of 2023, the total full-caliber sales of Binjiang Group amounted to RMB92.58 billion, ranking 10th in the list of national real estate enterprises of CRIC, and acquired 23 pieces of quality land.

Leveraging its high-quality services, the Group was able to expand its business through various channels and undertake a wide range of projects, including but not limited to undertaking government projects, maintaining good relationships with strategic partners and expanding its direct sales. During the Period, the Group actively promoted the third-party project expansion strategy. As of 30 June 2023, GFA under management from independent third parties was 27.3 million sq.m., representing an increase of 48.4% as compared with the Corresponding Period of 2022. During the Period, revenue generated from property management services provided to projects developed by independent third parties amounted to RMB363.4 million, representing an increase of 49.6% as compared with the Corresponding Period of 2022.

In view of the rapid development of the overall property services industry in recent years, the Group shall expand its scale and increase its profit while maintaining its service quality in the course of its operations. With the Group's services quality as its core competitiveness, the Group will leverage the Company's effective structure management, raise the standard of specialized services, and gradually increase its investment in technologies to enhance the efficiency of its management and operation, streamline its operation procedures, optimize its quality assurance system, and improve its service capabilities so as to achieve synergetic development of quality, scale and profitability.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 本集團的業務模式

由於服務的拓展，本集團堅定落實董事會戰略部署，致力於成為業主信賴的房屋資產打理及保養者，將5S增值服務視為本集團未來的利潤增長引擎。管理層將業務板塊劃分為：物業管理服務、非業主增值服務及5S增值服務，形成覆蓋物業管理整個價值鏈的綜合服務範圍。

- 物業管理服務：本集團向業主提供一系列高質量物業管理服務，包括安保、保潔、園藝、維修、維護及配套服務，並就該等服務向在管物業的住戶及業主或房地產開發商收取服務費。此外，本集團提供儲備土地管理服務，主要包括地塊管護、綠化種植養護、圍牆圍欄牆繪工程、渣土清運和監控安裝管理等。

### Business models of the Group

Due to the expansion of services, the Group committed itself to becoming a trusted property management and maintenance provider of property owners and positioned its 5S value-added services as a driver of future profit growth in strict accordance with the strategic deployment of the Board. The management classified business segments into property management services, value-added services to non-property owners and 5S value-added services, forming an entire value chain of comprehensive services within property management.

- Property management services: The Group provides a series of high-quality property management services, including security, cleaning, gardening, repair, maintenance and ancillary services to its property owners, and charges service fee from residents and property owners or real estate developers of such properties under its management for property management services. In addition, the Group provides land reserve management services, primarily including land management and maintenance, green planting and maintenance, wall and fence painting works, muck removal and transportation, installation and management of monitoring devices, and others.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

- 非業主增值服務：本集團向非業主(主要為物業開發商)提供增值服務。該等服務指交付前服務、諮詢服務及社區空間服務。交付前服務包括在物業銷售的交付前階段向物業開發商提供已竣工物業、示範單位的保潔、驗收協助及安保服務，以及提供售樓處管理服務。諮詢服務包括在早期及建設階段向物業開發商提供項目規劃、設計管理及施工管理方面的建議，以提升功能性、舒適性及便利性。社區空間服務包括(i)協助廣告公司於本集團在管物業社區空間投放廣告，及(ii)管理本集團在管物業的社區場地。

- 5S增值服務：本集團亦向業主提供5S增值服務，包括優家服務、優居服務及優享生活服務三大類業務。

優家服務，包括一手及二手物業銷售、租賃代理服務、車位及儲藏室服務，本集團依託自身資源，致力於為客戶提供貼心周到的服務。

優居服務，包括家裝服務，秉承「生活家」軟裝服務理念，為客戶提供格調高雅、時尚、現代化的定製硬裝、軟裝服務、家裝服務，同時為客戶提供設施設備更換升級服務以及維修。

- Value-added services to non-property owners: The Group provides value-added services to non-property owners, mainly to property developers. These services refer to pre-delivery services, consulting services and community space services. Pre-delivery services include cleaning, assisting with quality check and security services for completed properties and display units and providing property sales venue management services to property developers during the pre-delivery stage of property sales. Consulting services include advising property developers at the early and construction stages on project planning, design management and construction management to enhance functionality, comfort and convenience. Community space services include (i) assisting advertisement companies with regards to advertisement placements in the community spaces in the Group's managed properties, and (ii) managing community venues in the Group's managed properties.

- 5S value-added services: The Group also provides 5S value-added services to property owners. The value-added services to property owners include three major businesses, namely Youjia services, Youju services and Youxiang living services.

Youjia services include the primary and secondary property sales, leasing agent services and car parking space and storage room services. The Group is committed to providing attentive services for customers with its resources.

Youju services include home decoration services. It adheres to its "Living Home" interior services concept to provide elegant, stylish, modern and customized furnishing services, interior design services, home decoration services as well as facility upgrade services and maintenance for its customers.

## 管理層討論及分析 MANAGEMENT DISCUSSION AND ANALYSIS

優享生活服務，包括居家生活服務，鑒於住宅及非住宅物業的功能有所不同，提供量身打造的額外服務以滿足客戶的需求。

- 期內，本集團收入為人民幣1,190.1百萬元，較2022年同期數額增加43.1%；毛利為人民幣318.0百萬元，較2022年同期數額增加21.3%；毛利率為26.7%，較2022年同期數額下降4.8個百分點。其中，物業管理服務收入為人民幣719.4百萬元，非業主增值服務收入為人民幣279.5百萬元、5S增值服務收入為人民幣191.2百萬元。

本集團堅持穩定有質擴大管理面積的戰略目標，通過多種渠道實現合約建築面積與在管建築面積的穩健增長。

Youxiang living services include home living services. In view of the different functions in residential and non-residential properties, the Group provides additional services that are tailored to its customers' need.

- During the Period, the revenue of the Group amounted to RMB1,190.1 million, representing an increase of 43.1% as compared with the amount for the Corresponding Period of 2022. Gross profit amounted to RMB318.0 million, representing an increase of 21.3% as compared with the amount for the Corresponding Period of 2022. Gross profit margin was 26.7%, representing a decrease of 4.8 percentage points as compared with the gross profit margin for the Corresponding Period of 2022. Revenue from property management services, value-added services to non-property owners and 5S value-added services amounted to RMB719.4 million, RMB279.5 million and RMB191.2 million, respectively.

It has been the strategic objective of the Group to expand its managed area with stability and quality. The Group seeks to maintain steady increase in contracted GFA and GFA under management through various channels.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

下表載列本集團於期內及2022年同期合約建築面積與在管建築面積之變動：

The table below sets out the changes in the contracted GFA and GFA under management of the Group for the Period and the Corresponding Period of 2022:

截至6月30日止六個月

For the six months ended 30 June

		2023年 2023		2022年 2022	
		合約 建築面積 Contracted GFA (千平方米) ('000 sq.m.)	在管 建築面積 GFA under Management (千平方米) ('000 sq.m.)	合約 建築面積 Contracted GFA (千平方米) ('000 sq.m.)	在管 建築面積 GFA under Management (千平方米) ('000 sq.m.)
於期初	At the beginning of the period	69,058	41,970	49,783	29,948
新增	Addition	6,234	7,810	7,708	5,618
終止	Termination	(1,072)	(1,072)	(127)	(127)
於期末	At the end of the period	74,220	48,708	57,364	35,439

註：於2023年6月30日，本集團有497個合約項目，合約建築面積為74.2百萬平方米（於2022年6月30日：57.4百萬平方米）。

Note: As at 30 June 2023, the Group had 497 contracted projects and the contracted GFA was 74.2 million sq.m. (as at 30 June 2022: 57.4 million sq.m.).

下表載列本集團於期內及2022年同期物業管理服務收入總額、在管建築面積及項目數明細（按物業類型劃分）：

The table below sets forth the breakdown of the Group's total property management services revenue, GFA under management and number of projects by type of properties during the Period and the Corresponding Period of 2022:

截至6月30日止六個月

For the six months ended 30 June

		2023年 2023			2022年 2022		
		收入 Revenue (人民幣千元) (RMB'000)	在管 建築面積 GFA under Management (千平方米) ('000 sq.m.)	項目數目 Number of projects	收入 Revenue (人民幣千元) (RMB'000)	在管 建築面積 GFA under Management (千平方米) ('000 sq.m.)	項目數目 Number of projects
住宅	Residential	524,128	39,184	222	389,986	27,993	156
非住宅	Non-residential	192,008	9,524	106	137,051	7,446	81
土地管理	Land management	3,214	—	—	8,591	—	—
總計	Total	719,350	48,708	328	535,628	35,439	237

## 管理層討論及分析 MANAGEMENT DISCUSSION AND ANALYSIS

下表載列本集團於期內及2022年同期物業管理服務收入總額、在管建築面積及項目數明細(按開發商類型劃分)：

The table below sets forth the breakdown of total property management services revenue, GFA under management and number of projects by type of developers during the Period and the Corresponding Period of 2022:

截至6月30日止六個月  
For the six months ended 30 June

		2023年 2023			2022年 2022		
		收入	在管 建築面積	項目數目	收入	在管 建築面積	項目數目
		Revenue	GFA under Management	Number of projects	Revenue	GFA under Management	Number of projects
		(人民幣千元) (RMB'000)	(千平方米) ( '000 sq.m.)		(人民幣千元) (RMB'000)	(千平方米) ( '000 sq.m.)	
濱江集團開發的物業 <sup>(1)</sup>	Properties developed by Binjiang Group <sup>(1)</sup>	<b>355,935</b>	<b>21,404</b>	<b>129</b>	292,691	17,002	97
獨立物業開發商開發的物業	Properties developed by independent property developers	<b>360,201</b>	<b>27,304</b>	<b>199</b>	234,346	18,437	140
土地管理	Land management	<b>3,214</b>	—	—	8,591	—	—
總計	Total	<b>719,350</b>	<b>48,708</b>	<b>328</b>	535,628	35,439	237

附註：

Note:

(1) 指濱江集團的附屬公司或合營企業或聯營公司單獨開發或與其他方共同開發的物業。

(1) Refers to properties developed solely or co-developed with other parties by subsidiaries or joint ventures or associates of Binjiang Group.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

下表載列本集團於期內及2022年同期物業管理服務收入總額、在管建築面積及項目數明細(按地區劃分)：

The table below sets forth the breakdown of total property management services revenue, GFA under management and number of projects by geographic region during the Period and the Corresponding Period of 2022:

截至6月30日止六個月

For the six months ended 30 June

		2023年 2023			2022年 2022		
		在管			在管		
		收入	建築面積	項目數目	收入	建築面積	項目數目
		Revenue	GFA under Management	Number of projects	Revenue	GFA under Management	Number of projects
		(人民幣千元)	(千平方米)		(人民幣千元)	(千平方米)	
		(RMB'000)	('000 sq.m.)		(RMB'000)	('000 sq.m.)	
杭州	Hangzhou	512,480	30,121	229	406,107	22,951	166
浙江省 (不含杭州)	Zhejiang province (excluding Hangzhou)	179,887	16,942	88	117,945	11,468	65
浙江省外	Outside Zhejiang	26,983	1,645	11	11,576	1,020	6
總計	Total	719,350	48,708	328	535,628	35,439	237

下表載列於2023年6月30日本集團在管建築面積的前五大城市分佈情況：

The table below sets forth the distribution of GFA under management of the Group in five major cities as at 30 June 2023:

		項目數目	在管 建築面積	佔總在管 建築面積	其中來源於 獨立第三方
		Number of projects	GFA under management (千平方米) (‘000 sq.m.)	Percentage of the total GFA under management	Developed by the Independent third parties
杭州市	Hangzhou	229	30,121	61.8%	53.9%
金華市	Jinhua	33	6,920	14.2%	79.5%
紹興市	Shaoxing	12	2,821	5.8%	76.9%
嘉興市	Jiaxing	17	2,482	5.1%	26.1%
寧波市	Ningbo	5	1,152	2.4%	83.5%

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 未來展望

#### 持續推進質量品牌建設

本集團將繼續加強品牌責任感，力爭成為物業行業品牌領跑者，高端質量標準制訂者。本集團完善星級服務體系人員配置標準，進一步提升服務標準化建設，打造量身定製，力爭成為「中國物業一流、浙江標桿」。高效穩定的服務質量將為本集團創造更高的品牌價值，形成持續市場競爭力。因此本集團將優化常態化質量檢查，從集團飛行檢查、工程安全檢查及區域物業部日常檢查三個層面加強及深化日常品控監察力度及維度，完善根據檢查結果落實相關責任，從保潔、秩序、管家、工程及環境等多個維度進行檢查評價，保障在管物業項目質量長效持久，服務水平與時俱進。

本集團將充分對標同行，梳理本集團自身標桿與競品項目在行業中的優勢特點，在後續工作中積極發揮自有優勢，不斷鞏固提升服務品質，致力於打造品牌口碑，夯實自身競爭力，持續推動企業穩健發展。

### FUTURE PROSPECTS

#### Further promotion of quality brand building

The Group will continue to strengthen its brand responsibility, and strive to become a brand leader in the property industry, and a high-end quality standard setter. The Group will improve the recruitment standards for star-rated service system to further develop its service standardization model and create customized services and strive to become "a top property management brand in China and a benchmark in Zhejiang". Through providing effective and consistent services, the Group will gain higher brand value and sustainable market competitiveness. Therefore, the Group will improve its regular quality inspections and enhance and expand the monitoring of its daily quality control through unannounced inspections, project safety inspections and daily inspections by regional property departments. In addition, the Group will improve the implementation of the relevant responsibilities based on the inspection results, and conduct inspection and evaluation from various dimensions, such as cleaning, security, housekeeping, engineering, environment, etc., so as to ensure the long-lasting quality of projects under management with up-to-date service standards.

The Group will fully benchmark against its peers, sort out the advantageous features of the Group's own benchmarking and competing projects in the industry, actively utilize its own advantages in the follow-up work, continuously consolidate and improve the quality of its services, and devote itself to building up its brand reputation so as to consolidate its own competitiveness and continuously promote the sound development of the enterprise.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

### 持續擴大業務規模及市場份額

中國目前的物業管理服務行業集中度逐步提高已成趨勢。本集團有意利用於長江三角洲高端市場的成功經驗，並善用本集團既有的服務管理系統和標準，以擴大於現有市場的市場份額及進一步深入新市場。本集團將以落地城市為重點深耕開花的業務拓展戰略，形成聚焦杭州，深耕長江三角洲，輻射華東，開拓大灣區，關注中國中西部地區的業務發展方向。本集團有質量拓展、高質量發展態勢的基礎已經確立，今後將繼續在項目落地區域積極拓展符合本集團要求的項目。

### 拓展提供多樣化服務

本集團將圍繞業主需求，結合自身房產品服務專業優勢，本集團致力於成為業主信賴的房屋資產打理及保養者，打造以5S為中心的增值服務體系，包括硬裝服務、軟裝服務、一手、二手中介服務及設施設備更換升級服務。5S增值服務的每個業務條線都可以成為其他環節的引流入口和服務補充，將會成為本集團新的利潤增長引擎。濱江優家經紀業務將持續開展，憑著專注、專業、專屬的服務態度，一手房銷售團隊、二手房銷售團隊以及物業服務團隊等多方面協同合作，以高效貼心的服務獲得客戶認同。濱江優居將繼續發力，著眼於業主切實需求，服務內容包括全屋軟裝設計、生活家櫃體定製、電器及設備增配升級、硬裝服務逐步推進落實等多種方面，秉承「創造生活 美好家」的願景。此外，本集團將依托現有平台優勢，多渠道

### Further expansion of business scale and market share

The property management service industry in China is increasingly concentrated. The Group intends to leverage its success in the high-end market in the Yangtze River Delta and its existing service management systems and standards to expand its current market share and to further penetrate new markets. With a benchmark model where it takes root within the region once a benchmark property has been established within, the Group will form its business development direction of focusing on Hangzhou, deeply cultivating the Yangtze River Delta, radiating to eastern China, exploring opportunities in Greater Bay Area, and paying attention to the mid-west China. The foundation of the Group's trend for the quality expansion and high-quality development has been established. In the future, the Group will continue to actively develop projects that meet the requirements of the Group in the areas where the projects are located.

### Providing diversified services

Based on the demand of property owners, the Group strives to become a trustworthy property manager and caretaker for property owners by leveraging its professional property products and services. The Group will develop value-added services system focusing on 5S, which includes home decoration services, interior design service, primary and secondary intermediary services, facilities and equipment replacement and upgrade services. All business lines of 5S value-added services will provide business opportunities to other business segments and complement services provided by such segments, becoming a new driver for profit growth within the Group. Binjiang Youjia's brokerage business will continue to be developed. With a dedicated, professional and exclusive service attitude, the sales team in the primary properties, the sales team of the secondary properties and the property service

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

建立戰略合作關係，擴大服務業務範圍。本集團將維持及探索與行業知名商家的更多合作機會，並將成功合作模式推廣複製。

### 進一步優化管理及運營體系

本集團致力於升級內部管理體系及智慧化管理平台，同時兼顧原則性及靈活性以適應企業未來發展。本集團通過優化管理架構、標準化作業流程、加強採購控制等手段加強內部控制體系，完善多方位數據統籌對標工作，為企業發展注入原動力。此外，本集團致力於通過智慧化手段提升管理效能、加強內外資源整合以期為業主提供更全面、快捷、方便、安全的服務。憑借自身管理經驗，本集團擬加速集團智慧化佈局及推進信息化生態平台建設規劃，打造數字化管理系統平台。

本集團在財務管理等方面完善相關制度及標準化，梳理車位、儲藏室等尾盤資產銷售模式，繼續加強費用、成本及應收賬款管控等重要工作。

team collaborated in various aspects to gain customers' recognition with efficient and considerate services. Binjiang Youju will continue to focus on the actual needs of property owners. Adhering to the vision of "Creating Life through Furnishing the Home", the services include home interior design, household cabinet customization, electrical appliances and equipment addition and upgrading, and the gradual implementation of furnishing services. In addition, the Group will capitalize its advantages derived from the existing platform to establish strategic partnerships through various channels and expand its services business coverage. The Group will continue to maintain and actively seek for additional partnership opportunities with well-known enterprises in the industry, promoting and replicating its successful partnership model.

### Further improvement of management and operation systems

The Group puts great efforts in upgrading its internal management system and smart management platform, while adhering to its principles and maintaining a degree of flexibility to prepare for future development. The Group aims to boost its development through optimizing its management structure, setting up standardized operation procedures, and strengthening the procurement control to refine its internal control mechanism and improve multidimensional data coordination and benchmarking. In addition, the Group strives to enhance its management efficiency by using smart approaches. The Group aims to provide property owners with comprehensive and convenient services in a timely and safe manner through integrating internal and external resources. Leveraging its management experience, the Group intends to accelerate the arrangement for the application of smart technologies and the construction of its informationalized platforms and ecosystems, creating a digital management system platform.

The Group improved the relevant system and standardisation in financial management, sorted out the sales model of remaining assets such as parking spaces and storage rooms, and continued to strengthen the management and control of expenses, costs and accounts receivable.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

本集團將持續推行標準化，積極對標優秀同行，提升自身管理水平，致力於讓本集團的品牌更優、能力更強、口碑更好，集團各部門將盡力配合支持，全力以赴。

The Group will continue to promote standardisation, actively benchmark against excellent peers, improve its own management level, and strive to make the Group's brand better, ability stronger and reputation better. All departments of the Group will try their best to cooperate and support.

### 財務回顧

本集團收入來自三個主要業務：(i) 物業管理服務；(ii) 非業主增值服務；及(iii) 5S增值服務。期內：(i) 物業管理服務是本集團最大的收入和利潤來源，佔總收入60.4%；(ii) 非業主增值服務是本集團第二大收入來源，佔總收入的23.5%。

### FINANCIAL REVIEW

The Group's revenue was generated from three main business lines: (i) property management services; (ii) value-added services to non-property owners; and (iii) 5S value-added services. During the Period, (i) the property management services was the largest source of revenue and profit for the Group, accounting for 60.4% of total revenue; (ii) value-added services to non-property owners was the second largest source of revenue for the Group, accounting for 23.5% of total revenue.

截至6月30日止六個月  
For the six months ended 30 June

		2023年 2023		2022年 2022		變更 Changes %
		人民幣千元 RMB'000	佔總收入% % of total revenue	人民幣千元 RMB'000	佔總收入% % of total revenue	
<b>物業管理服務</b>	<b>Property management services</b>	<b>719,350</b>	<b>60.4</b>	535,628	64.4	34.3
住宅物業管理服務	Property management services for residential properties	524,128	44.0	389,986	46.9	34.4
非住宅物業管理服務	Property management services for non-residential properties	192,008	16.1	137,051	16.5	40.1
土地管理	Land management	3,214	0.3	8,591	1.0	-62.6
<b>非業主增值服務</b>	<b>Value-added services to non-property owners</b>	<b>279,492</b>	<b>23.5</b>	234,585	28.2	19.1
交付前服務	Pre-delivery services	263,825	22.2	219,343	26.4	20.3
諮詢服務	Consulting services	10,904	0.9	10,091	1.2	8.1
社區空間服務	Community space services	4,763	0.4	5,151	0.6	-7.5
<b>5S增值服務</b>	<b>5S value-added services</b>	<b>191,234</b>	<b>16.1</b>	61,292	7.4	212.0
優家服務	Youjia services	51,297	4.3	39,118	4.7	31.1
優居服務	Youju services	120,707	10.1	6,473	0.8	1,764.8
優享生活服務	Youxiang living services	19,230	1.7	15,701	1.9	22.5
合計	Total	<b>1,190,076</b>	<b>100.0</b>	831,505	100.0	43.1

## 管理層討論及分析 MANAGEMENT DISCUSSION AND ANALYSIS

**物業管理服務**包括安保、保潔、園藝、維修、維護、土地管理及配套服務。收入達人民幣719.4百萬元，較2022年同期的人民幣535.6百萬元增長34.3%，為本集團主要收入來源，佔截至2023年6月30日止六個月總收入的60.4%。收入增加主要是由於項目數量增加。向濱江集團開發的物業提供物業管理服務所產生的收入為人民幣355.9百萬元(2022年同期為人民幣292.7百萬元)，佔期內物業管理服務收入的49.5%，同比下降5.1個百分點。

**非業主增值服務**主要包括交付前服務、諮詢服務及社區空間服務。收入達人民幣279.5百萬元，較2022年同期數額人民幣234.6百萬元增長19.1%，佔本集團總收入約23.5%。收入增長主要是由於期內承接項目數量穩步上升。

**5S增值服務**主要包括優家服務、優居服務、優享生活服務，收入達人民幣191.2百萬元，較2022年同期數額人民幣61.3百萬元增長212.0%，佔本集團總收入約16.1%。收入上升主要是由於期內優居服務規模擴大，導致收入大幅增長。

**Property management services** consist of security, cleaning, gardening, repair, maintenance, land management and ancillary services. Revenue generated amounted to RMB719.4 million, representing an increase of 34.3% as compared with RMB535.6 million for the Corresponding Period of 2022. It was the Group's main source of revenue and accounted for 60.4% of total revenue for the six months ended 30 June 2023. The increase in revenue was mainly because of the increase in number of projects. Revenue generated from the provision of property management services to properties developed by Binjiang Group was RMB355.9 million as compared with RMB292.7 million for the Corresponding Period of 2022, and accounted for 49.5% of revenue from property management services during the Period, representing a year-on-year decrease of 5.1 percentage points.

**Value-added services to non-property owners** mainly include pre-delivery services, consulting services and community space services. Revenue generated from the services amounted to RMB279.5 million, representing an increase of 19.1% as compared with RMB234.6 million for the Corresponding Period of 2022, and accounted for approximately 23.5% of the Group's total revenue. The increase of revenue was mainly due to the steady increase in the number of projects undertaken during the Period.

**5S Value-added services** mainly composed of Youjia services, Youju services and Youxiang living services. Revenue generated amounted to RMB191.2 million, representing an increase of 212.0% as compared with RMB61.3 million for the Corresponding Period of 2022, and accounted for approximately 16.1% of the Group's total revenue. The increase of revenue was mainly because of the expansion of Youju services scale during the Period, resulting in a significant growth in revenue.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

### 毛利及毛利率

基於上述因素，期內，本集團的毛利由截至2022年6月30日止六個月的數額人民幣262.2百萬元上升21.3%至截至2023年6月30日止六個月的人民幣318.0百萬元。本集團的毛利率由截至2022年6月30日止六個月的31.5%下降4.8個百分點至截至2023年6月30日止六個月的26.7%，主要是由於優居業務中硬裝服務發展迅速，佔比提升。

### Gross profit and gross profit margin

Based on the above factors, during the Period, the Group's gross profit increased by 21.3% from RMB262.2 million for the six months ended 30 June 2022 to RMB318.0 million for the six months ended 30 June 2023. The Group's gross profit margin decreased by 4.8 percentage points from 31.5% for the six months ended 30 June 2022 to 26.7% for the six months ended 30 June 2023, mainly because of the rapid development of furnishing services in the Youju business, which accounted for an increase in the proportion.

截至6月30日止六個月

For the six months ended 30 June

		2023年			2022年		
		2023			2022		
		毛利	毛利率	毛利佔比	毛利	毛利率	毛利佔比
		Gross			Gross		
		profit	Profit	% of gross	Gross	Profit	% of gross
			margin	profit	profit	margin	profit
		人民幣千元	%	%	人民幣千元	%	%
		RMB'000	%	%	RMB'000	%	%
物業管理服務	Property management services	138,228	19.2	43.5	110,841	20.7	42.3
非業主增值服務	Value-added services to non-property owners	113,254	40.5	35.6	107,576	45.9	41.0
5S增值服務	5S value-added services	66,550	34.8	20.9	43,825	71.5	16.7
合計	Total	318,032	26.7	100.0	262,242	31.5	100.0

物業管理服務毛利由截至2022年6月30日止六個月的人民幣110.8百萬元上升24.7%至截至2023年6月30日止六個月的人民幣138.2百萬元，毛利率由截至2022年6月30日止六個月的20.7%下降1.5個百分點至截至2023年6月30日止六個月的19.2%。物業管理服務毛利率下降主要是由於2023年度本集團持續提升品質服務，加強管理投入。

Gross profit of property management services increased by 24.7% from amount of RMB110.8 million for the six months ended 30 June 2022 to RMB138.2 million for the six months ended 30 June 2023. Gross profit margin decreased by 1.5 percentage points from 20.7% for the six months ended 30 June 2022 to 19.2% for the six months ended 30 June 2023. The decrease in gross profit margin of property management services was mainly due to the Group's continuous improvement in quality services and enhancement in management investment in 2023.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

非業主增值服務毛利由截至2022年6月30日止六個月的人民幣107.6百萬元上升5.3%至截至2023年6月30日止六個月的人民幣113.3百萬元，毛利率由截至2022年6月30日止六個月的45.9%下降5.4個百分點至截至2023年6月30日止六個月的40.5%。受上游地產開發行業整體下行影響，本集團於2023年度起非業主增值服務收費予以調整，導致非業主增值服務毛利率降低。

5S增值服務毛利由截至2022年6月30日止六個月的人民幣43.8百萬元上升52.1%至截至2023年6月30日止六個月的人民幣66.6百萬元，毛利率由截至2022年6月30日止六個月的71.5%下降36.7個百分點至截至2023年6月30日止六個月的34.8%。毛利率下降主要是由於毛利率相對較低的優居業務中硬裝服務發展迅速，佔比提升。

### 銷售成本

期內，本集團的銷售成本由截至2022年6月30日止六個月的人民幣569.3百萬元增加53.2%至截至2023年6月30日止六個月的人民幣872.0百萬元，主要是由於業務規模增長及優居服務發展迅速。

### 銷售及營銷開支

期內，本集團的銷售及營銷開支由截至2022年6月30日止六個月的人民幣2.4百萬元增加至2023年6月30日止六個月的人民幣7.6百萬元，主要是由於期內優家服務中經紀業務及優居服務業務增長，導致相應佣金等開支增加。

Gross profit of value-added services to non-property owners increased by 5.3% from RMB107.6 million for the six months ended 30 June 2022 to RMB113.3 million for the six months ended 30 June 2023. Gross profit margin decreased by 5.4 percentage points from 45.9% for the six months ended 30 June 2022 to 40.5% for the six months ended 30 June 2023. Affected by the overall downturn of the upstream real estate development industry, the Group adjusted the fees for value-added services to non-property owners since 2023, resulting in a decrease in the gross profit margin of value-added services to non-property owners.

Gross profit of 5S value-added services increased by 52.1% from RMB43.8 million for the six months ended 30 June 2022 to RMB66.6 million for the six months ended 30 June 2023. Gross profit margin decreased by 36.7 percentage points from 71.5% for the six months ended 30 June 2022 to 34.8% for the six months ended 30 June 2023. The decrease in gross profit margin was mainly due to the rapid development of furnishing services in the Youju business with a relatively lower gross profit margin, which accounted for an increase in the proportion.

### Cost of sales

During the Period, the Group's cost of sales increased by 53.2% from RMB569.3 million for the six months ended 30 June 2022 to RMB872.0 million for the six months ended 30 June 2023, mainly due to the growth in business scale and the rapid development of the Youju services.

### Selling and marketing expenses

During the Period, the Group's sales and marketing expenses increased from RMB2.4 million for the six months ended 30 June 2022 to RMB7.6 million for the six months ended 30 June 2023, mainly due to the increase in the corresponding commission and other expenses as a result of the growth in the brokerage business of Youjia services and the Youju services business during the Period.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

### 行政開支

期內，本集團的行政開支由截至2022年6月30日止六個月的數額人民幣22.0百萬元增加50.9%至截至2023年6月30日止六個月的人民幣33.2百萬元，主要是由於業務規模擴大。

### 貿易應收款項的減值虧損

期內，本集團的貿易應收款項的減值虧損由截至2022年6月30日止六個月的人民幣3.9百萬元減少20.5%至截至2023年6月30日止六個月的人民幣3.1百萬元，主要是由於本集團加強對應收賬款的催收管理，期內收回以前年度部分應收賬款，壞賬計提轉回。

### 融資收入／(成本)淨額

期內，本集團的融資收入指銀行存款利息收入，融資收入由截至2022年6月30日止六個月的人民幣19.5百萬元增加至截至2023年6月30日止六個月的人民幣31.1百萬元，主要是由於本集團對自有資金集中管理，定期存款增加及較高收益的存款產品帶來的利息收入增加。融資成本由截至2022年6月30日止六個月的人民幣2.0百萬元減少至截至2023年6月30日止六個月的人民幣0.3百萬元。因此，融資收入淨額由截至2022年6月30日止六個月的人民幣17.5百萬元增加76.0%至截至2023年6月30日六個月止的人民幣30.8百萬元。

### 分佔聯營公司利潤減虧損及分佔合營企業利潤

期內，本集團分佔聯營公司利潤減虧損及分佔合營企業利潤由截至2022年6月30日止六個月的利潤人民幣1.8百萬元增加183.3%至截至2023年6月30日止六個月的利潤人民幣5.1百萬元，主要是由於期內聯營公司利潤增加。

### Administrative expenses

During the Period, the Group's administrative expenses increased by 50.9% from RMB22.0 million for the six months ended 30 June 2022 to RMB33.2 million for the six months ended 30 June 2023, mainly due to the expansion of the business scale.

### Impairment losses on trade receivables

During the Period, the impairment loss of the Group's trade receivables decreased by 20.5% from RMB3.9 million for the six months ended 30 June 2022 to RMB3.1 million for the six months ended 30 June 2023, mainly due to the Group's emphasis on the management of collection of accounts receivable, the reversal of allowance on bad debts as a result of the collection of part of accounts receivable from previous years during the Period.

### Net finance income/(costs)

During the Period, the Group's finance income represented interest income on bank deposits. The finance income increased from RMB19.5 million for the six months ended 30 June 2022 to RMB31.1 million for the six months ended 30 June 2023. The increase was mainly attributable to an increase in interest income from increasing fixed term deposit and high-yield deposit products as a result of the centralized capital management of the Group. The finance costs decreased from RMB2.0 million for the six months ended 30 June 2022 to RMB0.3 million for the six months ended 30 June 2023. As a result, the net finance income increased by 76.0% from RMB17.5 million for the six months ended 30 June 2022 to RMB30.8 million for the six months ended 30 June 2023.

### Share of profits less losses of associates and share of profits of a joint venture

During the Period, the Group's share of profits less losses of associates and share of profits of a joint venture increased by 183.3% from a profit of RMB1.8 million for the six months ended 30 June 2022 to a profit of RMB5.1 million for the six months ended 30 June 2023, mainly because of the increase in profit from associates during the Period.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 稅前利潤

期內，本集團稅前利潤為人民幣314.5百萬元，較2022年同期人民幣259.5百萬元增加21.2%，主要是由於期內毛利增長。

### 所得稅

期內，本集團所得稅為人民幣77.0百萬元，較2022年同期數額人民幣67.1百萬元增加14.8%，主要是由於業務增長帶來的利潤提升。

### 期內利潤

期內，本集團的利潤為人民幣237.5百萬元，較2022年同期數額人民幣192.4百萬元增加23.4%，主要是由於業務規模增長帶來的貢獻。本公司權益股東應佔利潤數額為人民幣231.0百萬元，較2022年同期數額人民幣190.3百萬元增加21.4%。淨利率為20.0%，較2022年同期數額23.1%減少3.1個百分點，主要由於本集團收入結構調整導致。

### 流動資產、財務資源及流動比率

本集團於期內維持優良財務狀況。於2023年6月30日流動資產為人民幣3,011.6百萬元，較2022年12月31日人民幣2,640.1百萬元增加14.1%。

### Profit before taxation

During the Period, the Group's profit before taxation was RMB314.5 million, representing an increase of 21.2% as compared with RMB259.5 million for the Corresponding Period of 2022, mainly due to the increase in gross profit during the Period.

### Income tax

During the Period, the Group's income tax expenses were RMB77.0 million, representing an increase of 14.8% as compared with RMB67.1 million for the Corresponding Period of 2022, mainly due to the profit improvement from business growth.

### Profit for the Period

During the Period, the Group's profit amounted to RMB237.5 million, representing an increase of 23.4%, as compared with RMB192.4 million for the Corresponding Period of 2022, mainly due to contribution from growth in business scale. The profit attributable to equity shareholders of the Company was RMB231.0 million, representing an increase of 21.4% as compared with RMB190.3 million for the Corresponding Period of 2022. Net profit margin was 20.0%, decreasing by 3.1 percentage points from 23.1% for the Corresponding Period of 2022, mainly due to the adjustment of the Group's revenue structure.

### Current assets, financial resources and current ratio

The Group maintained good financial performance during the Period. As at 30 June 2023, current assets were RMB3,011.6 million, representing an increase of 14.1% as compared with RMB2,640.1 million as at 31 December 2022.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

本集團的現金及等價物於期內達到人民幣2,019.6百萬元(以人民幣持有2,015.7百萬元，以港幣持有約人民幣3.8百萬元及以美元持有約人民幣0.1百萬元)，較2022年12月31日人民幣1,949.9百萬元(以人民幣持有1,944.7百萬元，以港幣持有約人民幣5.0百萬元及以美元持有約人民幣0.2百萬元)增加3.6%，主要是由於期內業務規模增大，以及優居服務預收金額增長。期內流動比率為1.2倍，較2022年12月31日的1.6倍有所下降。

The Group's cash and cash equivalents during the Period were RMB2,019.6 million in which RMB2,015.7 million was held in Renminbi, approximately RMB3.8 million was held in Hong Kong dollars and approximately RMB0.1 million was held in US dollars, representing an increase of 3.6% as compared with RMB1,949.9 million as at 31 December 2022 in which RMB1,944.7 million was held in Renminbi, approximately RMB5.0 million was held in Hong Kong dollars and approximately RMB0.2 million was held in US dollars. This was mainly due to the increase in business scale and the increase in the amount of advance receipts from the Youju services during the Period. Current ratio during the Period was 1.2 times, representing a decrease as compared with 1.6 times as at 31 December 2022.

截至2023年6月30日，本集團不存在任何貸款或借貸(2022年12月31日：無)。

As of 30 June 2023, the Group had no loans or loans available (31 December 2022: Nil).

本集團於2023年6月30日的總權益為人民幣1,268.4百萬元，較2022年12月31日人民幣1,286.3百萬元基本持平。

As at 30 June 2023, the total equity of the Group was RMB1,268.4 million, which was basically the same as compared with RMB1,286.3 million as at 31 December 2022.

### 合約負債

於2023年6月30日，本集團合約負債達人民幣1,546.6百萬元，較2022年12月31日的人民幣907.3百萬元增加70.5%，主要是由於項目增加以及預收5S增值服務的優居服務費及物業管理服務費。

### Contract liabilities

As at 30 June 2023, the contract liabilities of the Group amounted to RMB1,546.6 million, representing an increase of 70.5% as compared with RM907.3 million as at 31 December 2022, mainly due to the increase of projects and the prepayment for Youju services of 5S value-added services and the property management service.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 投資物業、物業、廠房及設備

於2023年6月30日，本集團投資物業、物業、廠房及設備達人民幣32.3百萬元，較2022年12月31日的人民幣26.9百萬元增加20.1%，主要是由於業務規模增長，導致物業、廠房及設備的增加。於2023年6月30日，本集團並無投資物業，乃由於本集團於租約到期後並無續簽租約以繼續開展租賃業務。

### 或然負債

於2023年6月30日及2022年12月31日，本集團並無任何或然負債。

### 資產抵押

於2023年6月30日及2022年12月31日，本集團概無資產抵押。

### 貿易及其他應收款項

於2023年6月30日，貿易及其他應收款項達人民幣493.6百萬元，較2022年12月31日的人民幣343.5百萬元增加了人民幣150.1百萬元，增加43.7%，較2022年6月30日的人民幣322.2百萬元同比增加53.2%。主要是由於業務規模擴張，導致應收物業管理費增加。

### Investment properties, property, plant and equipment

As at 30 June 2023, the investment properties, property, plant and equipment of the Group amounted to RMB32.3 million, representing an increase of 20.1% as compared with RMB26.9 million as at 31 December 2022, mainly due to the increase in property, plant and equipment as a result of the growth of business. As at 30 June 2023, the Group had no investment property as the Group did not renew the lease contract to carry on leasing business upon the expiry of lease contract.

### Contingent liabilities

The Group did not have any contingent liabilities as at 30 June 2023 and 31 December 2022.

### Pledged assets

The Group did not have any pledged assets as at 30 June 2023 and 31 December 2022.

### Trade and other receivables

As at 30 June 2023, trade and other receivables amounted to RMB493.6 million, representing an increase of RMB150.1 million or 43.7% as compared with RMB343.5 million as at 31 December 2022 and a year-on-year increase of 53.2% as compared with RMB322.2 million as at 30 June 2022, mainly due to the increase in property management fee receivables as a result of the expansion of business scale.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

### 貿易及其他應付款項

於2023年6月30日，貿易及其他應付款項達人民幣943.8百萬元，較2022年12月31日的人民幣672.4百萬元增加了人民幣271.4百萬元，增加40.4%，主要是由於業務增長。

### 人力資源

於2023年6月30日，本集團總共僱用10,709名僱員(於2022年12月31日：10,336名)。本集團期內的員工成本為人民幣446.5百萬元(截至2022年6月30日止六個月：人民幣352.4百萬元)。

本集團向員工發放之酬金待遇乃按其職務、資歷、個人表現及當時市場標準釐定。支付予僱員酌情花紅乃根據個別僱員表現，以表揚及回報其貢獻。本集團已實施且將繼續實施各種員工認可計劃及獎勵。本集團亦同時為僱員作出社會保障基金(包括退休金計劃、醫療保險、工傷保險、失業保險及生育保險)及住房公積金供款，或為僱員定期向強積金計劃作出供款。於期內，本集團亦向員工提供系統化及範圍廣泛培訓計劃及晉升輪崗計劃。

### 重大投資

本公司於期內概無任何重大投資(包括佔本集團資產總值5%或以上的重大投資)。

### 有關附屬公司、聯營公司及合營企業的重大收購及出售詳情

期內，本集團概無有關附屬公司、聯營公司及合營企業的重大收購及出售事項。

### Trade and other payables

As at 30 June 2023, trade and other payables amounted to RMB943.8 million, representing an increase of RMB271.4 million or 40.4% as compared with RMB672.4 million as at 31 December 2022, mainly due to business growth.

### Human resources

As at 30 June 2023, the Group employed a total of 10,709 employees (as at 31 December 2022: 10,336). During the Period, the staff costs of the Group was RMB446.5 million (six months ended 30 June 2022: RMB352.4 million).

The Group's remuneration packages for employees are determined based on their duties, qualifications, individual performance and current market standards. The discretionary bonus paid to employees, based on the performance of individual employees, recognized and rewarded their contribution. The Group has implemented and will continue to implement various employee recognition initiatives and rewards. The Group also makes social security contributions (including pension plans, medical insurance, work-related injury insurance, unemployment insurance and maternity insurance) and housing provident fund contributions for its employees or makes regular contributions to Mandatory Provident Fund schemes for its employees. During the Period, the Group also provided its staff with systematic and extensive training plans and promotion and rotation programs.

### Significant investments

The Company did not have any significant investments (including significant investments which accounted for 5% or more of the total assets of the Group) during the Period.

### Details about material acquisitions and disposals of subsidiaries, associates and joint ventures

During the Period, the Group did not have any material acquisitions and disposals of subsidiaries, associates and joint ventures.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 庫務政策

期內，本集團就其庫務政策採取審慎財務管理方法，確保滿足日常營運及資本支出的流動資金需求。董事會緊密監控本集團的流動資金狀況，並在考慮金融工具的信貸風險、流動資金風險及市場風險後，適當投資盈餘現金，例如本集團在保障上述流動性的情況下，將部分現金存放為三個月以上到期的銀行存款，增加資金利息收入。

### 資本結構

期內，本公司之資本結構並無變動。本公司之資本由普通股及其他儲備組成。

### 面對的外匯風險

本集團主要通過以非本集團所屬實體各自功能貨幣計價的買賣而存有外匯風險。

本公司、英屬維爾京群島附屬公司及香港附屬公司的功能貨幣均為港元。該等公司主要以港元經營。此外，由於港元與美元掛鉤，本集團認為港元與美元的匯率變動風險不大。

本集團的主要功能貨幣及經營業務主要貨幣是人民幣，因此本集團認為面對的外匯風險不大。期內，本集團並無訂立任何對沖交易協議。

### 中期股息

經考慮本集團業務發展需要及股東回報後，董事會不建議宣派截至2023年6月30日止六個月的中期股息。

### Treasury Policies

During the Period, the Group has adopted a prudent financial management approach towards its treasury policies to ensure the liquidity requirements from daily operation as well as capital expenditures are met. The Board closely monitors the Group's liquidity positions, while surplus cash are invested appropriately with the consideration of the credit risks, liquidity risks and market risks of the financial instruments, such as the Group placed a certain amount of cash as bank deposits with maturity over three months for higher interest income to secure liquidity mentioned above.

### Capital structure

During the Period, there was no change in capital structure of the Company. The capital of the Company comprises ordinary shares and other reserves.

### Exposure to foreign exchange risks

The Group is exposed to currency risk primarily through sales and purchases that are denominated in a currency other than the respective functional currencies of the Group's entities.

The functional currency of the Company, the British Virgin Islands subsidiaries and the Hong Kong subsidiaries is HK\$. Their businesses are principally conducted in HK\$. In addition, as the HK\$ is pegged to the USD, the Group considers the risk of movements in exchange rates between the HK\$ and the US\$ to be insignificant.

The primary functional currency and primary operating currency of the Group are RMB. Therefore, the Group considers the exposure to foreign exchange risks to be insignificant. During the Period, the Group did not enter into any hedging transaction agreements.

### INTERIM DIVIDEND

After considering the needs of the Group's business development and shareholder returns, the Board does not recommend declaring an interim dividend for the six months ended 30 June 2023.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

### 遵守企業管治守則

本集團致力於維持高標準的企業管治，務求保障股東權益及提升本公司企業價值及問責性。於截至2023年6月30日止六個月期間，本公司已採納並遵守聯交所證券上市規則（「上市規則」）附錄十四企業管治守則（「企業管治守則」）第2部分所載之所有適用守則條文，惟以下偏離除外：

根據企業管治守則的守則條文第C.2.1條，主席及行政總裁之角色應該區分及不應由同一人兼任。然而，本公司並無區分主席與行政總裁，主席與行政總裁之職責均由朱立東先生承擔。董事會相信，由同一人擔任主席與行政總裁之職責，有利於確保本集團內領導一致，並可實現本集團更有效及高效的整體戰略規劃。此外，董事會合共八名董事中，三名為獨立非執行董事，董事會有足夠的獨立意見，可保護本公司及股東的整體利益。因此，董事會認為，現時安排的權力及職權平衡不會受到影響，該架構有助本公司迅速有效地作出及實施決定。董事會將繼續檢討並於計及本集團整體情況後，考慮於適當時候將董事會主席與本公司行政總裁的職務分開。

除上文所披露者外，於期內本公司已遵守企業管治守則。本公司將繼續嚴格遵守企業管治守則項下的企業管治規定及上市規則。

### COMPLIANCE WITH CORPORATE GOVERNANCE CODE

The Group is committed to maintaining high standards of corporate governance to safeguard the interests of the Shareholders and to enhance corporate value and accountability of the Company. During the six months ended 30 June 2023, the Company has adopted and complied with all applicable code provisions under Part 2 of the Corporate Governance Code (the “CG Code”) in Appendix 14 to the Rules Governing the Listing of Securities of the Stock Exchange (the “Listing Rules”), except for the following deviation:

Pursuant to code provision C.2.1 of the CG Code, the roles of chairman and chief executive officer should be separate and should not be performed by the same individual. However, the Company does not have a separate chairman and chief executive officer and the responsibilities of both chairman and chief executive officer vest in Mr. Zhu Lidong. The Board believes that vesting the responsibilities of both chairman and chief executive officer in the same person has the benefit of ensuring the consistent leadership within the Group and enables more effective and efficient overall strategic planning of the Group. Besides, with three independent non-executive Directors out of a total of eight Directors in the Board, there is sufficient independent voice within the Board to protect the interests of the Company and the Shareholders as a whole. Therefore, the Board considers that the balance of power and authority for the present arrangement is not impaired and this structure enables the Company to make and implement decisions promptly and effectively. The Board will continue to review and consider splitting the roles of chairman of the Board and chief executive officer of the Company at a time when it is appropriate and suitable by taking into account the circumstances of the Group as a whole.

Save as disclosed above, the Company complied with the CG Code during the Period. The Company will continue to strictly abide by the corporate governance requirements under the CG Code and the Listing Rules.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 審核委員會和中期業績審閱

本公司已遵照上市規則成立審核委員會，以履行審閱及監督本公司的財務申報及內部監控之職能。審核委員會現時由三名獨立非執行董事組成，包括蔡海靜女士、丁建剛先生及李坤軍先生，而蔡海靜女士為審核委員會主席。

審核委員會已與本公司管理層審閱本中期報告以及本集團所採用之會計政策及慣例，並討論審核、風險管理、內部監控及財務報表事宜，包括審閱本集團截至2023年6月30日止六個月之簡明綜合財務報表。

### 董事進行證券交易的標準守則

本公司已採納上市規則附錄十所載的《上市發行人董事進行證券交易的標準守則》（「標準守則」），作為其本身有關董事及僱員進行證券交易的操守守則（「證券交易守則」）。本公司已就董事有否遵守標準守則所載的規定標準向全體董事作出具體查詢，而全體董事已確認彼等於期內一直遵守標準守則及證券交易守則。

可能擁有本公司內幕消息的本公司僱員亦須遵守有關進行證券交易的標準守則及證券交易守則。於期內，本公司概無發現任何本公司相關僱員違反標準守則及證券交易守則的情況。

### AUDIT COMMITTEE AND REVIEW OF INTERIM RESULTS

The Company has established the Audit Committee in compliance with the Listing Rules to perform the functions of reviewing and monitoring the financial reporting and internal control of the Company. The Audit Committee currently consists of three independent non-executive Directors, namely, Ms. Cai Haijing, Mr. Ding Jiangan and Mr. Li Kunjun. Ms. Cai Haijing is the chairperson of the Audit Committee.

The Audit Committee has reviewed with the management of the Company this interim report and the accounting principles and practices adopted by the Group and discussed auditing, risk management, internal control and financial statements matters, including the review of the condensed consolidated financial statements of the Group for the six months ended 30 June 2023.

### MODEL CODE FOR DIRECTOR'S 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 10 to the Listing Rules as the code of conduct regarding securities transactions of the Directors and employees (the “**Securities Transactions Code**”). The Company has made specific enquiry with all Directors whether they have complied with the required standards set out in the Model Code and all Directors confirmed that they have complied with the Model Code and the Securities Transactions Code during the Period.

The Company's employees, who are likely to be in possession of inside information of the Company, have also been subject to the Model Code and the Securities Transactions Code for securities transactions. No incident of non-compliance of the Model Code and the Securities Transactions Code by the Company's relevant employees was noted by the Company during the Period.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

### 購買、出售或贖回本公司上市證券

期內本公司或其任何附屬公司概無購回、出售或贖回本公司的任何上市證券。

### 期後事項

自期末後，沒有任何對本集團構成重大影響的事件發生。

### 未來重大投資或資本資產計劃

截至2022年12月31日，本公司的上市所得款項淨額中未動用所得款項淨額（「未動用所得款項淨額」）為約250.5百萬港元。誠如本公司於2023年5月29日刊發的「變更全球發售所得款項用途」公告（「該公告」）和2023年6月28日刊發的補充公告（「補充公告」），本公司將未動用所得款項淨額約75.2百萬港元調整分配用作與當地政府及物業開發商合作設立合營公司或平台。本公司已積極尋求並將繼續積極尋求與當地政府及物業開發商合作，該部分款項將會適時動用。

### 全球發售所得款項用途變更

截至2022年12月31日，未動用所得款項淨額為約250.5百萬港元。

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

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's listed securities for the Period.

### EVENTS AFTER THE PERIOD

There have been no events that would materially affect the Group since the end of the Period.

### FUTURE PLANS FOR SUBSTANTIAL INVESTMENTS OR CAPITAL ASSETS

As of 31 December 2022, the unutilised net proceeds (the “**Unutilised Net Proceeds**”) from the listing amounted to approximately HK\$250.5 million. As disclosed in the announcement of “Change in Use of Proceeds from the Global Offering” published by the Company on 29 May 2023 (the “**Announcement**”) and the supplemental announcement published on 28 June 2023 (the “**Supplemental Announcement**”), the Company re-allocated the unutilized net proceeds in sum of approximately HK\$75.2 million to establish joint venture companies or platform through the cooperation with local governments and property developers. The Company had actively sought and will continue to actively seek cooperation with local governments and property developers, and such portion of the proceeds will be utilized in due course.

### CHANGE IN USE OF PROCEEDS FROM GLOBAL OFFERING

As of 31 December 2022, the Unutilised Net Proceeds amounted to approximately HK\$250.5 million.

## 管理層討論及分析 MANAGEMENT DISCUSSION AND ANALYSIS

誠如該公告中「變更所得款項用途的原因及裨益」一節和補充公告中「有關重新分配的詳細信息」一節所披露，自上市以來儘管本集團積極於市場尋求可供收購及投資的物業管理公司潛在機會，但是本集團未能尋求到符合本集團服務品質管理需求及能夠帶來協同效應的物業管理服務收購目標。於投資資管平台以從事運營工業園而言，參考市場估值及本公司財務管理目標，本集團經過多輪調研考察，未與相關企業就投資相關事項達成任何協議。由於本集團通過第三方項目和合資企業成功實現了業務的自有增長和擴張，考慮到這些擴張渠道的成本效益、效率以及優質項目的來源，本公司認為需要對原有的收購和投資計劃進行調整，以負責和靈活地應對情況的變化。因此，本集團認為，將未動用所得款項淨額重新分配至提升本集團管理體系、人才招聘培養；與政府、物業開發商合作設立合營公司擴大經營；及用做運營資金及其他一般企業用途能夠更有效地運用財務資源以滿足本集團可持續發展需求。本集團將持續聚焦長期發展戰略需求，加強科技化信息系統投入升級，持續招募人才、建立健全人才培養體系，從而進一步提高本集團綜合服務能力，提升業主服務體驗。於此同時，本集團也將加強與政府、物業開發商等資源方合作，積極拓展業務，擴大企業規模。

As disclosed in the section headed “Reasons for and Benefits of the Change in Use of Proceeds” in the Announcement and the section headed “Further Details for the Reallocation” in the Supplemental Announcement, since the listing, the Group had actively sought in the market for potential opportunities in acquiring and investing in property management companies. However, the Group was not able to identify acquisition targets that offer property management services meeting the Group’s service quality management needs and could create synergies. For the investment in asset management platforms to engage in the operation of industrial parks, with reference to the market valuation and the financial management objectives of the Company, and after several rounds of research and inspection, the Group had not reached any agreement with the relevant enterprises in respect of investment-related matters. As the Group had successfully grown and expanded its business organically via third-party projects and establishment of joint ventures, and considering the cost effectiveness and efficiency and the source of quality projects secured by such expansion channels, the Company was of the view that adjustment to the original acquisition and investment plans was required to respond responsibly and flexibly to change in circumstances. As such, the Group considered that, the reallocation of the Unutilised Net Proceeds to the updating of the Group’s management service system and talent recruitment, the establishment of joint venture companies in cooperation with the government and property developers, and as the Group’s working capital and other general corporate purposes could enable the Group to deploy its financial resources in a more effective and efficient manner to meet its sustainable development needs of the Group. The Group will continue to focus on its long-term strategic development needs, strengthen the investment and upgrading of the information technology system, continue to recruit talents, establish and improve the talent training system, so as to further improve the Group’s capability of offering comprehensive services and improve the user experience of the owners. At the same time, the Group will also strengthen its cooperation with the government, property developers and other parties, and actively expand the business scale of the enterprise.



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

有關上市時決定所得款項淨額分配的因素和上市後收購和投資計劃的執行，請參閱補充公告。

Please refer to the Supplemental Announcement for the factors in determining the allocation of the net proceeds at the time of the listing and the implementation of the acquisition and investment plans after the listing.

於2023年6月30日，重新分配後未動用所得款項淨額的動用情況如下：

As at 30 June 2023, the Unutilised Net Proceeds after reallocation had been utilised as follows:

所得款項用途	Use of proceeds	根據招股章程建議動用所得款項	截至該公告日期	獲重新分配的	重新分配後	於2023年
			已動用所得款項淨額	未動用所得款項淨額	於期內已動用所得款項淨額	6月30日未動用所得款項淨額
			Utilised net proceeds as of the date of the Announcement	New Unutilised Net Proceeds	Utilised net proceeds during the Period after reallocation	Unutilised net proceeds as at 30 June 2023
			(百萬元)	(百萬元)	(百萬元)	(百萬元)
			(HK\$ million)	(HK\$ million)	(HK\$ million)	(HK\$ million)
收購位於長江三角洲的主要城市以及深圳等新城市的物業管理公司以進一步增加本集團於現有市場的市場份額及擴大本集團的地域覆蓋面	Acquisition of property management companies located in major cities in the Yangtze River Delta to further increase the Group's market share in the existing market, and also in new cities such as Shenzhen to expand the Group's geographical coverage		159.4	—	—	—
更新本集團的管理服務系統，以及招募及培養人才	Updating the Group's management service systems and recruiting and nurturing talents		113.8	113.8	1.9	123.4
投資於資產管理平台，以從事運營工業園	Investment in the asset management platform to engage in the operation of industrial parks		91.1	—	—	—
與當地政府及物業開發商合作設立合營公司或平台 <sup>1</sup>	Establishing joint venture companies or platform through the cooperation with local governments and property developers <sup>1</sup>		45.5	45.5	5.0	70.2
做運營資金及其他一般企業用途	As working capital and for other general corporate purposes		45.5	45.5	3.0	47.0
			455.3	204.8	9.9	240.6

1. 截至2023年6月30日，已成立24家合營公司。

1. As of 30 June 2023, 24 joint venture companies had been established.

本集團計劃於2025年12月31日前將剩餘未動用所得款項淨額使用完畢。

The Group plans to fully utilise the remaining Unutilised Net Proceeds by 31 December 2025.

# 管理層討論及分析 MANAGEMENT DISCUSSION AND ANALYSIS

## 董事資料之變動

就董事所知，於期內及直至本報告日期，根據上市規則第13.51(2)條(a)至(e)段及(g)段須予披露有關任何董事之資料並無任何變動。

## 董事及最高行政人員於股份、相關股份及債券證中擁有的權益及淡倉

於2023年6月30日，董事及本公司最高行政人員擁有根據《證券及期貨條例》第XV部第7及8分部已知會本公司及聯交所的本公司或其任何相聯法團(定義見證券及期貨條例(香港法例第571章)(「《證券及期貨條例》」)第XV部)的股份、相關股份及債權證的權益及淡倉(包括根據證券及期貨條例的該等條文彼等被當作或視為擁有的權益及淡倉)，或根據證券及期貨條例第352條已登記於須予備存之登記冊，或根據上市規則附錄十所載的標準守則須知會本公司及聯交所的權益及淡倉如下：

## CHANGES OF INFORMATION IN RELATION TO THE DIRECTORS

The Directors were not aware of any change to any information required to be disclosed in relation to any Director pursuant to paragraphs (a) to (e) and (g) of Rule 13.51(2) of the Listing Rules during the Period and up to the date of this report.

## DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN THE SHARES, UNDERLYING SHARES AND DEBENTURES

As of 30 June 2023, the interests and short positions of the Directors and the chief executive of the Company in the shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the "SFO") which had been notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions in which they were taken or deemed to have under such provisions of the SFO), or which were recorded in the register required to be maintained pursuant to section 352 of the SFO, or which were required to be notified to the Company and the Stock Exchange pursuant to the Model Code contained in Appendix 10 to the Listing Rules, are set out as follows:

姓名	身份／股權性質	股份數目	好倉／淡倉	佔本公司 股權之 概約百分比 Approximate percentage of shareholding in the Company
Name	Capacity/Nature of interest	Number of shares	Long/Short position	
莫建華先生 (「莫先生」)	全權信託的委託人及受控法團權益	35,640,000 (附註1)	好倉	12.89%
Mr. MO Jianhua (「Mr. MO」)	Settlor of a discretionary trust and interest in controlled corporation	35,640,000 (Note 1)	Long position	
戚加奇先生	全權信託的受益人	126,720,000 (附註2)	好倉	45.85%
Mr. QI Jiaqi	Beneficiary of a discretionary trust	126,720,000 (Note 2)	Long position	

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

附註：

- (1) 截至2023年6月30日，好運創投有限公司（「好運」）持有本公司已發行股本的12.89%。好運的全部已發行股本由Infiniti Trust (Asia) Limited（作為莫建華家族信託的受托人）透過其代理人公司持有。莫建華家族信託為莫先生（作為委託人）於2018年11月19日建立的全權信託。莫建華家族信託的受益人包括莫先生及莫先生的若干家族成員。
- (2) 截至2023年6月30日，巨龍創投有限公司（「巨龍」）持有本公司已發行股份45.85%。巨龍的全部已發行股本由Cantrust (Far East) Limited（作為戚金興家族信託的受托人）透過其代理人公司持有。戚金興家族信託為戚金興先生（「戚先生」作為委託人）於2018年11月19日建立的全權信託。戚金興家族信託的受益人包括戚先生、戚加奇先生及戚先生的其他若干家族成員。

除上文所披露者外，於2023年6月30日，概無董事或本公司最高行政人員於本公司或其相聯法團（定義見證券及期貨條例第XV部）的股份、相關股份或債權證中，擁有根據證券及期貨條例第XV部第7及8分部須知會本公司及聯交所的權益或淡倉（包括根據證券及期貨條例的該等條文彼等被當作或視為擁有的權益及淡倉），或根據證券及期貨條例第352條須登記於所存置的登記冊內的權益或淡倉，或根據標準守則須知會本公司及聯交所的權益或淡倉。

Notes:

- (1) As at 30 June 2023, Haoyu Ventures Limited (“**Haoyu**”) held 12.89% of issued share capital of the Company. The entire issued share capital of Haoyu is held by Infiniti Trust (Asia) Limited (through its nominee companies) as a trustee of Great Splendor Trust. Great Splendor Trust is a discretionary trust set out by Mr. MO as settlor on 19 November 2018. The beneficiaries of the Great Splendor Trust include Mr. MO and certain family members of Mr. MO.
- (2) As at 30 June 2023, Great Dragon Venture Limited (“**Great Dragon**”) held 45.85% of issued share capital of the Company. The entire issued share capital of Great Dragon is held by Cantrust (Far East) Limited (through its nominee company) as trustee of Bright Cloud Trust. Bright Cloud Trust is a discretionary trust set up by Mr. QI Jinxing (“**Mr. QI**”) as settlor on 19 November 2018. The beneficiaries of the Bright Cloud Trust include Mr. QI, Mr. QI Jiaqi and certain family members of Mr. QI.

Save as disclosed above, as of 30 June 2023, none of the Directors or chief executive of the Company had interests or short positions in the shares, underlying shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO), which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions in which they were taken or deemed to have under such provisions of the SFO), or which were recorded in the register required to be maintained pursuant to section 352 of the SFO, or which were required to be notified to the Company and the Stock Exchange pursuant to the Model Code.

# 管理層討論及分析

## MANAGEMENT DISCUSSION AND ANALYSIS

### 主要股東於股份及相關股份中的權益及淡倉

截至2023年6月30日，就本公司董事所知，下列人士(董事及本公司最高行政人員除外)於本公司股份或相關股份中擁有根據證券及期貨條例第XV部第2及3分部須向本公司披露並已登記於本公司根據證券及期貨條例第336條須予備存之登記冊內之權益或淡倉：

### SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN THE SHARES AND UNDERLYING SHARES

As of 30 June 2023, to the knowledge of the Directors of the Company, the following persons (other than the Directors and chief executive of the Company) had interests or short positions in the shares or underlying shares of the Company which were required to be disclosed to the Company pursuant to Divisions 2 and 3 of Part XV of the SFO and recorded in the register of the Company required to be maintained pursuant to section 336 of the SFO:

姓名	身份／股權性質	股份數目	好倉／淡倉／可供借出的股份	約佔本公司的股份百分比
Name	Capacity/Nature of interest	Number of shares	Long/Short position/Lending pool	Approximate percentage of shareholding in the Company
戚先生(附註1) Mr. Qi (Note 1)	全權信託的委託人及受控法團權益 Settlor of a discretionary trust and interest in controlled corporation	126,720,000	好倉 Long position	45.85%
巨龍(附註1) Great Dragon (Note 1)	實益擁有人 Beneficial owner	126,720,000	好倉 Long position	45.85%
Bright Cloud Holding Limited (附註1)	受控法團權益 Interest in controlled corporation	126,720,000	好倉 Long position	45.85%
Bright Cloud Holding Limited (Note 1)	受託人及受控法團權益 Trustee and interest in controlled corporation	126,720,000	好倉 Long position	45.85%
Cantrust (Far East) Limited (附註1)	全權信託的委託人及受控法團權益 Settlor of a discretionary trust and interest in controlled corporation	35,640,000	好倉 Long position	12.89%
Cantrust (Far East) Limited (Note 1)	實益擁有人 Beneficial owner	35,640,000	好倉 Long position	12.89%
朱慧明先生(「朱先生」) (附註2) Mr. ZHU Huiming (“Mr. ZHU”) (Note 2)	欣成環球控股有限公司 (「欣成」)(附註2) Beneficial owner			
欣成環球控股有限公司 (「欣成」)(附註2) Jovial Success Global Holdings Limited (“Jovial Success”) (Note 2)				



## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

姓名	身份／股權性質	股份數目	好倉／淡倉／ 可供借出 的股份	約佔 本公司的 股份百分比
Name	Capacity/Nature of interest	Number of shares	Long/ Short position/ Lending pool	Approximate percentage of shareholding in the Company
Splendid Force Holding Limited (附註2)	受控法團權益	35,640,000	好倉	12.89%
Splendid Force Holding Limited (Note 2)	Interest in controlled corporation		Long position	
好運(附註2) Haoyu (Note 2)	實益擁有人 Beneficial owner	35,640,000	好倉 Long position	12.89%
Great Splendor Holding Limited (附註2)	受控法團權益	35,640,000	好倉	12.89%
Great Splendor Holding Limited (Note 2)	Interest in controlled corporation		Long position	
Infiniti Trust (Asia) Limited (附註2)	受託人及受控法團權益	71,280,000	好倉	25.79%
Infiniti Trust (Asia) Limited (Note 2)	Trustee and interest in controlled corporation		Long position	

附註:

(1) 於2023年6月30日，巨龍持有本公司已發行股本的45.85%。巨龍的全部已發行股本由Cantrust (Far East) Limited (作為威金興家族信託的受託人)透過其代名人公司持有。威金興家族信託為威先生(作為委託人)於2018年11月19日建立的全權信託。威金興家族信託的受益人包括威先生、威加奇先生及威先生的若干家族成員。

(2) 於2023年6月30日，欣成及好運分別持有本公司已發行股本的12.89%。欣成及好運的全部已發行股本由Infiniti Trust (Asia) Limited (分別作為朱慧明家族信託及莫建華家族信託的受託人)透過其代名人公司持有。朱慧明家族信託為朱先生(作為委託人)於2018年11月19日建立的全權信託。朱慧明家族信託的受益人包括朱先生及朱先生的若干家族成員。莫建華家族信託為莫先生(作為委託人)於2018年11月19日建立的全權信託。莫建華家族信託的受益人包括莫先生及莫先生的若干家族成員。

Notes:

(1) As of 30 June 2023, Great Dragon held 45.85% of issued share capital of the Company. The entire issued share capital of Great Dragon is held by Cantrust (Far East) Limited (through its nominee company) as trustee of Bright Cloud Trust. Bright Cloud Trust is a discretionary trust set up by Mr. QI as settlor on 19 November 2018. The beneficiaries of the Bright Cloud Trust include Mr. QI, Mr. QI Jiaqi and certain family members of Mr. QI.

(2) As of 30 June 2023, each of Jovial Success and Haoyu held 12.89% of issued share capital of the Company, respectively. The entire issued share capital of Jovial Success and Haoyu are held by Infiniti Trust (Asia) Limited (through its nominee companies) as trustee of each Splendid Force Trust and Great Splendor Trust, respectively. Splendid Force Trust is a discretionary trust set up by Mr. ZHU as settlor on 19 November 2018. The beneficiaries of the Splendid Force Trust include Mr. ZHU and certain family members of Mr. ZHU. Great Splendor Trust is a discretionary trust set out by Mr. MO as settlor on 19 November 2018. The beneficiaries of the Great Splendor Trust include Mr. MO and certain family members of Mr. MO.

## 管理層討論及分析

# MANAGEMENT DISCUSSION AND ANALYSIS

除上文所披露者外，於2023年6月30日，就董事所知，概無任何其他人士（並非董事及本公司最高行政人員）於本公司股份或相關股份中擁有根據證券及期貨條例第XV部第2及3分部須予披露或須登記於證券及期貨條例第336條所述的登記冊內之權益或淡倉。

### 股份計劃

截至2023年6月30日止六個月，本公司未採納、授予、行使或取消任何購股權計劃或股份獎勵計劃。

Save as disclosed above, as of 30 June 2023, to the knowledge of the Directors, none of any other person (other than the Directors and chief executive of the Company) had interests or short positions in the shares or underlying shares of the Company which were required to be disclosed pursuant to Divisions 2 and 3 of Part XV of the SFO or to be recorded in the register referred to in section 336 of the SFO.

### SHARE SCHEME

For the six months ended 30 June 2023, no share option scheme or share award scheme had been adopted, granted, exercised or cancelled by the Company.

# 致董事會之審閱報告

## REVIEW REPORT TO THE BOARD OF DIRECTORS



致濱江服務集團有限公司董事會審閱報告

(於開曼群島註冊成立的有限公司)

### 引言

吾等已審核第48頁至84頁所載中期財務報告，包括於2023年6月30日的濱江服務集團有限公司綜合財務狀況表、截至該日止六個月的相關綜合損益及其他全面收益表、綜合權益變動表及簡明綜合現金流量表以及附註。香港聯合交易所有限公司證券上市規則規定須根據有關條文及國際會計準則理事會頒佈的國際會計準則第34號中期財務報告編製中期財務報告。董事負責根據國際會計準則第34號編製及呈列中期財務報告。

吾等的責任是根據吾等的審閱對中期財務報告作出結論，並按照雙方所協定的應聘條款，僅向全體董事會報告，除此以外不作其他用途。吾等概不就本報告的內容對任何其他人士負責或承擔責任。

**Review report to the board of directors of  
Binjiang Service Group Co. Ltd.**

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

### INTRODUCTION

We have reviewed the interim financial report set out on pages 48 to 84 which comprises the consolidated statement of financial position of Binjiang Service Group Co. Ltd. as of 30 June 2023 and the related consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and condensed consolidated cash flow statement for the six months period then ended and explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of an interim financial report to be in compliance with the relevant provisions thereof and International Accounting Standard 34, *Interim Financial Reporting*, issued by the International Accounting Standards Board. The directors are responsible for the preparation and presentation of the interim financial report in accordance with International Accounting Standard 34.

Our responsibility is to form a conclusion, based on our review, on the interim financial report and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

# 致董事會之審閱報告

## REVIEW REPORT TO THE BOARD OF DIRECTORS

### 審閱範圍

吾等已根據香港會計師公會頒佈的香港審閱準則第2410號由實體的獨立核數師執行中期財務資料審閱進行審閱。中期財務報告的審閱包括主要對負責財務及會計事務的人員作出查詢，並應用分析性及其他審閱程序。審閱範圍遠小於根據香港審核準則進行審核的範圍，故無法保證吾等將知悉在審核中可能發現的所有重大事項。因此，吾等並無發表審核意見。

### 結論

根據吾等的審閱，並無發現任何事項，令吾等相信於2023年6月30日的中期財務報告在所有重大方面未按照國際會計準則第34號中期財務報告編製。

畢馬威會計師事務所  
執業會計師

香港中環  
遮打道10號  
太子大廈8樓

2023年8月25日

### SCOPE OF REVIEW

We conducted our review in accordance with Hong Kong Standard on Review Engagements 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*, issued by the Hong Kong Institute of Certified Public Accountants. A review of the interim financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Hong Kong Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly we do not express an audit opinion.

### CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the interim financial report as at 30 June 2023 is not prepared, in all material respects, in accordance with International Accounting Standard 34, Interim Financial Reporting.

KPMG

*Certified Public Accountants*

8th Floor, Prince's Building  
10 Chater Road  
Central, Hong Kong

25 August 2023



## 綜合損益及其他全面收益表

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

截至2023年6月30日止六個月 — 未經審核 for the six months ended 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

截至6月30日止六個月  
Six months ended 30 June

		附註 Note	2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
收入	<b>Revenue</b>	3(a)	<b>1,190,076</b>	831,505
銷售成本	Cost of sales		<b>(872,044)</b>	(569,263)
毛利	<b>Gross profit</b>		<b>318,032</b>	262,242
其他收入	Other revenue	4	<b>5,274</b>	6,571
其他(虧損)/收入淨額	Other net (loss)/income	4	<b>(73)</b>	269
銷售及營銷開支	Selling and marketing expenses		<b>(7,569)</b>	(2,423)
行政開支	Administrative expenses		<b>(33,162)</b>	(22,033)
貿易應收款項及 合約資產的減值虧損	Impairment losses on trade receivables and contract assets		<b>(3,093)</b>	(3,854)
其他開支	Other expenses		<b>(808)</b>	(518)
經營利潤	<b>Profit from operations</b>		<b>278,601</b>	240,254
融資收入	Finance income		<b>31,091</b>	19,506
融資成本	Finance costs		<b>(339)</b>	(2,002)
融資收入淨額	<b>Net finance income</b>	5(a)	<b>30,752</b>	17,504
分佔聯營公司利潤減 虧損	Share of profits less losses of associates		<b>4,599</b>	1,140
分佔合營企業利潤	Share of profits of a joint venture		<b>538</b>	633
除稅前利潤	<b>Profit before taxation</b>	5	<b>314,490</b>	259,531
所得稅	Income tax	6	<b>(77,020)</b>	(67,088)
期內利潤	<b>Profit for the period</b>		<b>237,470</b>	192,443
以下各方應佔：	<b>Attributable to:</b>			
本公司權益股東	Equity shareholders of the Company		<b>230,996</b>	190,284
非控股權益	Non-controlling interests		<b>6,474</b>	2,159
			<b>237,470</b>	192,443

# 綜合損益及其他全面收益表

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

截至2023年6月30日止六個月 — 未經審核 for the six months ended 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

截至6月30日止六個月

Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
		附註 Note	
期內利潤	<b>Profit for the period</b>	<b>237,470</b>	192,443
期間其他全面收益 (扣除稅項及 重新分類調整後)	<b>Other comprehensive income for the period (after tax and reclassification adjustments)</b>		
不會重新分類至損益 的項目：	Items that will not be reclassified to profit or loss:		
換算本公司財務報表 所產生之匯兌差額	Exchange differences on translation of financial statements of the Company	<b>853</b>	4,324
其後可能重新分類至 損益的項目：	Items that may be reclassified subsequently to profit or loss:		
換算海外附屬公司 財務報表所產生之 匯兌差額	Exchange differences on translation of financial statements of overseas subsidiaries	<b>(5,319)</b>	(353)
期間全面收益總額	<b>Total comprehensive income for the period</b>	<b>233,004</b>	196,414
以下各方應佔：	<b>Attributable to:</b>		
本公司權益股東	Equity shareholders of the Company	<b>226,530</b>	194,255
非控股權益	Non-controlling interests	<b>6,474</b>	2,159
期間全面收益總額	<b>Total comprehensive income for the period</b>	<b>233,004</b>	196,414
每股盈利	<b>Earnings per share</b>	7	
基本及攤薄(人民幣元)	Basic and diluted (RMB)	<b>0.84</b>	0.69

第55頁至84頁之附註構成本中期財務報告一部分。應付本公司權益股東之股息詳情載於附註16(a)。

The notes on pages 55 to 84 form part of this interim financial report. Details of dividends payable to equity shareholders of the Company are set out in note 16(a).

## 綜合財務狀況表

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

於2023年6月30日 — 未經審核 at 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

			2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
<b>非流動資產</b>	<b>Non-current assets</b>			
投資物業	Investment properties		—	425
物業、廠房及設備	Property, plant and equipment	8	32,270	26,486
無形資產	Intangible assets	9	3,675	—
於聯營公司的投資	Investment in associates		8,531	7,932
於合營企業的投資	Investment in a joint venture		1,738	1,200
遞延稅項資產	Deferred tax assets		25,016	25,677
定期存款	Time deposits	13(a)	770,707	283,777
預付款項	Prepayments		6,463	8,425
			<b>848,400</b>	<b>353,922</b>
<b>流動資產</b>	<b>Current assets</b>			
存貨	Inventories	10	139,898	147,499
合約資產	Contract assets	11	50,917	9,064
貿易及其他應收款項	Trade and other receivables	12	493,644	343,471
定期存款	Time deposits	13(a)	254,812	132,133
受限制銀行結餘	Restricted bank balances	13(b)	52,738	58,012
現金及現金等價物	Cash and cash equivalents	13(c)	2,019,619	1,949,891
			<b>3,011,628</b>	<b>2,640,070</b>
<b>流動負債</b>	<b>Current liabilities</b>			
合約負債	Contract liabilities	14	1,546,641	907,338
貿易及其他應付款項	Trade and other payables	15	943,806	672,445
租賃負債	Lease liabilities		1,037	454
即期稅項	Current taxation		86,160	100,564
			<b>2,577,644</b>	<b>1,680,801</b>
<b>流動資產淨額</b>	<b>Net current assets</b>		<b>433,984</b>	<b>959,269</b>
<b>總資產減流動負債</b>	<b>Total assets less current liabilities</b>		<b>1,282,384</b>	<b>1,313,191</b>
<b>非流動負債</b>	<b>Non-current liability</b>			
租賃負債	Lease liabilities		800	—
遞延稅項負債	Deferred tax liabilities	6	13,171	26,883
			<b>13,971</b>	<b>26,883</b>

# 綜合財務狀況表

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

於2023年6月30日 — 未經審核 at 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
資產淨額	<b>NET ASSETS</b>	<b>1,268,413</b>	1,286,308
資本及儲備	<b>CAPITAL AND RESERVES</b>		
股本	Share capital	<b>181</b>	181
儲備	Reserves	<b>1,221,704</b>	1,246,073
本公司權益股東應佔 總權益	<b>Total equity attributable to equity shareholders of the Company</b>	<b>1,221,885</b>	1,246,254
非控股權益	<b>Non-controlling interests</b>	<b>46,528</b>	40,054
總權益	<b>TOTAL EQUITY</b>	<b>1,268,413</b>	1,286,308

已於2023年8月25日獲董事會批准及授權刊發。

Approved and authorised for issue by the board of directors on 25 August 2023.

朱立東 )  
Zhu Lidong )  
)  
) 董事  
) Directors  
鍾若琴 )  
Zhong Ruoqin )  
)

第55頁至84頁之附註構成本中期財務報告一部分。

The notes on pages 55 to 84 form part of this interim financial report.



# 綜合權益變動表

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

截至2023年6月30日止六個月 — 未經審核 for the six months ended 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

本公司權益股東應佔  
Attributable to equity shareholders of the Company

		股本	股份溢價	資本儲備	中華人民共和國 和國 (「中國」) 法定儲備 The People's Republic of China ("PRC") statutory reserve	匯兌儲備	留存利潤	總計	非控股權益	總權益
		Share capital	Share premium	Capital reserve	statutory reserve	Exchange reserve	Retained profits	Total	Non- controlling interests	Total equity
附註 Note		人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000
於2022年1月1日的結餘		181	193,906	(65,765)	41,322	(3,335)	775,280	941,589	31,971	973,560
<b>截至2022年6月30日止 六個月權益變動：</b>		<b>Changes in equity for the six months ended 30 June 2022:</b>								
期內利潤	Profit for the period	—	—	—	—	—	190,284	190,284	2,159	192,443
期內其他全面收益	Other comprehensive income for the period	—	—	—	—	3,971	—	3,971	—	3,971
期內全面收益總額	Total comprehensive income for the period	—	—	—	—	3,971	190,284	194,255	2,159	196,414
過往年度所批准股息	Dividends approved in respect of the previous year	16(a)	(111,059)	—	—	—	—	(111,059)	—	(111,059)
<b>於2022年6月30日及 2022年7月1日的 結餘</b>		<b>181</b>	<b>82,847</b>	<b>(65,765)</b>	<b>41,322</b>	<b>636</b>	<b>965,564</b>	<b>1,024,785</b>	<b>34,130</b>	<b>1,058,915</b>
<b>截至2022年12月31日止 六個月權益變動：</b>		<b>Changes in equity for the six months ended 31 December 2022:</b>								
期內利潤	Profit for the period	—	—	—	—	—	221,711	221,711	4,814	226,525
期內其他全面收益	Other comprehensive income for the period	—	—	—	—	(242)	—	(242)	—	(242)
收購附屬公司額外權益	Acquisition of additional interests in a subsidiary	—	—	—	—	—	—	—	(570)	(570)
轉撥至法定儲備	Appropriation to statutory reserve	—	—	—	26,398	—	(26,398)	—	—	—
非控股權益注資	Capital injection from non- controlling interests	—	—	—	—	—	—	—	1,680	1,680
<b>於2022年12月31日的 結餘</b>		<b>181</b>	<b>82,847</b>	<b>(65,765)</b>	<b>67,720</b>	<b>394</b>	<b>1,160,877</b>	<b>1,246,254</b>	<b>40,054</b>	<b>1,286,308</b>

# 綜合權益變動表

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

截至2023年6月30日止六個月 — 未經審核 for the six months ended 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

		本公司權益股東應佔									
		Attributable to equity shareholders of the Company									
		股本	股份溢價	資本儲備	中國		留存利潤	總計	非控股權益	總權益	
					法定儲備	匯兌儲備					
Share capital	Share premium	Capital reserve	statutory reserve	Exchange reserve	Retained profits	Total	controlling interests	Total equity			
附註	人民幣千元	人民幣千元	人民幣千元	人民幣千元	人民幣千元	人民幣千元	人民幣千元	人民幣千元	人民幣千元		
Note	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000		
於2023年1月1日的結餘		Balance at 1 January 2023	181	82,847	(65,765)	67,720	394	1,160,877	1,246,254	40,054	1,286,308
截至2023年6月30日止		Changes in equity for the									
六個月權益變動：		six months ended									
		30 June 2023:									
期內利潤	Profit for the period		—	—	—	—	—	230,996	230,996	6,474	237,470
期內其他全面收益	Other comprehensive income		—	—	—	—	(4,466)	—	(4,466)	—	(4,466)
	for the period		—	—	—	—	(4,466)	—	(4,466)	—	(4,466)
期內全面收益總額	Total comprehensive income for	the period	—	—	—	—	(4,466)	230,996	226,530	6,474	233,004
過往年度所批准股息	Dividends approved in respect	of the previous year	—	—	—	—	—	(250,899)	(250,899)	—	(250,899)
		16(a)	—	—	—	—	—	(250,899)	(250,899)	—	(250,899)
於2023年6月30日的	Balance at 30 June 2023	結餘	181	82,847	(65,765)	67,720	(4,072)	1,140,974	1,221,885	46,528	1,268,413

第55頁至84頁之附註構成本中期財務報告一部分。

The notes on pages 55 to 84 form part of this interim financial report.

## 簡明綜合現金流量表

# CONDENSED CONSOLIDATED CASH FLOW STATEMENT

截至2023年6月30日止六個月 — 未經審核 for the six months ended 30 June 2023 — unaudited  
(以人民幣元列示) (Expressed in Renminbi Yuan)

截至6月30日止六個月  
Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
<b>經營活動</b>	<b>Operating activities</b>		
經營產生的現金	Cash generated from operations	758,145	540,948
已付中國企業所得稅	PRC Corporate Income tax paid	(104,475)	(69,984)
<b>經營活動產生的現金淨額</b>	<b>Net cash generated from operating activities</b>	<b>653,670</b>	<b>470,964</b>
<b>投資活動</b>	<b>Investing activities</b>		
購置物業、廠房及設備付款	Payments for the purchase of property, plant and equipment	(10,625)	(8,946)
出售物業、廠房及設備所得款項	Proceeds from disposal of property, plant and equipment	438	105
按公平值計入損益的金融資產贖回所得款項	Proceeds from redemption of financial assets classified as financial assets at fair value through profit or loss ("FVPL")	—	24,204
超過三個月後到期的定期存款增加	Increase in time deposits with maturity over three months	(720,000)	(426,526)
超過三個月後到期的定期存款減少	Decrease in time deposits with maturity over three months	120,000	286,770
已收利息	Interest received	21,482	21,401
已收來自一間聯營公司之股本縮減	Capital reduction received from an associate	4,000	—
已收來自一間聯營公司之股息	Dividend received from an associate	1,530	—
<b>投資活動所用現金淨額</b>	<b>Net cash used in investing activities</b>	<b>(583,175)</b>	<b>(102,992)</b>
<b>融資活動</b>	<b>Financing activities</b>		
已付股息	Dividends paid	—	(111,059)
融資活動產生的其他現金流量	Other cash flows arising from financing activities	(887)	(1,119)
<b>融資活動所用現金淨額</b>	<b>Net cash used in financing activities</b>	<b>(887)</b>	<b>(112,178)</b>
<b>現金及現金等價物增加淨額</b>	<b>Net increase in cash and cash equivalents</b>	<b>69,608</b>	<b>255,794</b>
於1月1日的現金及現金等價物	Cash and cash equivalents at 1 January	1,949,891	905,746
匯率變動之影響	Effect of foreign exchanges rate changes	120	744
於6月30日的現金及現金等價物	Cash and cash equivalents at 30 June	2,019,619	1,162,284

第55頁至84頁之附註構成本中期財務報告一部分。

The notes on pages 55 to 84 form part of this interim financial report.

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 1 編製基準

濱江服務集團有限公司(「本公司」)於2023年6月30日及截至該日止六個月的中期財務報告包括本公司及其附屬公司(統稱「本集團」)。中期財務報告乃根據香港聯合交易所有限公司證券上市規則的適用披露條文及遵守國際會計準則理事會(「國際會計準則理事會」)採納的國際會計準則(「國際會計準則」)第34號「中期財務報告」編製。

本公司於2017年7月6日根據開曼群島法例第22章公司法(1961年第3號法例，經綜合及修訂)於開曼群島註冊成立為一家獲豁免有限公司。本公司之股份於2019年3月15日於香港聯合交易所有限公司(「聯交所」)主板上市(「上市」)。

中期財務報告根據與2022年度財務報表所採納之相同會計政策編製，惟預期於2023年度財務報表內反映之會計政策變動除外。有關會計政策變動之詳情載於附註2。

編製符合國際會計準則第34號之中期財務報告要求管理層作出會影響政策應用及按年度累計的資產、負債、收入及支出之呈報金額的判斷、估計及假設。實際結果可能有別於該等估計。

### 1 BASIS OF PREPARATION

The interim financial report of Binjiang Service Group Co. Ltd. (the “**Company**”) as at and for the six months ended 30 June 2023 comprises the Company and its subsidiaries (together referred to as the “**Group**”). The interim financial report has been prepared in accordance with the applicable disclosure provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, including compliance with International Accounting Standard (“**IAS**”) 34 “*Interim Financial Reporting*” adopted by the International Accounting Standards Board (“**IASB**”).

The Company was incorporated in the Cayman Islands on 6 July 2017 as an exempted company with limited liability under the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands. The Company’s shares were listed on the Main Board on the Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”) on 15 March 2019 (the “**Listing**”).

The interim financial report has been prepared in accordance with the same accounting policies adopted in the 2022 annual financial statements, except for the accounting policy changes that are expected to be reflected in the 2023 annual financial statements. Details of any changes in accounting policies are set out in note 2.

The preparation of an interim financial report in conformity with IAS 34 requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses on a year to date basis. Actual results may differ from these estimates.

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 1 編製基準(續)

中期財務報告包括簡明綜合財務報表及節選附註，該等附註包括對理解本集團自2022年度財務報表起財務狀況及表現變動屬重大之事件及交易之說明。簡明綜合中期財務報表及其附註並不包括根據國際財務報告準則(「國際財務報告準則」)編製完整財務報表之全部必需資料。

中期財務報告未經審核，但已由本公司審核委員會審閱並由董事會於2023年8月25日批准發行。中期財務報告亦已由畢馬威會計師事務所根據香港會計師公會頒佈的《香港審閱委聘準則》第2410號「由實體的獨立核數師執行中期財務資料審閱」進行審閱。畢馬威會計師事務所向董事會提交的獨立審閱報告載於第46頁至47頁。

### 1 BASIS OF PREPARATION (Continued)

This interim financial report contains condensed consolidated financial statements and selected explanatory notes. The notes include an explanation of events and transactions that are significant to an understanding of the changes in financial position and performance of the Group since the 2022 annual financial statements. The condensed consolidated interim financial statements and notes thereon do not include all of the information required for a full set of financial statements prepared in accordance with International Financial Reporting Standards (“IFRSs”).

The interim financial report is unaudited, but has been reviewed by the audit committee of the Company and approved for issue by the Board of Directors on 25 August 2023. The interim financial report has also been reviewed by KPMG in accordance with Hong Kong Standard on Review Engagements 2410, *Review of interim financial information performed by the independent auditor of the entity*, issued by the Hong Kong Institute of Certified Public Accountants. KPMG’s independent review report to the Board of Directors is included on pages 46 to 47.



## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 2 會計政策變動

本集團已將國際會計準則理事會頒佈的下列國際財務報告準則之修訂應用於當前會計期間的本中期財務報告：

- 國際財務報告準則第17號，保險合約
- 國際會計準則第8號修訂本，會計政策，會計估計的變動及錯誤：會計估計的定義
- 國際會計準則第12號修訂本，所得稅：與單一交易產生之資產及負債相關之遞延稅項
- 國際會計準則第12號修訂本，所得稅：國際稅務改革 — 第二支柱模型規則

該等修訂對本中期財務報告內本集團本期間或過往期間業績及財務狀況之編製或呈列方式概無造成重大影響。本集團並無應用任何於本會計期間尚未生效的新訂準則或詮釋。

### 3 收入及分部報告

#### (a) 收入

本集團的主要業務為物業管理服務、非業主增值服務及5S增值服務。5S增值服務包括社區增值服務、家居裝飾服務及物業銷售及租賃經紀服務。

收入指物業管理服務、非業主增值服務及5S增值服務所得收入。

### 2 CHANGES IN ACCOUNTING POLICIES

The Group has applied the following amendments to IFRSs issued by the IASB to this interim financial report for the current accounting period:

- IFRS 17, Insurance contracts
- Amendments to IAS 8, *Accounting policies, changes in accounting estimates and errors: Definition of accounting estimates*
- Amendments to IAS 12, *Income taxes: Deferred tax related to assets and liabilities arising from a single transaction*
- Amendments to IAS 12, *Income taxes: International tax reform — Pillar Two model rules*

None of these amendments have had a material effect on how the Group's results and financial position for the current or prior periods have been prepared or presented in this interim financial report. The Group has not applied any new standard or interpretation that is not yet effective for the current accounting period.

### 3 REVENUE AND SEGMENT REPORTING

#### (a) Revenue

The principal activities of the Group are property management services, value-added services to non-property owners and 5S value-added services. 5S value-added services include community value-added services, home decoration services and brokerage services for property sales and leasing.

Revenue represents income from property management services, value-added services to non-property owners and 5S value-added services.

# 未經審核中期財務報告附註

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 3 收入及分部報告(續)

#### (a) 收入(續)

各主要類別收入的金額如下：

### 3 REVENUE AND SEGMENT REPORTING

(Continued)

#### (a) Revenue (Continued)

The amount of each significant category of revenue are as follows:

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
屬於國際財務報告準則 第15號範圍的客戶合約 收入	<b>Revenue from contracts with customers within the scope of IFRS 15</b>		
隨時間的推移所確認 的收入：	<b>Revenue recognised over time:</b>		
物業管理服務	Property management services	<b>719,350</b>	535,628
非業主增值服務	Value-added services to non-property owners	<b>279,492</b>	234,585
5S 增值服務	5S value-added services	<b>136,078</b>	19,759
		<b>1,134,920</b>	789,972
於某時間點確認的收入：	<b>Revenue recognised at point in time:</b>		
5S 增值服務(附註)	5S value-added services (note)	<b>54,596</b>	40,918
		<b>1,189,516</b>	830,890
其他來源收入	<b>Revenue from other sources</b>		
5S 增值服務	5S value-added services		
— 投資物業租金收入	— Rental income from investment properties	<b>560</b>	615
		<b>1,190,076</b>	831,505

附註：就涉及貨品銷售以及物業銷售及租賃經紀服務的5S增值服務而言，本集團於業主佔有及接納貨品及服務的時間點確認收入。

Note: For 5S value-added services that involve sale of goods and brokerage services for property sales and leasing, the Group recognises revenues at point in time when the property owners take possession of and accept the goods and services.

截至2023年6月30日止六個月，本集團與一名單獨佔總收入10%以上的客戶有交易(截至2022年6月30日止六個月：一名)。

For the six months ended 30 June 2023, the Group had transactions with one customer exceeding 10% individually of its total revenue (six months ended 30 June 2022: one).

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 3 收入及分部報告(續)

#### (b) 分部報告

本公司董事已被確認為本集團最高行政管理層。經營分部乃基於本集團最高行政管理層於向分部配置資源及評估其業績時定期審閱的內部報告予以確定。

本集團的最高行政管理層根據內部管理職能作出資源配置決策，並將本集團的業務表現作為一項綜合業務(而非按單獨的業務領域或地理區域進行劃分)進行評估。因此，本集團僅擁有一個經營分部，因此並無呈列任何分部資料。

由於本集團所有收入均來自位於中國之業務及客戶，且本集團資產的幾乎所有賬面值位於中國，因此並無列示任何地區分部分析。

### 3 REVENUE AND SEGMENT REPORTING

(Continued)

#### (b) Segment reporting

The directors of the Company have been identified as the Group's most senior executive management. Operating segments are identified on the basis of internal reports that the Group's most senior executive management reviews regularly in allocating resource to segments and in assessing their performances.

The Group's most senior executive management makes resources allocation decisions based on internal management functions and assess the Group's business performance as one integrated business instead of by separate business lines or geographical regions. Accordingly, the Group has only one operating segment and therefore, no segment information is presented.

No geographical segment analysis is shown as all of the Group's revenue are derived from activities in, and from customers located in the PRC and almost all of carrying values of the Group's assets are situated in the PRC.

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 4 其他收入及其他(虧損)/收益 淨額

### 4 OTHER REVENUE AND OTHER NET (LOSS)/INCOME

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
<b>其他收入</b>	<b>Other revenue</b>		
政府補助(附註(i))	Government grants (note (i))	<b>2,296</b>	4,646
可抵扣增值稅(附註(ii))	Value-added tax deductible (note (ii))	<b>1,523</b>	1,728
其他	Others	<b>1,455</b>	197
		<b>5,274</b>	6,571

(i) 政府補助主要指地方市政府機關提供的無條件酌情財務支持。

(i) Government grants mainly represent unconditional discretionary financial support from local municipal government authorities.

(ii) 可抵扣增值稅主要包括適用於本集團若干附屬公司的進項增值稅的額外抵扣。

(ii) Value-added tax deductible mainly included additional deduction of input value-added tax applicable to certain subsidiaries of the Group.

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
<b>其他收益/(虧損)淨額</b>	<b>Other net (loss)/income</b>		
出售物業、廠房及設備的 虧損淨額	Net loss on disposal of property, plant and equipment	<b>(74)</b>	(21)
按公平值計入損益的 已變現收益淨額	Net realised gains on FVPL	—	160
外匯收益淨額	Net foreign exchange gains	<b>1</b>	130
		<b>(73)</b>	269

# 未經審核中期財務報告附註

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 5 除稅前利潤

除稅前利潤已(計入)/扣除：

#### (a) 融資收入淨額

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
銀行存款利息收入	Interest income on bank deposits	<b>(31,091)</b>	(19,506)
客戶墊款利息開支	Interest expense on advance payments from customers	<b>284</b>	1,954
租賃負債利息	Interest on lease liabilities	<b>55</b>	48
融資收入淨額	Net finance income	<b>(30,752)</b>	(17,504)

#### (b) 員工成本

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
薪金及其他福利	Salaries and other benefits	<b>413,035</b>	320,184
界定供款計劃供款(附註(i))	Contributions to defined contribution scheme (note (i))	<b>33,424</b>	32,237
		<b>446,459</b>	352,421

(i) 本集團的中國附屬公司僱員須參加由地方市政府管理及運營的界定供款計劃。本集團的中國附屬公司乃按地方市政府同意的僱員薪金若干百分比向計劃供款，以撥支僱員退休福利。

除上述年度供款外，本集團概無其他與該等計劃相關的退休福利付款的重大責任。

### 5 PROFIT BEFORE TAXATION

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

#### (a) Net finance income

#### (b) Staff costs

(i) Employees of the Group's PRC subsidiaries are required to participate in a defined contribution scheme administered and operated by the local municipal governments. The Group's PRC subsidiaries contribute funds which are calculated on certain percentages of the employee salary as agreed by the local municipal government to the scheme to fund the retirement benefits of the employees.

The Group has no other material obligation for the payment of retirement benefits associated with these schemes beyond the annual contributions described above.



## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 5 除稅前利潤(續) (c) 其他項目

### 5 PROFIT BEFORE TAXATION (Continued) (c) Other items

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
無形資產攤銷	Amortisation of intangible assets	<b>62</b>	—
折舊	Depreciation		
— 物業、廠房及設備	— Property, plant and equipment	<b>4,565</b>	3,290
— 自有物業、廠房及設備	— <i>owned property, plant and equipment</i>	<b>3,951</b>	2,594
— 使用權資產	— <i>right-of-use assets</i>	<b>614</b>	696
— 投資物業	— Investment properties	<b>425</b>	425
貿易應收款項及合約資產的 減值虧損	Impairment losses on trade receivables and contract assets	<b>3,093</b>	3,854
短期租賃有關的開支	Expenses related to short-term leases	<b>6,897</b>	5,817
存貨成本	Cost of inventories	<b>9,561</b>	4,833
外包勞工成本	Outsourcing labor costs	<b>151,137</b>	105,436

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 6 所得稅

於綜合損益及其他全面收益表內的稅項指：

## 6 INCOME TAX

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

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000	2022年 2022 人民幣千元 RMB'000
<b>即期稅項</b>	<b>Current tax</b>		
中國企業所得稅	PRC corporate income tax	<b>61,086</b>	55,807
過往年度撥備(超額)/不足	(Over)/under-provision in respect of prior years	<b>(15)</b>	1,695
		<b>61,071</b>	57,502
<b>遞延稅項</b>	<b>Deferred taxation</b>		
暫時差額的產生及撥回	Origination and reversal of temporary differences	<b>661</b>	(2,757)
本集團中國附屬公司 利潤的源泉稅(附註iv)	Withholding tax on the profits of the Group's PRC subsidiaries (note iv)	<b>15,288</b>	12,343
		<b>15,949</b>	9,586
		<b>77,020</b>	67,088

(i) 根據開曼群島及英屬維爾京群島(「英屬維爾京群島」)的規則及規例，本集團毋須繳納開曼群島及英屬維爾京群島的任何所得稅。

(ii) 於香港註冊成立的本集團附屬公司須就本報告期間繳納香港利得稅的收入之適用所得稅稅率為16.5%。由於在報告期間，本集團並無賺取任何須繳納香港利得稅的收入，故本集團並無就香港利得稅作出撥備(截至2022年6月30日止六個月：零)。

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

(ii) The income tax rate applicable to the Group's subsidiary incorporated in Hong Kong for the income subject to Hong Kong Profits Tax during the reporting period is 16.5%. No provision for Hong Kong Profits Tax has been made as the Group did not earn any income subject to Hong Kong Profits Tax during the reporting period (six months ended 30 June 2022: Nil).

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 6 所得稅(續)

(iii) 本集團的中國附屬公司須按25%的稅率繳稅中國所得稅。對於2023年確認為小利潤企業的若干附屬公司，每年不超過人民幣1百萬元的應課稅收入部分，按減免後的稅率25% (截至2022年6月30日止六個月：12.5%) 計算為應課稅收入，按20% (截至2022年6月30日止六個月：20%) 的稅率繳納企業所得稅。每年超過人民幣1百萬元但不超過人民幣3百萬元的應課稅收入部分，按減免後的稅率25% (截至2022年6月30日止六個月：25%) 計算為應課稅收入，按20% (截至2022年6月30日止六個月：20%) 的稅率繳納企業所得稅。

(iv) 根據中國企業所得稅法律及其實施細則，除非透過稅務條約或安排獲減稅，就自2008年1月1日以來賺取的利潤而言，非中國企業居民自中國企業收取的股息須按10%的稅率繳納源泉稅。就須繳納源泉稅的股息而言，對於已宣派的股息確認源泉稅撥備，而對於可見將來宣派的股息，則確認遞延稅項負債。

截至2023年6月30日，就應付本集團中國附屬公司分配保留利潤的10%中國股息源泉稅確認遞延稅項負債人民幣13,171,000元(2022年12月31日：人民幣26,883,000元)。

## 6 INCOME TAX (Continued)

(iii) The Group's PRC subsidiaries are subject to PRC income tax at 25%. For certain subsidiaries recognised as a small profit enterprise in 2023, the portion of annual taxable income amount, which does not exceed RMB1 million, shall be computed at a reduced rate of 25% (six months ended 30 June 2022: 12.5%) as taxable income amount, and be subject to enterprise income tax at 20% (six months ended 30 June 2022: 20%). And the portion of annual taxable income, which exceeds RMB1 million but does not exceed RMB3 million, shall be computed at a reduced rate of 25% (six months ended 30 June 2022: 25%) as taxable income amount, and be subject to enterprise income tax at 20% (six months ended 30 June 2022: 20%).

(iv) According to the PRC corporate income tax laws and its implementation rules, dividends receivable by non-PRC corporate residents from PRC enterprises are subject to withholding tax at a rate of 10%, unless reduced by tax treaties or arrangements, for profits earned since 1 January 2008. In respect of dividends that are subject to the withholding tax, provision for withholding tax is recognised for the dividends that have been declared, and deferred tax liability is recognised for those to be declared in the foreseeable future.

As at 30 June 2023, deferred tax liabilities of RMB13,171,000 were recognised in respect of the 10% PRC dividend withholding tax that would be payable on the distribution of the retained profits of the Group's PRC subsidiaries (31 December 2022: RMB26,883,000).

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 6 所得稅(續)

截至2023年6月30日止六個月期間，有關本集團中國附屬公司所保留利潤的源泉稅的遞延稅項負債變動如下：

### 6 INCOME TAX (Continued)

The movement of deferred tax liabilities in respect of withholding tax on profits retained by the Group's PRC subsidiaries during the six months period ended 30 June 2023 is as follows:

		本集團中國附屬公司所保留利潤的源泉稅 Withholding tax on profits retained by the Group's PRC subsidiaries 人民幣千元 RMB'000
於2023年1月1日	At 1 January 2023	26,883
於損益扣除	Charged to profit or loss	15,288
轉撥至即期稅項	Transferred to current taxation	(29,000)
於2023年6月30日	At 30 June 2023	13,171

### 7 每股盈利

每股基本盈利按截至2023年6月30日止六個月本公司權益股東應佔利潤人民幣230,996,000元(截至2022年6月30日止六個月：人民幣190,284,000元)以及期內加權平均276,407,000股已發行普通股(截至2022年6月30日止六個月：加權平均股數276,407,000股)計算。

由於截至2023年及2022年6月30日止六個月並無具攤薄潛力的發行在外股份，因此每股攤薄盈利等於每股基本盈利。

### 7 EARNINGS PER SHARE

The calculation of basic earnings per share is based on the profit attributable to equity shareholders of the Company of RMB230,996,000 for the six months ended 30 June 2023 (six months ended 30 June 2022: RMB190,284,000) and the weighted average of 276,407,000 ordinary shares (six months ended 30 June 2022: weighted average number of 276,407,000 shares) in issue during the period.

Diluted earnings per share is equal to basic earnings per share as there were no dilutive potential shares outstanding for the six months ended 30 June 2023 and 2022.

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 8 物業、廠房及設備

#### (a) 使用權資產

截至2023年6月30日止六個月，本集團訂立使用辦公室及員工宿舍的多項租賃協議，因此確認增加使用權資產人民幣2,204,000元(截至2022年6月30日止六個月：人民幣616,000元)。

#### (b) 收購自有資產

截至2023年6月30日止六個月，本集團購買辦公室設備、傢俱及汽車項目，成本為人民幣8,650,000元(截至2022年6月30日止六個月：人民幣4,572,000元)。

### 9 無形資產

截至2023年6月30日止六個月，本集團購買電腦軟件項目，成本為人民幣3,737,000元(截至2022年6月30日止六個月：人民幣零元)。

電腦軟件以直線法於5年內攤銷。

### 8 PROPERTY, PLANT AND EQUIPMENT

#### (a) Right-of-use assets

During the six months ended 30 June 2023, the Group entered into several lease agreements for use of office and staff dormitories, and therefore recognised the additions to right-of-use assets of RMB2,204,000 (six months ended 30 June 2022: RMB616,000).

#### (b) Acquisition of owned assets

During the six months ended 30 June 2023, the Group acquired items of office equipment and furniture and motor vehicles with a cost of RMB8,650,000 (six months ended 30 June 2022: RMB4,572,000).

### 9 INTANGIBLE ASSETS

During the six months ended 30 June 2023, the Group acquired items of computer software with a cost of RMB3,737,000 (six months ended 30 June 2022: RMB Nil).

Computer software is amortised on a straight-line basis over 5 years.



## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 10 存貨

### 10 INVENTORIES

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
持作轉售的物業(附註)	Properties held for re-sale (note)	<b>138,128</b>	146,014
消耗品	Consumables	<b>1,770</b>	1,485
		<b>139,898</b>	147,499

附註：持作轉售的物業指本集團購買作轉售的停車場及儲物間的使用權資產。

Note: Properties held for re-sale represent right-of-use assets relating to car parking places and storage rooms purchased by the Group for re-sale.

### 11 合約資產

### 11 CONTRACT ASSETS

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
<b>合約資產</b>	<b>Contract assets</b>		
來自履行家居裝飾服務合約	Arising from performance under home decoration service contracts	<b>52,492</b>	9,344
減：虧損撥備	Less: loss allowance	<b>(1,575)</b>	(280)
		<b>50,917</b>	9,064

本集團的若干家居裝飾服務合約包括付款時間表，一旦達到里程碑，則需要在裝修期間分階段付款。所有款項預期於報告期末起計一年內發出賬單。

Certain home decoration service contracts of the Group include payment schedules which require stage payments over the decoration period once milestones are reached. All of the amounts are expected to be billed within one year from the end of the reporting period.

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 12 貿易及其他應收款項

## 12 TRADE AND OTHER RECEIVABLES

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
貿易應收款項	Trade receivables		
— 第三方	— third parties	<b>381,711</b>	253,161
— 關聯方	— related parties	<b>80,035</b>	62,326
		<b>461,746</b>	315,487
減：貿易應收款項減值撥備	Less: Allowance for impairment of trade receivables		
— 第三方	— third parties	<b>(50,442)</b>	(49,246)
— 關聯方	— related parties	<b>(2,873)</b>	(2,271)
		<b>(53,315)</b>	(51,517)
應收貿易款項總額， 已扣除虧損撥備	Total trade receivables, net of loss allowance	<b>408,431</b>	263,970
關聯方其他應收款項	Other receivables from related parties	<b>1,574</b>	1,524
按金及預付款項	Deposits and prepayments	<b>47,112</b>	41,196
代表業主作出的付款	Payments on behalf of property owners	<b>17,612</b>	14,410
墊款予僱員	Advances to employees	<b>5,695</b>	2,357
其他應收款項	Other receivables	<b>13,220</b>	20,014
		<b>493,644</b>	343,471

貿易應收款主要與提供物業管理服務及非業主增值服務所確認的收入有關。

Trade receivables are primarily related to revenue recognised from the provision of property management services and value-added services to non-property owners.

來自關聯方的貿易及其他應收款項為無擔保及免息。應收關聯方款項詳情載於附註18(c)。

Trade and other receivables from related parties are unsecured and interest-free. Details of the amounts due from related parties are set out in note 18(c).

NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

12 貿易及其他應收款項(續)

賬齡分析

於各報告期末，基於收入確認日期及扣除貿易應收款項減值撥備的應收貿易款項賬齡分析如下：

12 TRADE AND OTHER RECEIVABLES

(Continued)

Ageing analysis

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

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
一年內	Within 1 year	<b>390,737</b>	257,725
一年至兩年	1 to 2 years	<b>17,694</b>	6,245
應收貿易款項總額， 已扣除虧損撥備	Total trade receivables, net of loss allowance	<b>408,431</b>	263,970

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 13 定期存款、受限制銀行結餘和現金及現金等價物

#### (a) 定期存款

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
原到期日超過三個月的 銀行定期存款	Time deposits held at the bank with original maturity over three months	<b>1,025,519</b>	415,910
減：計入「流動資產」的金額	Less: Amount included under "current assets"	<b>(254,812)</b>	(132,133)
		<b>770,707</b>	283,777

於2023年6月30日，原到期日超過三個月的銀行定期存款年利率介乎2.05%至3.80%之間(2022年12月31日：3.35%至3.85%)。

As at 30 June 2023, the time deposits held at the bank with original maturity over three months have annual interest rates ranging from 2.05% to 3.80% (31 December 2022: from 3.35% to 3.85%).

#### (b) 受限制銀行結餘

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
代表業委會收取的現金 (附註15)	Cash collected on behalf of the property owners' associations (note 15)	<b>45,912</b>	39,476
受限制存款	Restricted deposits	<b>6,826</b>	18,536
		<b>52,738</b>	58,012

#### (b) Restricted bank balances

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 13 定期存款、受限制銀行結餘和現金及現金等價物(續)

#### (c) 現金及現金等價物

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
手頭現金	Cash on hand	45	129
銀行現金	Cash at bank	760,243	1,330,974
原到期日三個月以內的 銀行定期存款	Time deposits held at the bank with original maturity within three months	1,312,069	676,800
		<b>2,072,357</b>	2,007,903
減：受限制銀行結餘	Less: Restricted bank balances	<b>(52,738)</b>	(58,012)
		<b>2,019,619</b>	1,949,891

### 13 TIME DEPOSITS, RESTRICTED BANK BALANCES AND CASH AND CASH EQUIVALENTS (Continued)

#### (c) Cash and cash equivalents

### 14 合約負債

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
<b>合約負債</b>	<b>Contract liabilities</b>		
物業管理服務	Property management services	388,310	163,153
非業主增值服務	Value-added services to non-property owners	2,570	1,115
5S增值服務	5S value-added services	1,155,761	743,070
		<b>1,546,641</b>	907,338

### 14 CONTRACT LIABILITIES



## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 15 貿易及其他應付款項

截至報告期末，基於發票日期的第三方貿易應付款項的賬齡分析如下：

### 15 TRADE AND OTHER PAYABLES

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

		2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000
1個月內	Within 1 month	<b>28,705</b>	52,676
1個月後但3個月內	After 1 month but within 3 months	<b>38,313</b>	73,623
3個月後但1年內	After 3 months but within 1 year	<b>82,088</b>	308
1年以上	Over 1 year	<b>1,910</b>	1,625
第三方應付貿易款項 總額	Total trade payables from third parties	<b>151,016</b>	128,232
應付關聯方款項	Amounts due to related parties (i)	<b>45,871</b>	56,678
按金	Deposits	<b>53,925</b>	43,479
其他應付稅項及費用	Other taxes and charges payable	<b>149,746</b>	81,742
應計工資及其他福利	Accrued payroll and other benefits	<b>108,795</b>	174,467
代表業委會收取的現金 (附註13(b))	Cash collected on behalf of the property owners' associations (note 13(b))	<b>45,912</b>	39,476
自業主收取的臨時款項	Temporary receipts from property owners	<b>124,023</b>	116,929
應付權益股東之股息	Dividends payable to equity shareholders	<b>255,097</b>	—
其他應付款項及應計 款項	Other payables and accruals	<b>9,421</b>	31,442
		<b>943,806</b>	672,445

(i) 應付關聯方款項屬無抵押及免息。其中，人民幣43,198,000元(2022年12月31日：人民幣52,979,000元)為從關聯方收取的預付物業管理服務費及增值服務費，預計在一年內確認為收入。

(i) The amounts due to related parties are unsecured and interest-free. Among which, RMB43,198,000 (31 December 2022: RMB52,979,000) are prepaid property management services fees and value-added services fees received from related parties and expected to be recognised as income within one year.

## NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 16 股息及儲備

#### (a) 股息

上個財政年度應付本公司權益股東、於中期中已批准的股息如下：

截至2023年6月30日止六個月，已向本公司權益股東宣派截至2022年12月31日止年度的末期股息每股1.001港元(截至2022年6月30日止六個月：末期股息每股0.473港元)。截至2023年6月30日止六個月，已宣派的末期股息總計為276,683,407港元(相當於人民幣250,899,000元)(截至2022年6月30日止六個月：130,740,511港元(相當於人民幣111,059,000元))。

#### (b) 股份溢價

股份溢價是指已發行股份面值總額與自權益股東收取的所得款項淨額之間的差額。根據開曼群島公司法，本公司股份溢價賬可供分派股息予本公司權益股東，惟緊隨建議分派股息當日後，本公司將有能力於其正常業務過程中付清其到期債務。

### 16 DIVIDENDS AND RESERVES

#### (a) Dividends

Dividends payable to equity shareholders of the Company attributable to the previous financial year, approved during the interim period:

During the six months ended 30 June 2023, a final dividend of HKD1.001 per share in respect of the year ended 31 December 2022 (six months ended 30 June 2022: final dividend of HKD0.473 per share) was declared to the equity shareholders of the Company. The aggregate amount of the final dividend declared during the six months ended 30 June 2023 amounted to HKD276,683,407 (RMB equivalent 250,899,000) (six months ended 30 June 2022: HKD130,740,511 (RMB equivalent 111,059,000)).

#### (b) Share premium

Share premium represents the difference between the total amount of the par value of shares issued and the amount of the net proceeds received from the equity shareholders. Under the Companies Law of the Cayman Islands, the share premium account of the Company is distributable to the equity shareholders of the Company provided that immediately following the date on which the dividend is proposed to be distributed, the Company would be in a position to pay off its debts as they fall due in the ordinary course of business.

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 17 承擔

截至2023年6月30日，尚未於中期財務報告撥備的未償還資本承擔

### 17 COMMITMENTS

Capital commitments outstanding at 30 June 2023 not provided for in the interim financial report

	2023年 6月30日 At 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 At 31 December 2022 人民幣千元 RMB'000	
就收購無形資產已訂約	Contracted for acquisition of intangible assets	2,675	4,015

### 18 重大關聯方交易

#### (a) 關聯方名稱及與關聯方的關係

### 18 MATERIAL RELATED PARTY TRANSACTIONS

#### (a) Name of and relationship with related parties

關聯方的姓名／名稱 Name of related party	與本集團的關係 Relationship with the Group
戚金興先生 Mr. Qi Jinxing	本公司控股股東 Controlling shareholder of the Company
杭州濱江投資控股有限公司(「濱江控股」)及其附屬公司，包括： Hangzhou Binjiang Investment Holding Limited (“ <b>Binjiang Holding</b> ”) and its subsidiaries, including:	戚金興先生為濱江控股的控股股東 Mr. Qi Jinxing is a controlling shareholder of Binjiang Holding
(i) 杭州濱江房產集團股份有限公司(「濱江房產」) 及其附屬公司；及	
(i) Hangzhou Binjiang Real Estate Group Co., Ltd. (“ <b>Binjiang Real Estate</b> ”) and its subsidiaries; and	
(ii) 杭州濱江餐飲管理有限公司(「濱江餐飲」)；	
(ii) Hangzhou Binjiang Catering Management Limited (“ <b>Binjiang Catering</b> ”);	
杭州秦茂置業有限公司 Hangzhou Qinmao Real Estate Co., Ltd.	濱江控股的聯營公司 Associate of Binjiang Holding

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 18 重大關聯方交易 (續)

### (a) 關聯方名稱及與關聯方的關係 (續)

關聯方的姓名／名稱

**Name of related party**

杭州興塘置業有限公司

Hangzhou Xingtang Real Estate Co., Ltd.

杭州西江置業有限公司

Hangzhou Xijiang Real Estate Co., Ltd.

杭州保泓房地產開發有限公司

Hangzhou Baohong Real Estate Development Co., Ltd.

杭州星昀置業有限公司

Hangzhou Xingyun Real Estate Co., Ltd.

杭州濱沁房地產開發有限公司

Hangzhou Binqin Real Estate Development Co., Ltd.

杭州濱文房地產開發有限公司

Hangzhou Binwen Real Estate Development Co., Ltd.

杭州博航房地產開發有限公司

Hangzhou Bohang Real Estate Development Co., Ltd.

杭州京江房地產開發有限公司

Hangzhou Jingjiang Real Estate Development Co., Ltd.

杭州濱園實業有限公司

Hangzhou Binyuan Industrial Co., Ltd.

杭州西江橫橋置業有限公司

Hangzhou Xijiang Hengqiao Real Estate Co., Ltd.

## 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

### (a) Name of and relationship with related parties (Continued)

與本集團的關係

**Relationship with the Group**

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 18 重大關聯方交易(續)

#### (a) 關聯方名稱及與關聯方的關係 (續)

關聯方的姓名／名稱

**Name of related party**

杭州申睿物流科技有限公司  
Hangzhou Shenrui Logistics Technology Co., Ltd.

杭州濱豐房地產開發有限公司  
Hangzhou Binfeng Real Estate Development Co., Ltd.

杭州濱宇房地產開發有限公司  
Hangzhou Binyu Real Estate Development Co., Ltd.

杭州濱安房地產開發有限公司  
Hangzhou Binan Real Estate Development Co., Ltd.

杭州濱博房地產開發有限公司  
Hangzhou Binbo Real Estate Development Co., Ltd.

蘇州濱原房地產開發有限公司  
Suzhou Binyuan Real Estate Development Co., Ltd.

杭州新黃浦濱順房地產開發有限公司  
Hangzhou New Huangpu Binshun Real Estate  
Development Co., Ltd.

杭州信達奧體置業有限公司  
Hangzhou Xinda Olympic Sports Real Estate Co., Ltd.

德清京盛房地產開發有限公司  
Deqing Jingsheng Real Estate Development Co., Ltd.

### 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

#### (a) Name of and relationship with related parties (Continued)

與本集團的關係

**Relationship with the Group**

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding



# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 18 重大關聯方交易 (續)

### (a) 關聯方名稱及與關聯方的關係 (續)

關聯方的姓名／名稱

**Name of related party**

台州濱帆房地產開發有限公司  
Taizhou Binfan Real Estate Development Co., Ltd.

溫州浙同置業有限公司  
Wenzhou Zhetong Real Estate Co., Ltd.

杭州國泰世紀置業有限公司  
Hangzhou Cathay Century Real Estate Co., Ltd.

杭州綠城浙芷置業有限公司  
Hangzhou Greentown Zhezhi Real Estate Co., Ltd.

杭州同達置業有限公司  
Hangzhou Tongda Real Estate Co., Ltd.

杭州新黃浦濱致房地產開發有限公司  
Hangzhou New Huangpu Binzhi Real Estate  
Development Co., Ltd.

金華濱藍房地產開發有限公司  
Jinhua Binlan Real Estate Development Co., Ltd.

杭州星悅房地產開發有限公司  
Hangzhou Xingyue Real Estate Development Co., Ltd.

杭州信達地產有限公司  
Hangzhou Xinda Real Estate Co., Ltd.

## 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

### (a) Name of and relationship with related parties (Continued)

與本集團的關係

**Relationship with the Group**

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 18 重大關聯方交易(續)

#### (a) 關聯方名稱及與關聯方的關係 (續)

關聯方的姓名／名稱

**Name of related party**

義烏濱盛房地產開發有限公司

Yiwu Binsheng Real Estate Development Co., Ltd.

杭州西江沈家弄置業有限公司

Hangzhou Xijiang Shenjialong Real Estate Co., Ltd.

杭州金昇房地產開發有限公司

Hangzhou Jinsheng Real Estate Development Co., Ltd.

樂清市梁榮置業有限公司

Yueqing Liangrong Real Estate Co., Ltd.

杭州普特元俊股權投資合夥企業(有限合夥)

Hangzhou Pute Yuanjun Equity Investment Partnership  
(Limited partnership)

溫州嘉年華房地產開發有限公司

Wenzhou Carnival Real Estate Development Co., Ltd.

杭州越文房地產開發有限公司

Hangzhou Yuewen Real Estate Development Co., Ltd.

杭州濱秀房地產開發有限公司

Hangzhou Binxiu Real Estate Development Co., Ltd.

義烏恆臻置業有限公司

Yiwu Hengzhen Real Estate Co., Ltd.

### 18 MATERIAL RELATED PARTY

#### TRANSACTIONS (Continued)

#### (a) Name of and relationship with related parties (Continued)

與本集團的關係

**Relationship with the Group**

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 18 重大關聯方交易 (續)

### (a) 關聯方名稱及與關聯方的關係 (續)

關聯方的姓名／名稱

**Name of related party**

杭州中溪置業有限公司

Hangzhou Zhongxi Real Estate Co., Ltd.

杭州濱昕房地產開發有限公司

Hangzhou Binxin Real Estate Development Co., Ltd.

杭州濱泓房地產開發有限公司

Hangzhou Binhong Real Estate Development Co., Ltd.

杭州濱楊房地產開發有限公司

Hangzhou Binyang Real Estate Development Co., Ltd.

杭州濱越房地產開發有限公司

Hangzhou Binyue Real Estate Development Co., Ltd.

湖州市南太湖未來社區建設發展有限公司

Huzhou the South Taihu Lake Future Community  
Construction Development Co., Ltd.

杭州濱贏房地產開發有限公司

Hangzhou Binying Real Estate Development Co., Ltd.

杭州濱程房地產開發有限公司

Hangzhou Bincheng Real Estate Development Co., Ltd.

## 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

### (a) Name of and relationship with related parties (Continued)

與本集團的關係

**Relationship with the Group**

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

濱江控股的聯營公司

Associate of Binjiang Holding

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 18 重大關聯方交易(續)

#### (a) 關聯方名稱及與關聯方的關係 (續)

關聯方的姓名／名稱

**Name of related party**

杭州濱貿房地產開發有限公司  
Hangzhou Binmao Real Estate Development Co., Ltd.

杭州濱僑房地產開發有限公司  
Hangzhou Binqiao Real Estate Development Co., Ltd.

杭州濱銘實業有限公司  
Hangzhou Binming Industrial Co., Ltd.

杭州濱昱房地產開發有限公司  
Hangzhou Binyu Real Estate Development Co., Ltd.

杭州智濱科技服務有限公司  
Hangzhou Zhibin Technology Service Co., Ltd.

杭州智合物業管理有限公司  
Hangzhou Zhihe Property Management Co., Ltd.

公司名稱的英文翻譯僅供參考。  
該等公司的官方名稱為中文。

### 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

#### (a) Name of and relationship with related parties (Continued)

與本集團的關係

**Relationship with the Group**

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

濱江控股的聯營公司  
Associate of Binjiang Holding

本集團的聯營公司  
Associate of the Group

本集團的聯營公司  
Associate of the Group

The English translation of the company name is for reference only. The official names of these companies are in Chinese.

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

## 18 重大關聯方交易(續)

(b) 本集團與關聯方的重大交易詳情如下：

## 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

(b) Particulars of significant transactions between the Group and related parties are as follows:

		截至6月30日止六個月 Six months ended 30 June	
		二零二三年 2023 人民幣千元 RMB'000	二零二二年 2022 人民幣千元 RMB'000
物業管理服務收入來自：	Property management services income from:		
— 濱江控股及其附屬公司	— Binjiang Holding and its subsidiaries		
— 濱江房產及其附屬公司	— Binjiang Real Estate and its subsidiaries	19,031	19,300
— 濱江控股及其他附屬公司	— Binjiang Holding and its other subsidiaries	—	30
— 濱江控股的聯營公司	— Associates of Binjiang Holding	3,768	5,712
— 本集團聯營公司	— Associates of the Group	8,459	6,860
交付前服務及諮詢服務收入來自：	Pre-delivery services and consulting services income from:		
— 濱江控股及其附屬公司	— Binjiang Holding and its subsidiaries		
— 濱江房產及其附屬公司	— Binjiang real estate and its subsidiaries	146,131	119,101
— 濱江控股的聯營公司	— Associates of Binjiang Holding	75,507	68,324
物業銷售經紀服務收入來自：	Brokerage services for property sales income from:		
— 濱江控股及其附屬公司	— Binjiang Holding and its subsidiaries		
— 濱江房產及其附屬公司	— Binjiang real estate and its subsidiaries	11,128	13,317
— 濱江控股的聯營公司	— Associates of Binjiang Holding	4,630	1,713
向以下公司出售商品：	Sales of goods to:		
— 濱江房產及其附屬公司	— Binjiang real estate and its subsidiaries	—	101



## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 18 重大關聯方交易(續)

(b) 本集團與關聯方的重大交易詳情如下：(續)

### 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

(b) Particulars of significant transactions between the Group and related parties are as follows: (Continued)

		截至6月30日止六個月 Six months ended 30 June	
		二零二三年 2023 人民幣千元 RMB'000	二零二二年 2022 人民幣千元 RMB'000
接受以下公司的餐飲服務： — 濱江房產及其附屬公司	Receiving catering services from: — Binjiang Real Estate and its subsidiaries	853	232
接受以下公司的酒店管理服務： — 濱江房產及其附屬公司	Receiving hotel management services from: — Binjiang Real Estate and its subsidiaries	—	260
接受短期租賃服務 — 濱江房產及其附屬公司	Receiving services of short-term leases — Binjiang Real Estate and its subsidiaries	1,011	1,002
向以下公司收購使用權資產： — 濱江房產及其附屬公司	Acquisitions of right-of-use assets from: — Binjiang Real Estate and its subsidiaries	1,159	—
租賃負債利息開支： — 濱江房產及其附屬公司	Interest expense on lease liabilities: — Binjiang Real Estate and its subsidiaries	27	12

NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

18 重大關聯方交易(續)

(c) 與關聯方的結餘

18 MATERIAL RELATED PARTY  
TRANSACTIONS (Continued)

(c) Balances with related parties

		2023年6月30日 30 June 2023 人民幣千元 RMB'000		2022年12月31日 31 December 2022 人民幣千元 RMB'000	
		總賬面值 Gross carrying amount	虧損撥備 Loss allowance	總賬面值 Gross carrying amount	虧損撥備 Loss allowance
應收以下公司的貿易應收款項：	<b>Trade receivables due from:</b>				
濱江房產及其附屬公司	Binjiang Real Estate and its subsidiaries				
— 貿易性質	— Trade nature	36,405	1,068	31,827	1,276
濱江控股的聯營公司	Associates of Binjiang Holding				
— 貿易性質	— Trade nature	43,604	1,804	28,990	950
本集團的聯營公司	Associates of the Group				
— 貿易性質	— Trade nature	26	1	1,509	45
		<b>80,035</b>	<b>2,873</b>	<b>62,326</b>	<b>2,271</b>

		2023年6月30日 30 June 2023 人民幣千元 RMB'000		2022年12月31日 31 December 2022 人民幣千元 RMB'000	
		總賬面值 Gross carrying amount	虧損撥備 Loss allowance	總賬面值 Gross carrying amount	虧損撥備 Loss allowance
應收以下公司的其他應收款項：	<b>Other receivables due from:</b>				
濱江房產及其附屬公司	Binjiang Real Estate and its subsidiaries				
— 貿易性質	— Trade nature	500	—	500	—
濱江控股的聯營公司	Associates of Binjiang Holding				
— 貿易性質	— Trade nature	1,074	—	1,024	—
		<b>1,574</b>	<b>—</b>	<b>1,524</b>	<b>—</b>

## 未經審核中期財務報告附註

# NOTES TO THE UNAUDITED INTERIM FINANCIAL REPORT

For the six months ended 30 June 2023 截至2023年6月30日止六個月

### 18 重大關聯方交易(續)

### 18 MATERIAL RELATED PARTY TRANSACTIONS (Continued)

		2023年 6月30日 30 June 2023 人民幣千元 RMB'000	2022年 12月31日 31 December 2022 人民幣千元 RMB'000
<b>應付以下公司款項：</b>	<b>Amounts due to:</b>		
濱江房產及其附屬公司 — 貿易性質	Binjiang Real Estate and its subsidiaries — Trade nature	<b>31,084</b>	43,476
濱江控股的聯營公司 — 貿易性質	Associates of Binjiang Holding — Trade nature	<b>12,407</b>	12,661
本集團的聯營公司 — 貿易性質	Associates of the Group — Trade nature	<b>2,380</b>	541
		<b>45,871</b>	56,678
<b>應付租賃負債：</b>	<b>Lease liabilities due to:</b>		
— 濱江房產及其附屬公司	— Binjiang Real Estate and its subsidiaries	<b>977</b>	119



濱江服務

BINJIANG SERVICE

濱江服務集團有限公司

BINJIANG SERVICE GROUP CO. LTD.