



Technovator International Limited **同方泰德国际科技有限公司 (1206.hk)**

——Leading smart energy saving services provider

March 2022

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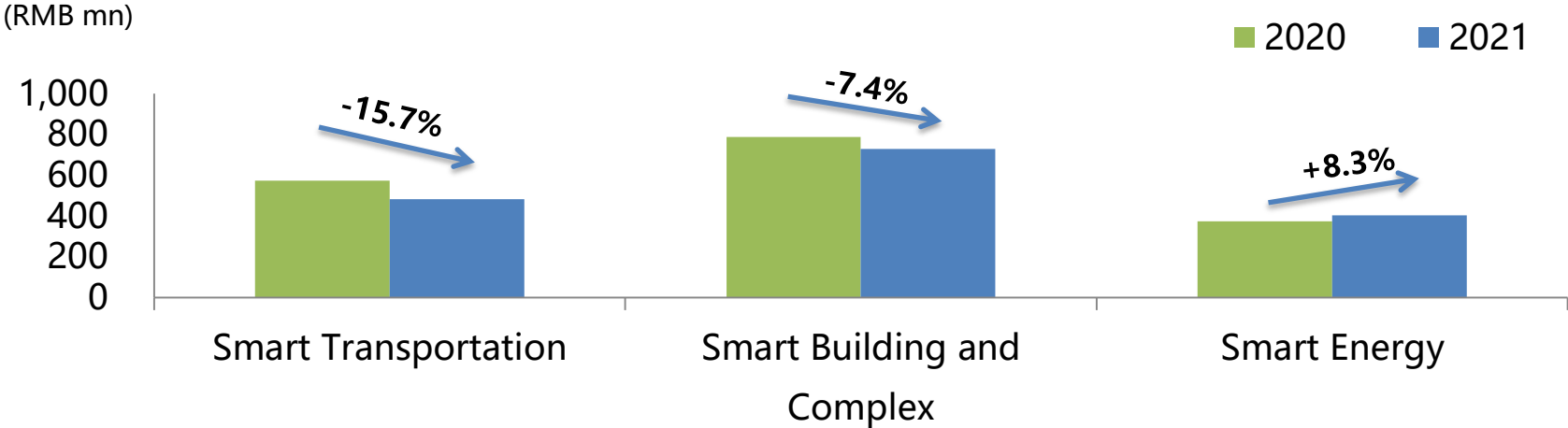
Financial highlights

<i>For the 12 months ended 31 Dec</i>	2021 (RMB mn)	2020 (RMB mn)	Chg
Revenue	1,619.1	1,736.7	-6.8%
Gross profit	317.5	362.7	-12.5%
EBITDA	170.3	262.1	-35.0%
Operating profit	61.7	166.6	-63.0%
Profit for the year	45.6	132.5	-65.6%
Profit attributable to equity shareholders	45.3	130.6	-65.3%
Basic EPS (RMB)	0.0579	0.1670	-65.3%

<i>For the 12 months ended 31 Dec</i>	2021 (RMB mn)	2020 (RMB mn)	Chg
Revenue	1,619.1	1,736.7	-6.8%
COGS	(1,301.6)	(1,374.0)	-5.3%
Gross profit	317.5	362.7	-12.5%
Other revenue	38.3	48.2	-20.6%
Other net gain	(18.0)	(1.2)	>100%
Selling and distribution costs	(103.5)	(90.0)	15.0%
Administrative and other operating expenses	(172.4)	(153.2)	12.5%
Share of profits/(losses) of associates	(0.1)	0.2	>100%
Profit from operations	61.7	166.6	-63.0%
Finance costs	(7.4)	(12.2)	-39.3%
Profit before taxation	54.4	154.4	-64.8%
Income tax	(8.8)	(21.9)	-59.8%
Profit for the year	45.6	132.5	-65.6%

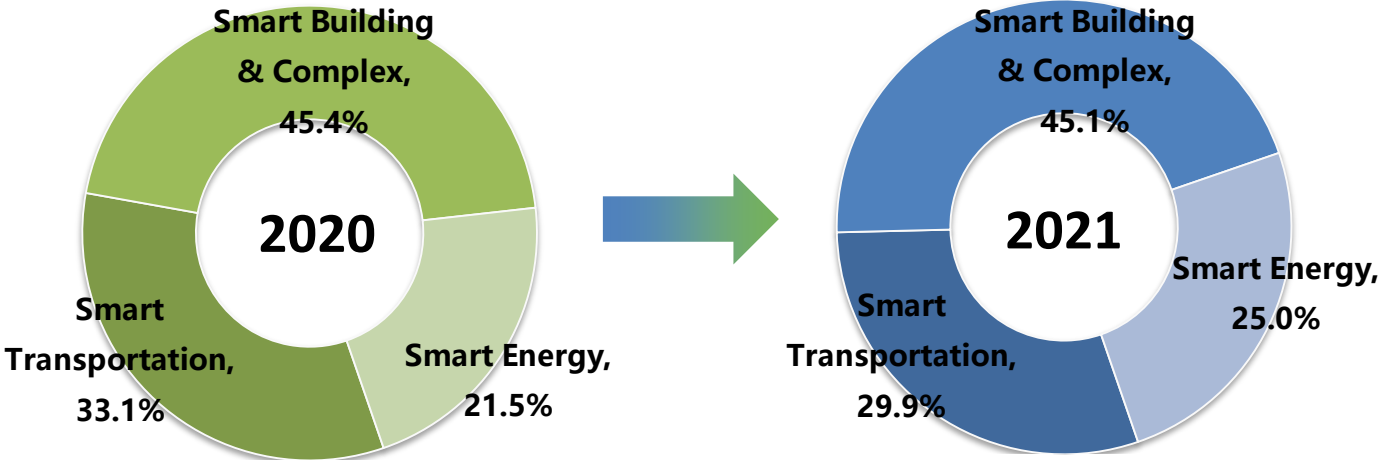
Revenue analysis – business segments

Revenue growth



Revenue breakdown – 2020

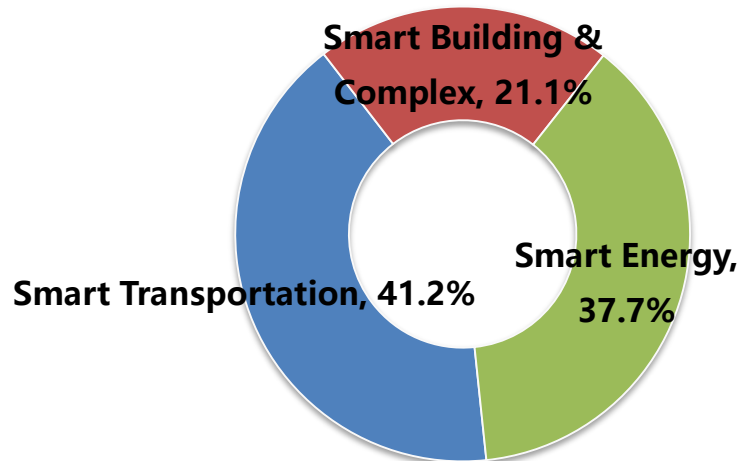
Revenue breakdown – 2021



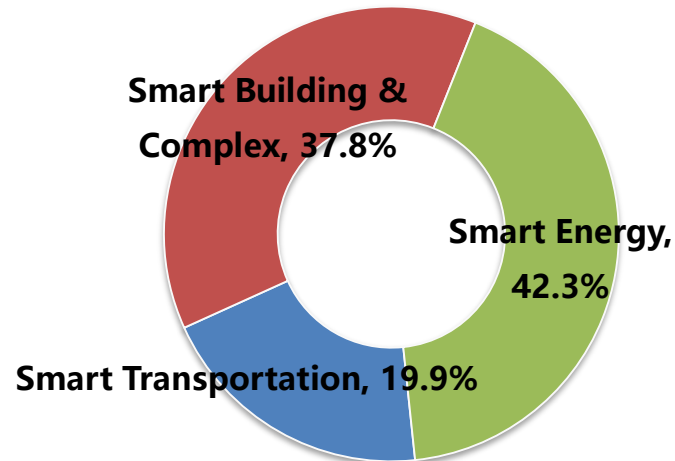
Profit analysis

<i>For the 12 months ended 31 Dec</i>	2021	2020	Chg
Gross margin(%)	19.6%	20.9%	-1.3%
Smart Transportation	18.9%	24.1%	-5.2%
Smart Building and Complex	20.5%	19.0%	1.5%
Smart Energy	18.7%	20.2%	-1.5%

EBITDA breakdown – 2020



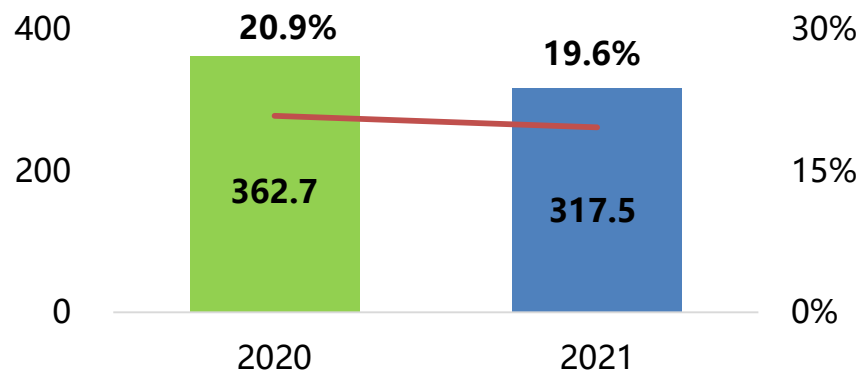
EBITDA breakdown – 2021



Profitability analysis

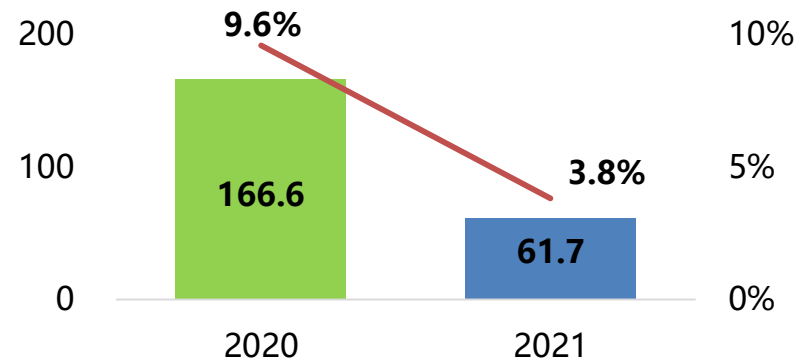
Gross margin

(RMB mn)



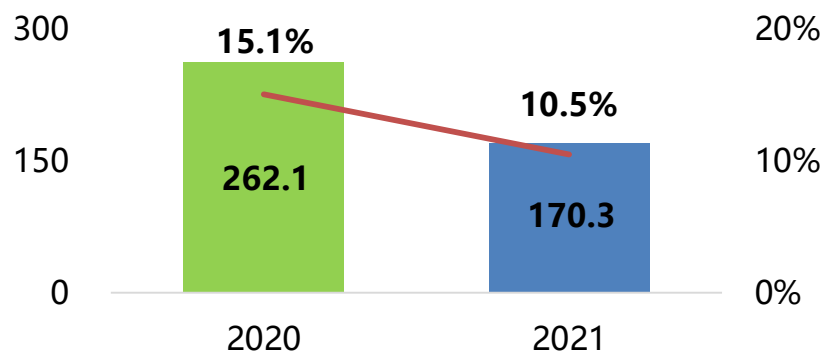
Operating margin

(RMB mn)



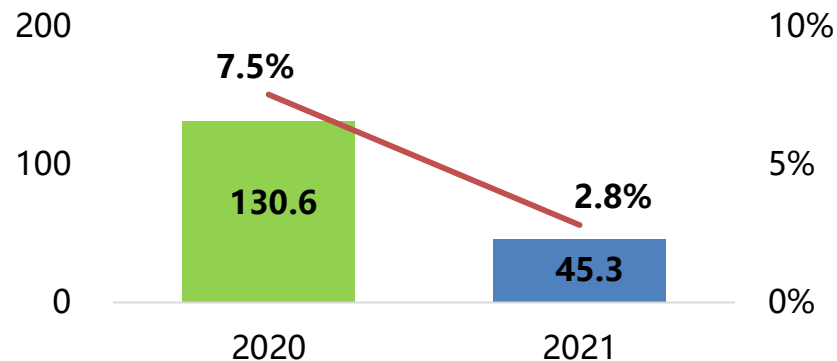
EBITDA margin

(RMB mn)



Net margin

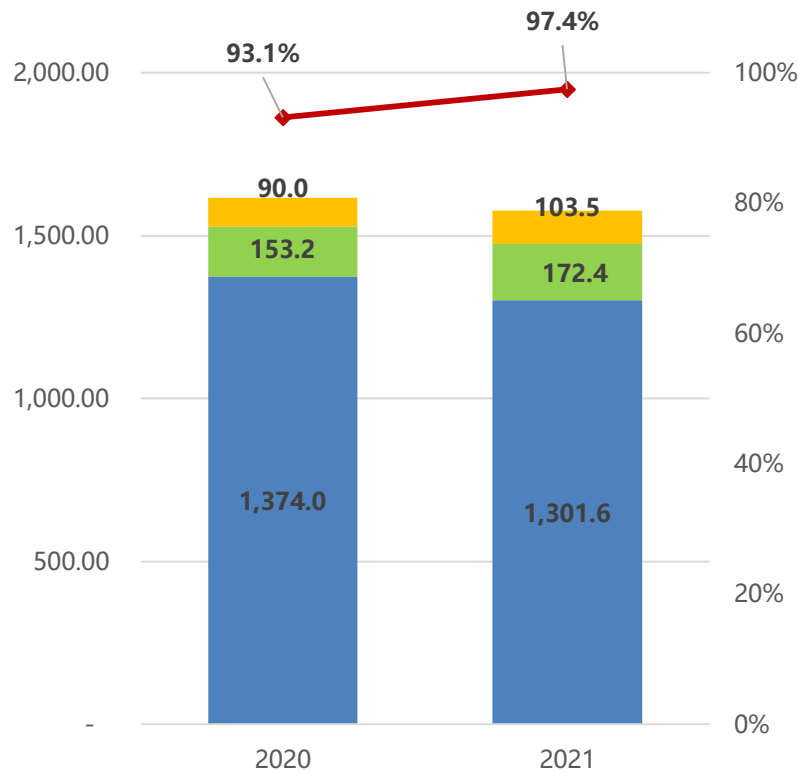
(RMB mn)



Cost structure & R&D expenditure

Cost Structure

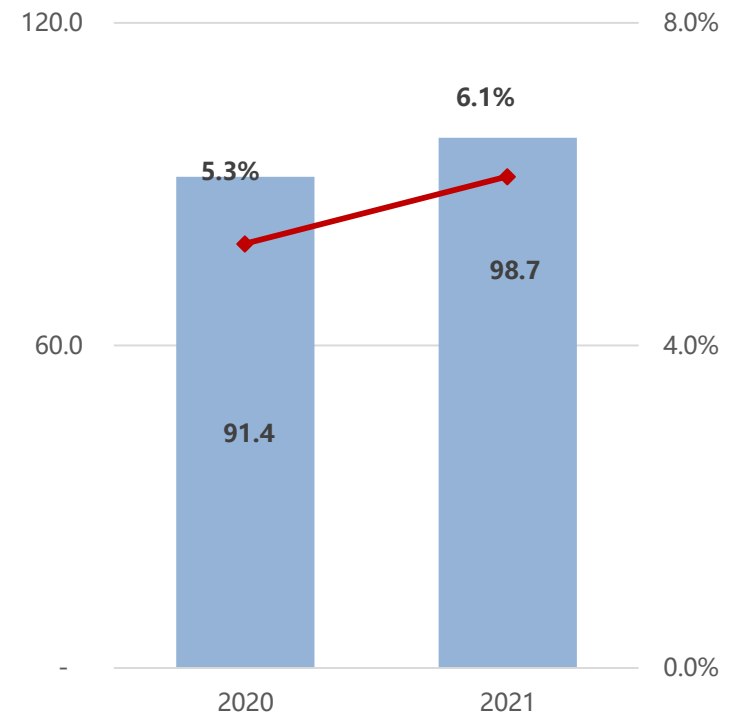
(RMB mn)



- Selling & distribution costs
- Administrative & other operating expenses
- Cost of sales
- ◆ as % of revenue

R&D expenditure

(RMI)



- R & D expenditure
- ◆ as % of revenue

Other financial figures

<i>For the 12 months ended 31 Dec</i>	2021	2020	Chg
Total assets (RMB mn)	4,799.9	4879.9	(80.0)
Net assets (RMB mn)	2,939.6	2895.1	44.5
Net assets per share (RMB)	3.8	3.7	0.1
Cash & Cash Equivalents (RMB mn)	411.7	587.9	(176.1)
Loan & Borrowings (RMB mn)	99.4	214.2	(114.8)
Net Cash/(Net Debt) (RMB mn)	312.4	373.7	(61.3)
Current Ratio (times) (Current Assets divided by Current Liabilities)	2.0	1.9	0.1
Loan & Borrowings Ratio (%) (Loans and Borrowings divided by Total Assets)	2.1%	4.4%	-2.3%
Inventory Turnover (Days)	227	200	27.0
Trade Receivables Turnover (Days)	262	231	31.0
Trade Payables Turnover (Days)	351	352	(1.0)

Business review – Smart transportation



Smart
transportation

As affected by post-pandemic effects and the overall shrinkage of the market, both revenue and profit margin of the segment declined.

- **R&D:** The platform screen doors project for Zhengzhou Urban Rail Transit Line 6 was successfully completed during the period, which was the first to introduce the Group' s self-developed smart operation and maintenance platform into the platform screen doors system; The southern section of Tianjin Metro Line 4 was put into operation during the period. It adopts the self-developed “Smart station integrated operation and management platform ezSOM2.0” and became the first demonstration station for rail transit smart station in Tianjin.
- **Business:** The new energy-saving project of Beijing Subway Line 19, which was newly-signed during the period, has been completed and opened for traffic with outstanding energy-saving efficiency. Jinan Rail Transit Line R2, Xuzhou Metro Line 3, Changchun Metro Line 2, Wuhan Rail Transit Line 5 and other lines were completed during the period. Newly signed integrated supervision and control projects such as Changchun Rail Transit Line 6 and Xian Metro Line 16.

Business review – Smart building and complex



Smart building
and complex

The negative impact of the pandemic led to a decline in revenue;

Due to large-scale application of self-owned core software and hardware products, the profit margin increased significantly.

- **R&D:** The self-owned Techcon Neosys IoT control system has opened up the smart interconnection from cloud management and control to the “last mile” of terminal equipment through continuous expansion and improvement, and realized energy-saving and efficiency improvement. During the period, it won several awards such as the Excellence Award in the Central Enterprise Innovation and Creativity Competition, and has been successfully applied in projects.
- **Business:** The segment overcame the impact of the pandemic to ensure the successful implementation of key projects such as the renovation of the “Ice Cube” ,the Big Air Shougang Winter Olympics Jumping Platform, the Museum of the Communist Party of China, and the Central Gift and Cultural Relics Repository. The key application of self-developed core software technology in Beijing New Airport, Tongzhou Sub-center and the “National Stadium” projects contributed greatly to the improvement of the segment’ s profit margin. Techcon 04/09, Techcon EMS, Techcon IBS and other self-owned software and hardware systems and products, continued to be widely applied in hotels, exhibition halls, hospitals, industrial parks, film and television studios and other projects around the country.

Business review – Smart energy



Smart energy

As the number of newly-signed projects increased, the overall revenue improved;

Due to the increase in costs and expenses caused by the pandemic, the profit margin level continued to decline.

- **R&D:** Self-developed by the segment, the “Qihui IHM3.0 – Intelligent Heating Network Management Platform” has built an integrated platform for smart heating management and control, which collects, displays, controls and dispatches data from sources, networks, stations, households, and operation and management in a unified manner to achieve full network balance, intelligent management and control and refined heating.
- **Business:** New heating intelligence projects were signed in places such as Yangquan, Jixi, Suihua and Xinjiang. New EMC projects have been signed with local heating companies in Shanyin in Shanxi Province, Dengta in Liaoning Province, Shaanxi Province and Daqing in Heilongjiang.

THANK YOU



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