



BUILDING ON TRUST

ANNUAL
RESULTS
2024



0636.HK

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FINANCIAL HIGHLIGHTS

(in HK\$'M)



Revenue

58,274

▲ 23%*

Segment Profit

IL

1,251

▼ 3%*

IFF

1,950

▲ 39%*

Profit Attributable To
The Shareholders

1,542

▲ 95%

Core Operating Profit

2,725

▲ 23%*

Core Net Profit

1,357

▲ 12%*

Gearing

53.6%

GROSS

14.4%

NET

Final Dividend

15

HK CENTS PER SHARE

* For continuing operations only

SWIFT RESPONSE TO MARKET CHANGES

Opportunities

- Surging Asia demand
- Growing need for tailored solutions

Anchored in Asia with Global Ambition

- Collaborating with S.F.
- Deepening the value chain
- Offering tailored solutions and project logistics



Market Risks

- Supply chain shift & disruption
- Volatile freight rates



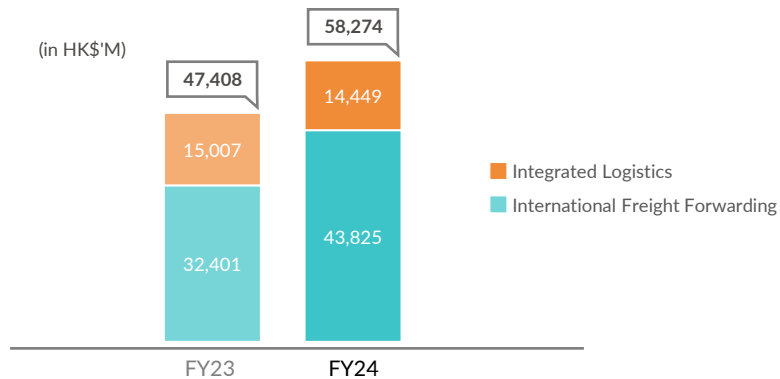
Cost Optimisation

- Streamlined process
- Human resources utilisation

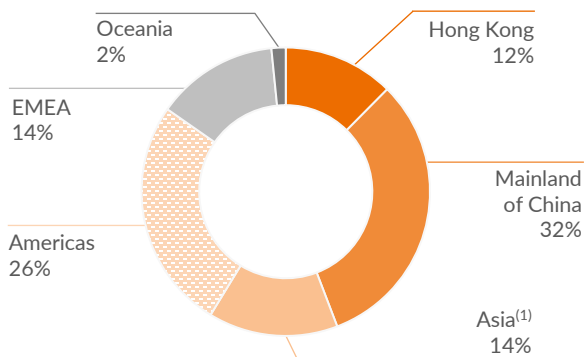


REVENUE

By Segment



By Region



YoY Comparison

(in HK\$'M)	FY23	FY24	YoY
Hong Kong	6,936	7,242	+4%
Mainland of China	16,263	18,509	+14%
Asia ⁽¹⁾	7,348	8,470	+15%
Americas	9,734	15,130	+55%
EMEA	6,229	7,995	+28%
Oceania	898	928	+3%
Total	47,408	58,274	+23%

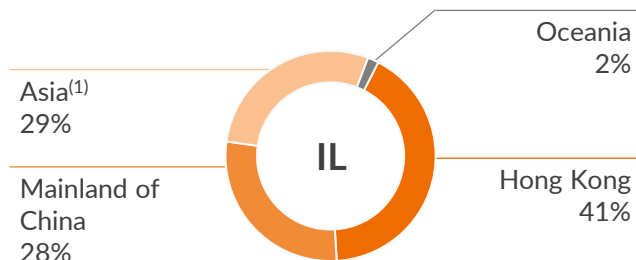
For continuing operations only
⁽¹⁾ Asia ex-Greater China

SEGMENT PROFIT INTEGRATED LOGISTICS

YoY Comparison

(in HK\$'M)	FY23	FY24	YoY
Hong Kong	591	520	-12%
Mainland of China	395	352	-11%
Asia ⁽¹⁾	286	358	+25%
Oceania	17	21	+28%
Total	1,289	1,251	-3%

By Region



- Challenging environment in Hong Kong and the Mainland of China
- Decline narrowed by capitalising the growth in other Asian markets
- Reshuffling supply chains from the Mainland of China to South and Southeast Asia

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⁽¹⁾ Asia ex-Greater China

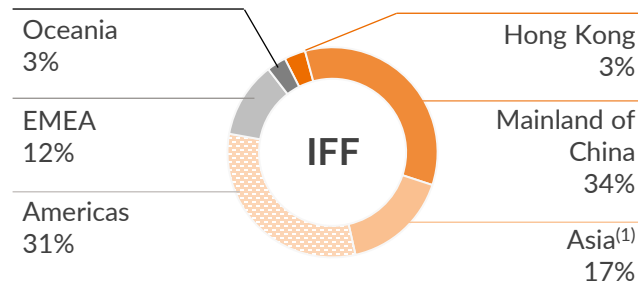
SEGMENT PROFIT

INT'L FREIGHT FORWARDING

YoY Comparison

(in HK\$'M)	FY23	FY24	YoY
Hong Kong	50	64	27%
Mainland of China	501	668	33%
Asia ⁽¹⁾	223	321	44%
Americas	387	611	58%
EMEA	177	228	29%
Oceania	62	58	-8%
Total	1,400	1,950	+39%

By Region



- A spike in ocean freight rate triggered by red sea situation
- Stable volume growth due to surges in cross-border e-commerce
- Growth driver expected to be the industrial project logistics division

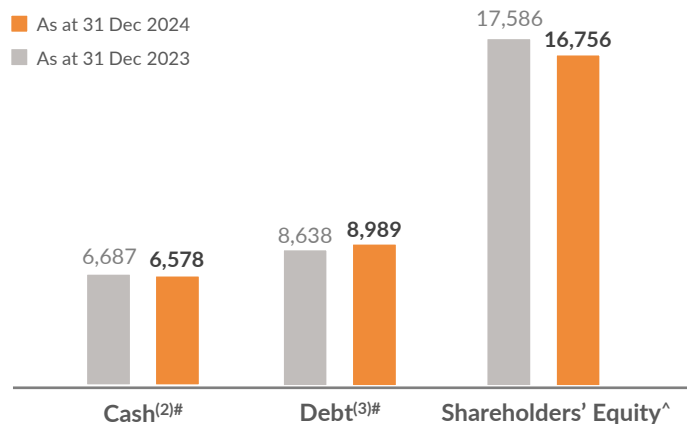
For continuing operations only
⁽¹⁾ Asia ex-Greater China

PROFIT ATTRIBUTABLE TO THE SHAREHOLDERS (in HK\$'M)

	FY23	FY24	YoY
<u>From Continuing Operations</u>			
• Core net profit	1,214	1,357	+12%
• Changes in fair value of investment properties, net of deferred tax	9	(10)	
Profit attributable to the Shareholders and holders of perpetual convertible securities, excluding results generated from discontinued operations	1,223	1,347	+10%
Profit attributable to holders of perpetual convertible securities	(13)	(26)	
<u>From Discontinued Operations</u>			
• Results generated from discontinued operations	(419)	221	
Profit attributable to the Shareholders	791	1,542	+95%



CASH, DEBT & EQUITY (in HK\$'M)



Debt Ratios	31 Dec 2023	31 Dec 2024
EBITDA / Bank interest	6.79x	8.22x
Debt / EBITDA	2.6x	2.1x

Gearing Ratios	31 Dec 2023	31 Dec 2024
Gross	49.1%	53.6%
Net	11.1%	14.4%



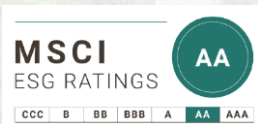
⁽²⁾ Cash and bank balances

⁽³⁾ Total bank loans and overdrafts

Including assets/liabilities classified as held for distribution

[^] Including equity attributable to holders of perpetual convertible securities

Accreditations



AA



B



Hang Seng Corporate
Sustainability Index Series

A

ESG PERFORMANCE RECOGNISED



Adopting renewable energy, electric long-haul trucks, and exploring sustainable fuels



Secured a five-year HK\$1 billion sustainability-linked loan in driving sustainability growth



Nurturing employees through WE KARE Caring Platform



Alignment with ISSB S2 to enhance disclosure

OUTLOOK

- Actively leverage our existing diversified market presence
- Deepen the value chain of existing customers and explore business opportunities in other sectors
- Capitalise on supply chain anomalies and new market trends

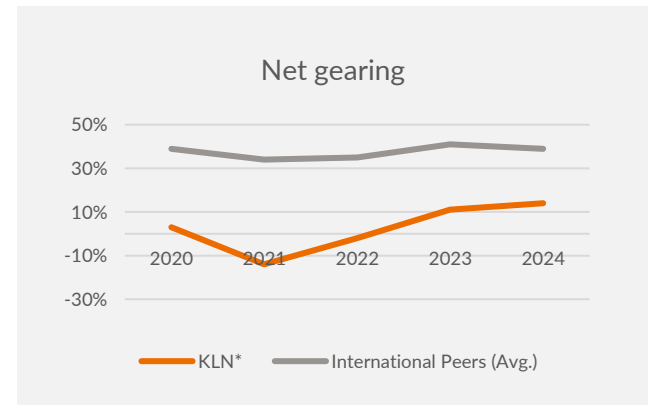
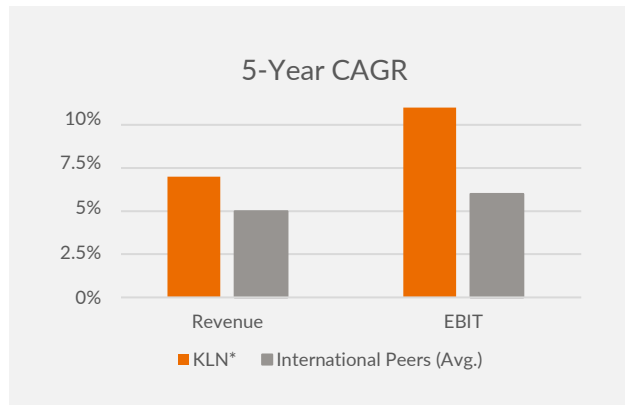
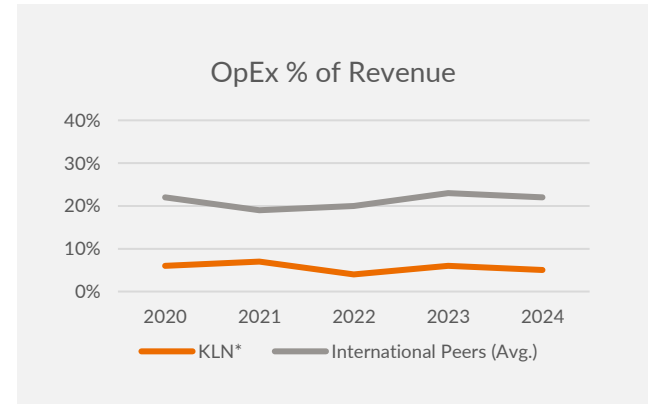


THANK YOU

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Appendix I : Navigating Market Fluctuation

Sustainable
Profitability &
Healthy Financial
Structure



Data presented is sourced from publicly available financial reports, company filings, and other official disclosures provided by the respective organisations.

*KLN's data counts only for continuing operations. International peers refer to 3 Asian companies, 2 Americas' companies and 3 European companies.

Appendix II : Consolidated Income Statement

	Year Ended 31 December	
	2024	2023
	HK\$'000	HK\$'000
Continuing operations		
Revenue	58,274,404	47,407,559
Direct operating expenses	(52,627,332)	(42,506,403)
Gross profit	5,647,072	4,901,156
Other income and net gains	111,589	86,060
Administration expenses	(2,930,991)	(2,709,690)
Operating profit before fair value change of investment properties	2,827,670	2,277,526
Change in fair value of investment properties	(13,535)	10,499
Operating profit	2,814,135	2,288,025
Finance expenses	(625,153)	(576,720)
Share of results of associates and a joint venture	83,293	195,371
Profit before taxation	2,272,275	1,906,676
Taxation	(658,682)	(464,119)
Profit for the year from continuing operations	1,613,593	1,442,557
Discontinued operations:		
Profit/(loss) for the year from discontinued operations	141,930	(836,672)
Profit for the year	1,755,523	605,885

Appendix III : Consolidated Statement of Financial Position

	2024	2023
	HK\$'000	HK\$'000
ASSETS AND LIABILITIES		
Non-current assets		
Intangible assets	5,681,264	5,785,503
Investment properties	2,518,568	2,538,606
Property, plant and equipment	7,022,659	6,986,802
Right-of-use assets	2,850,160	2,543,977
Associates and joint ventures	1,592,330	1,681,808
Financial assets at fair value through other comprehensive income	299,899	461,270
Investment in convertible bonds	5,714	5,831
Other non-current assets	223,055	314,556
Deferred taxation	223,588	381,120
	20,417,237	20,699,473
Current assets		
Financial assets at fair value through profit or loss	496	389
Inventories	322,723	410,790
Accounts receivable, prepayments and deposits	14,584,890	11,920,703
Tax recoverable	314,586	429,375
Amounts due from fellow subsidiaries	457,578	45,682
Amounts due from related companies	1,744	106
Amounts due from associates	4,780	9,431
Restricted and pledged bank deposits	20,500	12,843
Cash and bank balances and in hand	6,577,951	6,521,438
	22,285,248	19,350,757
Asset classified as held for distribution	-	2,070,685
	22,285,248	21,421,442

Appendix III : Consolidated Statement of Financial Position (Cont'd)

	2024 HK\$'000	2023 HK\$'000
Current liabilities		
Lease liabilities	880,498	927,103
Accounts payable, deposits received and accrued charges	10,821,919	8,409,541
Amounts due to fellow subsidiaries	6,329	160
Amounts due to related companies	140,547	157,537
Taxation	562,134	363,631
Loans from non-controlling interests	23,228	-
Short-term bank loans and current portion of long-term bank loans	2,916,725	3,262,675
Bank overdrafts	168,316	62,535
	15,519,696	13,183,182
Liabilities associated with assets classified as held for distribution	-	1,471,618
	15,519,696	14,654,800
Non-current liabilities		
Loans from non-controlling interests	202,405	270,841
Long-term bank loans	5,904,173	5,235,456
Lease liabilities	1,397,015	1,100,566
Deferred taxation	508,776	731,734
Retirement benefit obligations	31,458	20,259
Other non-current liabilities	59,831	-
	8,103,658	7,358,856
ASSETS LESS LIABILITIES	19,079,131	20,107,259
EQUITY		
Capital and reserves attributable to the Company's shareholders		
Share capital	903,715	903,715
Share premium	4,074,218	4,074,218
Shares held for share award scheme	(43,955)	(27,639)
Retained profits and other reserves	11,047,675	11,861,985
	15,981,653	16,812,279
Perpetual convertible securities	774,101	774,101
Non-controlling interests	2,323,377	2,520,879
TOTAL EQUITY	19,079,131	20,107,259