



**中匯集團**  
Edvantage Group

**Edvantage Group Holdings Limited**  
**中匯集團控股有限公司**

Stock Code: 0382.HK

# **FY2023 Annual Results Presentation**

For the twelve months ended 31 August 2023



# “Contents



**Financial Overview**



**Business Progress**



**Development Strategy**



**ESG**

“

# Financial Overview





# Financial Highlights

High-quality Business Development & Sustainable Financial Performance

Relevant data for the twelve months ended 31 August 2023

## Revenue

Approx. RMB **1,973.0** million



**17.0 %**  
YoY

## Gross Profit

Approx. RMB **1,018.4** million



**19.9 %**  
YoY

## Adjusted Net Profit Attributable to Owners of the Company

(Non-IFRS Measurements)

Approx. RMB **667.8** million



**15.3 %**  
YoY

## Dividend per Share & Dividend Payout Ratio

Dividend payout ratio **30 %**

Interim dividend **9.0** HK cents

Final dividend (proposed) **9.0** HK cents

# Revenue Analysis

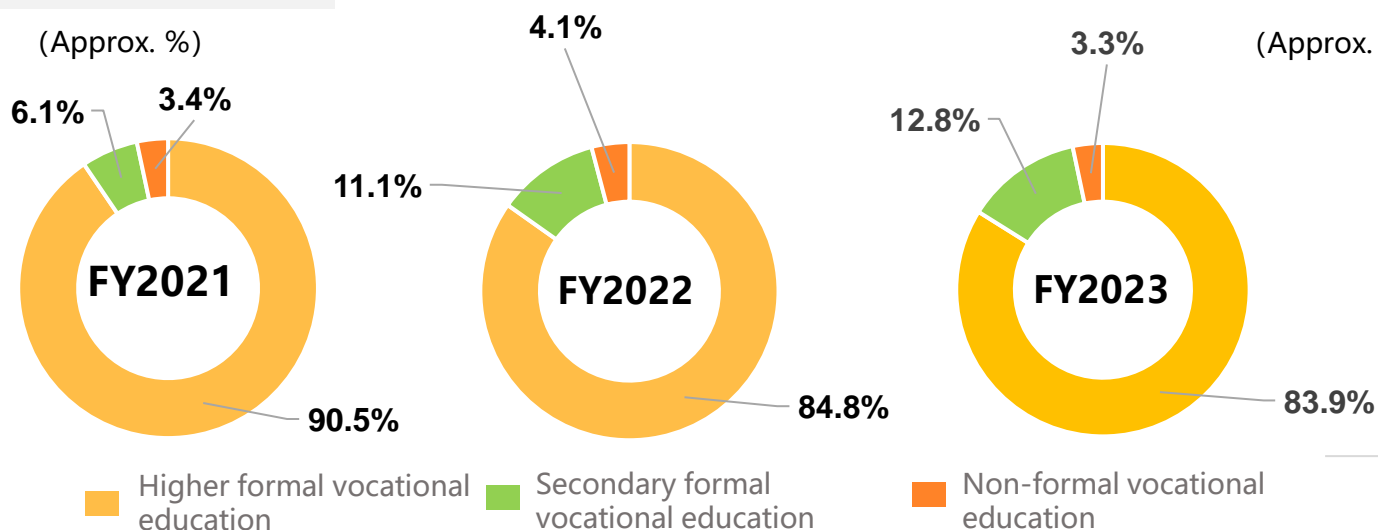
Stable growth of higher education, increase in the proportion of secondary education

Relevant data for the twelve months ended 31 August 2023

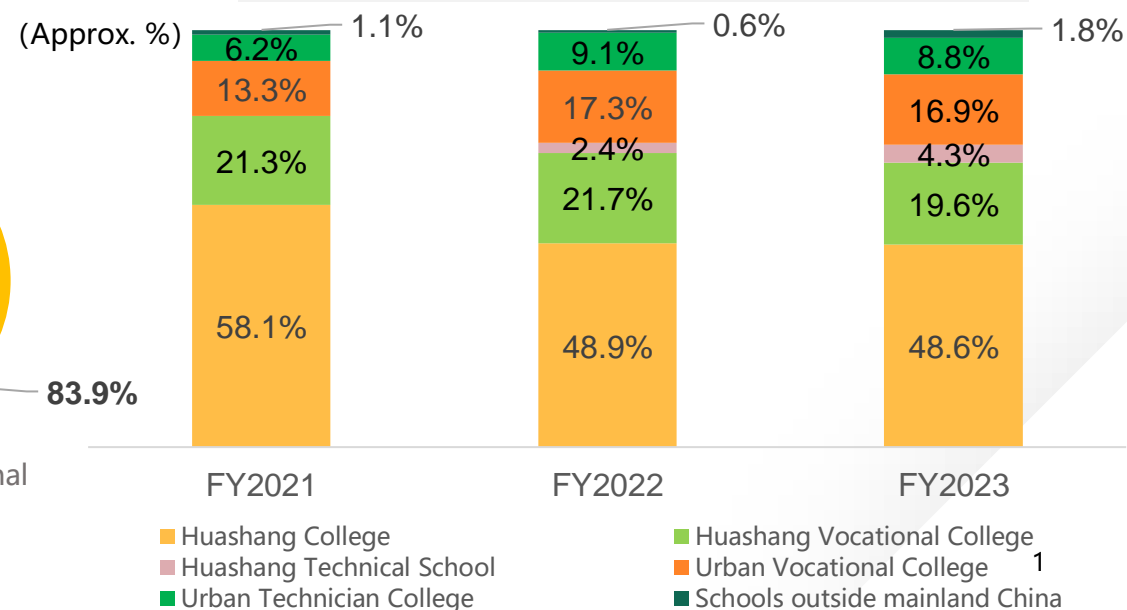
## Revenue Breakdown

(Approx. RMB million)	FY2021	FY2022	FY2023	YoY Change (%)
Higher formal vocational education	1,132.9	1,429.6	1,655.4	15.8%
Secondary formal vocational education	76.7	187.1	252.1	34.7%
Non-formal vocational education	42.0	69.3	65.5	-5.5%
Total	1,251.6	1,686.0	1,973.0	17.0%

## Revenue Ratio



## School Revenue Ratio



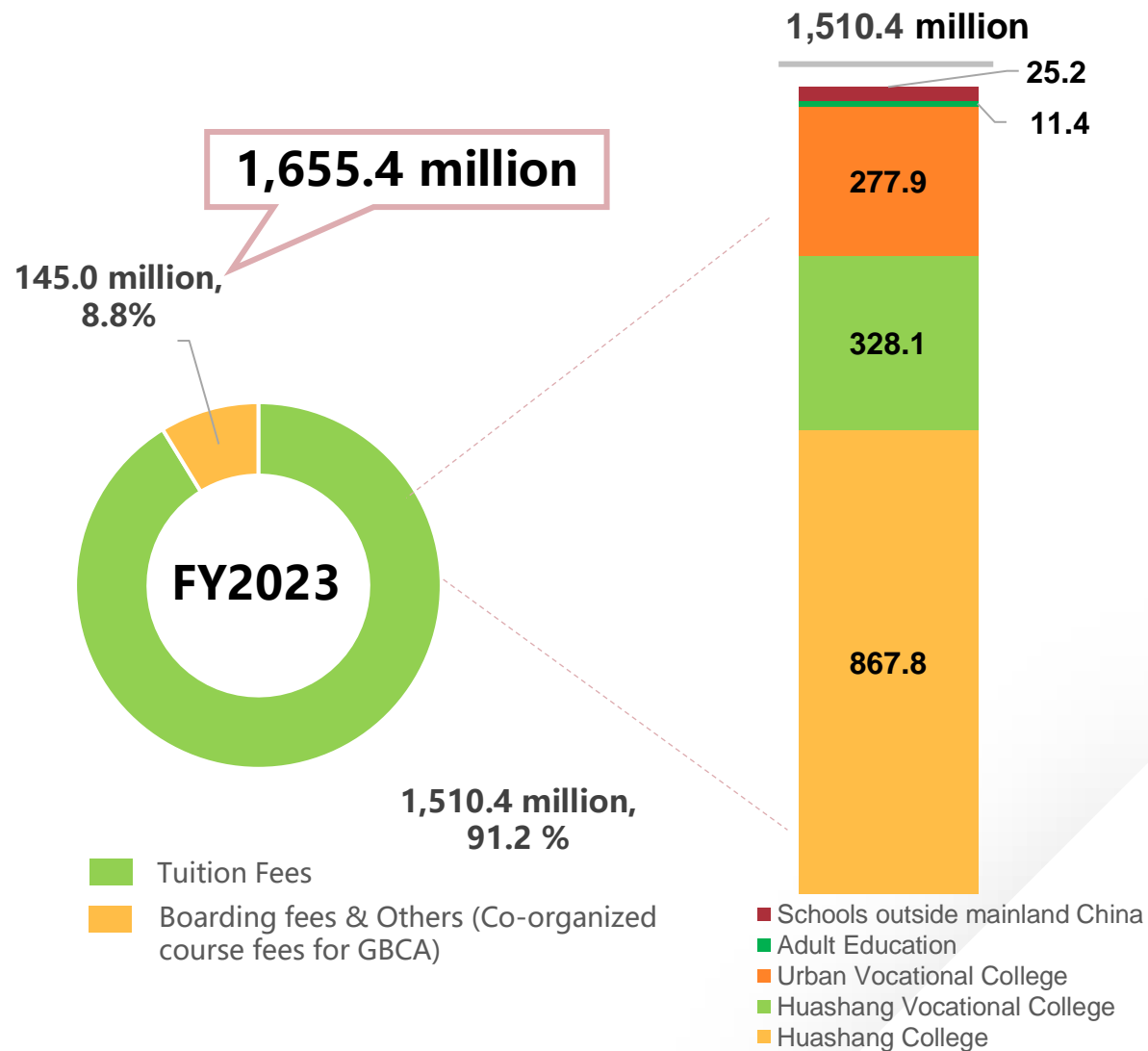
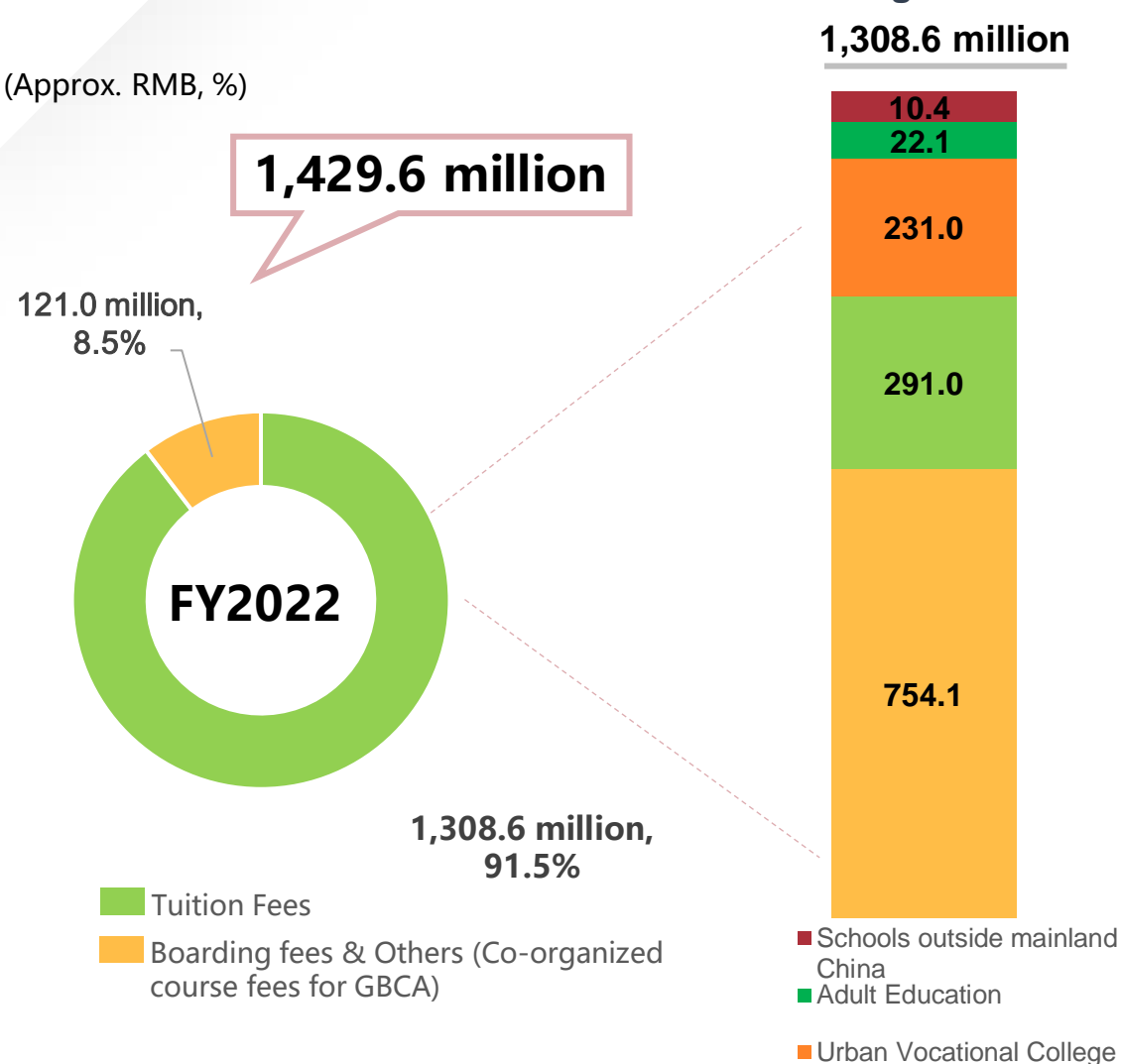
Note: (1) Schools outside mainland China include GBCA, EIS and EIA.

# Revenue Breakdown

New campus & operational investments strengthen the stability of higher vocational education

Relevant data for the twelve months ended 31 August 2023

(Approx. RMB, %)

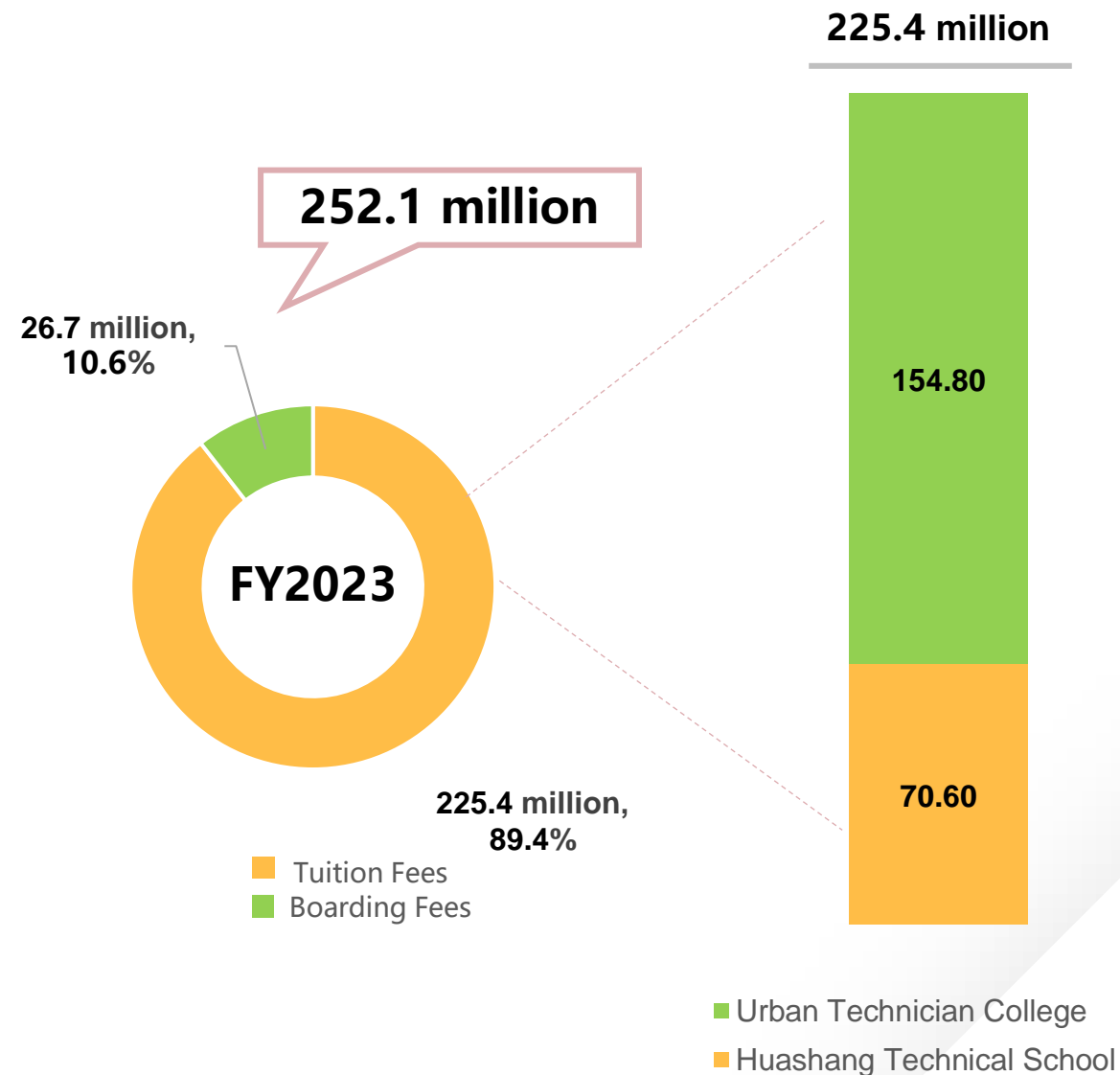
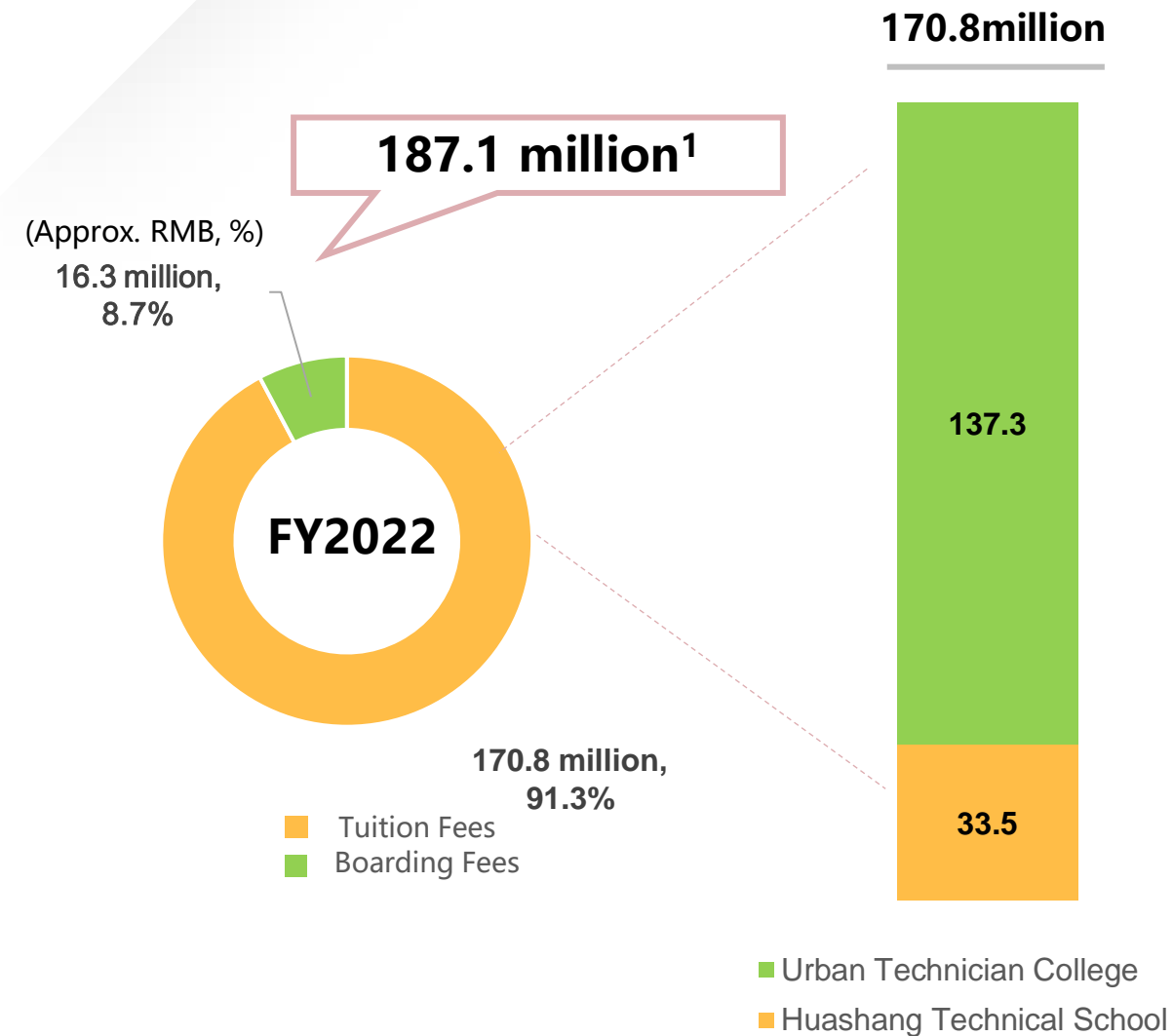


Note: (1) Schools outside mainland China include GBCA, EIS and EIA.

# Revenue Breakdown

Huashang Technical School consolidated for the whole year  
Strong growth in secondary vocational education

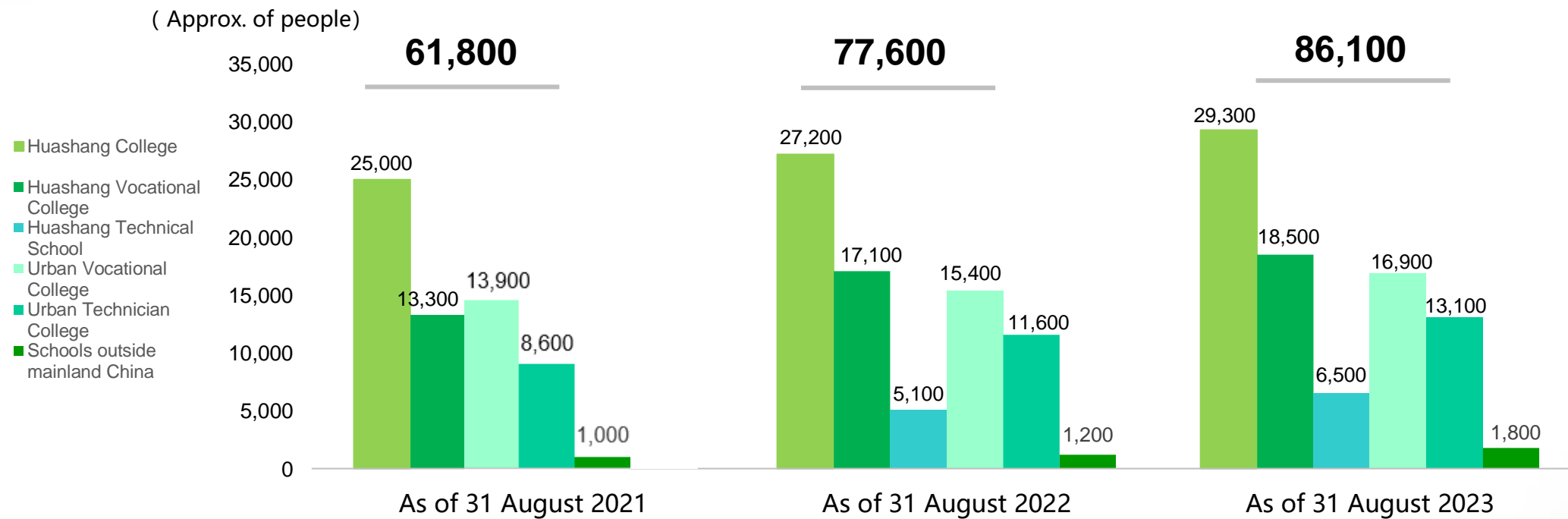
Relevant data for the twelve months ended 31 August 2023



Notes: (1) FY2022 Consolidated Statement of Accounts of Guangdong Huashang Technical School is only for part of the year.

# Student Enrollment

Continued investment in campus facilities drives enrollment growth and development



Note: (1) Schools outside mainland China include GBCA, EIS, EIA and GBABS.



# Tuition and Boarding Fee Range

Sponsorship of schools by renowned brands enhances our brand competitiveness

## Tuition Fee Range

(RMB yuan)	2020/21 school year	2022/23 school year	2023/24 school year
<b>Higher formal vocational education</b>			
<b>Huashang College</b>			
Regular undergraduate programs	28,000 – 48,000	28,000 – 48,000	28,000 – 48,000
Upgrading programs	28,000 – 37,000	28,000 – 38,000	28,000 – 39,000
<b>Huashang Vocational College</b>			
Regular junior college programs	17,000 – 30,800	17,500 – 30,800	17,500 – 30,800
<b>Urban Vocational College</b>			
Regular junior college programs	9,800 – 34,000	9,800 – 34,000	9,800 – 34,000
Overseas Schools	AUD 3,500 – 26,000	AUD 3,500 – 26,000	AUD 3,800 – 25,000
<b>Secondary formal vocational education</b>			
<b>Huashang Technical School</b>			
Secondary vocational education diploma programs	6,800 – 12,500	8,800 – 13,000	11,500 – 33,500
<b>Urban Technician College</b>			
Secondary vocational education diploma programs	9,800	9,800	9,800

## Boarding Fee Range

(RMB yuan)	2020/21 school year	2022/23 school year	2023/24 school year
Higher formal vocational education			
Huashang College			
Regular undergraduate programs	2,000 – 4,800	2,000 – 4,800	2,000 – 4,800
Upgrading programs	2,000 – 4,800	2,000 – 4,800	2,000 – 4,800
Huashang Vocational College			
Regular junior college programs	2,000 – 4,980	1,800 – 4,980	1,800 – 4,980
Urban Vocational College			
Regular junior college programs	1,200 – 3,300	1,200 – 3,300	1,200 – 3,300
Overseas Schools	N/A <sup>1</sup>		
Secondary formal vocational education			
Huashang Technical School			
Secondary vocational education diploma programs	1,800 – 3,000	2,000 – 3,000	2,000 – 4,800
Urban Technician College			
Secondary vocational education diploma programs	1,200	1,200 – 2,000	1,200 – 2,000

Note: (1) Overseas schools do not provide accommodation facilities for their students

# New and Enrolled Students in 2023/2024 Academic Year

Relevant data for the twelve months ended 31 August 2023

	FY 2022/23 As of 13 Oct 2022	FY 2023/24 As of 13 Oct 2024	change	Change (%)
<b>Student enrollments (Approx. )</b>	82K	<b>95k</b>	13K	15.9%
<b>New students (Approx. )</b>	31K	<b>38k</b>	7K	22.6%
<b>Schools in Guangdong Province</b>				
<b>Student enrollments (Approx. )</b>	53k	62k	9k	17.0%
<b>New students (Approx. )</b>	19k	24k	5k	26.3%
<b>Schools in Sichuan Province</b>				
<b>Student enrollments (Approx. )</b>	29k	33k	4k	13.8%
<b>New students (Approx. )</b>	12k	14k	2k	16.7%

## Approx. 95k student enrollments in the 2023/24 Academic Year

- No. of student enrollments increased by **15.9%** YoY to approx. **95k**
  - No. of student enrollments in Guangdong schools increased by **17.0%**
  - No. of student enrollments in Sichuan schools increased by **13.8%**

## A record high on the no. of new students in the 2023/24 Academic Year

- No. of new students increased by **22.6%** YoY to approx. **38k**
  - No. of new students in Guangdong schools increased by **26.3%**
  - No. of new students in Sichuan schools increased by **16.7%**

# Cost of Revenue & Expenses

Continued to leverage economies of scale while prudently managing operating costs and expenses



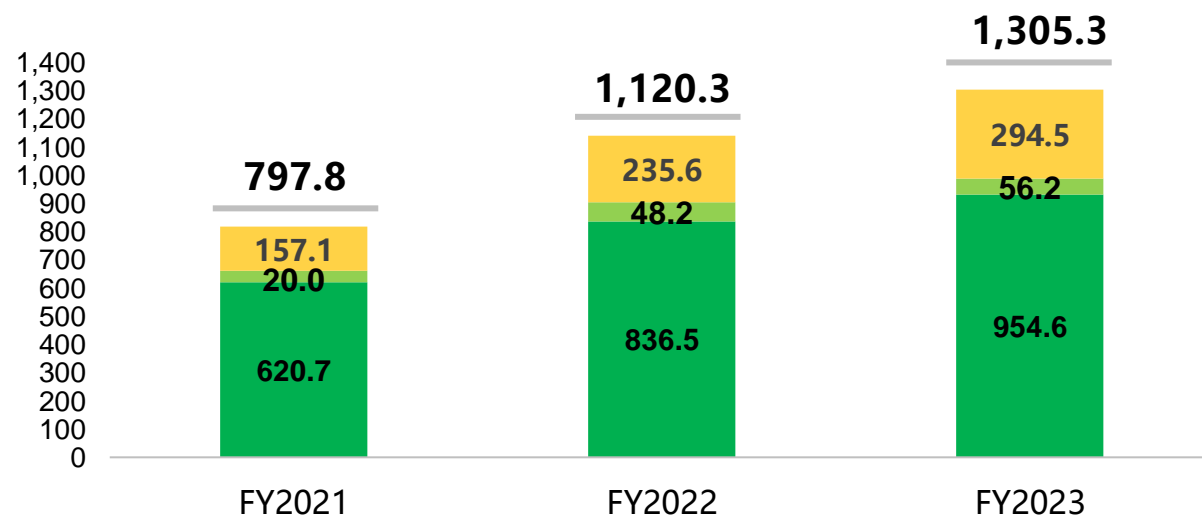
中汇集团  
Edvantage Group

Relevant data for the twelve months ended 31 August 2023

## Cost of Revenue & Expenses

(Approx. RMB million)

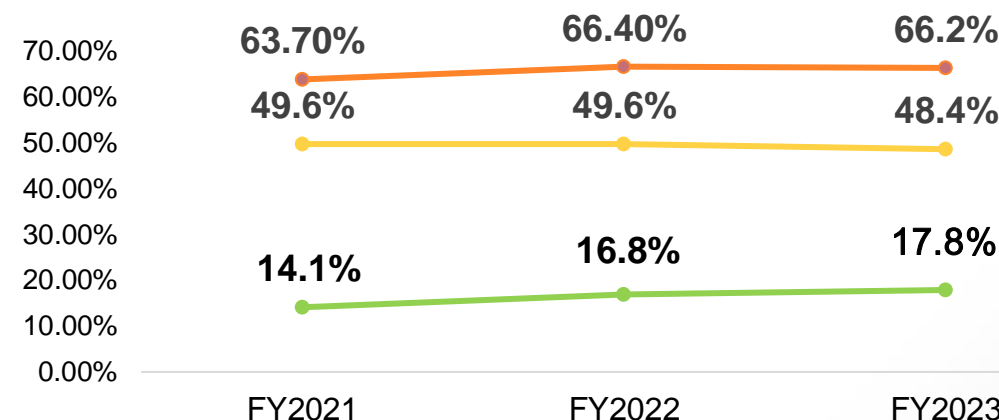
■ Cost of Revenue<sup>1</sup> ■ Selling expenses<sup>2</sup> ■ Administrative expenses<sup>3</sup>



## Ratio of Cost & Expenses to Revenue

(Approx. %)

— Ratio of Cost & Expenses to Revenue  
— Ratio of Cost to Revenue  
— Ratio of Expenses to Revenue



Notes: (1) Cost of revenue consists primarily of staff costs, training expenses, depreciation, property management expenses and others; (2) Selling expenses consists of advertising expenses, recruiting expenses and salary expenses; (3) Administrative expenses primarily consists of administrative payroll, repairs, maintenance and property management expenses, professional consulting fees, office expenses, depreciation, business development related expenses, other tax expenses and others.

# Profit Analysis

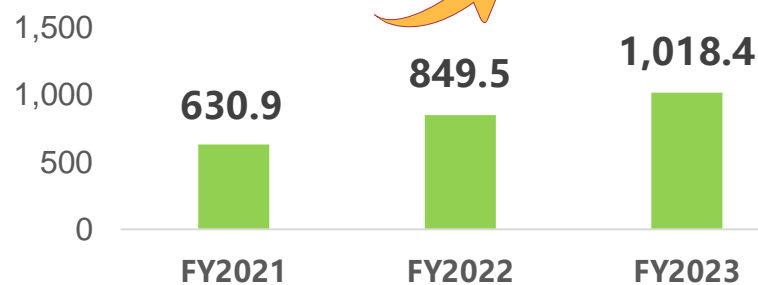
Economies of scale continued to enhance schools' brand power through simultaneous reinforcing effects

Relevant data for the twelve months ended 31 August 2023

## Gross Profit

CAGR 27.1%

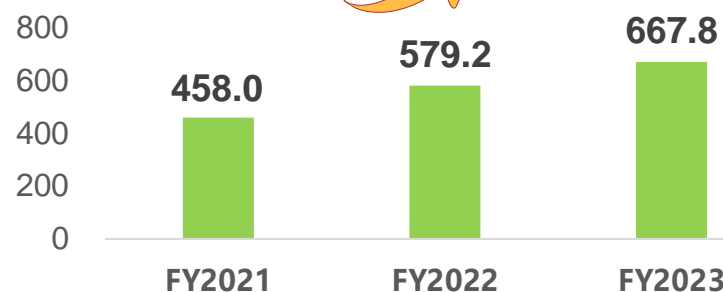
(Approx. RMB million)



## Adjusted Net Profit Attributable to Owners of the Company

CAGR 20.8%

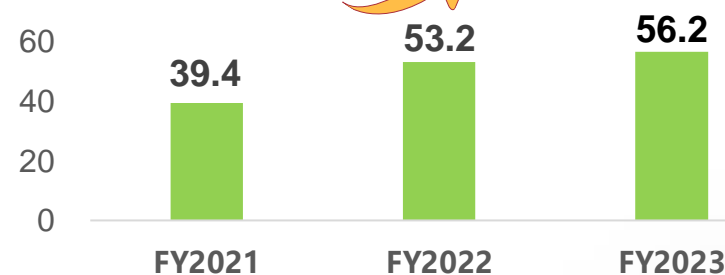
(Approx. RMB million)



## Earnings per Share

CAGR 19.4%

(Approx. RMB per Share)



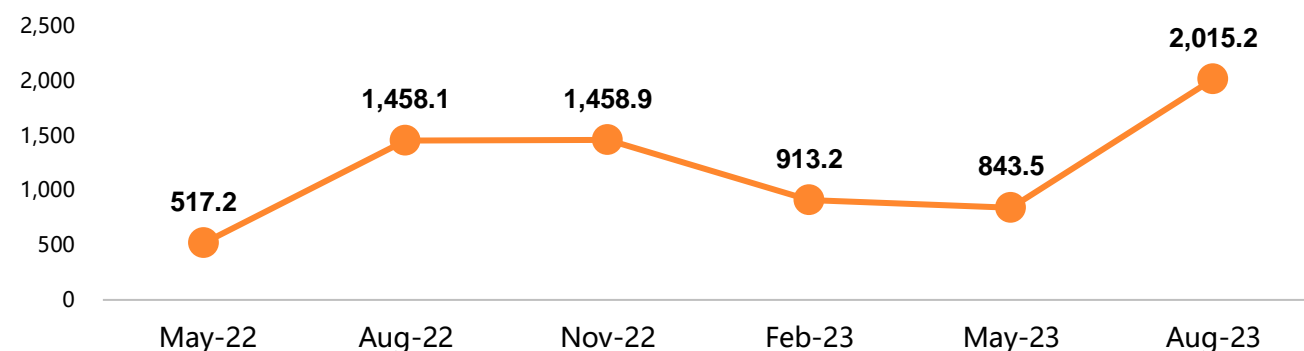
# Capital Structure

Improved management efficiency led to significant decrease in loan interest rates

Relevant data for the twelve months ended 31 August 2023

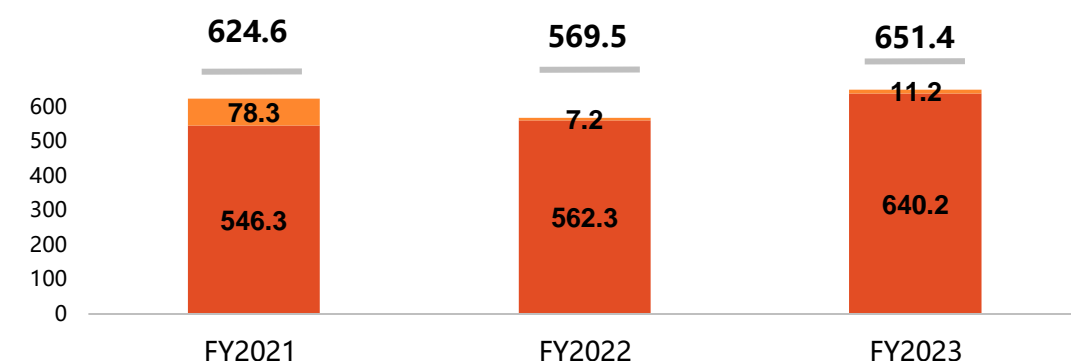
## Cash Equivalents

(Approx. RMB million)



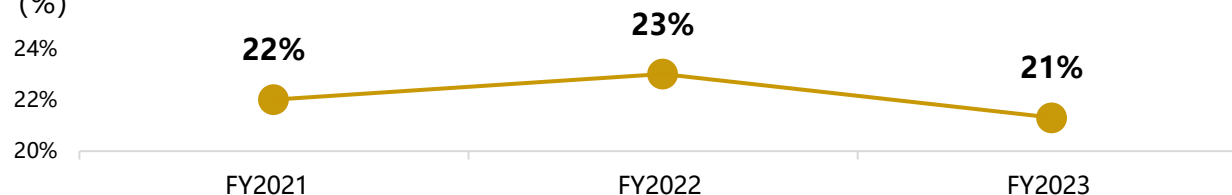
## Capital Expenditures

(Approx. RMB million) ■ Property, Plant and Equipment ■ Land Use rights



## Debt to Asset Ratio

(%)



## Weighted Average Interest Rate of Borrowings for FY2023

(Approx. %)

**4.40%**

Decline of  
**0.53 ppt**  
YOY



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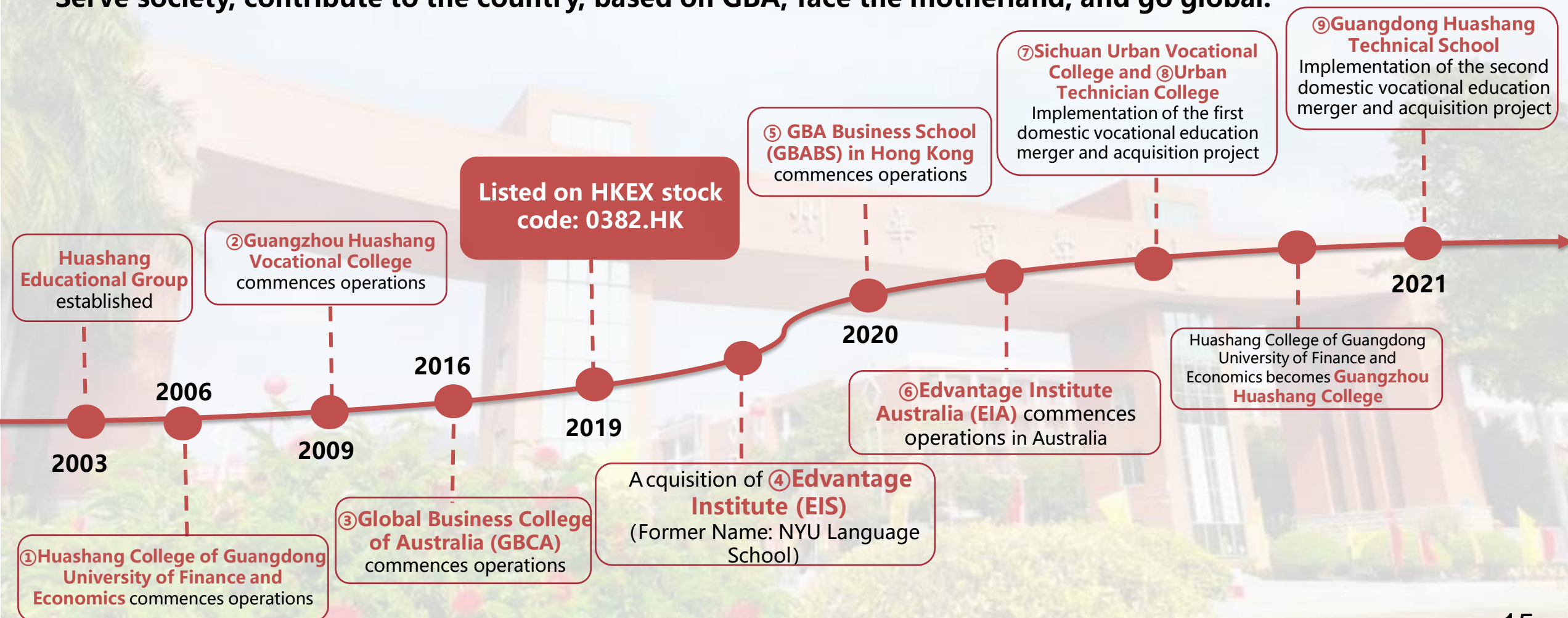
# Business Progress



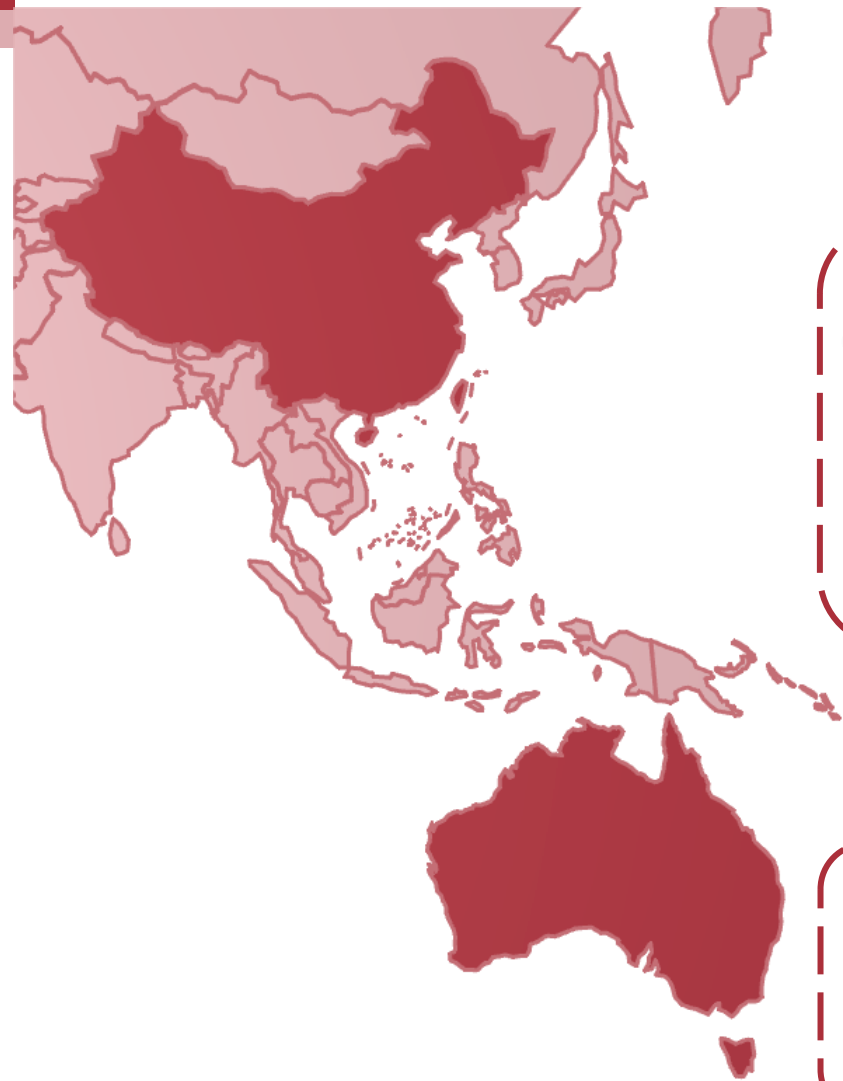
# Milestones

Edvantage Group strives to cultivate talents with **international vision** who are **innovative, well-rounded** and **application-oriented**.

Serve society, contribute to the country, based on GBA, face the motherland, and go global.



# List of domestic and overseas universities under the group



## Mainland China and HKSAR



廣州華商學院  
GUANGZHOU HUASHANG COLLEGE



廣州華商職業學院  
Guangzhou Huashang Vocational College



廣東華商技工學校  
Guangdong Huashang Technical School



四川城市职业学院  
Urban Vocational College of Sichuan  
修德砺能 务实拓新



四川城市技师学院  
Urban Technician College of Sichuan



大灣區商學院  
GBA BUSINESS SCHOOL

## Australia and Singapore



GBCA  
Global Business  
College of Australia



Edvantage  
Institute  
AUSTRALIA



Edvantage  
Institute  
(Singapore)

# National favorable policies continue to support high-quality development of vocational education

Rejuvenating the country through science and education and strengthening the country through talent

Adhering to the priority of developing education

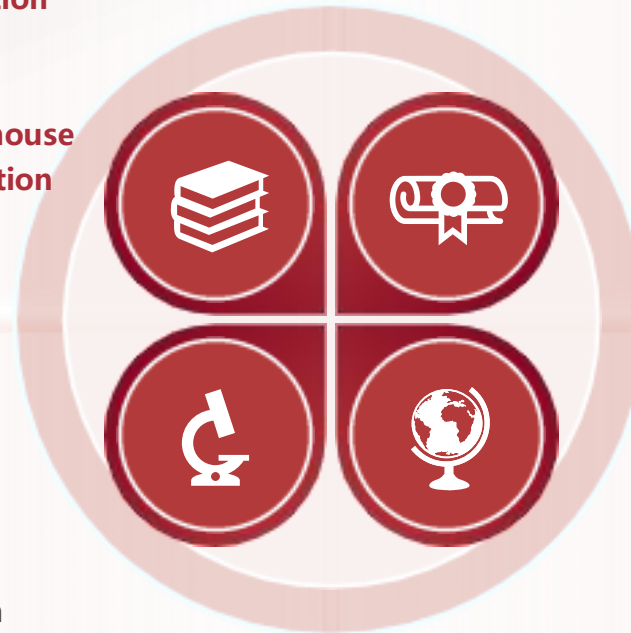
Accelerating the construction of an education powerhouse

Accelerating the construction of a high-quality education system

Vigorously developing vocational education and promoting innovation in higher education

Deepening the reform of the construction of the modern vocational education system

Putting more emphasis on promoting the high-quality development of modern vocational education



Improving the vocational and technical education and training system and enhancing the adaptability of vocational and technical education

Encouraging social forces to provide diversified educational services, support and standardize the development of private education

Building the integration of industry and education and practical training spaces

Deepening the industry-education integration and school-enterprise collaborative education Improving the incentive and support portfolio



Significant location advantage and sufficient school capacity

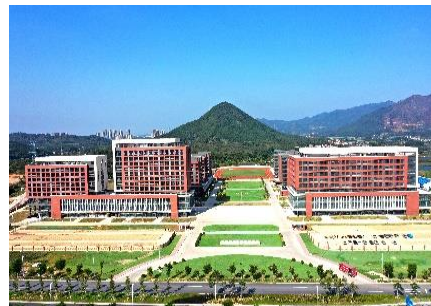
# All campuses are fully operational



Guangzhou  
Campus



Jiangmen  
Campus



Zhaoqing  
Campus



Meishan  
Campus



Chengdu  
Campus





# Keeping pace with the times and constantly enriching experimental and practical training spaces



News Studio



Big Data and Artificial Intelligence Laboratory



Financial Simulation Training Platform



Simulated Ward



Integrated Laboratory for Financial Technology Innovation



Aviation Training Facility



Intelligent Elderly Care Training Room

## Adhering to high-quality education



Traditional Chinese Medicine Pharmacy



Short Video Live Streaming Room

Note: Only partial listed



Medical Training Laboratory



CT Training Room



Urban Rail Vehicle Simulation and Training Room



Urban Rail Laboratory



Electric Piano Training Room



Intelligent Automotive Training Center

# Collaboration between prestigious principals to build a high-quality and stable faculty

## Top-tier authoritative school leadership team



**Jean-Marie Lehn**  
Honorary Chancellor of  
Huashang College  
A Nobel Laureate in  
Chemistry



**Albert Chan Sun-Chi**  
President of Huashang College  
Academician  
Former President of Hong Kong  
Baptist University



**Professor Timothy Tong Wai-cheung**  
Honorary Chancellor of Huashang  
Vocational College  
Former President of the Hong Kong  
Polytechnic University



**Hu Jun**  
Senior Consultant Professor  
of Huashang College



## Construction of a highly qualified faculty



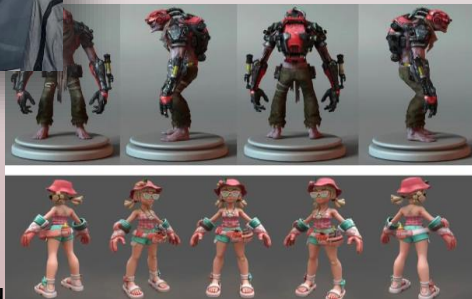
# Keeping pace with national policies Steadily promoting industry-education integration



**Cloud Accounting  
Industrial College**



**Anime/Game  
Industrial College  
Training participants**



Note: Not all facilities are listed



**Industry**



**Education**



**eCommerce/Cross-  
border eCommerce  
Industrial College**



**Medical Aesthetics  
Industrial College**



# Continuously deepening school-enterprise cooperation

## In-depth school-enterprise collaboration

Collaborating with **1,000+** renowned companies to jointly build exemplary models of school-enterprise cooperation

- Established a **co-creating space**
- Introduced the "**Guiding Artificial Intelligence Program**" Project

- Collaborative Education Projects: **2**
- Provincial-level Practical Teaching Demonstration Bases: **1**
- Teaching Achievement Awards: **1 First Prize**

- Obtained the Entrepreneurship Mentor Certificate from the Ministry of Industry and Information Technology and Trained **10** Entrepreneurship Mentors
- Won more than **50** awards in school, provincial, and national competitions

- Established an off-campus **experiential learning base**

- Established "**customized classes**" and developed **targeted class** teaching plans
- Co-organized the 6th "**Sanfu Cup**" **Logistics Case Design Competition**

- Invited external **experts** from corporate groups to serve as off-campus **practical guidance teachers**
- Participated in the **construction of in-house professional curriculum** and **talent development work**



# Reputation as an educational brand continues to grow





廣東華商技工學校  
Guangdong Huashang Technical School

- “Guangdong Provincial **Demonstration** Technical School Founding Unit”
- The **first batch** of social training organizations for vocational skill levels recognized in Guangdong in 2022



廣州華商職業學院  
Guangzhou Huashang Vocational College

- Most **influential** private higher education institution in China
- **Ranked 5th among private higher vocational colleges** under the Guangdong Provincial Education Science Planning Scheme



廣州華商學院  
GUANGZHOU HUASHANG COLLEGE

- Guangdong **Postdoctoral Workstation**
- Guangdong **master's degree awarding institution**
- **Ranked 10th among national private finance and economics colleges** in the 2023 Best Chinese University Ranking of Shanghai Ranking



四川城市职业学院  
Urban Vocational College of Sichuan  
修德昭能 务实拓新

- **Ranked 4th and 1st among vocational colleges in China and in Sichuan, respectively**, under the Ministry of Education of Humanities and Social Science Project



四川城市技师学院  
Urban Technician College of Sichuan

- “**Three Stars Famous School**” – Sichuan Provincial Secondary Formal Vocational Education Famous School, Famous Major, Famous Training Base Construction Project



Note: Not all awards are listed



# Cultivate competitive and innovative talent



**First and Third Prizes** at the BRICS Skills Competition



**Third Prize** at the Sichuan Provincial Industrial Design Competition for College Students



**2 First Prizes, 1 Second Prize, 2 Third Prizes and 4 Excellence Awards** at the 15th National Advertising Art Design Competition for College Students



**5 First Prizes, 9 Second Prizes and 8 Third Prizes** at the 2023 National Pre-school Teacher Vocational Skills Competition



**15 Prizes** at the 7th Maker in Guangdong Competition



**Third Prize** in the Provincial Level category of the Intelligent Finance and Taxation Competition



**Bronze Award** in the Guangdong Vocational Education Group category at the 9th China International College Students' "Internet +" Innovation & Entrepreneurship Competition



**1 First Prize and 3 Excellence Prizes** at "Uchallenge"—Sichuan Provincial Vocational College Students English Challenge



Note: only partial awards are listed

# Enriching the content of internationalised school operation

## Cultivating teachers and students with an international outlook



**“Discovering the Beauty of Hong Kong” study tour**



**EIS International Elite Program study tour to Singapore**



**International Business Professional Elite study tour to Australia**

The number of students participating in overseas integration programs has risen year by year



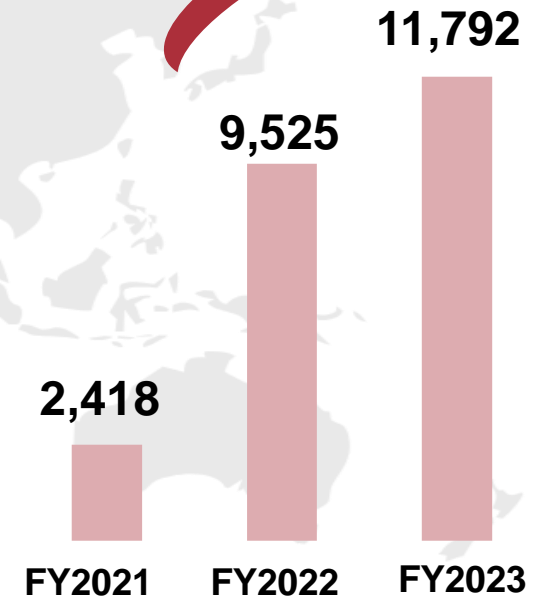
**Signing a Memorandum of Cooperation with VTC HK in hospitality and tourism studies**



**Exploring Colorful Exotic Cultures to Promote Civilizational Exchange International Cultural Exchange Event Series**



**Financial technology professionals exchange program at the Chinese University of Hong Kong**



Note: Not all activities are listed



# Cooperating with many well-known universities and institutions around the world



# Adopting multiple measures to maintain high-quality export of graduates



## Further study

Successful Application to Prestigious Higher Education Institutions Domestically and Abroad



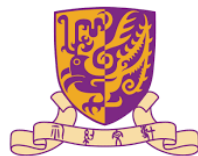
The University of Nottingham



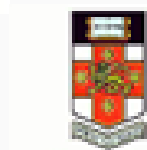
Durham University



THE UNIVERSITY OF SYDNEY



THE UNIVERSITY OF MELBOURNE



UNSW



## Employment

Employment at Prestigious Industry Leader

Over **95%** employer satisfaction with graduates over the past three years

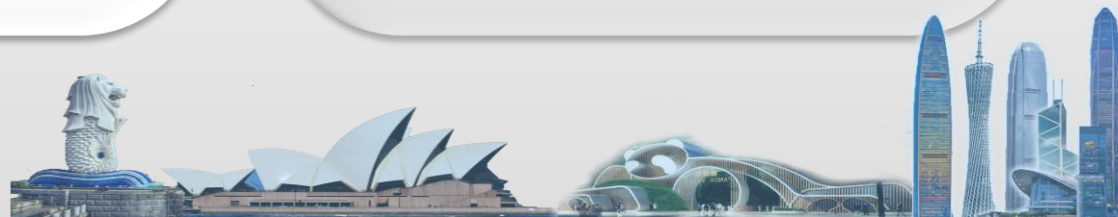


TCL



## Startup

Independent and Flexible Employment



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# Development Strategy





# Adhere to a high-quality development strategy

**Create high-quality  
education brands**

**Talent strategy**

**Vigorously  
promote the  
integration of  
industry, academia  
and research**

**Focus on Cultivating Application-oriented Talents in Vocational Education  
Promote High-quality Development of Edvantage Brand**

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ESG



# ESG – Facilitate learning, exchange and integration for youths in the GBA





# ESG – Promote rural development and common prosperity in China



Three go to the  
Countryside  
Social Practice

Rural  
Revitalization  
Campaigns



E-commerce  
Live  
Streaming to  
Support  
Farmers

## Putting it into Practice to Support Revitalization



Note: Not all activities are listed

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Q&A





# Thanks for Listening!



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**Website: <http://www.edvantagegroup.com.hk/>**

## Creating long-term value for shareholders

**Endeavoring to cultivate talents that can serve society and  
contribute to the country**

**Striving to grow into a century-old prestigious school and become  
a renowned education brand in China and around the world**



# Disclaimer

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This presentation may contain a number of forward-looking statements. Forward-looking statements are statements that are not historical facts. These forward-looking statements are based on the Group's current expectations and there can be no assurance that these expectations will prove to be correct. As a result of the risks and uncertainties associated with forward-looking statements, the Group's actual results may differ materially from these statements.