



9M2010 Results Announcement

November 8, 2010



9M2010 Performance Round-up



Turnover of S\$6.7 billion, down 6%

Net Profit before EI of S\$532.1 million, up 26%

Net Profit after EI of S\$564.2 million, up 33%

ROE (annualised) at 21.1%

EVA at S\$584.1 million

Strong balance sheet and cash flow

- Net cash position
- Operating cash flow* of S\$1,015.9 million

* Operating cash flow before changes in working capital

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2

9M2010 Highlights

Building Platforms for Growth



Utilities

Global water service provider with acquisition of Cascal

- Delisted Aug 5. Deregistration completed on Nov 3. Squeeze out proceedings to own 100% ongoing

Establishing a utilities centre in the new growth area of Jurong Island

- Multi-utilities centre to provide integrated supply of steam, water and wastewater treatment services. Long term contracts with key customers JAC and LANXESS secured
- Developing a second cogeneration plant (Phase 1: 400MW power capacity) with an option to double capacity with a second phase

Construction of Salalah IWPP on track

- Phase 1 on track for completion in 3Q2011. Full project completion in 1H2012

New beachhead in India

- Financing documents for 1,320 MW coal fired power project signed in Sep 2010

Integration of Environment division within Utilities

- Leveraging on synergies between solid waste management business and Utilities in waste-to-energy

9M2010 Highlights

Building Platforms for Growth



Marine

Orderbook momentum

- Marine orderbook at S\$4.7 billion with S\$2.3 billion contracts secured year-to-date

Industrial Parks

Well-positioned as developer of integrated townships and industrial parks

Vietnam

- VSIP Bac Ninh: 70 ha sold and 73 ha committed out of the resettled 472 ha land
- VSIP Binh Duong expansion: 71 ha sold and 115 ha committed out of the resettled 1,628 ha land

China

- Increased effective stake in Sino-Singapore Nanjing Eco Hi-tech Island from 15% to 21.5%
- Part of Singapore consortium undertaking feasibility study for the 1,000 ha Singapore-Sichuan Hi-tech Innovation Park in Chengdu

Financial Review

Group Profit & Loss

| (\$M) | 9M10 | 9M09 | Δ% |
|--------------------------------------|-------------|-------------|-----------|
| Turnover | 6,695 | 7,155 | (6) |
| EBITDA | 1,005 | 796 | 26 |
| Profit from Operations ¹ | 946 | 742 | 28 |
| – EBIT | 842 | 652 | 29 |
| – Share of results: JVs & Associates | 104 | 90 | 15 |
| Net Finance Cost | (14) | (22) | (35) |
| PBT | 932 | 720 | 29 |
| Tax | (158) | (114) | 39 |
| Non-Controlling Interests | (242) | (182) | 32 |
| Net Profit before EI | 532 | 424 | 26 |
| Exceptional Item (EI) | 32 | - | NM |
| Net Profit after EI | 564 | 424 | 33 |
| EPS (cents) | 31.6 | 23.8 | 33 |

¹ Profit From Operations = EBIT + share of JVs and Associates (net of tax)

Group Turnover



| (\$M) | 9M10 | 9M09 | Δ% |
|-------------------------------|--------------|--------------|------------|
| Utilities ¹ | 2,959 | 2,656 | 11 |
| Marine | 3,571 | 4,380 | (19) |
| Industrial Parks ² | 11 | 10 | 4 |
| Other Businesses | 154 | 109 | 41 |
| TOTAL TURNOVER | 6,695 | 7,155 | (6) |

¹ Utilities Turnover breakdown

| | | | |
|---|-------|-------|------|
| Utilities (excluding Solid Waste Management and Cascal) | 2,785 | 2,511 | 11 |
| Solid Waste Management (previously Environment) | 115 | 145 | (21) |
| Cascal | 59 | - | NM |

² Industrial Parks business comprise mainly of associates or joint ventures

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7

Group Profit from Operations (PFO)



| (\$M) | 9M10 | 9M09 | Δ% |
|------------------------|--------------|--------------|-----------|
| Utilities ¹ | 246.8 | 219.2 | 13 |
| Marine | 681.9 | 502.9 | 36 |
| Industrial Parks | 19.4 | 17.6 | 11 |
| Other Businesses | 18.2 | 11.5 | 59 |
| Corporate | (20.4) | (9.5) | (115) |
| TOTAL PFO | 945.9 | 741.7 | 28 |

¹ Utilities PFO breakdown

| | | | |
|---|-------|-------|----|
| Utilities (excluding Solid Waste Management and Cascal) | 215.5 | 208.9 | 3 |
| Solid Waste Management (previously Environment) | 19.6 | 10.3 | 90 |
| Cascal | 11.7 | - | NM |

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8

Group Net Profit



| (\$M) | 9M10 | 9M09 | Δ% |
|-----------------------------|--------------|--------------|-----------|
| Utilities ¹ | 176.9 | 160.4 | 10 |
| Marine | 347.0 | 247.9 | 40 |
| Industrial Parks | 17.5 | 15.2 | 15 |
| Other Businesses | 20.6 | 16.1 | 28 |
| Corporate ² | (29.9) | (15.9) | (87) |
| NET PROFIT BEFORE EI | 532.1 | 423.7 | 26 |
| Exceptional Item (EI) | 32.1 | - | NM |
| NET PROFIT AFTER EI | 564.2 | 423.7 | 33 |

¹ Utilities Net Profit breakdown

| | | | |
|---|-------|-------|----|
| Utilities (excluding Solid Waste Management and Cascal) | 156.1 | 151.2 | 3 |
| Solid Waste Management (previously Environment) | 15.9 | 9.2 | 73 |
| Cascal | 4.9 | - | NM |

² Corporate cost breakdown

| | | | |
|--------------------------------------|--------|--------|------|
| Corporate | (19.4) | (15.9) | (22) |
| Acquisition-related costs for Cascal | (10.5) | - | NM |

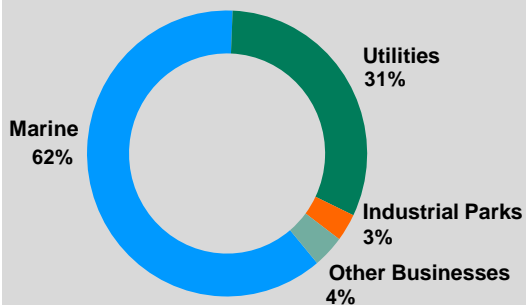
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9

Group Net Profit



9M2010 Net Profit Before EI
excluding Corporate
S\$562.0m



Utilities and Marine contribute 93% of Group Net Profit

38%

10

Utilities Profit From Operations (PFO)

| (S\$M) | 9M10 | 9M09 | Δ% |
|---------------------------------------|--------------|--------------|-----------|
| Singapore | 155.9 | 130.8 | 19 |
| China | 18.3 | 6.3 | 191 |
| Rest of Asia ¹ & Australia | 30.4 | 30.0 | 1 |
| Middle East & Africa ² | 13.2 | 7.4 | 78 |
| UK | 40.3 | 52.3 | (23) |
| The Americas ³ | 1.0 | - | NM |
| Corporate & Others | (12.3) | (7.6) | (62) |
| TOTAL PFO | 246.8 | 219.2 | 13 |

¹ Rest of Asia comprise Vietnam, Indonesia, the Philippines and India

² Middle East and Africa comprise the UAE, Oman and South Africa

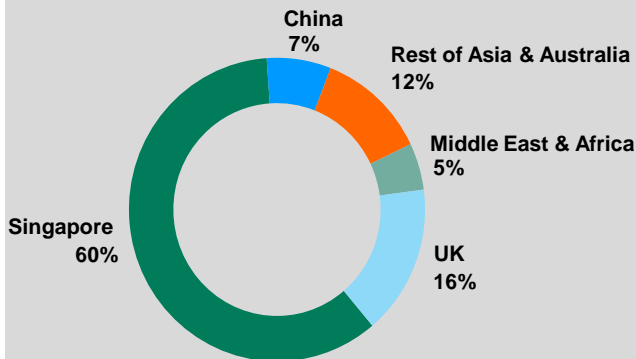
³ The Americas comprise Chile, Panama, Antigua, Bonaire and Curaçao

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11

Utilities Profit from Operations

9M2010 Utilities Profit from Operations
excluding Corporate & Others
S\$259.1m



**Broad-based
income stream**

12

Group Capex and Equity Investment



(S\$M) 9M10

Capital Expenditure

| | |
|--------------------|-------|
| - Utilities | 398.0 |
| - Marine | 58.4 |
| - Other Businesses | 0.3 |

TOTAL CAPEX

456.7

Equity Investment

| | |
|--------------------|-------|
| - Utilities | 285.0 |
| - Marine | 1.2 |
| - Industrial Parks | 11.4 |

TOTAL EQUITY INVESTMENT

297.6

Group Free Cash Flow



(S\$M) 9M10 9M09

CASH FLOW FROM OPERATING ACTIVITIES

| | | |
|--|--------------|------------|
| - before changes in working capital | 1,016 | 819 |
| - changes in working capital and others | 161 | (380) |
| - net payment from banks for disputed transactions | 53 | - |
| - tax paid | (112) | (10) |
| | <u>1,118</u> | <u>429</u> |

CASH FLOW FROM INVESTING ACTIVITIES

| | | |
|---|--------------|--------------|
| - divestments, dividend and interest income | 59 | 46 |
| - investments and capex | (652) | (220) |
| - loans to associates | - | (67) |
| | <u>(593)</u> | <u>(241)</u> |

- Add back: Expansion Capex

597 147

FREE CASH FLOW*

1,122 335

*Free Cash Flow: operating cash flow plus investing cash flow adjusted for expansion capital expenditure

Group Borrowings



| (\$M) | Sep 30,10 | Dec 31,09 |
|--------------------------|-----------------|-----------------|
| PF loans | 354 | 307 |
| Long-term | 1,318 | 430 |
| Short-term | 35 | 231 |
| Gross | 1,707 | 968 |
| Less: Cash and FD | (3,057) | (2,598) |
| Net Debt / (Cash) | (1,350) | (1,630) |
| Net Gearing Ratio | Net Cash | Net Cash |
| Exclude PF* | | |
| Net Debt / (Cash) | (1,661) | (1,752) |
| Net Gearing Ratio | Net Cash | Net Cash |

* PF – Non-recourse project financing

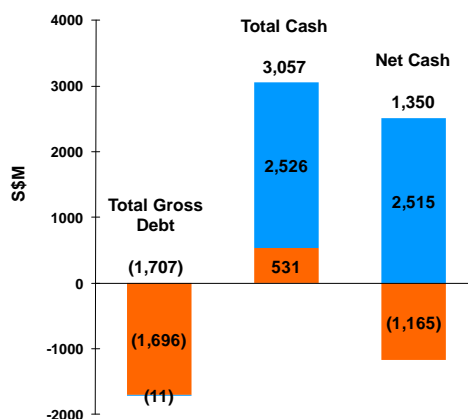
Group Borrowings



| (\$M) As at September 30, 2010 | Total Gross (Debt) | Total Cash | Net (Debt)/ Cash |
|---|--------------------|--------------|------------------|
| ■ Sembcorp Marine | (11) | 2,526 | 2,515 |
| ■ Sembcorp Industries excl. Marine | (1,696) | 531 | (1,165) |
| Total Sembcorp Group | (1,707) | 3,057 | 1,350 |

Marine in a net cash position of S\$2.5 bn

Utilities and Others with a net debt of S\$1.2 bn



Financial Indicators



| | 9M10 | 9M09 | FY09 |
|-----------------------------|-------|-------|-------|
| Before EI | | | |
| EPS (cents) | 39.8* | 31.8* | 38.4 |
| ROE (%) | 20.2* | 19.5* | 23.1 |
| ROTA (%) | 11.1* | 9.5* | 11.9 |
| Interest Cover (times) | 23 | 25 | 32 |
| After EI | | | |
| EPS (cents) | 41.6* | 31.8* | 38.4 |
| ROE (%) | 21.1* | 19.5* | 23.1 |
| ROTA (%) | 11.6* | 9.5* | 11.9 |
| Interest Cover (times) | 25 | 25 | 32 |
| Per Share | | | |
| NAV (S\$) | 1.99 | 1.72 | 1.86 |
| Economic Value Added | | | |
| EVA (S\$M) | 584.1 | 397.7 | 770.5 |

* Annualised

Group Outlook



In FY2010, the performance of our Utilities operations is expected to remain steady excluding one-off items.

Our Marine business has a current net orderbook of S\$4.7 billion inclusive of S\$2.3 billion in contract orders secured to-date. Competition for new orders, however, remains very keen.

The Group expects to achieve satisfactory results for FY2010.



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Appendix

Group Profit & Loss

| (\$M) | 3Q10 | 3Q09 | Δ% |
|--------------------------------------|-------|-------|------|
| Turnover | 2,153 | 2,577 | (16) |
| EBITDA | 412 | 283 | 46 |
| Profit from Operations | 391 | 261 | 50 |
| – EBIT | 351 | 234 | 50 |
| – Share of results: JVs & Associates | 40 | 27 | 47 |
| Net Finance Cost | (14) | (6) | 146 |
| PBT | 377 | 255 | 48 |
| Tax | (59) | (43) | 38 |
| Non-Controlling Interests | (106) | (64) | 64 |
| Net Profit before EI | 212 | 148 | 43 |
| Exceptional Item (EI) | 32 | - | NM |
| Net Profit after EI | 244 | 148 | 65 |
| EPS (cents) | 13.7 | 8.3 | 64 |

¹ Profit From Operations = EBIT + share of JVs and Associates (net of tax)

Group Turnover



| (\$M) | 3Q10 | 3Q09 | Δ% |
|-------------------------------|---------------------|---------------------|-------------|
| Utilities ¹ | 989 | 1,032 | (4) |
| Marine | 1,115 | 1,520 | (27) |
| Industrial Parks ² | 4 | 3 | 18 |
| Other Businesses | 45 | 22 | 102 |
| TOTAL TURNOVER | <u>2,153</u> | <u>2,577</u> | (16) |

¹ Utilities Turnover breakdown

| | | | |
|---|-----|-----|------|
| Utilities (excluding Solid Waste Management and Cascal) | 891 | 982 | (9) |
| Solid Waste Management (previously Environment) | 39 | 50 | (22) |
| Cascal | 59 | - | NM |

² Industrial Parks business comprise mainly of associates or joint ventures
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23

Group Profit from Operations (PFO)



| (\$M) | 3Q10 | 3Q09 | Δ% |
|------------------------|---------------------|---------------------|-----------|
| Utilities ¹ | 89.0 | 75.9 | 17 |
| Marine | 295.2 | 179.6 | 64 |
| Industrial Parks | 7.6 | 4.9 | 55 |
| Other Businesses | 4.4 | 4.9 | (10) |
| Corporate | (5.0) | (4.1) | (24) |
| TOTAL PFO | <u>391.2</u> | <u>261.2</u> | 50 |

¹ Utilities PFO breakdown

| | | | |
|---|------|------|-----|
| Utilities (excluding Solid Waste Management and Cascal) | 70.1 | 71.3 | (2) |
| Solid Waste Management (previously Environment) | 7.2 | 4.6 | 57 |
| Cascal | 11.7 | - | NM |

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24

Group Net Profit



| (\$M) | 3Q10 | 3Q09 | Δ% |
|-----------------------------|--------------|--------------|-----------|
| Utilities ¹ | 59.3 | 56.0 | 6 |
| Marine | 148.4 | 88.8 | 67 |
| Industrial Parks | 6.1 | 4.4 | 40 |
| Other Businesses | 6.3 | 6.4 | (2) |
| Corporate ² | (8.1) | (7.4) | (9) |
| NET PROFIT BEFORE EI | 212.0 | 148.2 | 43 |
| Exceptional Item (EI) | 32.1 | - | NM |
| NET PROFIT AFTER EI | 244.1 | 148.2 | 65 |

¹ Utilities Net Profit breakdown

| | | | |
|---|------|------|-----|
| Utilities (excluding Solid Waste Management and Cascal) | 48.3 | 52.2 | (8) |
| Solid Waste Management (previously Environment) | 6.1 | 3.8 | 59 |
| Cascal | 4.9 | - | NM |

² Corporate cost breakdown

| | | | |
|--------------------------------------|-------|-------|----|
| Corporate | (6.9) | (7.4) | 7 |
| Acquisition-related costs for Cascal | (1.2) | - | NM |

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25

Utilities Turnover



| (\$M) | 9M10 | 9M09 | Δ% |
|-----------------------------------|----------------|----------------|-----------|
| Singapore | 2,631.0 | 2,345.7 | 12 |
| China | 38.4 | 21.1 | 82 |
| Rest of Asia ¹ | 4.8 | 3.8 | 26 |
| Middle East & Africa ² | 42.7 | 26.9 | 59 |
| UK | 262.2 | 283.5 | (8) |
| The Americas ³ | 9.8 | - | NM |
| TOTAL TURNOVER | 2,988.9 | 2,681.0 | 12 |

| (\$M) | 3Q10 | 3Q09 | Δ% |
|-----------------------------------|--------------|----------------|------------|
| Singapore | 833.1 | 937.5 | (11) |
| China | 20.0 | 8.2 | 143 |
| Rest of Asia ¹ | 1.6 | 1.3 | 23 |
| Middle East & Africa ² | 23.4 | 8.8 | 166 |
| UK | 109.9 | 83.7 | 31 |
| The Americas ³ | 9.8 | - | NM |
| TOTAL TURNOVER | 997.8 | 1,039.5 | (4) |

¹ Rest of Asia comprises India

² Middle East and Africa comprise the UAE, Oman and South Africa

³ The Americas comprise Chile, Panama, Antigua, Bonaire and Curaçao

Note: Figures are stated before intercompany eliminations

26

Utilities Profit from Operations



| (S\$M) | 9M10 | 9M09 | Δ% |
|---------------------------------------|--------------|--------------|-----------|
| Singapore | 155.9 | 130.8 | 19 |
| China | 18.3 | 6.3 | 191 |
| Rest of Asia ¹ & Australia | 30.4 | 30.0 | 1 |
| Middle East & Africa ² | 13.2 | 7.4 | 78 |
| UK | 40.3 | 52.3 | (23) |
| The Americas ³ | 1.0 | - | NM |
| Corporate & Others | (12.3) | (7.6) | (62) |
| TOTAL PFO | 246.8 | 219.2 | 13 |
| (S\$M) | 3Q10 | 3Q09 | Δ% |
| Singapore | 58.8 | 49.9 | 18 |
| China | 8.1 | 4.3 | 88 |
| Rest of Asia ¹ & Australia | 12.2 | 10.6 | 15 |
| Middle East & Africa ² | 7.4 | 1.6 | 363 |
| UK | 9.9 | 14.3 | (31) |
| The Americas ³ | 1.0 | - | NM |
| Corporate & Others | (8.4) | (4.8) | (75) |
| TOTAL PFO | 89.0 | 75.9 | 17 |

¹ Rest of Asia comprise Vietnam, Indonesia, the Philippines and India

² Middle East and Africa comprise the UAE, Oman and South Africa

³ The Americas comprise Chile, Panama, Antigua, Bonaire and Curaçao

27

Utilities Net Profit



| (S\$M) | 9M10 | 9M09 | Δ% |
|---------------------------------------|--------------|--------------|-----------|
| Singapore | 108.8 | 94.9 | 15 |
| China | 12.9 | 4.6 | 180 |
| Rest of Asia ¹ & Australia | 29.6 | 29.4 | 1 |
| Middle East & Africa ² | 12.1 | 7.5 | 61 |
| UK | 26.6 | 30.2 | (12) |
| The Americas ³ | 0.8 | - | NM |
| Corporate & Others | (13.9) | (6.2) | (124) |
| TOTAL NET PROFIT | 176.9 | 160.4 | 10 |
| (S\$M) | 3Q10 | 3Q09 | Δ% |
| Singapore | 38.1 | 35.2 | 8 |
| China | 5.5 | 3.5 | 57 |
| Rest of Asia ¹ & Australia | 11.9 | 10.2 | 17 |
| Middle East & Africa ² | 6.2 | 1.7 | 265 |
| UK | 7.8 | 8.4 | (7) |
| The Americas ³ | 0.8 | - | NM |
| Corporate & Others | (11.0) | (3.0) | (268) |
| TOTAL NET PROFIT | 59.3 | 56.0 | 6 |

¹ Rest of Asia comprise Vietnam, Indonesia, the Philippines and India

² Middle East and Africa comprise the UAE, Oman and South Africa

³ The Americas comprise Chile, Panama, Antigua, Bonaire and Curaçao

28