



## 9M2009 Results Announcement

November 6, 2009



### Scope of Presentation



- CEO's Report
- Financial Review
- Group Outlook

## CEO's Report

Tang Kin Fei  
Group President & CEO

### 9M2009 Performance Round-up

**Turnover of S\$7.2 billion, down 1%**

**PBT of S\$720 million, up 5%**

**PATMI of S\$423.7 million, up 4%**

**ROE (annualised) at 19.5%**

**EVA at S\$397.7 million**

**Strong balance sheet and cash flow**

- Net cash
- Operating cash flow\* of S\$819.3 million

\* Operating cash flow before changes in working capital

## Positioning for the Future



- **More than a year of difficult global economic and financial market conditions**
- **Sentiments now improving. However, recovery of the global economy will take time**
- **Focus has been on managing existing businesses well and on project execution**
  - Cost management
  - Operational excellence
  - Sound balance sheet and strong operating cash flow

Continued delivery of healthy performance

## Positioning for the Future



- **Capitalising on opportunities**
  - Strengthening Energy & Water Capabilities, Providing Urban Solutions**
  - Completion of integrated wastewater treatment membrane bioreactor plant on Jurong Island, Singapore
  - Completion of 15 MiGD first phase of Sembcorp Changi NEWater plant, Singapore
  - Completion of 10,000m<sup>3</sup>/day industrial wastewater treatment plant in Tianjin, China
  - Completion of G-to-G showcase high concentration wastewater treatment plant in Zhangjiagang, China
  - Completion of plant expansion to 893 MW power capacity and achievement of project completion for the Fujairah 1 IWPP, UAE
  - Co-developing the Sino-Singapore Nanjing Eco High-Tech Island, China

Focused on creating shareholder value

## Financial Review

Lim Joke Mui  
Group CFO

### Group Profit & Loss

<b>(\$M)</b>	<b>9M09</b>	<b>9M08</b>	<b>Δ%</b>
Turnover	7,155	7,235	(1)
EBIT	652	558	17
EBITDA	796	705	13
PBT	720	685	5
PATMI	424	406	4
EPS (cents)	23.8	22.8	4

## Group Turnover



(S\$M)	9M09	9M08	Δ%
Utilities	2,511	3,493	(28)
Marine	4,380	3,444	27
Environment	145	162	(11)
Industrial Parks	10	13	(17)
Other Businesses	109	123	(12)
<b>TOTAL</b>	<b><u>7,155</u></b>	<b><u>7,235</u></b>	<b>(1)</b>

## Group PATMI



(S\$M)	9M09	9M08	Δ%
Utilities	151.2	170.4	(11)
Marine	247.9	220.5	12
Environment	9.2	(0.1)	NM
Industrial Parks	15.2	21.1	(28)
Other Businesses	16.1	3.5	367
Corporate	(15.9)	(9.2)	(73)
<b>PATMI</b>	<b><u>423.7</u></b>	<b><u>406.2</u></b>	<b>4</b>

## Utilities Turnover & PATMI



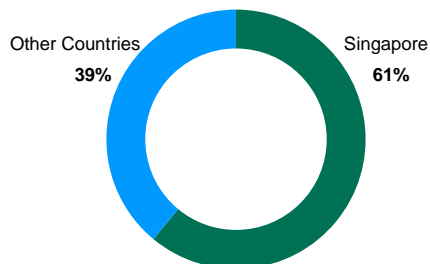
(S\$M)	9M09	9M08	Δ%
<b>TURNOVER</b>			
Singapore	2,202.6	2,977.2	(26)
UK	283.5	498.3	(43)
Other countries	47.9	46.2	4
<b>Total Turnover</b>	<b>2,534.0</b>	<b>3,521.7</b>	<b>(28)</b>
<b>PATMI</b>			
Singapore	96.6	118.6	(19)
UK	30.2	52.9	(43)
Other countries	30.6	10.6	188
Corporate & Others	(6.2)	(11.7)	47
<b>Total PATMI</b>	<b>151.2</b>	<b>170.4</b>	<b>(11)</b>

Note: Figures are stated before intercompany eliminations

## Broad-based Income Stream

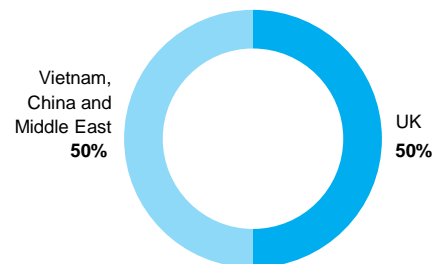


### Utilities 9M2009 PATMI Excluding Corporate and Others



- Overseas operations contribute 39% of PATMI

### Utilities 9M2009 Overseas PATMI Excluding Corporate and Others



- Vietnam, Middle East and China contribute 50% of overseas PATMI

## Group Capex



(\$M)	9M09
<b>Fixed Asset Items</b>	<b>120.9</b>
– Utilities	63.3
– Marine	50.7
– Environment	5.1
– Other Businesses	1.8
<b>Equity Investments</b>	<b>98.7</b>
– Utilities	66.0
– Marine	13.4
– Environment	14.5
– Industrial Parks	4.8
<b>TOTAL</b>	<b><u>219.6</u></b>

## Group Cash Flow



(\$M)	9M09	9M08
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
- before changes in working capital	819	719
- changes in working capital	(380)	1,314
- tax paid	(10)	(46)
	<u>429</u>	<u>1,987</u>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
- divestment proceeds and sale of fixed assets	8	124
- acquisitions of investments	(85)	(1)
- loans to associates	(67)	-
- acquisitions of minority interests	(13)	-
- acquisitions of fixed and intangible assets	(121)	(256)
- dividends, interest and others	36	60
	<u>(242)</u>	<u>(73)</u>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
- issue of shares by Sembcorp/ subsidiaries	-	14
- proceeds from ESOS exercised with issue of treasury shares	10	15
- purchase of treasury shares by Sembcorp / subsidiary	-	(145)
- net borrowings / (repayment of loans and interest)	54	(366)
- dividend paid and others	(300)	(376)
	<u>(236)</u>	<u>(858)</u>
<b>NET (OUTFLOW) / INFLOW DURING THE PERIOD</b>	<b>(49)</b>	<b>1,056</b>
<b>CASH AND CASH EQUIVALENTS AT END OF THE PERIOD</b>	<b>2,357</b>	<b>2,339</b>
<b>FREE CASH FLOW</b>	<b>334*</b>	<b>2,057</b>

\*Free Cash Flow: operating cash flow plus investing cash flow adjusted for expansion capital expenditure of S\$147 million

## Group Borrowings



(S\$M)

Sept 30, 09 Dec 31, 08

PF loans	326	362
Long-term	353	236
Short-term	231	219
<b>Gross</b>	<b>910</b>	<b>817</b>
Less: Cash and FD	(2,357)	(2,401)
<b>Net Debt / (Cash)</b>	<b>(1,447)</b>	<b>(1,584)</b>

**Net Gearing Ratio**

**Net Cash      Net Cash**

**Exclude PF\***

<b>Net Debt / (Cash)</b>	<b>(1,615)</b>	<b>(1,825)</b>
<b>Net Gearing Ratio</b>	<b>Net Cash</b>	<b>Net Cash</b>

\* PF – Non-recourse project financing

## Financial Indicators



9M09\*      FY08  
(ACTUAL)

**Before EI**

EPS (cents)	31.8*	30.0
ROE (%)	19.5*	19.0
ROTA (%)	9.5*	9.5
Interest Cover (times)	25	22

**After EI**

EPS (cents)	31.8*	28.5
ROE (%)	19.5*	18.0
ROTA (%)	9.5*	9.0
Interest Cover (times)	25	21

**Per Share**

NAV (\$\$)	1.72	1.46
NTA (\$\$)	1.65	1.39

**Economic Value Added**

<b>EVA (\$\$M)</b>	<b>9M09</b>	<b>9M08</b>
	397.7	398.8

\* Annualised



## Group Outlook



Sentiments relating to the global economic and financial environment have improved. However, the recovery of the global economy will take time.

Sembcorp remains committed to delivering satisfactory operating results for the year.



**Vital Partners. Essential Solutions.**

## Disclaimer



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## Group Profit & Loss



(S\$M)	3Q09	3Q08	Δ%
Turnover	2,577	2,501	3
EBIT	234	209	12
EBITDA	283	259	9
PBT	255	250	2
PATMI	148	145	2
EPS (cents)	8.3	8.2	2

## Group Turnover



(S\$M)	3Q09	3Q08	Δ%
Utilities	982	1,267	(23)
Marine	1,520	1,144	33
Environment	50	55	(11)
Industrial Parks	3	4	(28)
Other Businesses	22	31	(27)
<b>TOTAL</b>	<b>2,577</b>	<b>2,501</b>	<b>3</b>

## Group PATMI



(S\$M)	3Q09	3Q08	Δ%
Utilities	52.2	66.3	(21)
Marine	88.8	86.1	3
Environment	3.8	(4.1)	NM
Industrial Parks	4.4	7.2	(39)
Other Businesses	6.4	(7.5)	NM
Corporate	(7.4)	(3.1)	(139)
<b>PATMI</b>	<b>148.2</b>	<b>144.9</b>	<b>2</b>

## Utilities Turnover & PATMI



(S\$M)	3Q09	3Q08	Δ%
<b>TURNOVER</b>			
Singapore	888.7	1,118.6	(21)
UK	83.7	142.3	(41)
Other countries	17.0	16.4	4
<b>Total Turnover</b>	<b>989.4</b>	<b>1,277.3</b>	<b>(23)</b>
<b>PATMI</b>			
Singapore	35.9	48.6	(26)
UK	8.4	18.5	(55)
Other countries	10.9	2.3	357
Corporate & Others	(3.0)	(3.1)	3
<b>Total PATMI</b>	<b>52.2</b>	<b>66.3</b>	<b>(21)</b>

Note: Figures are stated before intercompany eliminations