

Boustead Singapore Limited

FY2014 Financial Results Presentation

26 MAY 2014



ENGINEERING THE WORLD OF THE FUTURE

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Presentation Agenda

- Overview
- Group Financial Review
- Division Performance Review
- Questions & Answers





Overview

Introducing Boustead

Engineering the world of the future

OVERVIEW

- Established in 1828, Boustead Singapore is a progressive global infrastructure-related engineering services & geo-spatial technology group



Introducing Boustead

Engineering the world of the future

OVERVIEW

- Established in 1828, Boustead Singapore is a progressive global infrastructure-related engineering services & geo-spatial technology group



Our Global Network

OVERVIEW



Our Global Footprint

OVERVIEW



Forbes
Asia
Best Under A Billion

SINGAPORE
INTERNATIONAL
100



Our Global Footprint

OVERVIEW

ASIA & OCEANIA

East Asia

China*
Japan
Macau
South Korea*
Taiwan

South East Asia

Brunei
Indonesia
Malaysia
Philippines*
Singapore*
Thailand*
Timor-Leste
Vietnam*

South Asia

Bangladesh
India*
Maldives
Pakistan
Sri Lanka

South West Asia

Bahrain
Cyprus
Jordan
Kuwait
Oman
Qatar
Saudi Arabia*
Turkey*
UAE*

Central Asia

Azerbaijan
Turkmenistan

Australia & Oceania

Australia*
New Caledonia
New Zealand
Papua New Guinea

EUROPE

Eastern Europe

Hungary
Poland
Russia
Slovakia
Ukraine

Northern Europe

England*
Finland
Ireland
Isle of Man
Lithuania
Norway
Scotland
Wales

Southern Europe

Greece
Italy*
Spain*

Western Europe

Austria
Belgium
Germany
Netherlands
Switzerland

AFRICA

East Africa

Tanzania

North Africa

Algeria
Egypt
Libya
Tunisia

Middle Africa

Angola
Equatorial Guinea

West Africa

Ghana
Nigeria

THE AMERICAS

North America

Canada*
USA*

Latin America & Caribbean

Argentina*
Bolivia
Brazil*
Chile
Dominican Republic
Mexico
Netherlands Antilles
Peru
Venezuela*



*Regional/local offices





Group Financial Review

Group Financial Results

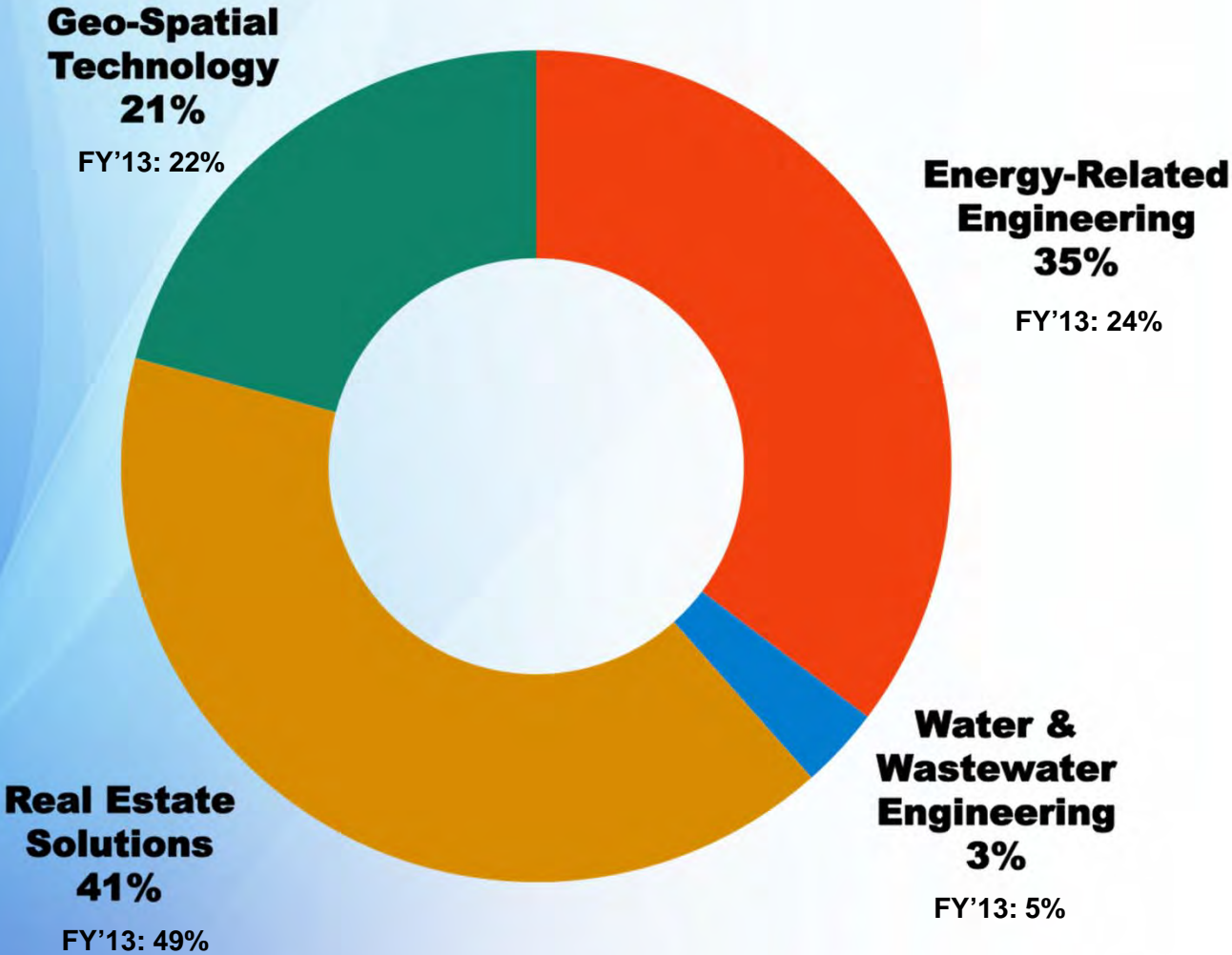
GROUP FINANCIAL REVIEW

	FY2014	FY2013	Chg (%)
Revenue	S\$513.7m	S\$513.2m	+0
Gross profit	S\$175.4m	S\$175.8m	-0
<i>Gross profit margin</i>	34%	34%	
Profit before income tax	S\$90.6m	S\$97.4m	-7
<i>Profit before income tax margin</i>	18%	19%	
Net profit attributable to owners of the company	S\$70.7m	S\$81.4m	-13
Earnings per share	13.9cts	16.2cts	-14
Net asset value per share	68.4cts	60.0cts	+14



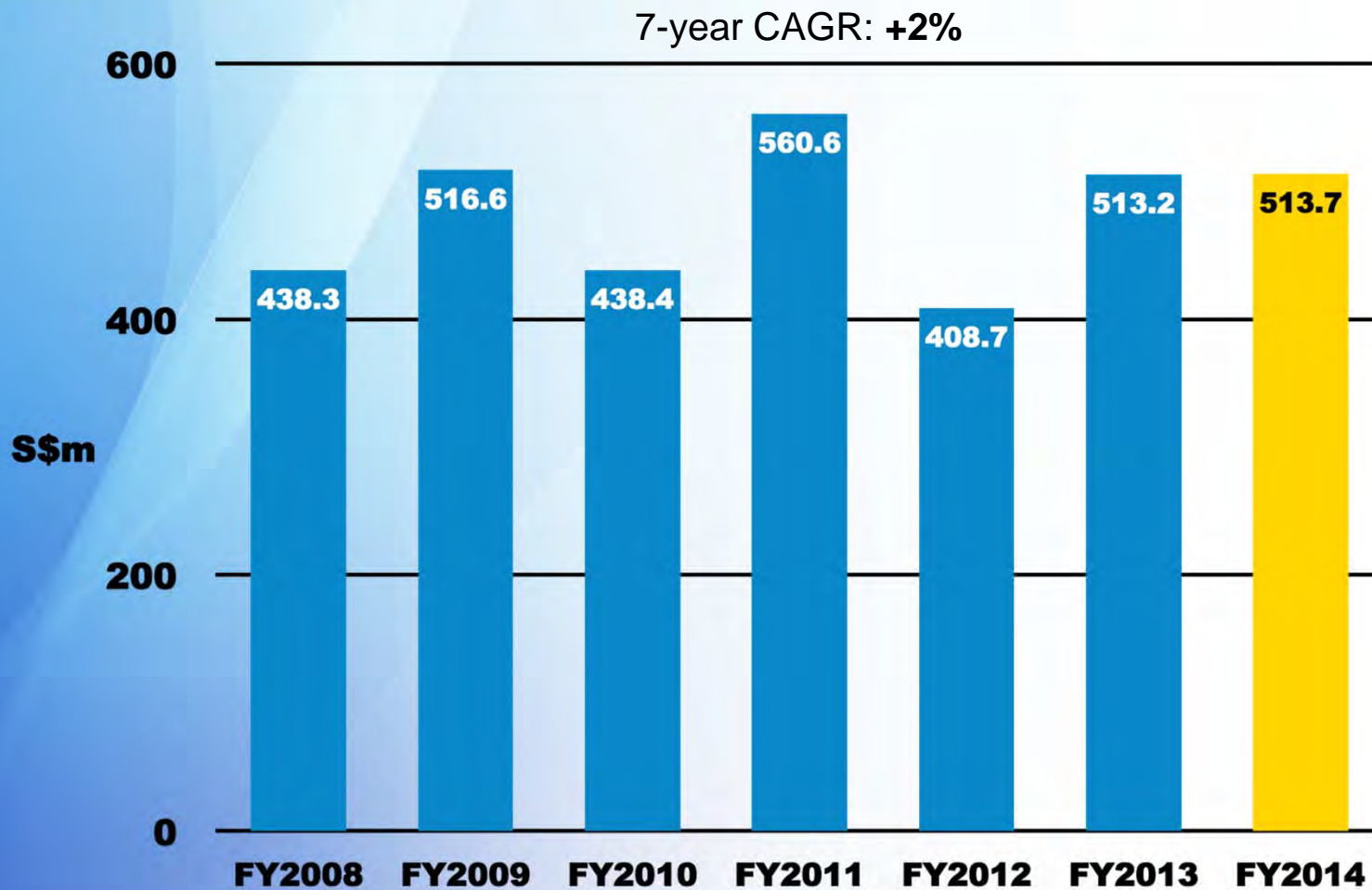
Group Revenue Mix by Division

GROUP FINANCIAL REVIEW



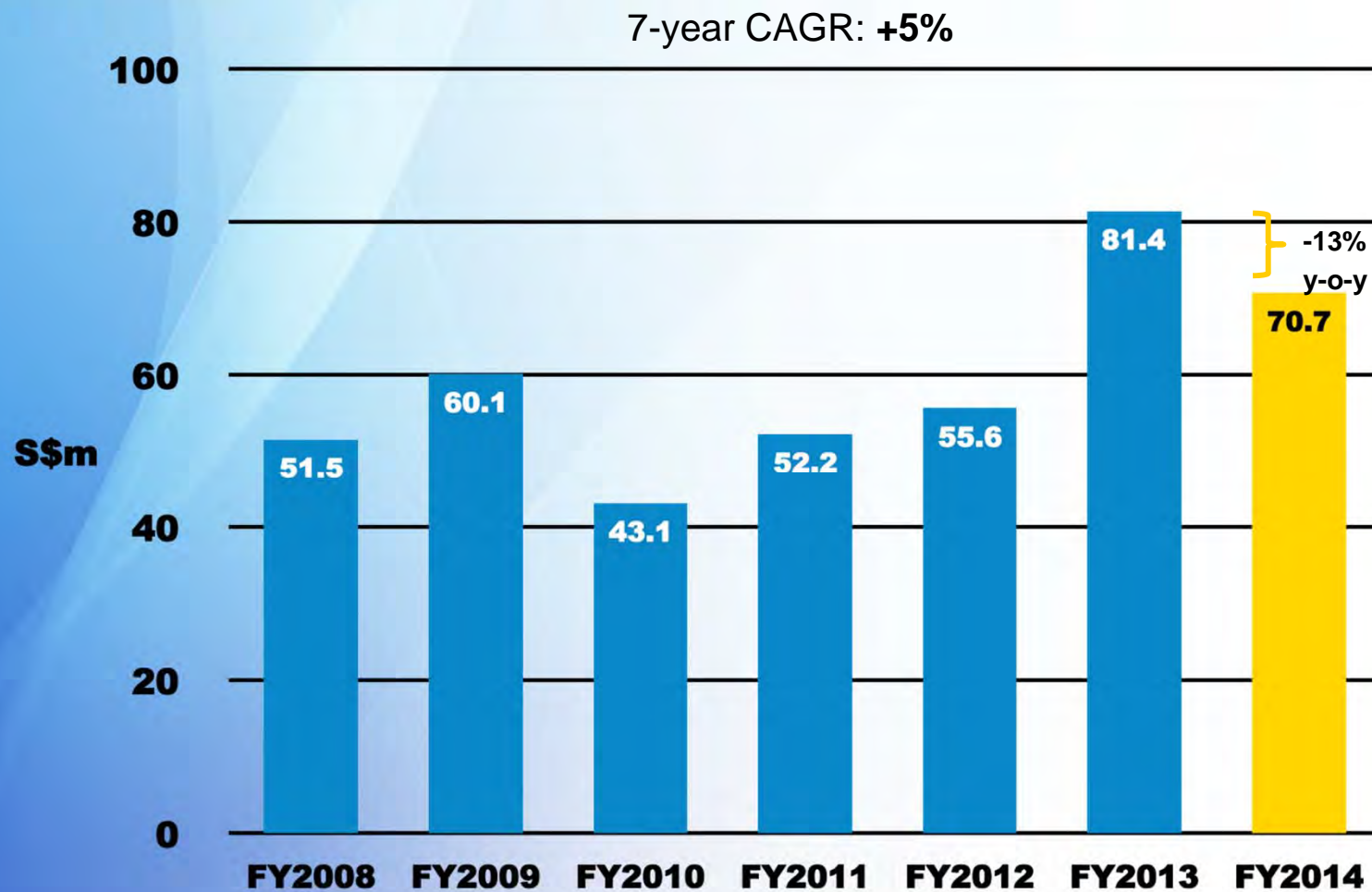
Group Revenue

- Comparable revenue underpinned by record revenue from Energy-Related Engineering



Group Net Profit

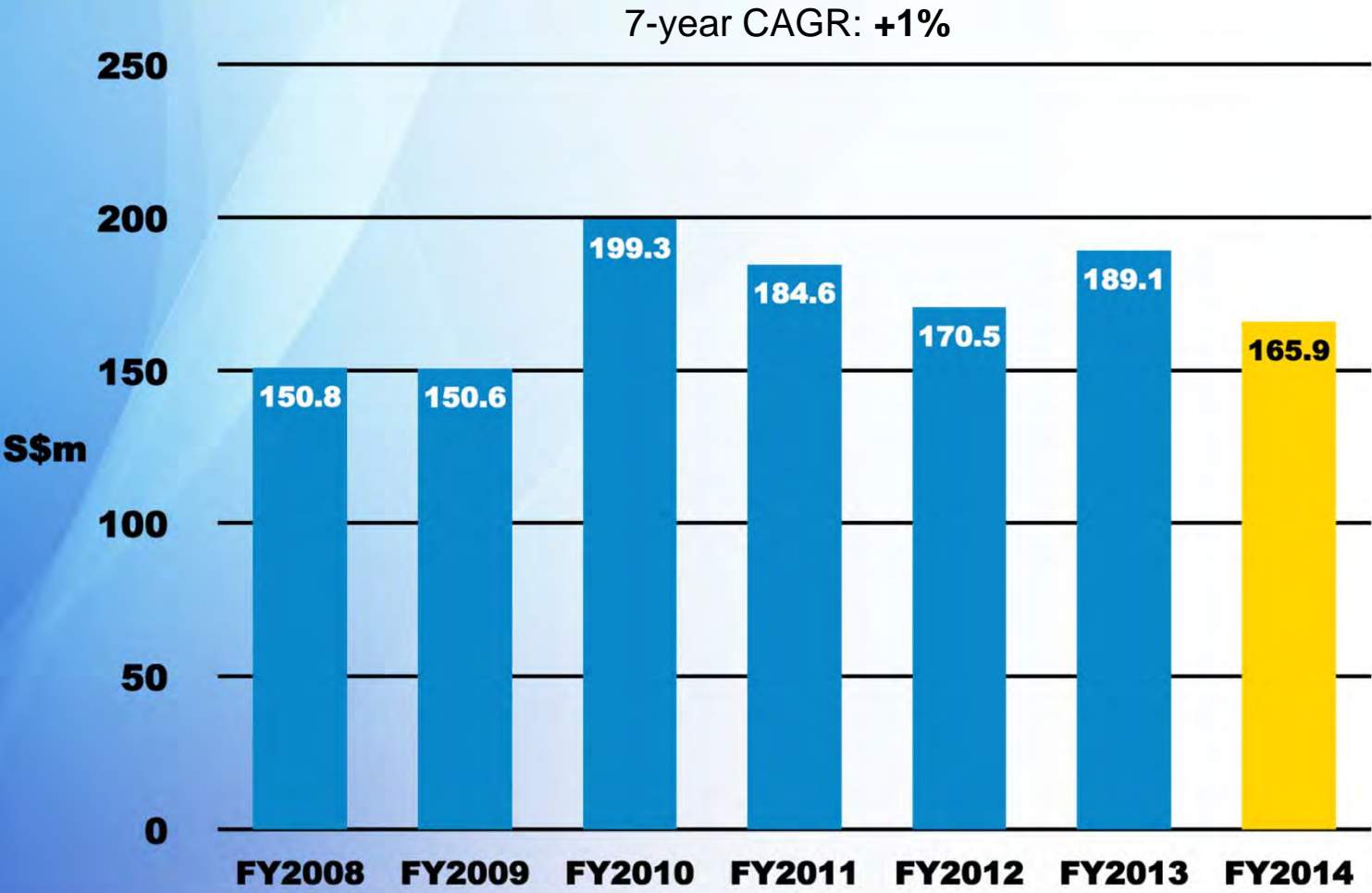
- Net profit decrease due to lower total value of non-recurring items, overprovision of tax and tax refund



Group Net Cash Position

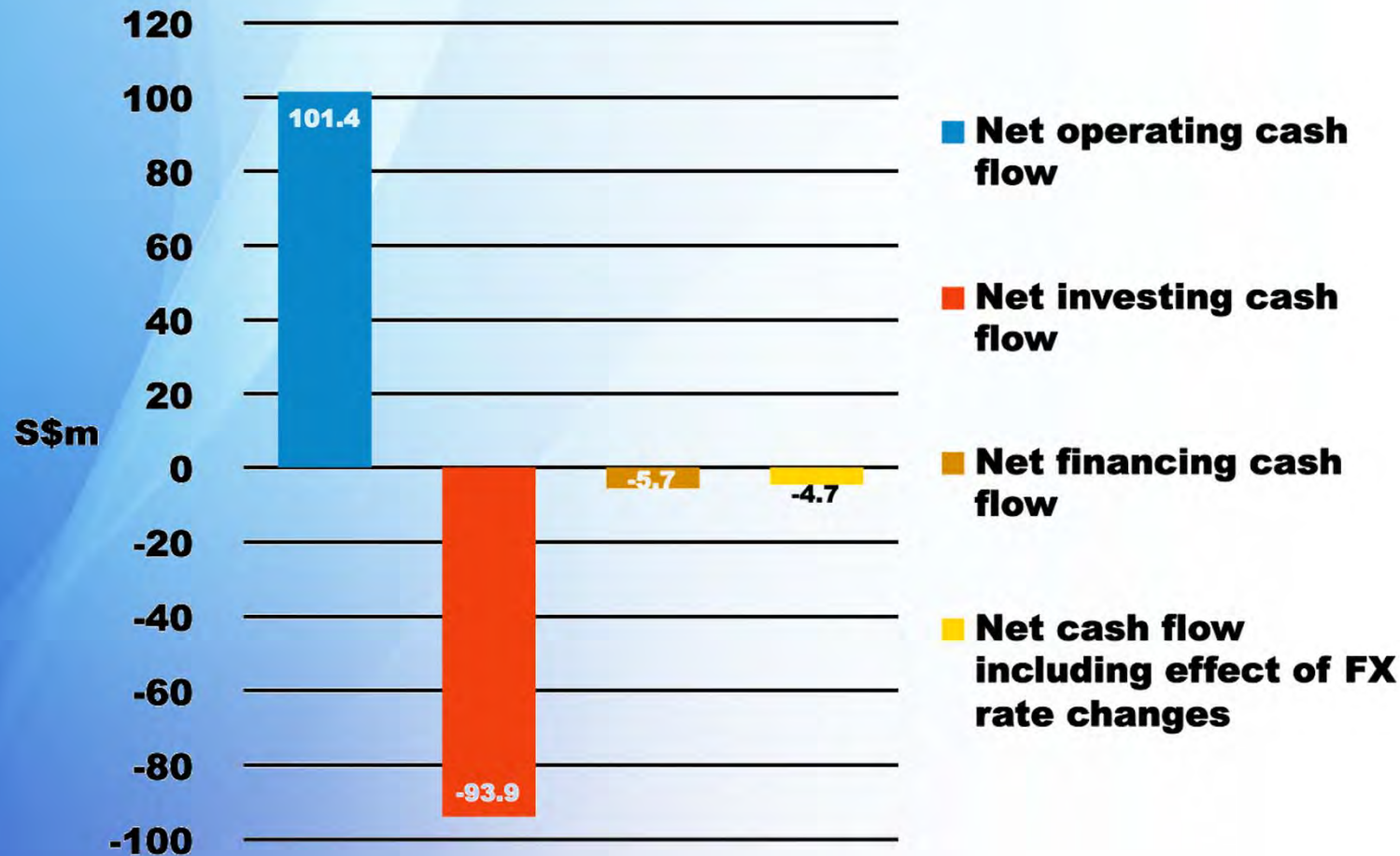
GROUP FINANCIAL REVIEW

- Strong net cash position



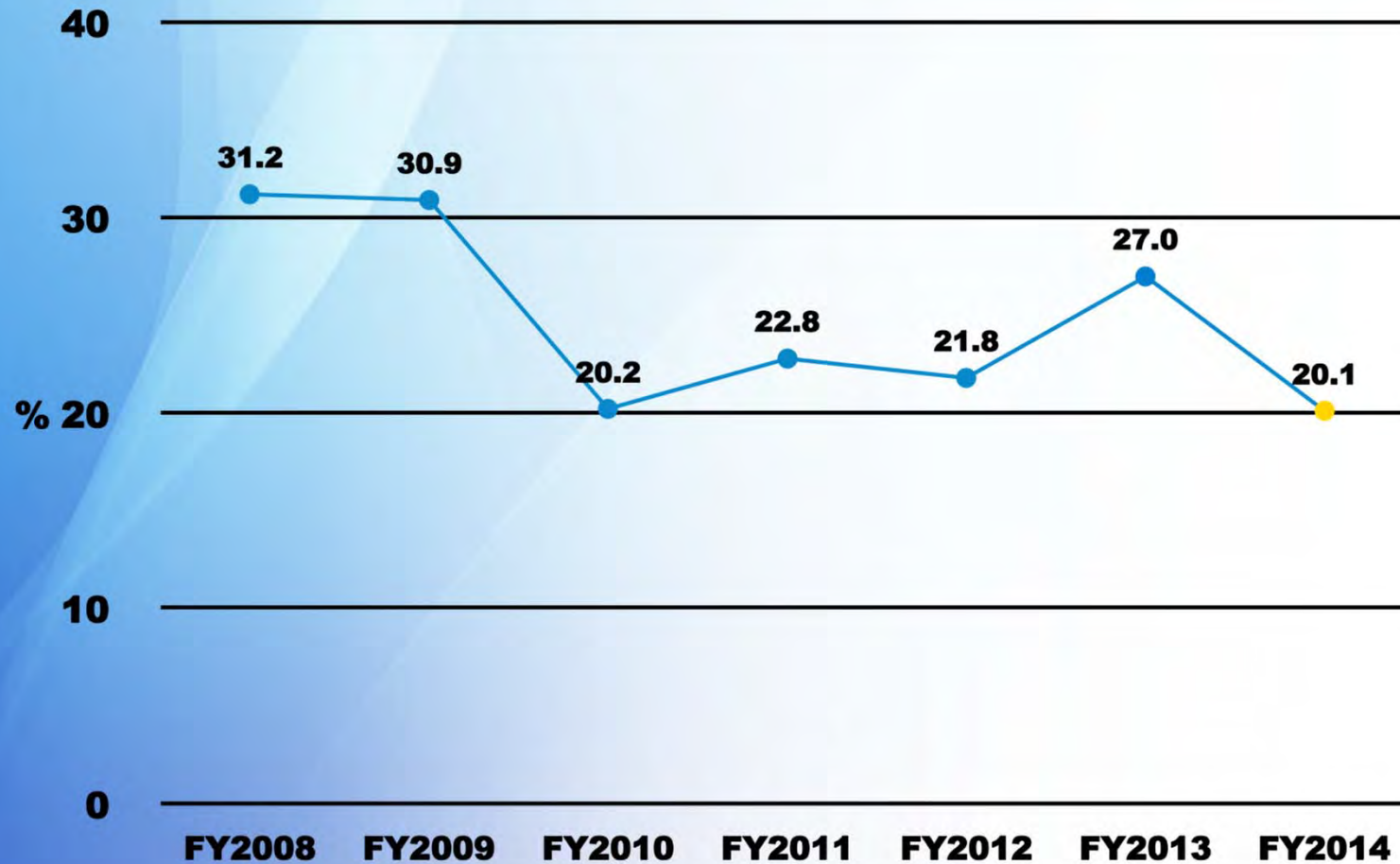
Group Cash Flow

- Free cash flow of S\$22.7m
- Record S\$101.4m net cash generated from operating activities
- Paid dividends of S\$18.7m to shareholders



Return on Shareholders' Equity

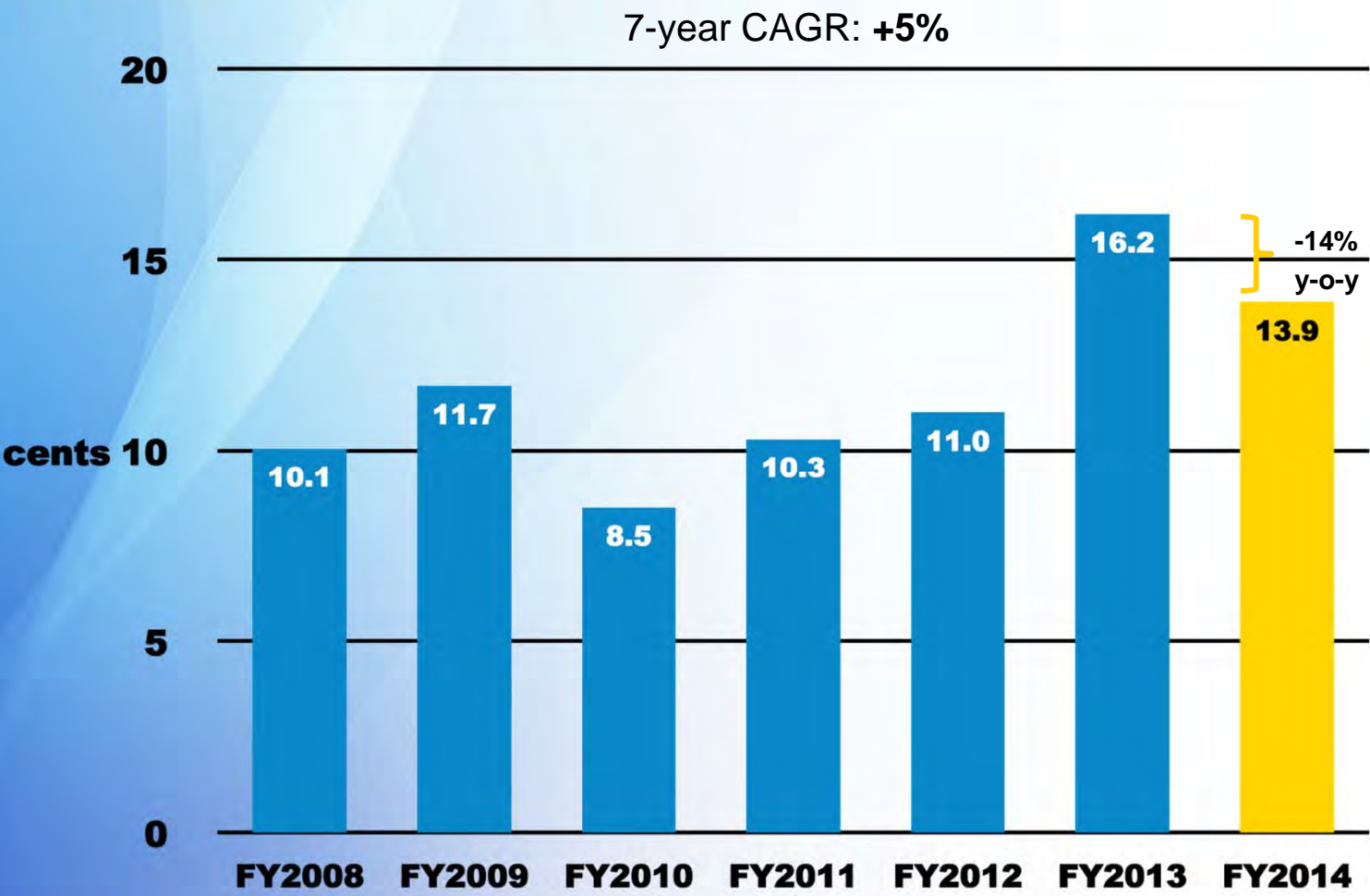
- Respectable ROE



Earnings per Share

GROUP FINANCIAL REVIEW

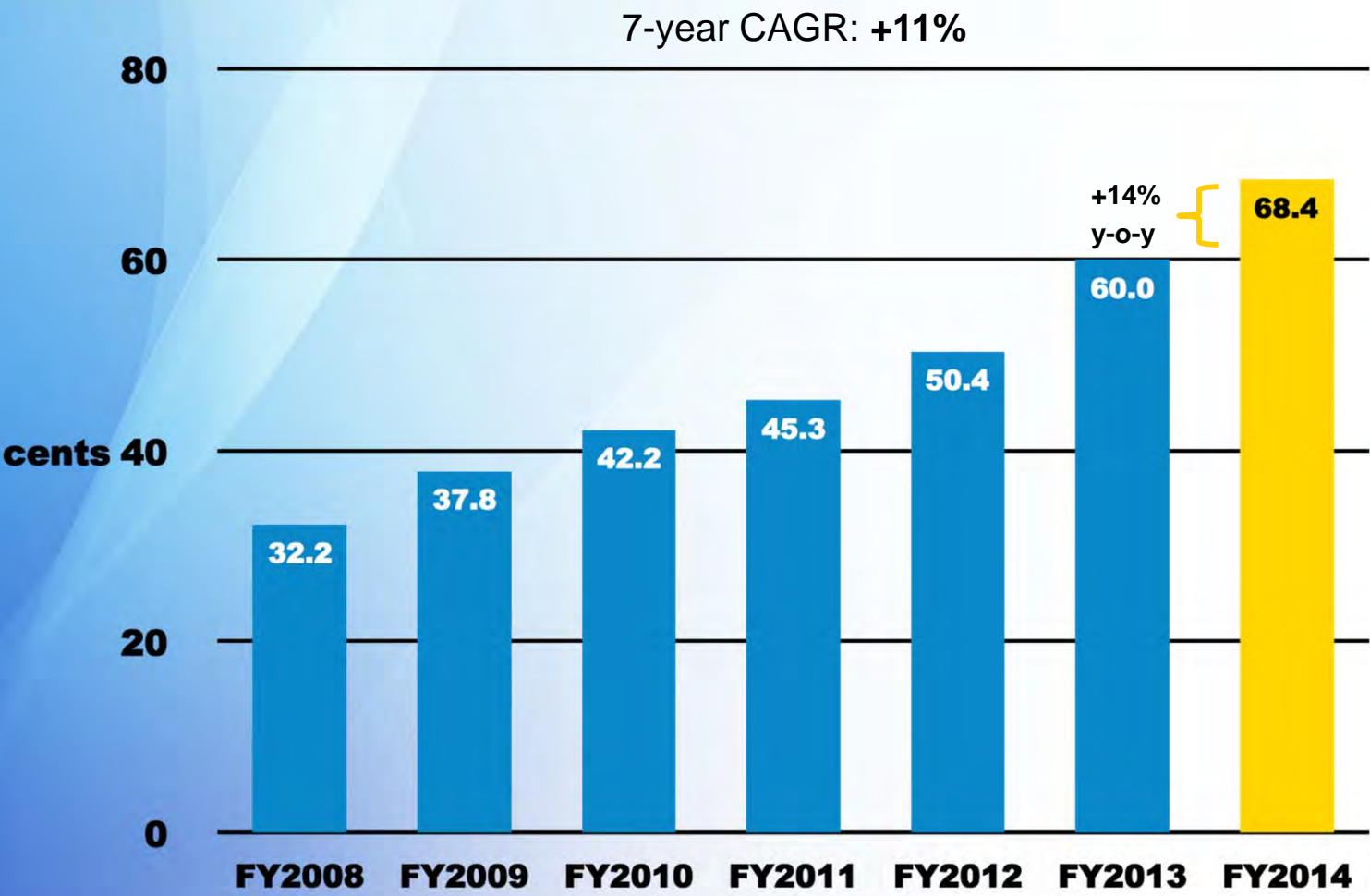
- Stable EPS



Net Asset Value per Share

GROUP FINANCIAL REVIEW

- Strengthening financial position



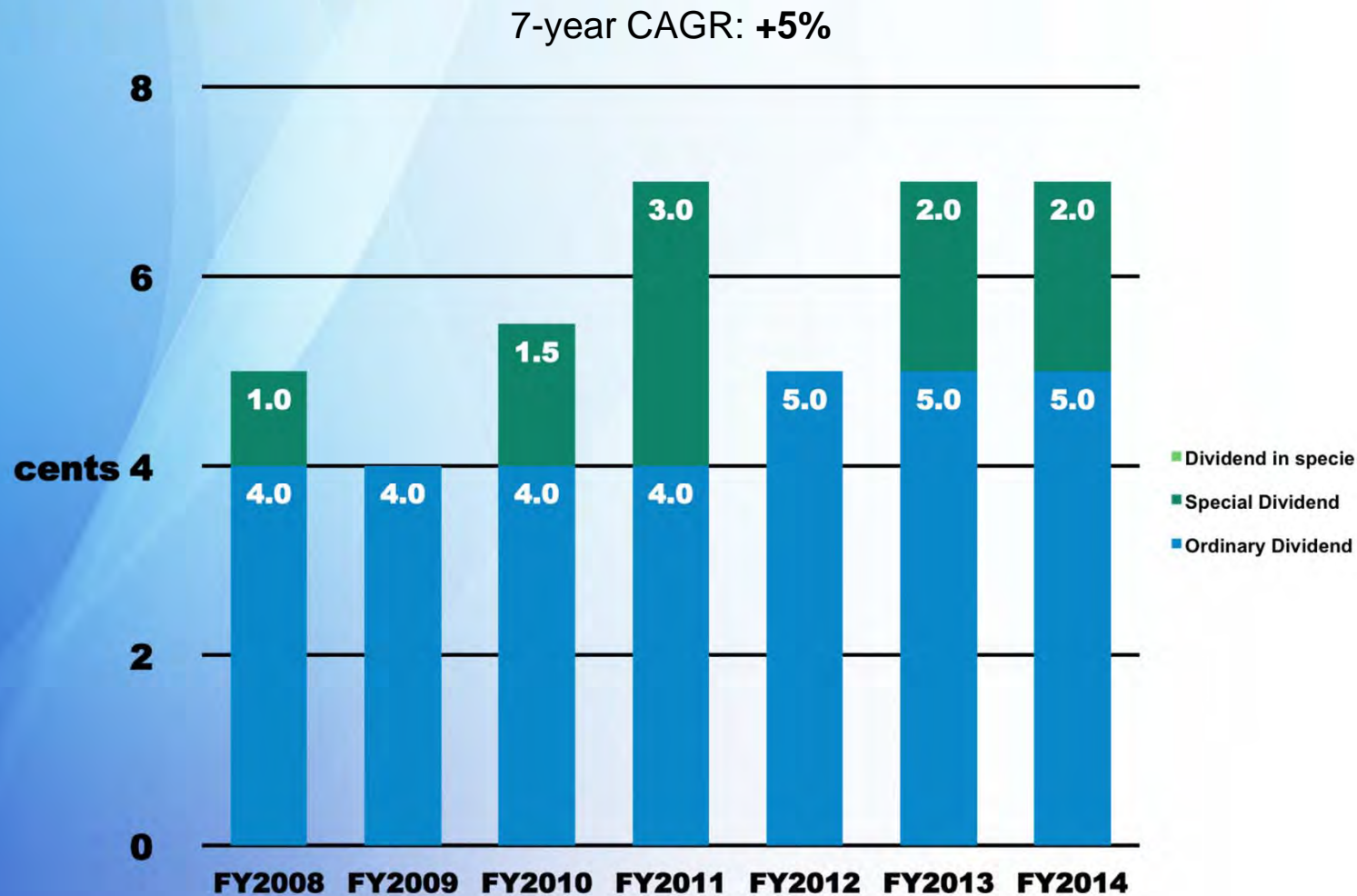
Group Dividend

	FY2014	FY2013
Interim dividend (paid)	2.0cts	2.0cts
Final dividend (proposed)	3.0cts	3.0cts
Total ordinary dividend	5.0cts	5.0cts
Special dividend (proposed)	2.0cts	2.0cts
Total dividend	7.0cts	7.0cts



Group Dividend

- Attractive dividend yield of ~4% on current price and ~5% on average closing price for FY2014

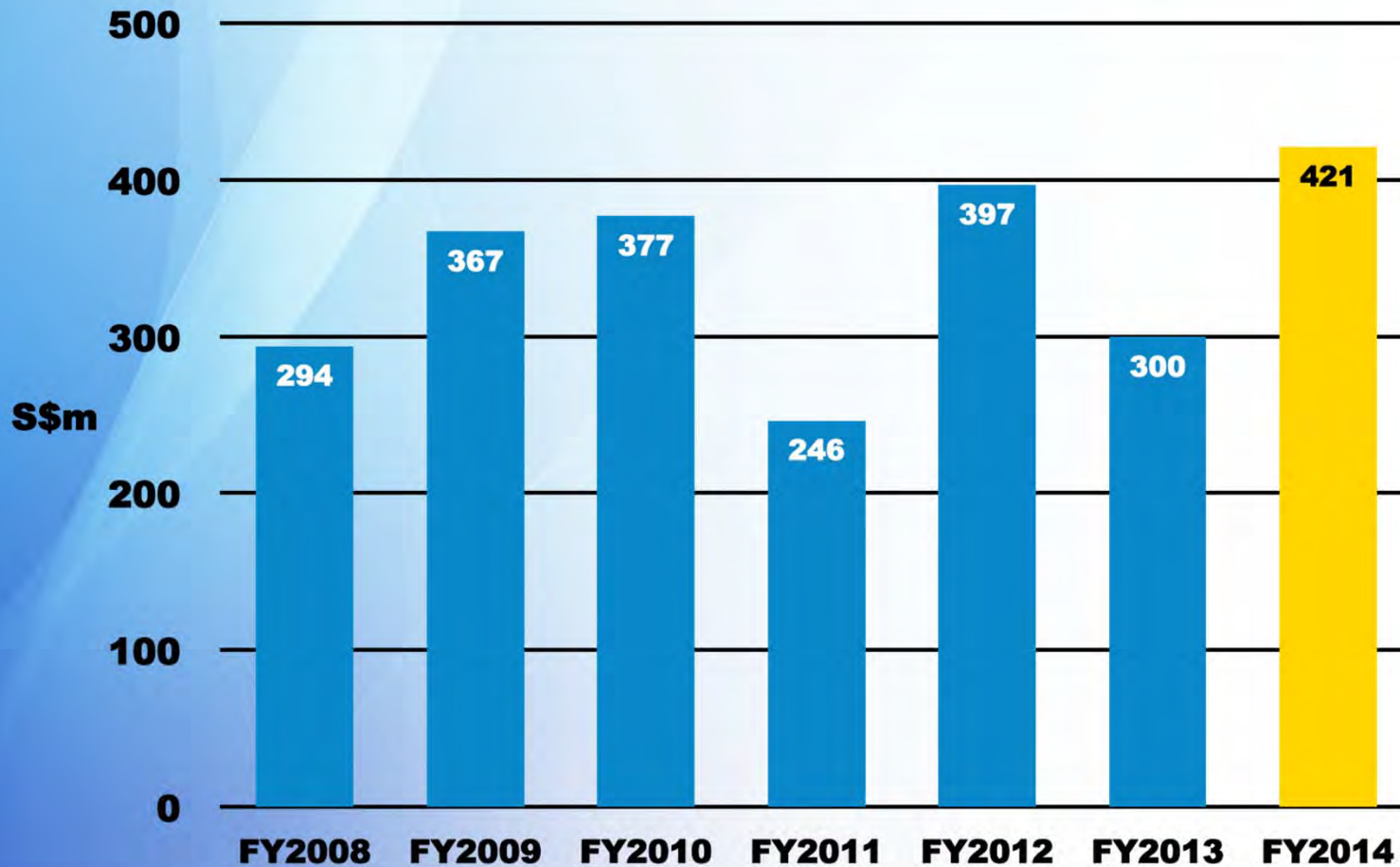




Division Financial Review

Group Orders Secured

- Healthy orders secured and active enquiry pipeline





Division Financial Review

Energy-Related Engineering



Energy-Related Engineering

Division Revenue & PBT

DIVISION FINANCIAL REVIEW

	FY2014 (S\$)	FY2013 (S\$)	Chg (%)
Revenue	181.3m	122.0m	+49
Profit before income tax	24.8m	13.7m	+81

- Record revenue
 - Driven by strong management performance on robust recovery of downstream oil & gas business
- Record PBT
 - Improvement of margins in major projects

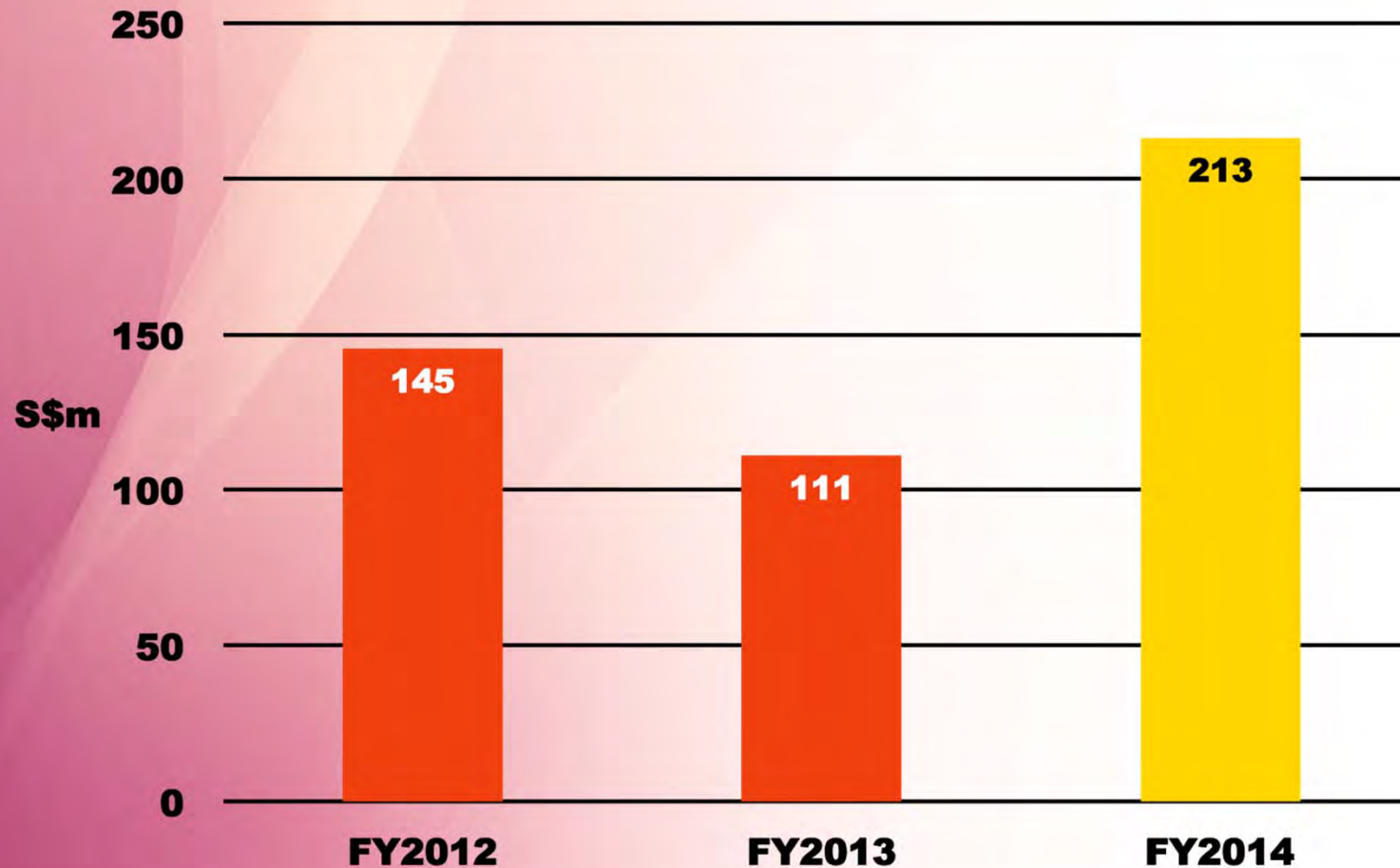


Energy-Related Engineering

Orders Secured

DIVISION FINANCIAL REVIEW

- Record level of orders secured due to favourable oil & gas investment climate



Energy-Related Engineering Prospects

- Riding on global oil prices
 - Current order book backlog: S\$152m
 - Oil & gas outlook
 - Global oil prices at above US\$100 per barrel
 - Positive operating environment set to continue into FY2015





Division Financial Review

Water & Wastewater Engineering

Water & Wastewater Engineering

Division Revenue & PBT

DIVISION FINANCIAL REVIEW

	FY2014 (S\$)	FY2013 (S\$)	Chg (%)
Revenue	16.3m	25.0m	-35
Profit before income tax	1.1m	1.5m	-27

- Revenue and PBT decrease
 - Challenging operating environment
 - Implementation of fewer major projects

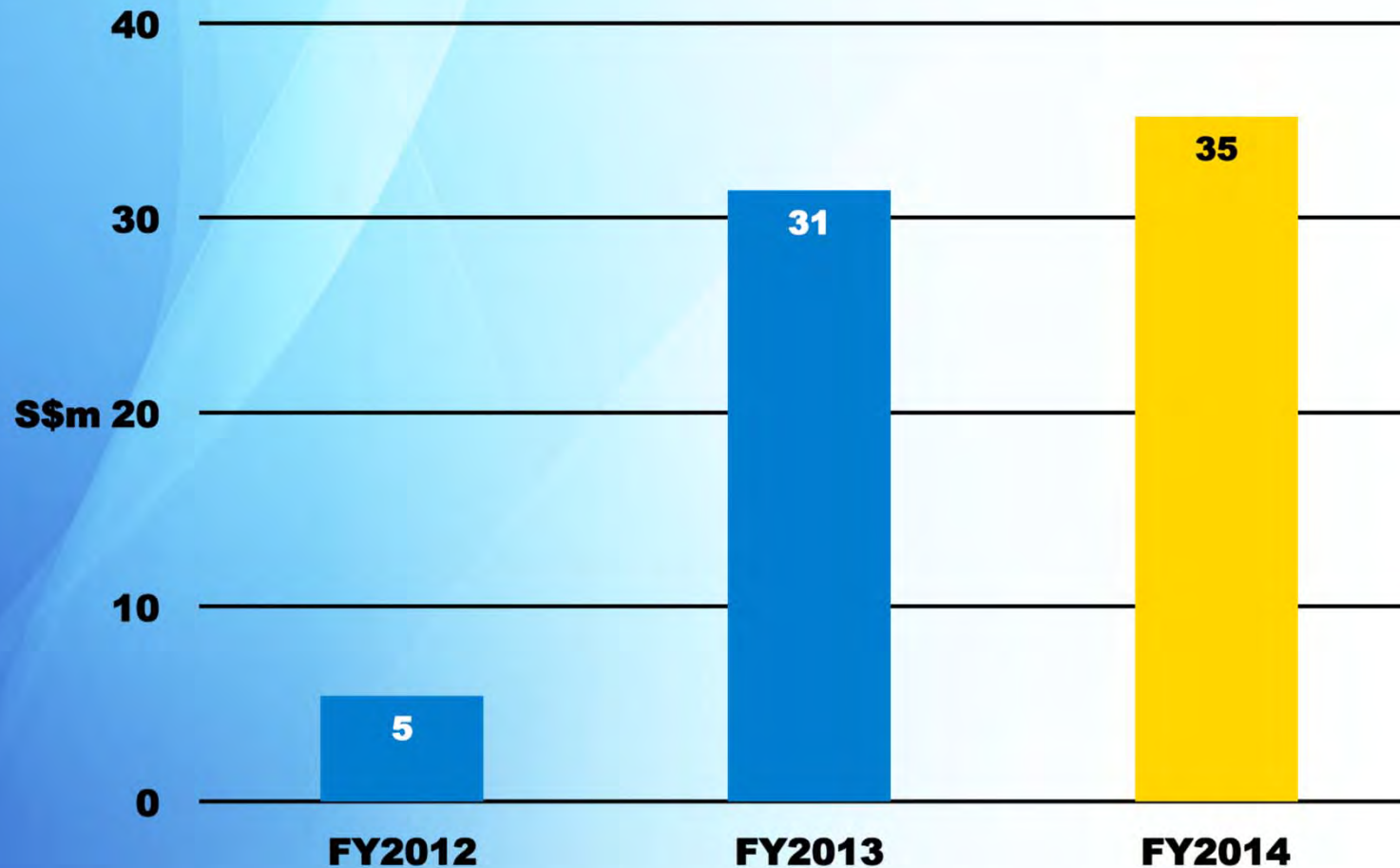


Water & Wastewater Engineering

Orders Secured

DIVISION FINANCIAL REVIEW

- Recovery of orders secured



Water & Wastewater Engineering

Prospects

- Riding on energy industry in Asia
 - Current order book backlog: S\$54m
 - Focusing on industrial water and wastewater solutions for power and oil & gas industries





Division Financial Review

Real Estate Solutions



Real Estate Solutions

Division Revenue & PBT

DIVISION FINANCIAL REVIEW

	FY2014 (S\$)	FY2013 (S\$)	Chg (%)
Revenue	209.2m	251.8m	-17
Profit before income tax	39.4m	61.2m	-36

- Revenue decrease
 - Highest revenue contributor for seven consecutive years
 - Challenging operating environment
 - Fewer major design-and-build projects
 - Ongoing strategy of expanding industrial leasehold portfolio
- PBT decrease
 - Tighter margins and lower total value of non-recurring items

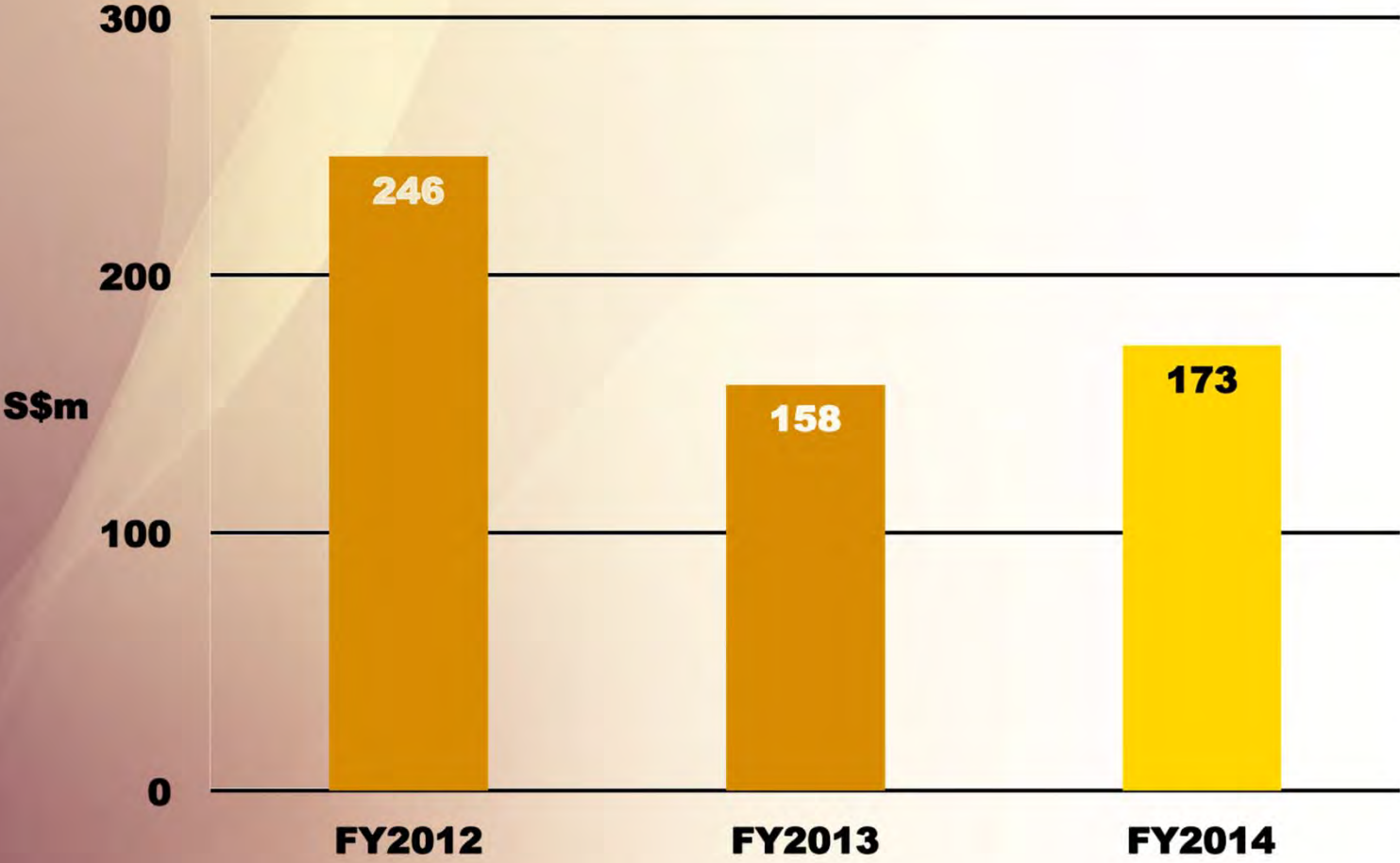


Real Estate Solutions

Orders Secured

DIVISION FINANCIAL REVIEW

- Decent level of orders secured



Real Estate Solutions

Prospects

- Focusing on niche growth industries
 - Current order book backlog: S\$174m
 - Industrial real estate outlook:
 - Challenging operating environment to persist in FY2015
 - Design-and-build contracts in niche growth industries
 - Design-build-and-lease contracts to grow portfolio for recurring income
 - Strategic partnerships with reputable joint venture partners in the region





Division Financial Review

Geo-Spatial Technology

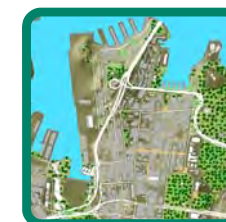
Geo-Spatial Technology

Division Revenue & PBT

DIVISION FINANCIAL REVIEW

	FY2014 (S\$)	FY2013 (S\$)	Chg (%)
Revenue	106.9m	114.4m	-7
Profit before income tax	25.2m	29.7m	-15

- Revenue decrease
 - Revenue growth in South East Asia
 - Comparable revenue for Australia but translation affected by weaker AUD against SGD
- PBT decrease
 - Pressure on margins with shift in revenue streams



Geo-Spatial Technology

Prospects

- Steady prospects
 - Recovery in FY2015
 - Sustained demand from government agencies
 - Continued expansion of workforce





Thank You



Questions & Answers
