

Boustead Singapore Limited / Boustead Projects Limited

Joint FY2015 Financial Results Presentation

26 MAY 2015



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
- Boustead Projects Limited is a leading real estate solutions provider in Singapore



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

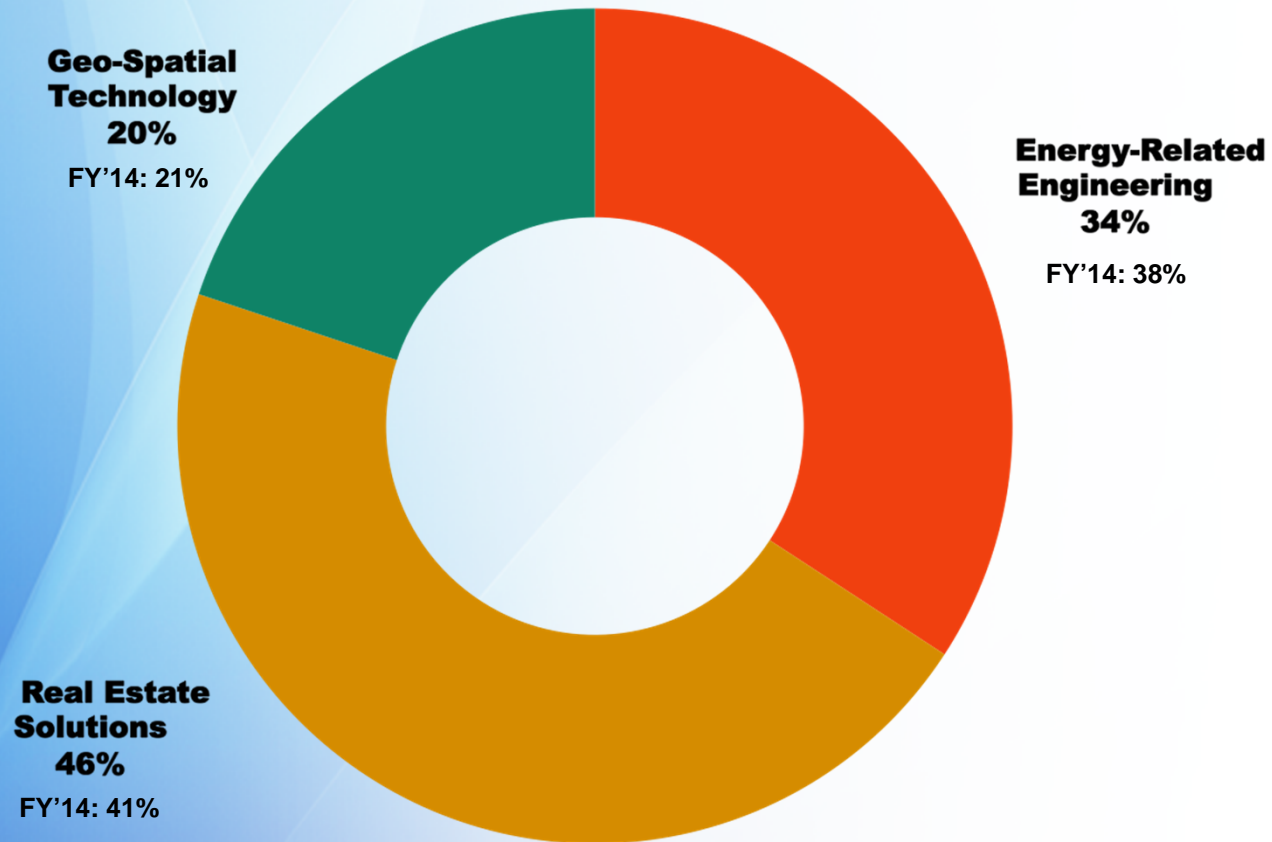
GROUP FINANCIAL REVIEW

	FY2015	FY2014	Chg (%)
Revenue	S\$556.4m	S\$513.7m	+8
Gross profit	S\$186.2m	S\$175.4m	+6
<i>Gross profit margin</i>	33%	34%	
Profit before income tax	S\$89.0m	S\$90.6m	-2
<i>Profit before income tax margin</i>	16%	18%	
Profit attributable to equity holders of the company	S\$63.3m	S\$70.7m	-10
Earnings per share	12.3cts	13.9cts	-12
Net asset value per share	73.0cts	68.4cts	+7



Group Revenue Mix by Division

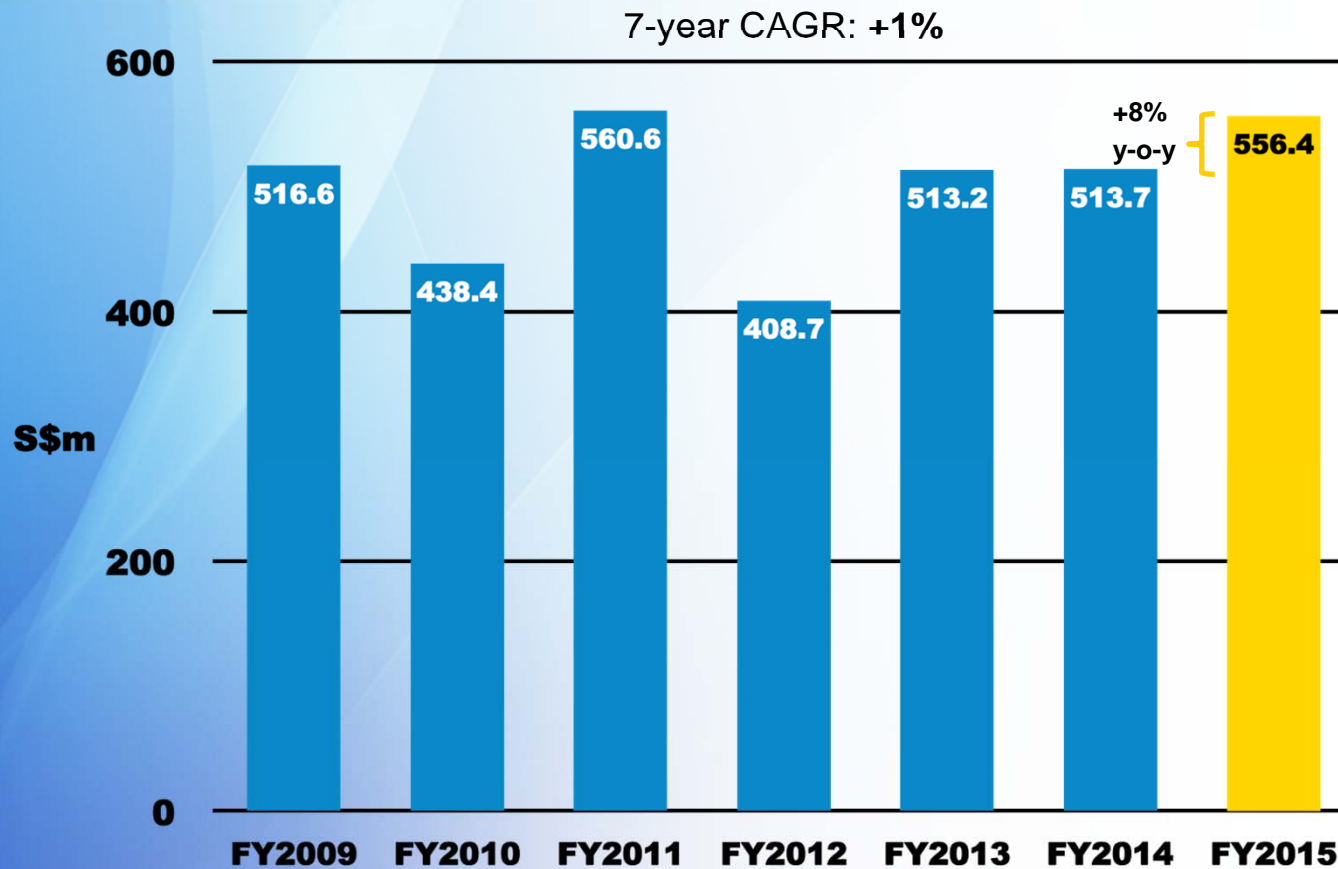
GROUP FINANCIAL REVIEW



Group Revenue

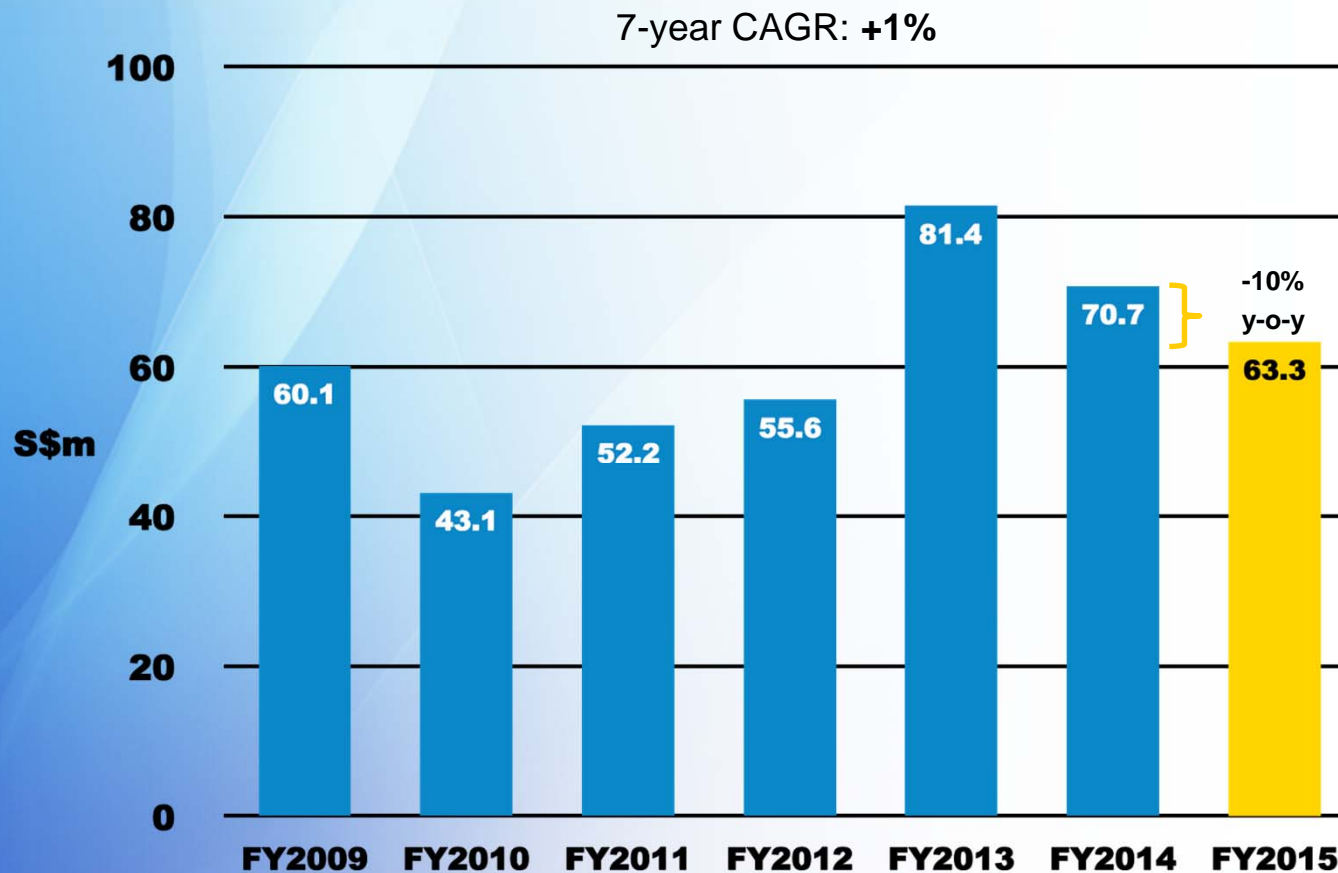
GROUP FINANCIAL REVIEW

- Second highest revenue level on record



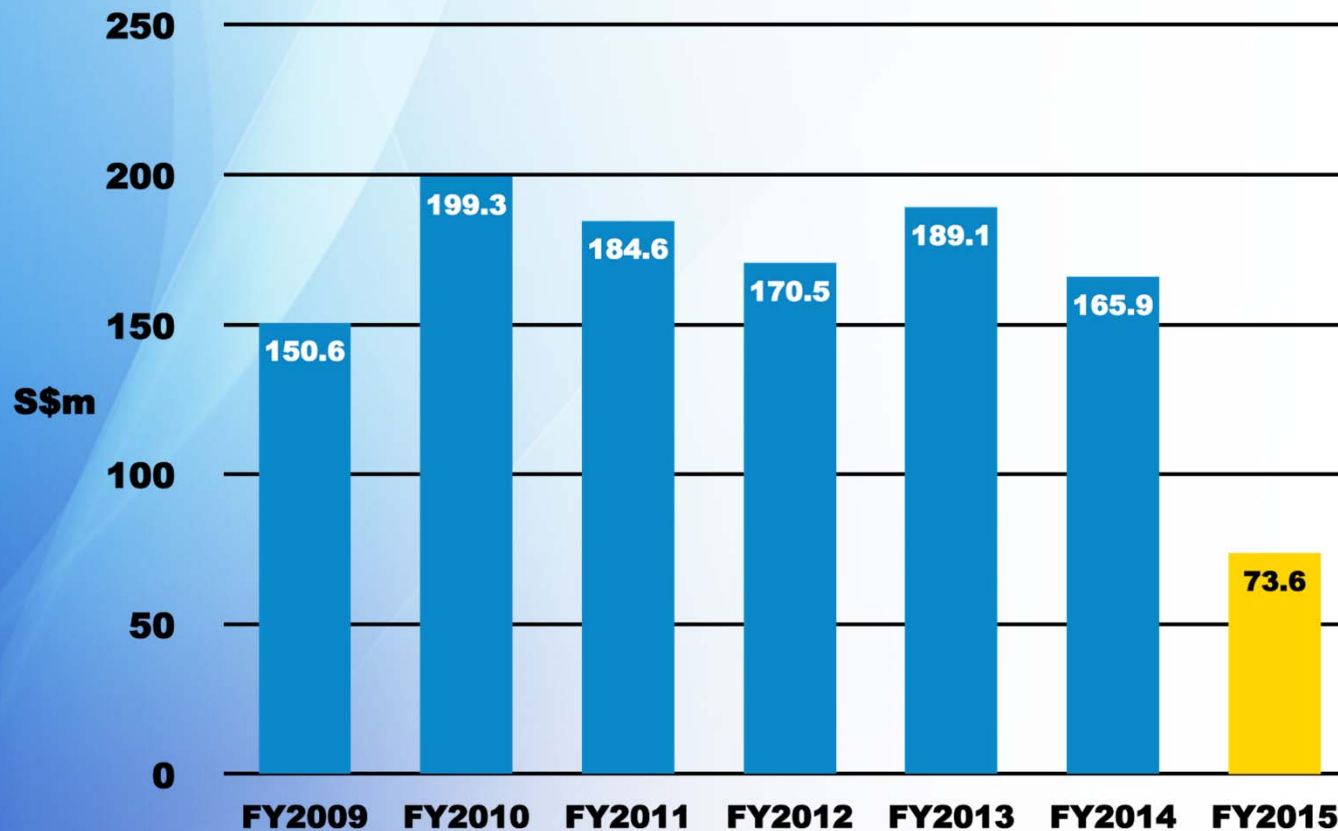
Group Net Profit

- After adjusting for major non-recurring items, net profit would be 3% higher



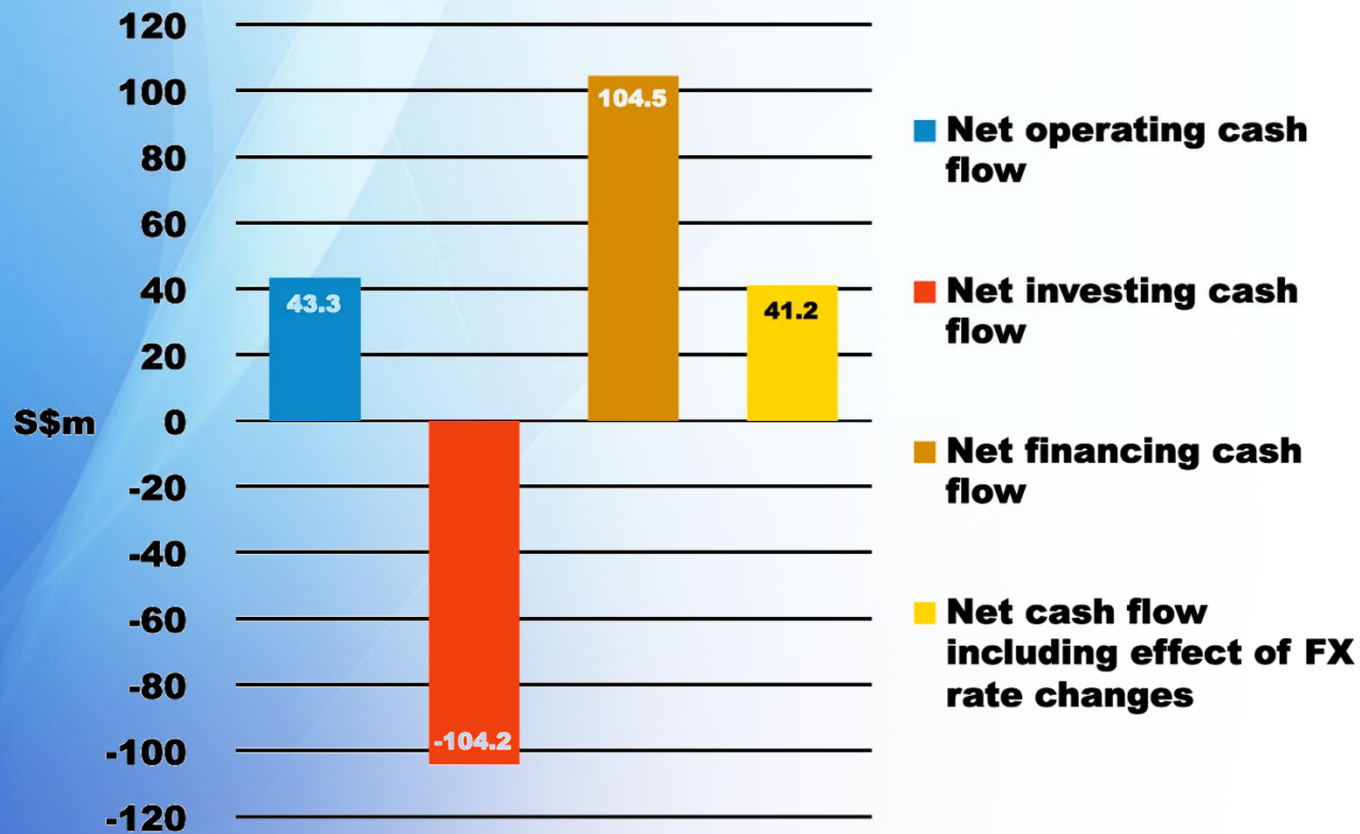
Group Net Cash Position

- Lower due to loan to joint venture and expansion of industrial leasehold portfolio



Group Cash Flow

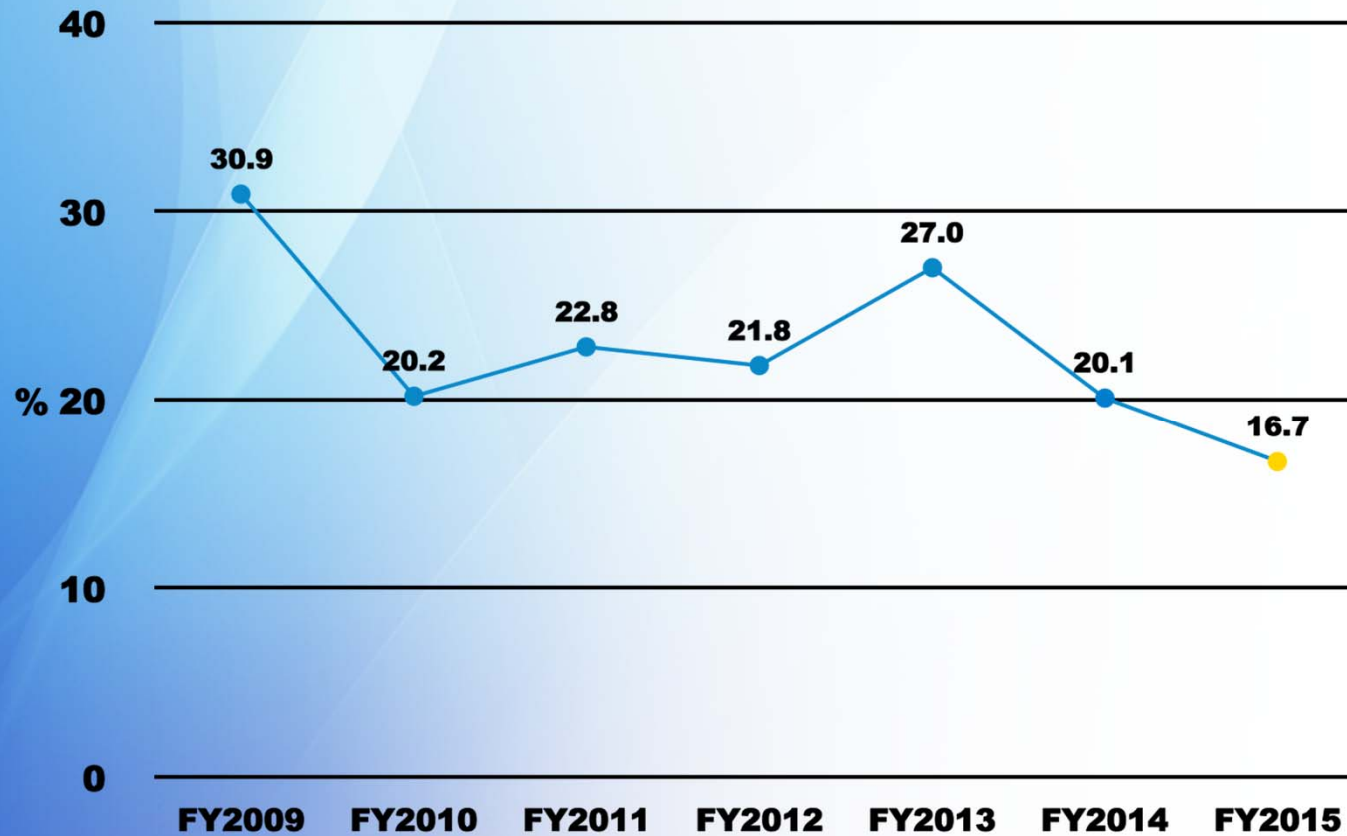
- S\$104.2m net cash used in investing activities for investment properties and loan to joint venture
- Paid dividends of S\$28.4m to shareholders



Return on Shareholders' Equity

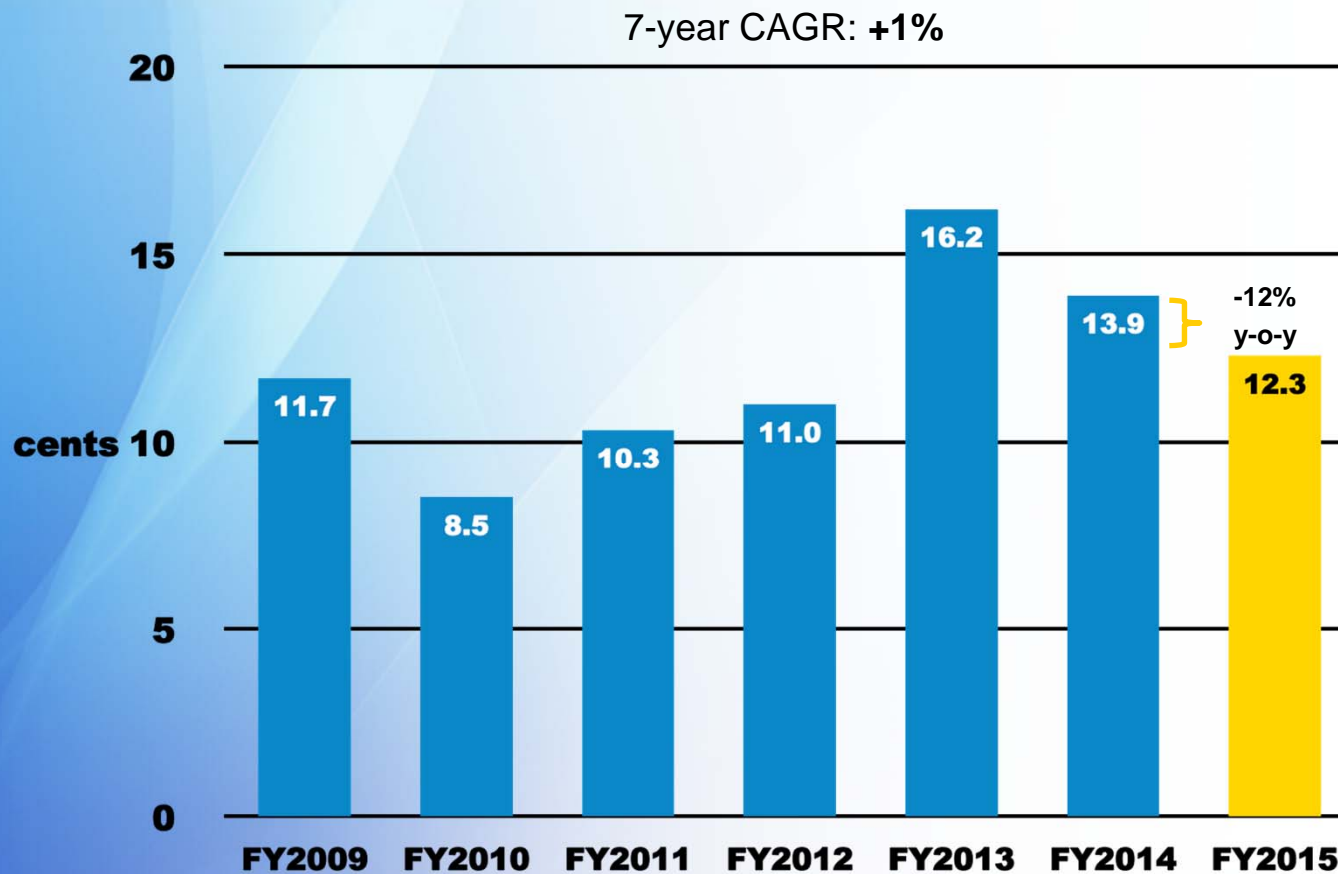
GROUP FINANCIAL REVIEW

- Respectable ROE



Earnings per Share

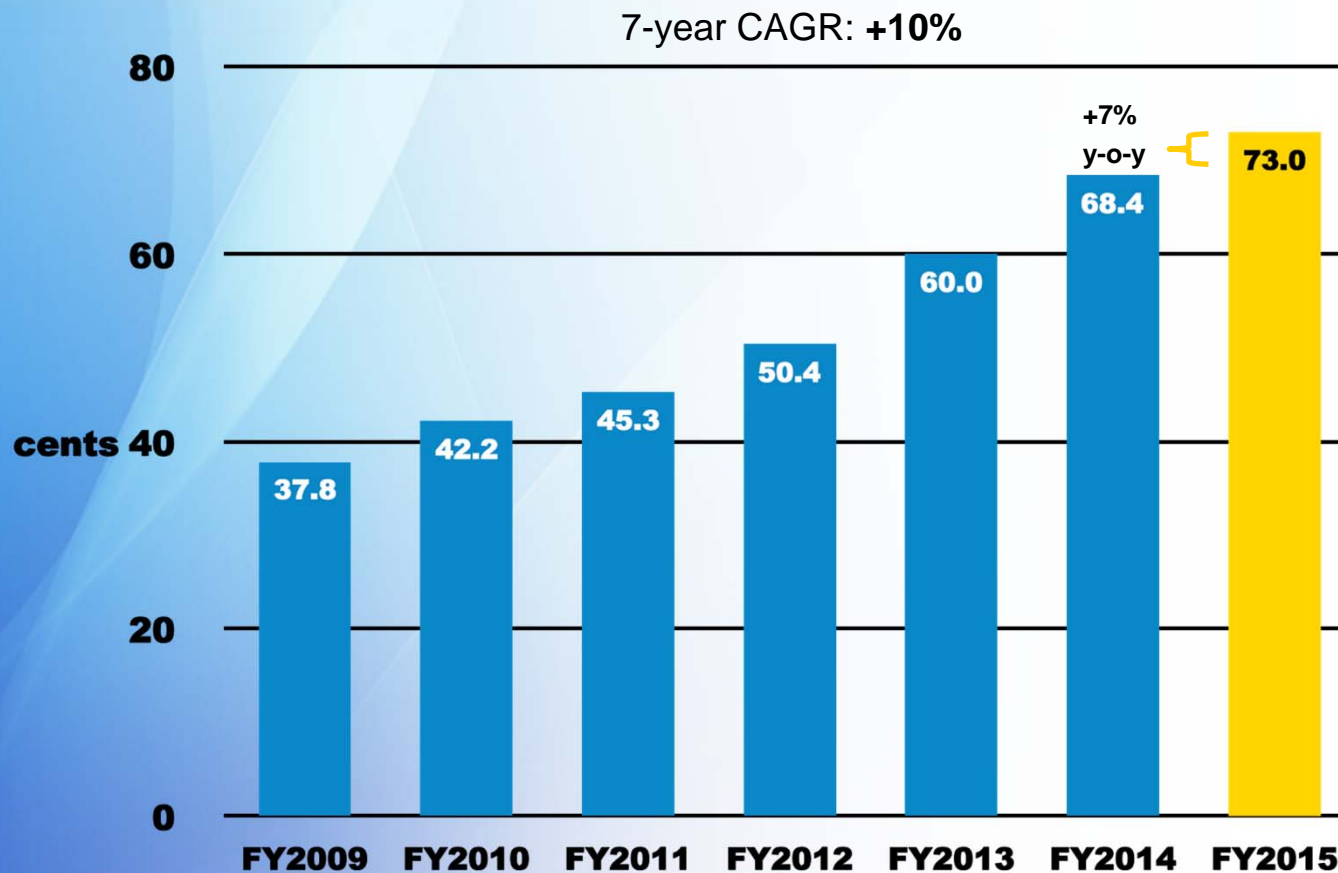
- Tracking net profit



Net Asset Value per Share

GROUP FINANCIAL REVIEW

- Strengthening financial position



Group Dividend

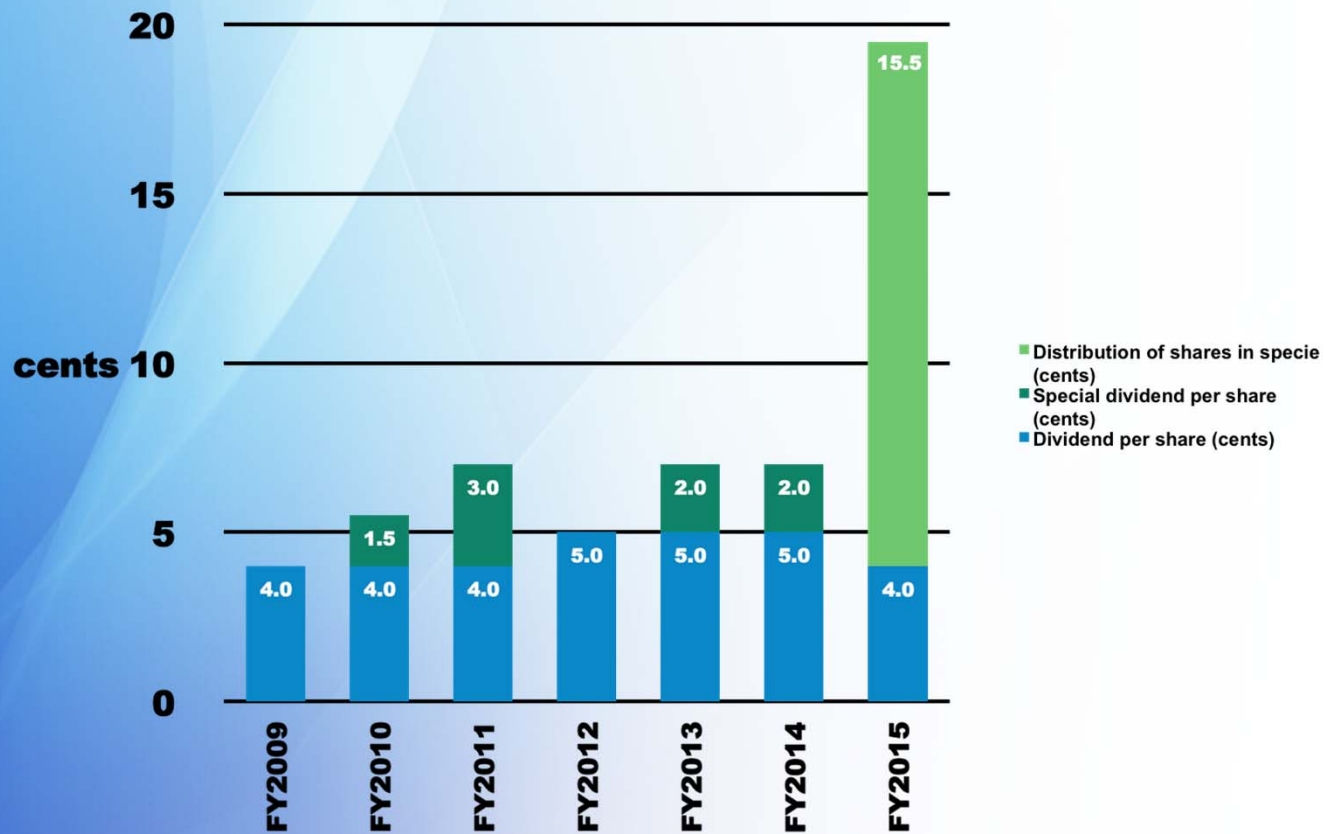
GROUP FINANCIAL REVIEW

	FY2015	FY2014
Interim dividend (paid)	2.0cts	2.0cts
Dividend <i>in specie</i> (distributed)	15.5cts	-
Final dividend (proposed)	2.0cts	3.0cts
Total ordinary dividend	19.5cts	5.0cts
Special dividend (paid)	-	2.0cts
Total dividend	19.5cts	7.0cts



Group Dividend

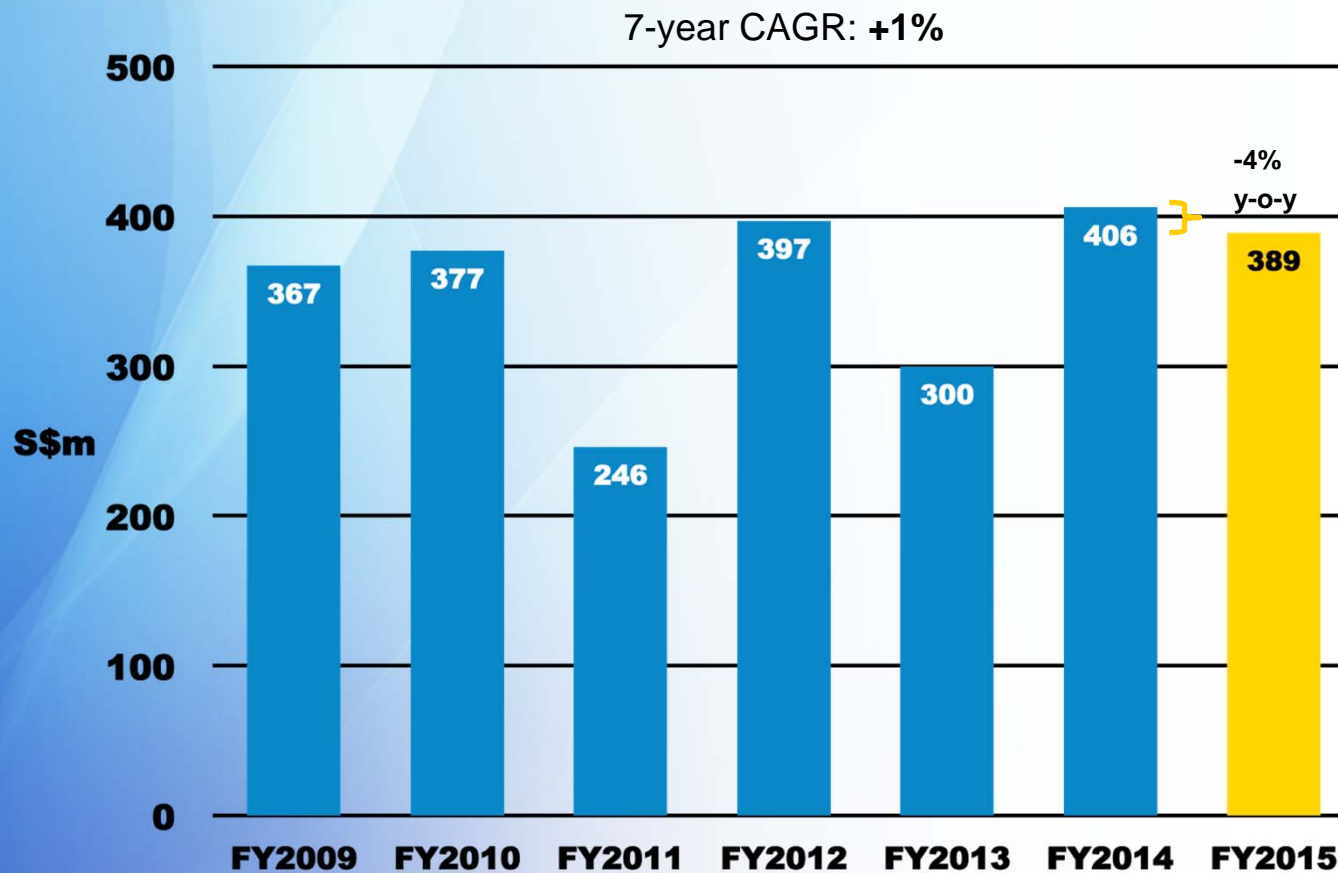
- Total dividend per share of 19.5 cents is highest on record



Group Orders Secured

GROUP FINANCIAL REVIEW

- Healthy level of orders secured





BP Group Financial Review

Boustead Projects Limited (BP)



BP Group Financial Results

BP GROUP FINANCIAL REVIEW

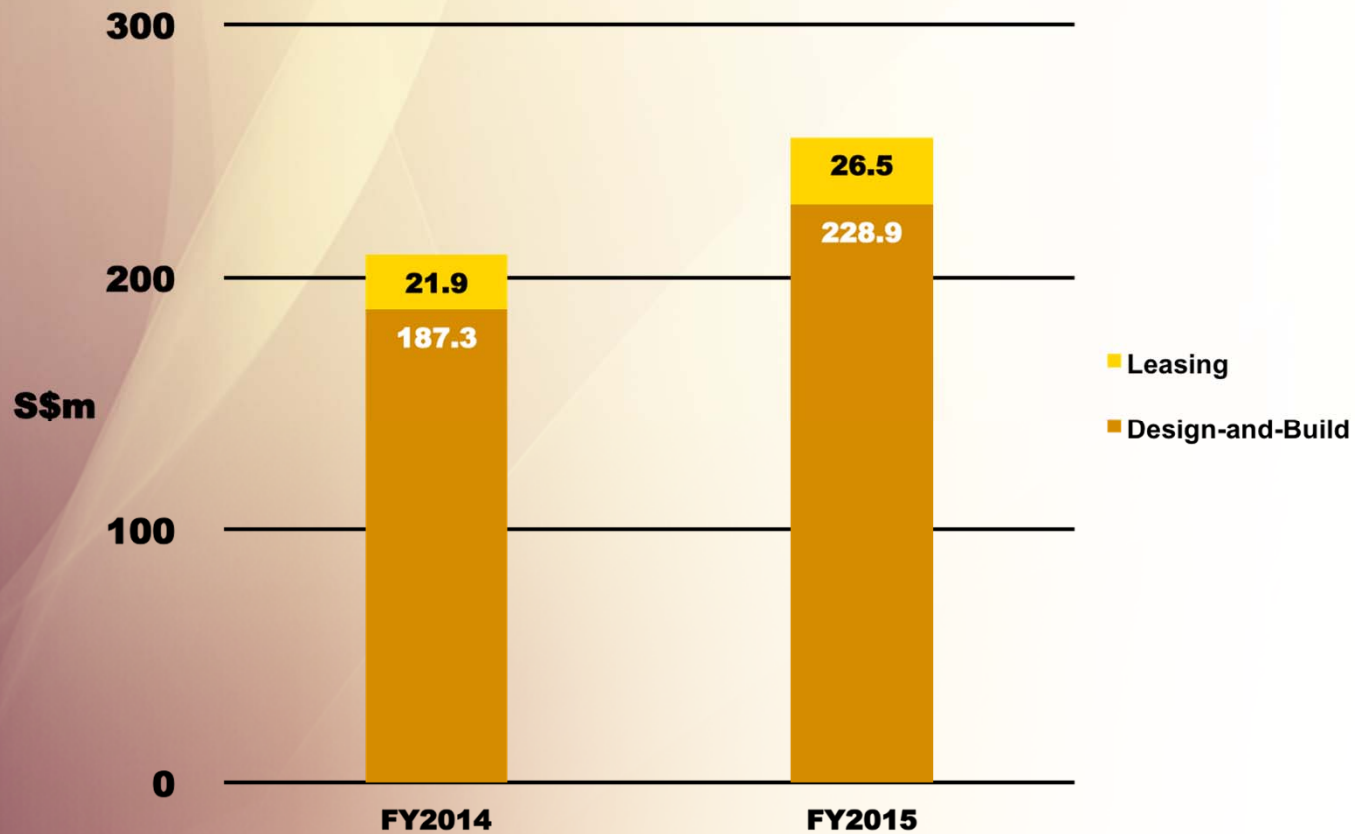
	FY2015	FY2014	Chg (%)
Revenue	S\$255.4m	S\$209.2m	+22
Gross profit	S\$57.3m	S\$52.9m	+8
<i>Gross profit margin</i>	22%	25%	
Profit before income tax	S\$33.4m	S\$39.4m	-15
<i>Profit before income tax margin</i>	13%	19%	
Profit attributable to equity holders of the company	S\$24.7m	S\$35.8m	-31
Earnings per share*	8.0cts	11.0cts	-27
Net asset value per share*	79.0cts	72.0cts	+10

* Computed based on 320,000,000 shares



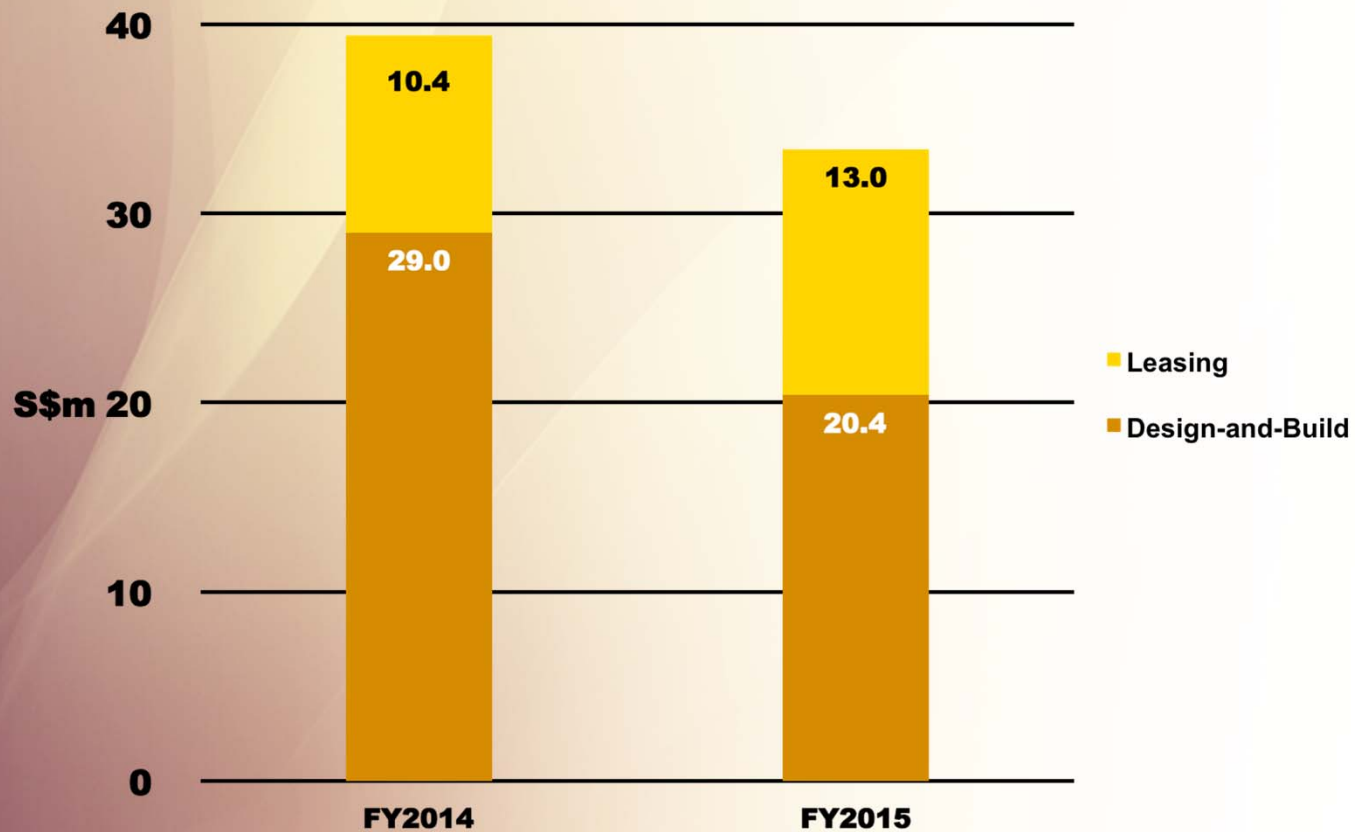
BP Group Revenue

- Growth in revenue from both Design-and-Build and Leasing



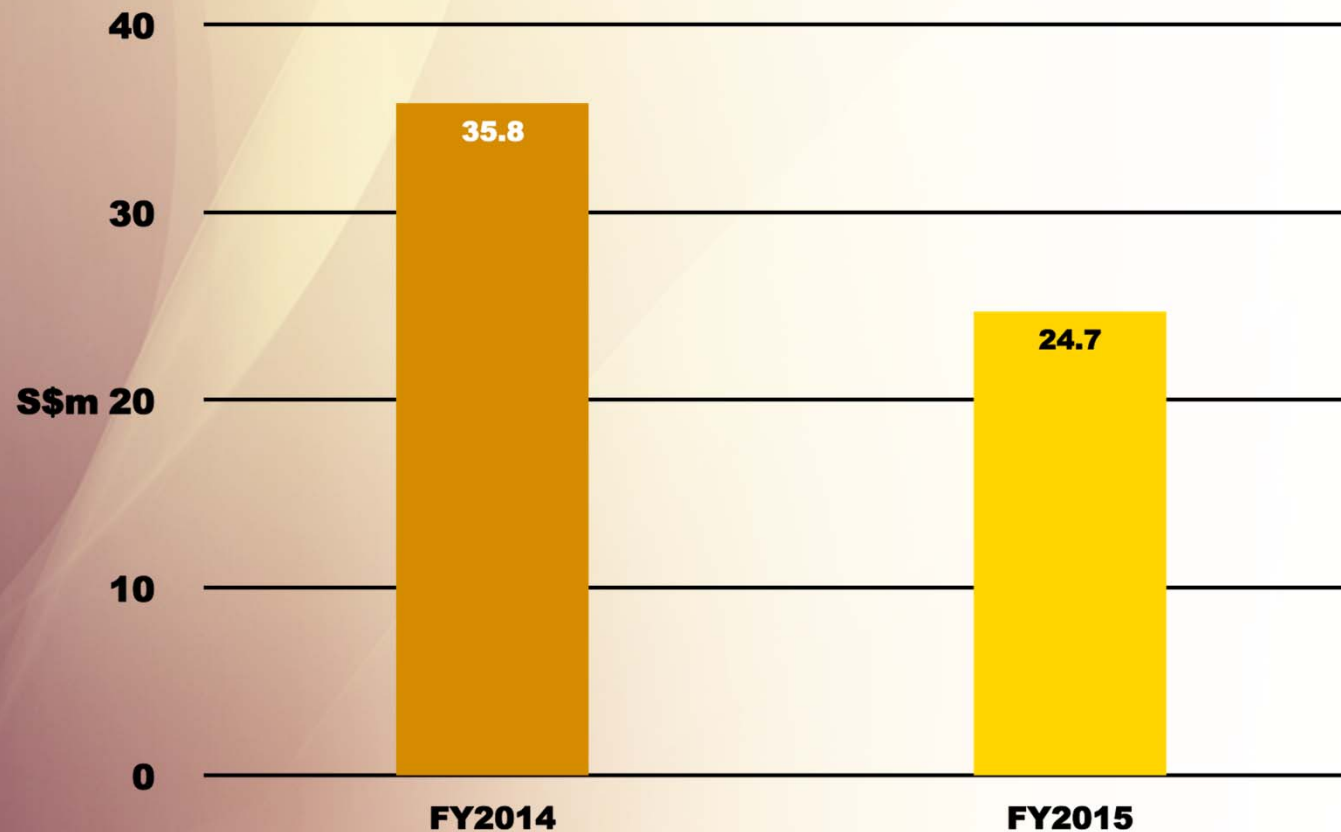
BP Group PBT

- Decline in PBT from Design-and-Build partially offset by Leasing



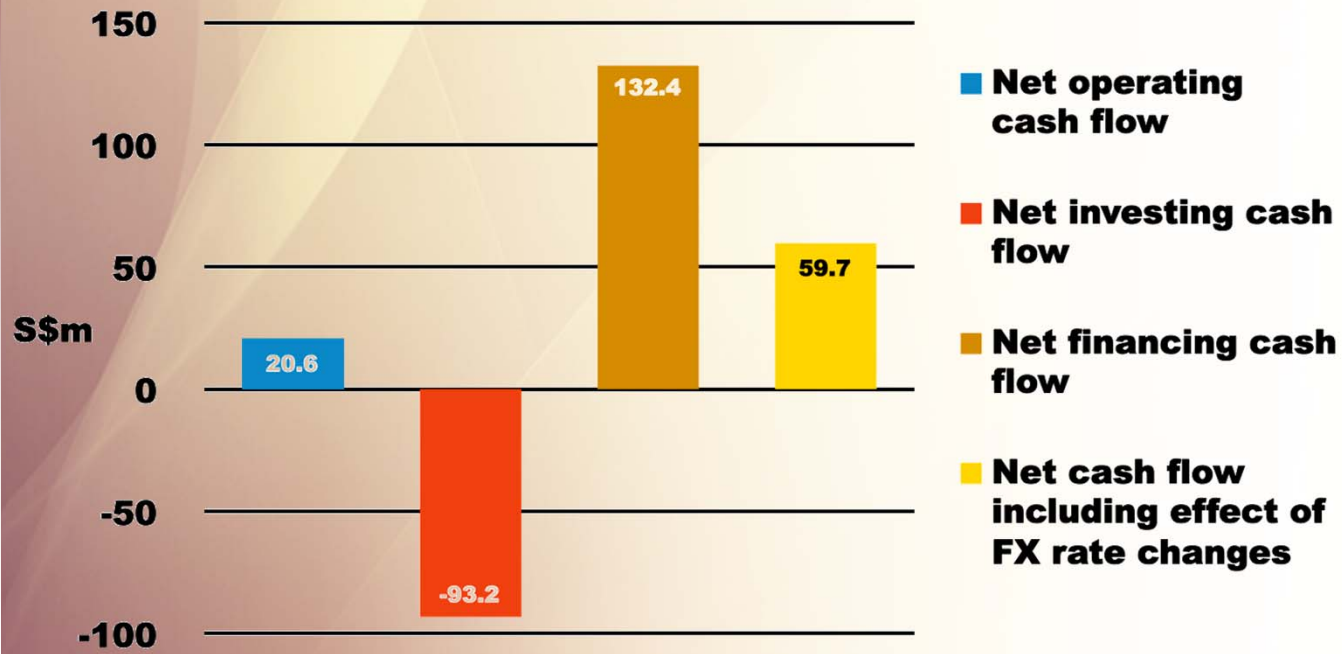
BP Group Net Profit

- After adjusting for major non-recurring items, net profit would be 4% lower



BP Group Cash Flow

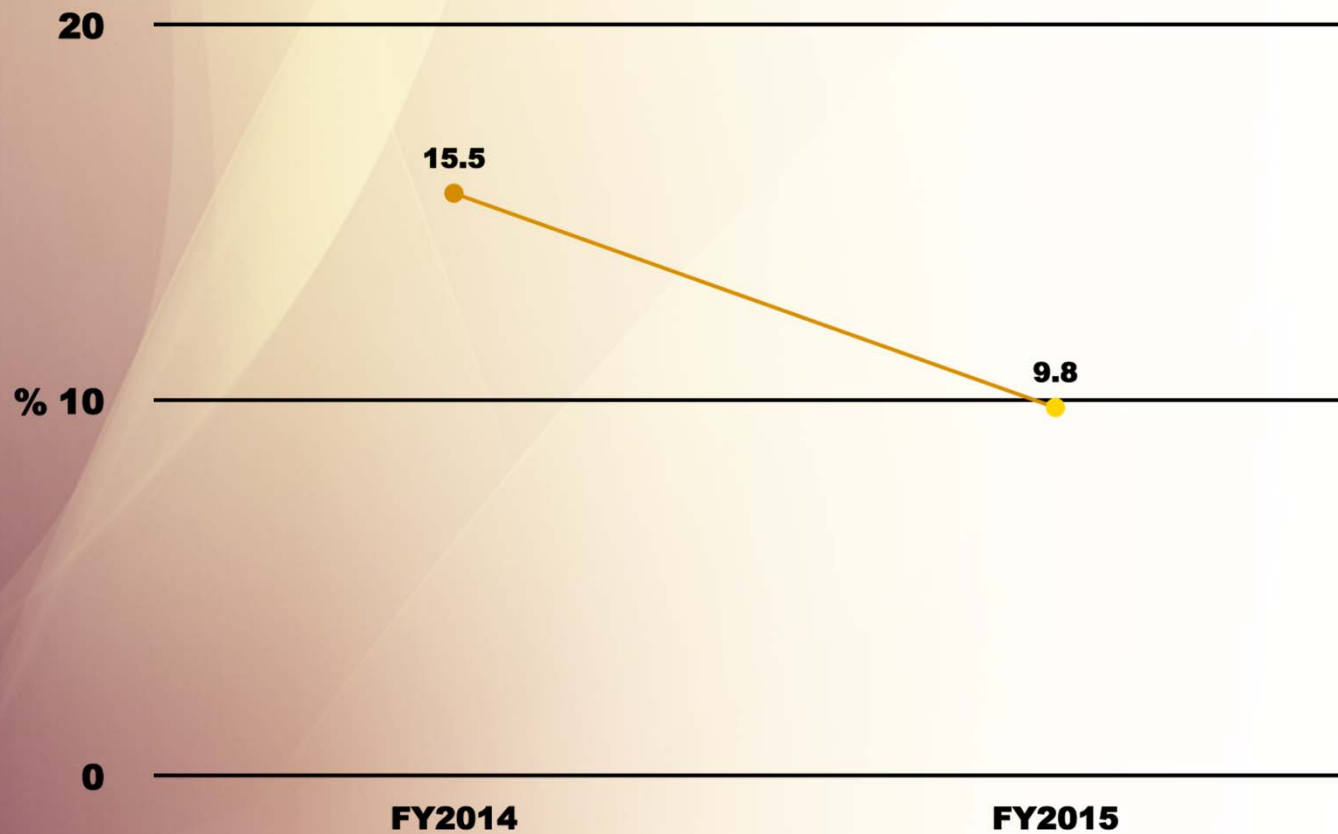
- Operating and financing cash flow used to expand industrial leasehold portfolio and for strategic partnership investments



BP Group Return on Shareholders' Equity

BP GROUP FINANCIAL REVIEW

- Lower ROE on margin pressure and expanding industrial leasehold portfolio





Division Financial Review

Energy-Related Engineering



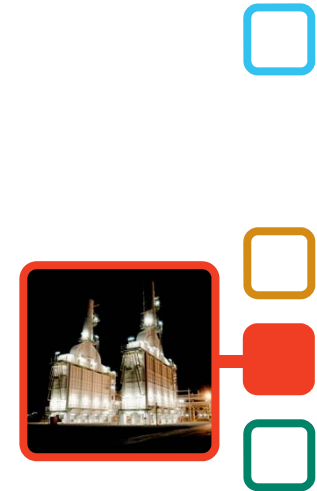
Energy-Related Engineering

Division Revenue, PBT & Orders Secured

DIVISION FINANCIAL REVIEW

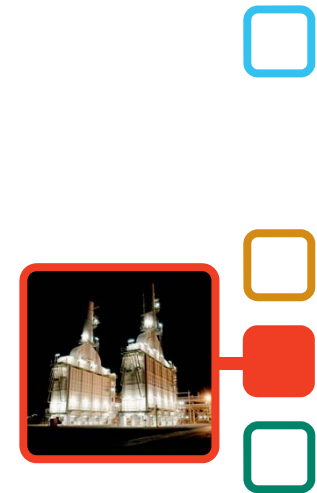
	FY2015 (S\$)	FY2014 (S\$)	Chg (%)
Revenue	190.3m	197.6m	-4
Profit before income tax	33.4m	25.9m	+29
Orders secured	105m	248m	-58

- Second highest revenue
 - Weak business environment and slow order wins
- PBT increase
 - Improvement in margins and cost savings in major projects



Energy-Related Engineering Prospects

- Weak environment
 - Current order book backlog: S\$138m
 - Oil & gas outlook
 - Expect slump in global oil & gas prices to result in delays in award of sizeable contracts
 - Potential M&A opportunities





Division Financial Review

Real Estate Solutions



Real Estate Solutions

Division Revenue, PBT & Orders Secured

DIVISION FINANCIAL REVIEW

	FY2015 (S\$)	FY2014 (S\$)	Chg (%)
Revenue	255.4m	209.2m	+22
Profit before income tax	33.4m	39.4m	-15
Orders secured	284m	158m	+80

- Highest revenue contributor for eight consecutive years
 - Challenging business environment
 - Ongoing strategy of expanding industrial leasehold portfolio
- PBT decrease
 - Tighter margins and lower total value of non-recurring items



Real Estate Solutions

Prospects

- Focusing on niche growth industries
 - Current order book backlog: S\$250m
 - Industrial real estate outlook:
 - Challenging operating environment to persist
 - Design-and-build contracts in niche growth industries
 - Boustead Development Partnership to grow industrial leasehold portfolio for recurring income
 - Strategic partnerships with reputable joint venture partners in region





Division Financial Review

Geo-Spatial Technology



Geo-Spatial Technology

Division Revenue & PBT

DIVISION FINANCIAL REVIEW

	FY2015 (S\$)	FY2014 (S\$)	Chg (%)
Revenue	110.6m	106.9m	+3
Profit before income tax	22.7m	25.2m	-10

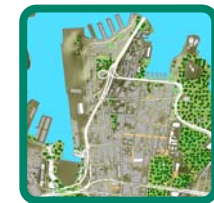
- Second highest revenue
 - Firm demand across Australia and South East Asia
- PBT decrease
 - Currency headwinds and impairment of goodwill



Geo-Spatial Technology

Prospects

- Steady prospects
 - Sustained demand from government agencies
 - Continued expansion of workforce
 - Currency headwinds may affect margins





Thank You





Questions & Answers
