



#### **1Q 2005 Results Announcement**

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28 April, 2005



# **Scope of Briefing**

- Address by Executive Chairman
- Group Financial Highlights
- Business Review & Outlook



## Address by Executive Chairman



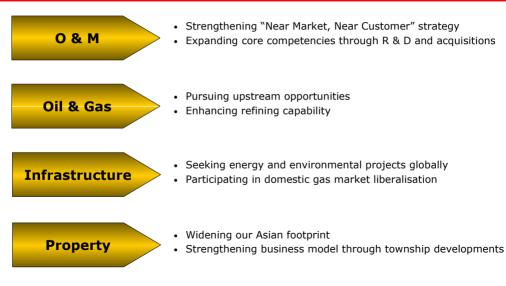
# **Enhanced Earnings Visibility**



- Secured record contracts in 1Q; more expected in 2005
- Net orderbook grew to S\$5.1bn, deliveries into 2009
- Firm refining margins underpinned by strong demand
- Upstream contribution to increase over time
- Regional economic growth drive infra needs
- Cogen and NEWater plants kick in earnings from 2007
- Overseas residential projects achieved high take-up
  - Domestic residential and office sectors turned around



#### **Building Long-Term Growth Platforms**





## **Group Financial Highlights**



#### **Financial Achievements in 1Q 05**

PATMI	10% to S\$144m 10%
EPS	1 9% to 18.4 cts
Annualised ROE	<b>1</b> from 14.1% to 15.6%
EVA	👕 S\$32m to S\$42m
Free cash flow	👕 125% to S\$171m
Net gearing	📕 from 0.64x to 0.55x



# **Financial Highlights**

S\$m	<u>1Q 2005</u>	<u>1Q 2004</u>	<u>% Change</u>
Turnover	1,146	896	28
EBITDA	159	146	9
<b>Operating Profit</b>	128	108	19
Profit Before Tax	204	147	39
PATMI	144	131	10
EPS (cents)	18.4	16.9	9



## **Turnover by Segments**

#### S\$m

•	<u>1Q 2005</u>	<u>%</u>	<u>1Q 2004</u>	<u>%</u>	<u>% Change</u>
<b>Offshore &amp; Marine</b>	867	76	547	61	59
Property	128	11	139	15	(8)
Infrastructure	132	11	187	21	(29)
Investments	19	2	23	3	(17)
Total	1,146	100	896	100	28



## **Pretax Profits by Segments**

5 y III	<u>1Q 2005</u>	<u>5 %</u>	<u>1Q 2004</u>	<u>%</u>	<u>% Change</u>
Offshore & Marine	97	48	68	46	43
Property	49	24	38	26	29
Infrastructure	(4)	(2)	15	10	NM
Investments	62	30	26	18	138
Total	204	100	147	100	39



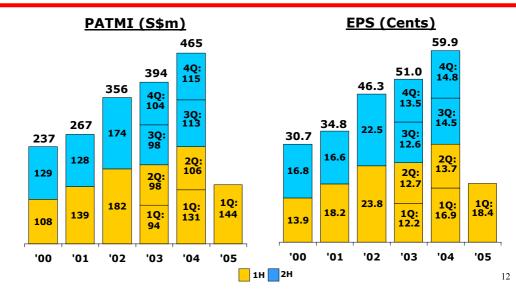
# **PATMI by Segments**

#### S\$m

• <del>•</del> • • •	<u>1Q 2005</u>	<u>%</u>	<u>1Q 2004</u>	<u>%</u>	<u>% Change</u>
<b>Offshore &amp; Marine</b>	71	49	71	54	-
Property	22	15	24	18	(8)
Infrastructure	1	1	15	12	(93)
Investments	50	35	21	16	138
Total	144	100	131	100	10



### **Consistent Earnings Delivery**





# **Healthy Free Cash Flow**

	<u>1Q 2005</u> S\$m
Operating profit Depreciation & other non-cash items	128  152
Working capital changes Interest & tax paid	90 (11)
Net cash from operating activities	231
Investments & capex Divestments & dividend income	(70) 10
Net cash used in investing activities	(60)
Free Cash Flow	171



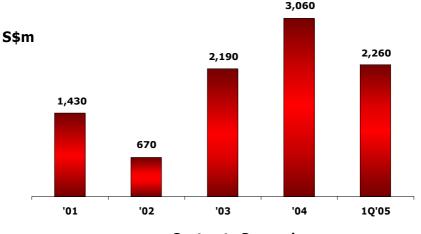
#### **Business Review & Outlook**



## **Offshore & Marine**



## **Potentially Another Record Year**

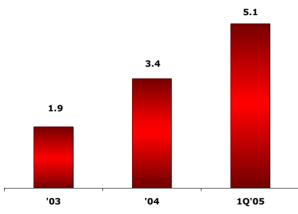


**Contracts Secured** 



# **Earnings Visibility Lengthens**

#### Net Orderbook (S\$bn)



Deliveries into 2009

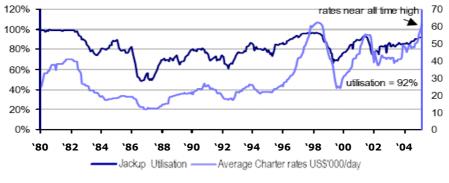
• Pursuing another

S\$5bn of contracts



#### Sustainable Upcycle In Early Stage

#### **Global Jackup Utilisation & Daily Charter Rates**



Source: ODS Petrodata

Jackups under construction represent only 7% of ageing fleet

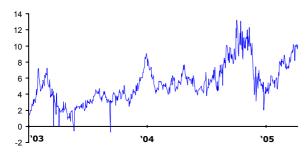


### Oil & Gas



# **Healthy Refining Margins**

#### Singapore Gross Refining Margin Trends (US\$/bbl)



- Ageing refining assets
- Capacity expansion constraints
- Strong product demand

Source: Reuters

#### Full-year impact of increased SRC stake



## Property



# **Growth Initiatives**

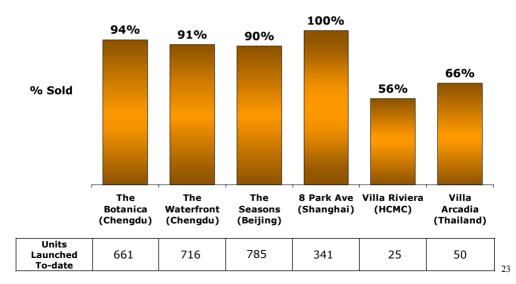
Making further inroads into regional residential developments

• Expanding property fund activities

• Bidding for Integrated Resorts in Singapore

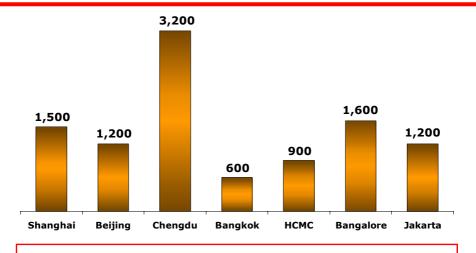


## **Strong Overseas Sales**





#### **Overseas Pipeline Next 2 - 3 Years**



#### Around 10,000 units to be launched



## Infrastructure



# **Environmental Engineering**

- Growing demand from Asia and Europe
- Developing new technologies
- S\$160m contracts secured in 1Q'05
- Net orderbook of S\$600m
- Pursuing over S\$700m of contracts

#### Continuing to strengthen growth drivers



## **Power Generation**

Steady earnings of cogen power project from 1Q 07

• Pursuing re-deployment of power barges

• Growing regional infrastructure demand



#### Prospects

- On track to meet financial targets
- Sustainable long-term earnings growth





# Special Feature: Keppel Merlimau Cogen



# **Project Overview**

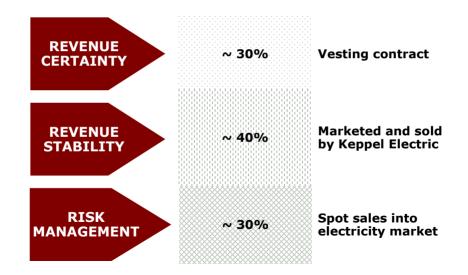
#### Keppel Merlimau Cogen (KMC)



- Location: Jurong Island
- Size: 2 x 250 MW
- Type: Combined Cycle Cogen
- Cost: S\$525m
- Fuel: Natural gas
- Operation: 1Q 2007



### **Robust Revenues**





# **Keeping An Eye On Costs**

- Low construction cost
- Fast-track
- Experienced EPC Contractor with credit-enhanced package

#### OPEX

CAPEX

- Lower operating costs due to the selected technology
- Competitive long-term maintenance contract of gas turbines by Alstom



# **Competitive Advantage**

- Superior terms and pricing to the market
- Flexible take-or-pay arrangement
  - No take-or-pay obligations by Keppel Corporation



FINANCING

FUEL

- S\$341.25m 16-year long term limited recourse financing and S\$183.75m equity bridge loan
- Highly competitive pricing and flexible terms enhance competitiveness



# **Market Positioning**

#### FIT TO MARKET

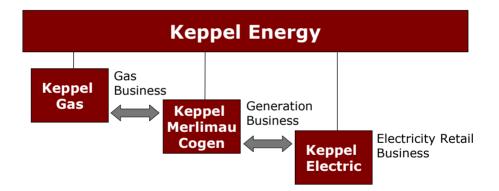
- Right Size: Sized to fit the market
- Right Technology: Flexible and reliable technology with proven track record

#### GROWTH OPTIONS

- Site selected for potential expansion
- Potential sales of utility services provide further revenue certainty and return
- Spin-offs into related businesses such as natural gas import and wholesale marketing



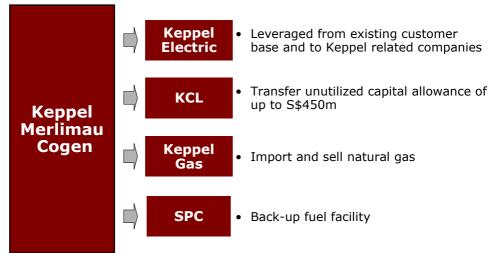
# **Creating A Growth Platform...**



Integrated energy business reduces risks and captures values



# **Synergies Within Keppel Group**





## **Return Driven Growth ...**

Fits Keppel Energy's strategy of return driven growth through selective development and acquisitions



Target Equity IRR > 15%



## Keppel Corporation Keppel Corporation 1Q 2005 Results

# Thank You Q&A



## **Additional Info**



## **Keppel Corporation**



### **Turnover by Customers**

	1Q 2005		
	<u>Total</u>	<u>Overseas</u>	<u>Singapore</u>
	S\$m	%	%
Offshore & Marine	867	96	4
Property	128	55	45
Infrastructure	132	46	54
Investments	19	34	66
Total	1,146	85	15

#### 85% of total turnover came from overseas customers



### **EBITDA by Segments**

<u>1Q 2005 % 1Q 2004 % %</u>	<u>Change</u>
Offshore & Marine 106 67 81 55	31
Property 50 31 37 25	35
Infrastructure 27 19 (	(100)
Investments 3 2 1 1	200
Total 159 100 146 100	9



#### Capital/Gearing/ROE

S\$m	<u>31 Mar 2005</u>	<u>31 Dec 2004</u>
Shareholders' Funds	3,394	3,091
Capital Employed	4,588	4,258
Net Debt	2,537	2,726
Net Gearing	0.55x	0.64x
ROE	15.6%*	15.5%



### **Offshore & Marine**



#### Financial Highlights – Offshore & Marine

S\$m	<u>1Q 2005</u>	<u>1Q 2004</u>	<u>% Change</u>
Turnover	867	547	59
EBITDA	106	81	31
Operating Profit	92	67	37
Profit Before Tax	97	68	43
PATMI	71	71	-
PATMI (excl. deferred tax adjustments)	71	61	16



#### **Offshore & Marine Review**

• S\$2.26bn contracts secured in 1Q 2005:

9 JU newbuilds, 1 semi upgrade and 1 FPSO hull conversion

• Major contract completions in 1Q 2005:

1 JU repair, 1 JU upgrade, 1 FSO conversion, 1 cement carrier conversion, 1 semi repair, 1 cruise vessel refurbishment, 2 tugs, 2 AHTS, 1 derrick barge upgrade and 1 JU strip mating



#### **Offshore & Marine Orderbook**

	<u>Balance</u> <u>Order</u>	<u>Clients</u>
For delivery in 2005 3 Jack ups / 3 Jack Up Upgrades/Repairs / 2 Semi Conversions/Repairs / 1 Semi Modification	<u>S\$m</u> 151	BP / NDC / Ensco / JCE Group / Transocean / Boeing
1 FPSO Hull Conversion / 1 FPSO Upgrade / 1 Cruise Vessel Lengthening / 1 Pipelayer Modification / 1 Gas Compressor Platform / Suction Cans	168	Marathon / Bergesen / Kvaerner / Allseas / Perenco / Technip
2 PSVs / 8 AHTS / 2 Tugs	104	Maersk / Gulfmark Offshore / Pacific Richfield / Bourbon / Smit / Hadi Hammam / PSA Marine
For delivery in 2006 5 Jack Ups / 1 Jack Up Upgrade / 1 Semi Upgrade / 2 Accommodation Platforms / 4 AHTS	1,198	Sinvest / Odfjell / GDI / Awilco / Ensco / Diamond / Pemex / Bourbon / Smit / Hadi Hammam
For delivery in 2007 to 2009 2 Semis / 8 Jack Ups / 1 Sludge Vessel	3,469	Petrobras / Petrovietnam / Sinvest / Odfjell / Maersk / Seatankers / City of New York
TOTAL as at 31 Mar 2005	5,090	



## Property



## **Financial Highlights - Property**

S\$m	<u>1Q 2005</u>	<u>1Q 2004</u>	<u>% Change</u>
Turnover	128	139	(8)
EBITDA	50	37	35
Operating Profit	46	34	35
Profit Before Tax	49	38	29
PATMI	22	24	(8)
PATMI (excl. deferred tax adjustments)	22	21	5



### Infrastructure



#### **Financial Highlights – Infrastructure**

S\$m	<u>1Q 2005</u>	<u>1Q 2004</u>	<u>% Change</u>
Turnover	132	187	(29)
EBITDA	-	27	(100)
<b>Operating Profit</b>	(11)	11	NM
Profit Before Tax	(4)	15	NM
PATMI	1	15	(93)



#### Investments



#### **Financial Highlights - Investments**

S\$m	<u>1Q 2005</u>	<u>1Q 2004</u>	<u>% Change</u>
Turnover	19	23	(17)
EBITDA	3	1	200
Operating Profit	1	(4)	NM
Profit Before Tax	62	26	138
PATMI	50	21	138
PATMI (excl. deferred tax adjustments)	50	20	150



This release may contain forward-looking statements which are subject to risks and uncertainties that could cause actual results to differ materially from such statements. Such risks and uncertainties include industry and economic conditions, competition, and legal, governmental and regulatory changes. The forward-looking statements reflect the current views of Management on future trends and developments.