



#### 9 Months 2007 Results Announcement

25 October, 2007

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### **Scope of Briefing**

#### Address by Executive Chairman

- Group Financial Highlights
- Business Review & Outlook



#### Address By Executive Chairman



## **Sterling Results**

- ◆ 3Q'07 PATMI up 23% to \$248m
- On course for another earnings milestone
- All business units contributed to strong performance

Growing strength and depth of our businesses



### **Several Milestones Achieved**

#### Infrastructure

- Awarded another landmark
   Qatar project
  - \$1.5b DBO wastewater treatment facility

Diversifying Earnings Base

#### Oil & Gas

- Upstream foray into China
  - Pearl River Mouth Basin sole operator role
  - Bohai acquired producing fields & exploration blocks

#### **Property**

- Vietnam added 40m sf GFA
   YTD (up >5X to 49m sf)
- Middle East gained foothold with new waterfront site
- China raised GFA to >100m
   sf with Shenyang township

#### O&M

- Continually enhancing deepwater & production solutions
- Comprehensive solutions & global network 20 shipyards



### Making Green Our Business

#### Early efforts

- The Tresor Green Mark Gold Award in 2006
- Marina Bay Residences Green Mark Gold Award in 2007
- Ocean Financial Centre showcasing green building features
- SBUs continue green business initiatives

#### **Committed to environmental preservation**



# Maintain Course As We Grow



### **Group Financial Highlights**



### **9M Financial Achievements**

PATMI
S 34% to S\$758m
S 33% to 47.9cts
Annualised ROE
from 19.1% to 21.1%
S\$275m to S\$587m
Free cash flow
11% to S\$1,292m
Net gearing
from 0.24x to 0.08x



### **Financial Highlights**

S\$m	<u>9M 2007</u>	<u>9M 2006</u>	<u>% Change</u>
Revenue	7,073	5,159	37
EBITDA	874	673	30
<b>Operating Profit</b>	783	579	35
Profit Before Tax	1,135	864	31
ΡΑΤΜΙ	758	567	34
EPS (cents)	47.9	36.0	33



#### **Revenue by Segments**

S\$m					
	<u>9M 2007</u>	<u>%</u>	<u>9M 2006</u>	<u>%</u>	<u>% Change</u>
Offshore & Marine	5,048	71	3,871	75	30
Property	1,350	19	759	15	78
Infrastructure	633	9	420	8	51
Investments	42	1	109	2	(61)
Total	7,073	100	5,159	100	37

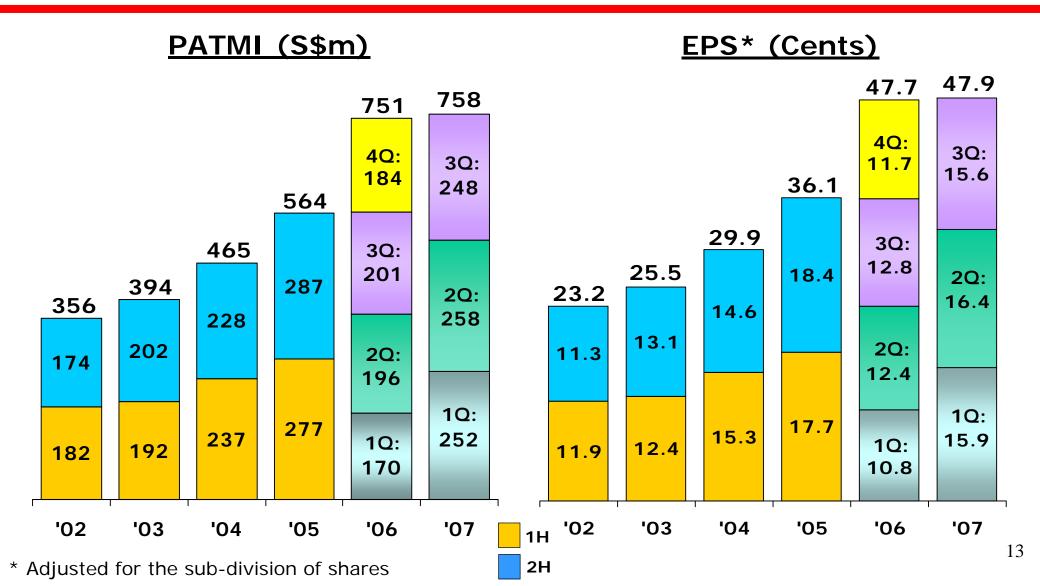


### **PATMI by Segments**

S\$m					
	<u>9M 2007</u>	<u>%</u>	<u>9M 2006</u>	<u>%</u>	<u>% Change</u>
Offshore & Marine	409	54	282	50	45
Property	159	21	78	14	104
Infrastructure	18	2	(40)	(7)	NM
Investments	172	23	247	43	(30)
Total	758	100	567	100	34

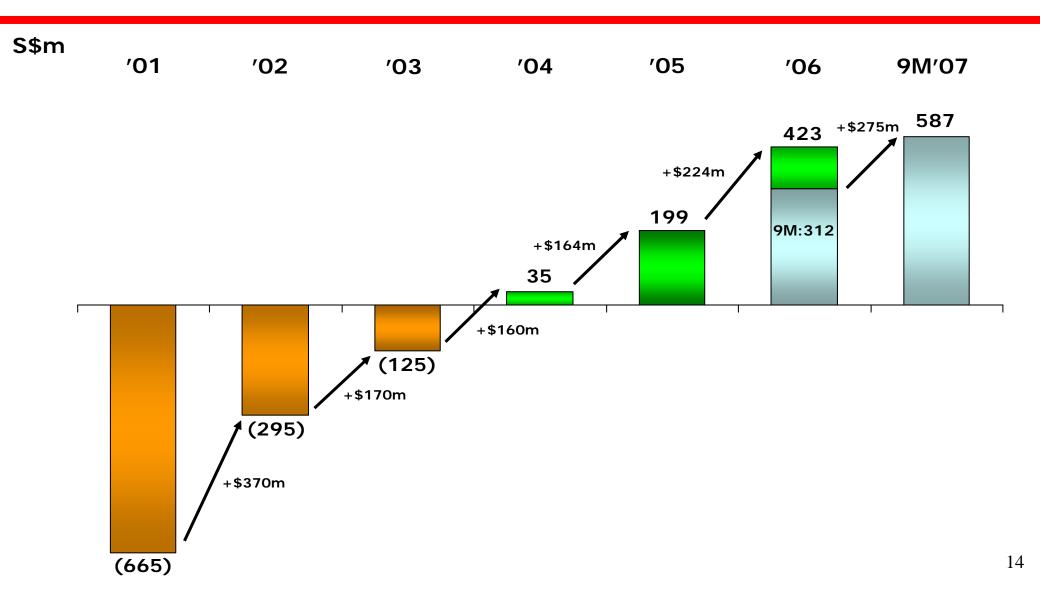


#### **Consistent Earnings Growth**



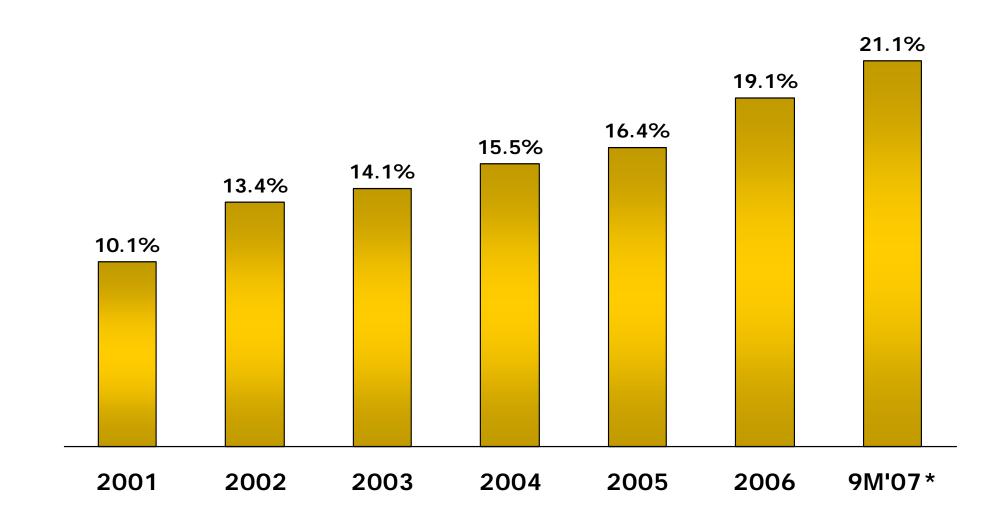


#### **Continued EVA Growth**





## **Increasing ROE**



\* Annualised ROE



### **Healthy Free Cash Flow**

	<u>9M 2007</u> S\$m
Operating profit	783
Depreciation & other non-cash items	99
	882
Working capital changes	999
Interest & tax paid	(100)
Net cash from operating activities	1,781
Investments & capex	(738)
Divestments & dividend income	249
Net cash used in investing activities	(489)
Free Cash Flow	1,292
Dividends paid	(502)



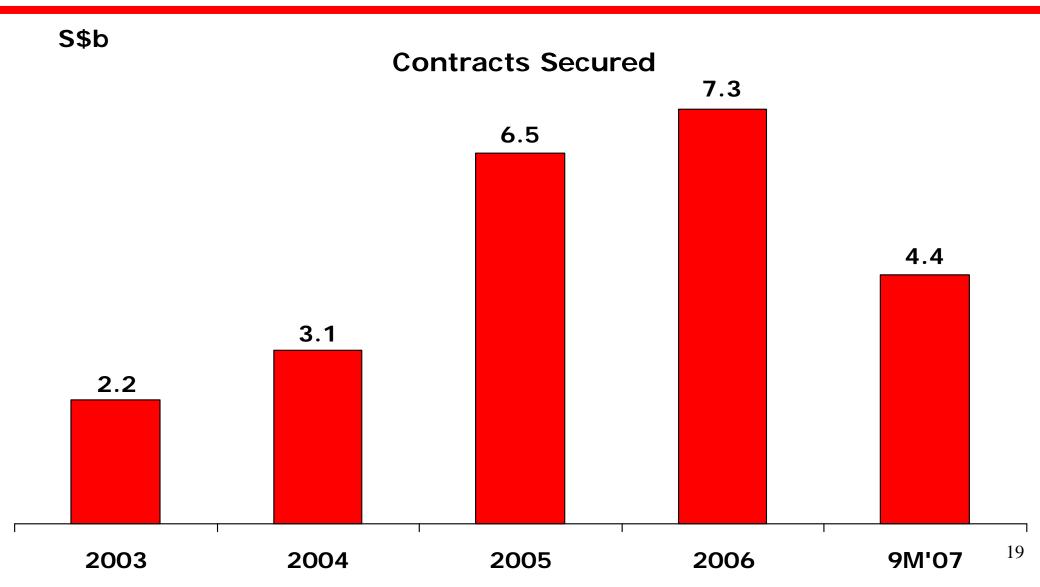
#### **Business Review & Outlook**



#### **Offshore & Marine**



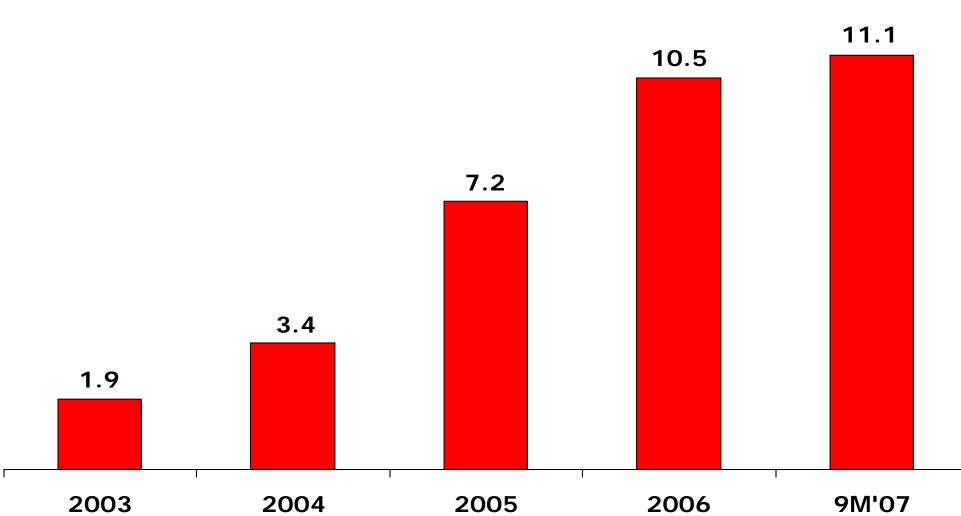
### **Continuing To Secure Orders**





#### Net Orderbook Remains Robust

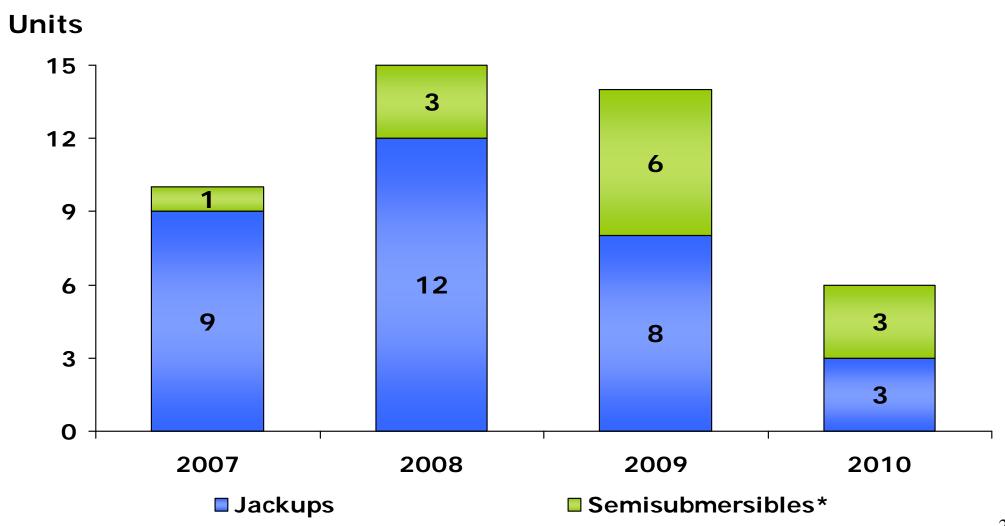
S\$b



20



### **Deliveries Into 2010**



(\* Includes semi drilling tender & accommodation semi)



### **Outlook Remains Favourable**

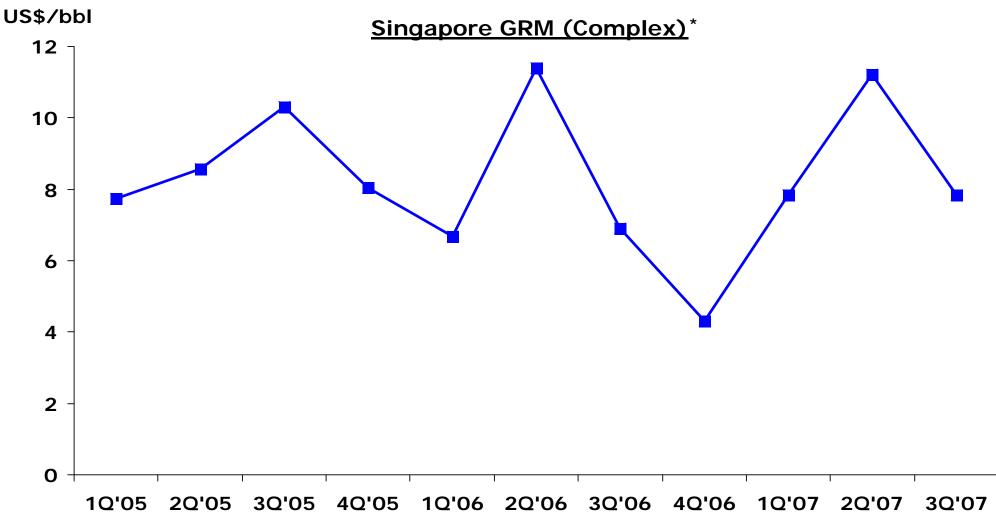
- Sustained high oil prices continue to drive E&P capex
- Oil consumption projected to increase, boosted by growing emerging economies
- Rig supply-demand dynamics remain tight
- No let-up in E&P activities as search for hydrocarbons moves into deeper waters



#### Oil & Gas



## Refining Margins Dip In 3Q'07



\* Source: Merrill Lynch



## Property



## **Reshaping Our Office Skyline**

#### **Marina Bay Financial Centre**



- ◆ Ph. 1 1.6m sf NLA
  - Completion: 2010
- ♦ Ph. 2
- 1.3m sf NLA
  - Completion: 2011

#### **Ocean Financial Centre**



- Ocean Building redevelopment
- ♦ 850,000 sf NLA
- ♦ Completion: 2011

Large floor plates & green building features



#### **Continued Inroads Into Key Residential Markets**



	<ul> <li>Clinched Shenyang township project</li> <li>5,400 homes</li> </ul>
China	<ul> <li>Ph. 1 launch: 2009</li> <li>Launched Wuxi &amp; Chengdu townships</li> </ul>
	<ul> <li>Sold &gt;90% of launched units</li> </ul>



#### **Increasing Our Middle East Presence**

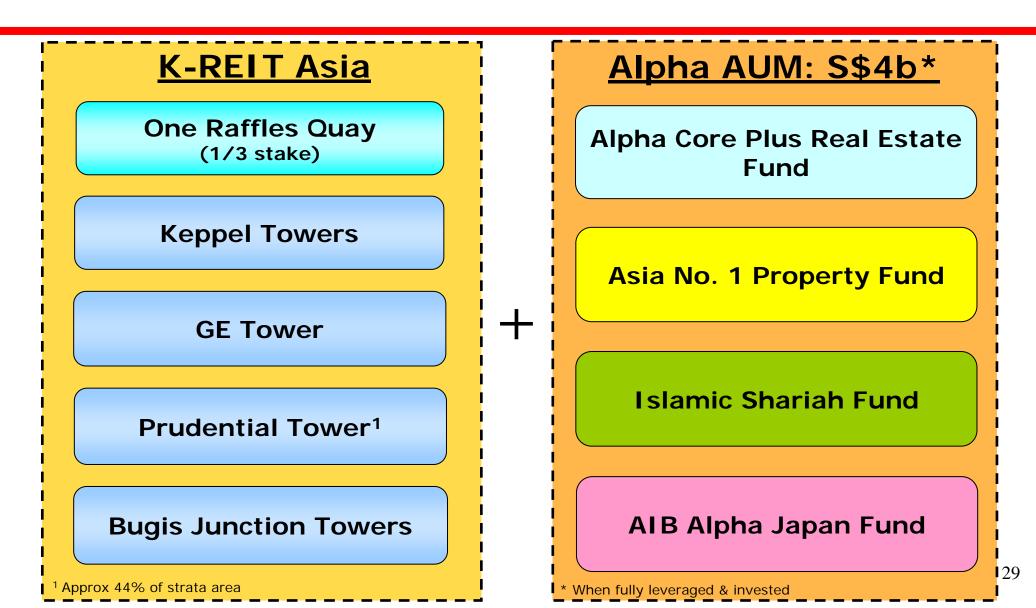
#### Waterfront development in Jeddah, Saudi Arabia



- Prestigious North Corniche residential precinct
- ♦ 1,000 homes
- ◆ Launch: 2008



#### **Growing Our Fund Management Portfolio**





#### Infrastructure



### **Another Infra Landmark Win**

#### DOHA NORTH FACILITY, QATAR



#### ♦ Landmark S\$1.5b water project in Qatar

- Largest Middle East wastewater treatment & water reuse facility
- Treats up to 439,000 m<sup>3</sup>/day

#### SCOPE

**SYNOPSIS** 

#### Design-Build-Operate

- Cash flow positive with recurring income
- 30-mth EPC (contract value: ~S\$1b); 10-yr O&M



### **Other Recent Project Wins**



- 2 wastewater treatment plants
  - Reuse treated water for irrigation
  - Completion: 2008/09; O&M: 2yrs



- Biosolids thermal drying installation
  - Use treated biosolids as fertiliser or green fuel
  - Completion: 2009

Providing solutions for sustainable development



#### Outlook

# Strong Strategic Platforms For Broad-Based Earnings Growth



## Keppel Corporation Keppel Corporation 9M 2007 Results

# Thank You A&O



# Additional Info



## **Keppel Corporation**



# **Financial Highlights**

S\$m	<u>3Q 2007</u>	<u>3Q 2006</u>	<u>% Change</u>
Revenue	2,591	1,969	32
EBITDA	322	249	29
<b>Operating Profit</b>	289	218	33
Profit Before Tax	394	277	42
PATMI	248	201	23



# **Revenue by Customers**

	9M 2007		
	<u>Total</u>	<u>Overseas</u>	<u>Singapore</u>
	S\$m	%	%
Offshore & Marine	5,048	95	5
Property	1,350	34	66
Infrastructure	633	34	66
Investments	42	35	65
Total	7,073	78	22

# 78% of total revenue came from overseas customers



# **EBITDA by Segments**

<u>9M 2007</u>	<u>%</u>	<u>9M 2006</u>	<u>%</u>	<u>% Change</u>
512	59	397	5 <b>9</b>	29
324	37	202	30	60
26	3	(24)	(4)	NM
12	1	98	15	(88)
874	100	673	100	30
	512 324 26 12	512 59 324 37 26 3 12 1	512       59       397         324       37       202         26       3       (24)         12       1       98	512         59         397         59           324         37         202         30           26         3         (24)         (4)           12         1         98         15



### Capital/Gearing/ROE

S\$m	<u>30 Sep 2007</u>	<u>31 Dec 2006</u>
Shareholders' Funds	4,633	4,205
Capital Employed	6,100	5,598
Net Debt	507	1,339
Net Gearing	0.08x	0.24x
ROE	21.1%*	19.1%



# **Offshore & Marine**



# Financial Highlights – Offshore & Marine

S\$m	<u>9M 2007</u>	<u>9M 2006</u>	<u>% Change</u>
Revenue	5,048	3,871	30
EBITDA	512	397	29
Operating Profit	456	350	30
Profit Before Tax	548	416	32
PATMI	409	282	45



# Financial Highlights – Offshore & Marine

S\$m	<u>30 2007</u>	<u>30 2006</u>	<u>% Change</u>
Revenue	1,789	1,459	23
EBITDA	166	143	16
Operating Profit	147	126	17
Profit Before Tax	185	153	21
ΡΑΤΜΙ	126	108	17



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

#### ♦ S\$1.045b contracts secured in 3Q 2007:

1 JU, 1 FPSO conversion, 1 FSO conversion, 1 Semi upgrade/repair, 1 JU repair, 1 Derrick Pipelay Vessel, 4 PSVs, 2 Ice Class Standby/Rescue Vessels, 2 AHTS, 2 Tugs, 1 Drillship Outfitting, 1 Tanker Barge

Major contract completions in 3Q 2007:

1 JU, 1 JU repair, 2 Semis upgrades, 2 FPSO conversions



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

	<u>Balance</u> <u>Order</u>	<u>Clients</u>
For delivery in 2007 1 Semi / 3 Jack Ups / 3 Jack Up Upgrades/Repairs / 1 FPSO Outfitting / 1 Sludge Vessel / 4 AHTS / 5 Tugs / 2 CALM Buoys / 2 Accommodation Platforms	<u>\$\$m</u> 248	Petrobras / Maersk / GDI / Scorpion / Awilco / Transocean / Pride / Sevan / City of New York / Hadi Hammam / Gulfmark / Seaways / Keppel Smit / SBM / Pemex
For delivery in 2008 3 Semis / 4 Semi Upgrades / 12 Jack Ups / 7 FPSO Conversions / 1 FSRU Conversion / 10 AHTS / 2 Ice Breakers / 1 Tug / 1 Derrick Barge Upgrade / 1 Tanker Barge/Barges & Pipe Racks	2,742	Petrobras / Maersk / Ensco / Diamond / Transocean / Fred. Olsen / Sinvest / Awilco / Scorpion / Jindal / Atwood / Seadrill / SBM / Prosafe / Emas Offshore / Perenco / Golar / Hadi Hammam / Gulfmark / Whitesea / Lukoil / Keppel Smit / Batangas Bay Carriers / Agip KCO
For delivery in 2009 6 Semis / 8 Jack Ups / 1 FSO / 4 AHTS / 3 PSVs / 1 Heavy Lift Vessel / 2 Ice Class Standby/Rescue Vessels / 1 Drillship Outfitting / 2 Tugs	4,726	Maersk / Ensco / GSF / QGP / Seadrill / Sinvest / Awilco / Mercator / Great Eastern / Petrovietnam / Perforadora Central / Lukoil / Whitesea / Seaways / Hadi Hammam / Greatship / MPU Offshore / Keppel Smit
For delivery in 2010 3 Semis / 3 Jack Ups / 1 Derrick Pipelay Vessel / 1 AHTS / 1 PSV / 1 Tug	3,427	Maersk / Ensco / Floatel / Skeie / Global Offshore / Hadi Hammam / Greatship / Keppel Smit
TOTAL as at 30 Sep 2007	11,143	45



# Property



# **Financial Highlights - Property**

S\$m	<u>9M 2007</u>	<u>9M 2006</u>	<u>% Change</u>
Revenue	1,350	759	78
EBITDA	324	202	60
Operating Profit	314	191	64
Profit Before Tax	341	183	86
PATMI	159	78	104



# **Financial Highlights - Property**

S\$m	<u>3Q 2007</u>	<u>3Q 2006</u>	<u>% Change</u>
Revenue	503	302	67
EBITDA	145	58	150
Operating Profit	142	54	163
Profit Before Tax	138	45	207
ΡΑΤΜΙ	65	23	183



# Infrastructure



# Financial Highlights – Infrastructure

S\$m	<u>9M 2007</u>	<u>9M 2006</u>	<u>% Change</u>
Revenue	633	420	51
EBITDA	26	(24)	NM
<b>Operating Profit</b>	2	(60)	NM
Profit Before Tax	31	(32)	NM
PATMI	18	(40)	NM



## Financial Highlights – Infrastructure

S\$m	<u>3Q 2007</u>	<u>3Q 2006</u>	<u>% Change</u>
Revenue	286	140	104
EBITDA	9	(13)	NM
<b>Operating Profit</b>	(1)	(24)	(96)
Profit Before Tax	8	(15)	NM
PATMI	4	(15)	NM



## Investments



## Financial Highlights - Investments

S\$m	<u>9M 2007</u>	<u>9M 2006</u>	<u>% Change</u>
Revenue	42	109	(61)
EBITDA	12	98	(88)
<b>Operating Profit</b>	11	98	(89)
Profit Before Tax	215	297	(28)
ΡΑΤΜΙ	172	247	(30)



## **Financial Highlights - Investments**

S\$m	<u>3Q 2007</u>	<u>3Q 2006</u>	<u>% Change</u>
Revenue	13	68	(81)
EBITDA	2	61	(97)
Operating Profit	1	62	(98)
Profit Before Tax	63	94	(33)
PATMI	53	85	(38)



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.