



**FY2009 FULL YEAR  
RESULTS REVIEW**

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# Agenda

- FY2009 Financial Results Review
- Overview and Key Milestones in FY2009
- Looking to FY2010 & Beyond

# FY2009 Financial Results

## Record Profits

<u>\$ \$ mln</u>	<b>FY 2009</b>	<b>FY 2008</b>	<b>+/- %</b>
<b>Revenue</b>	<b>525</b>	<b>554</b>	<b>(5%)</b>
<b>PBT</b>	<b>83</b>	<b>70</b>	<b>18%</b>
<b>PATMI</b>	<b>75</b>	<b>59</b>	<b>27%</b>

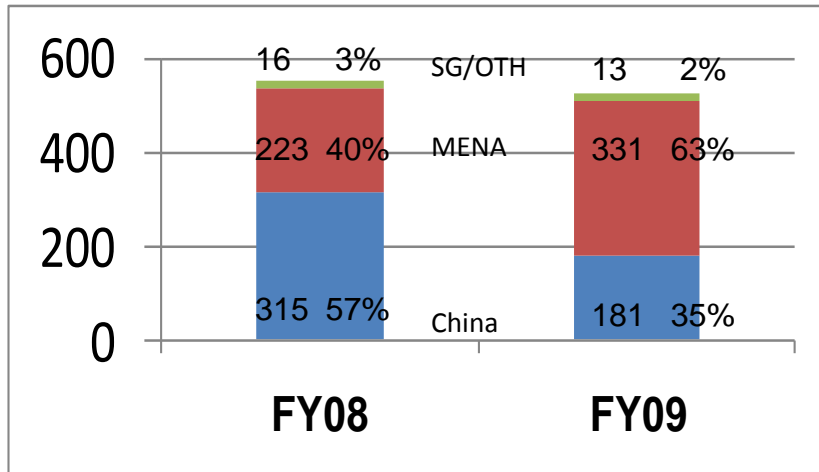
### Key highlights

The MENA region continued to perform strongly due to the ramping up of EPC activities on the world's largest seawater RO desalination plant in Magtaa, Algeria.

# Revenue Breakdown

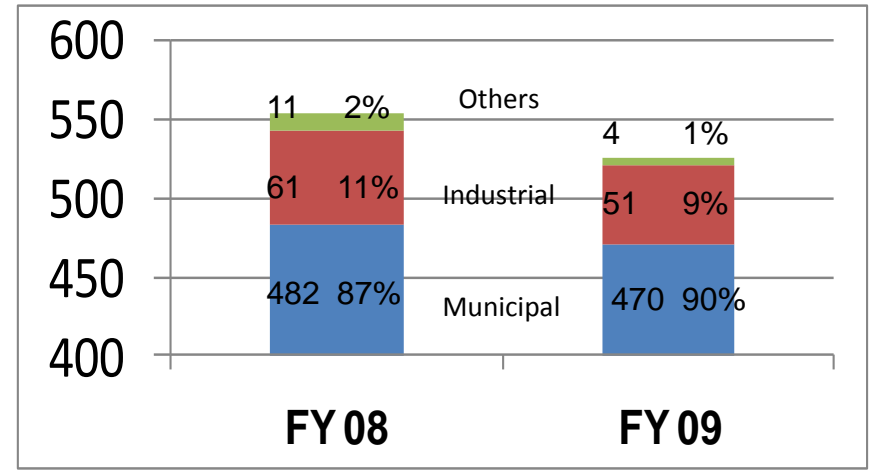
## Revenue by Country

S\$mIn



## Revenue by Sector

S\$mIn



### Key highlights

With progressive EPC recognition of Tlemcen and Magtaa, MENA's proportion of Group revenue has climbed to 63%.

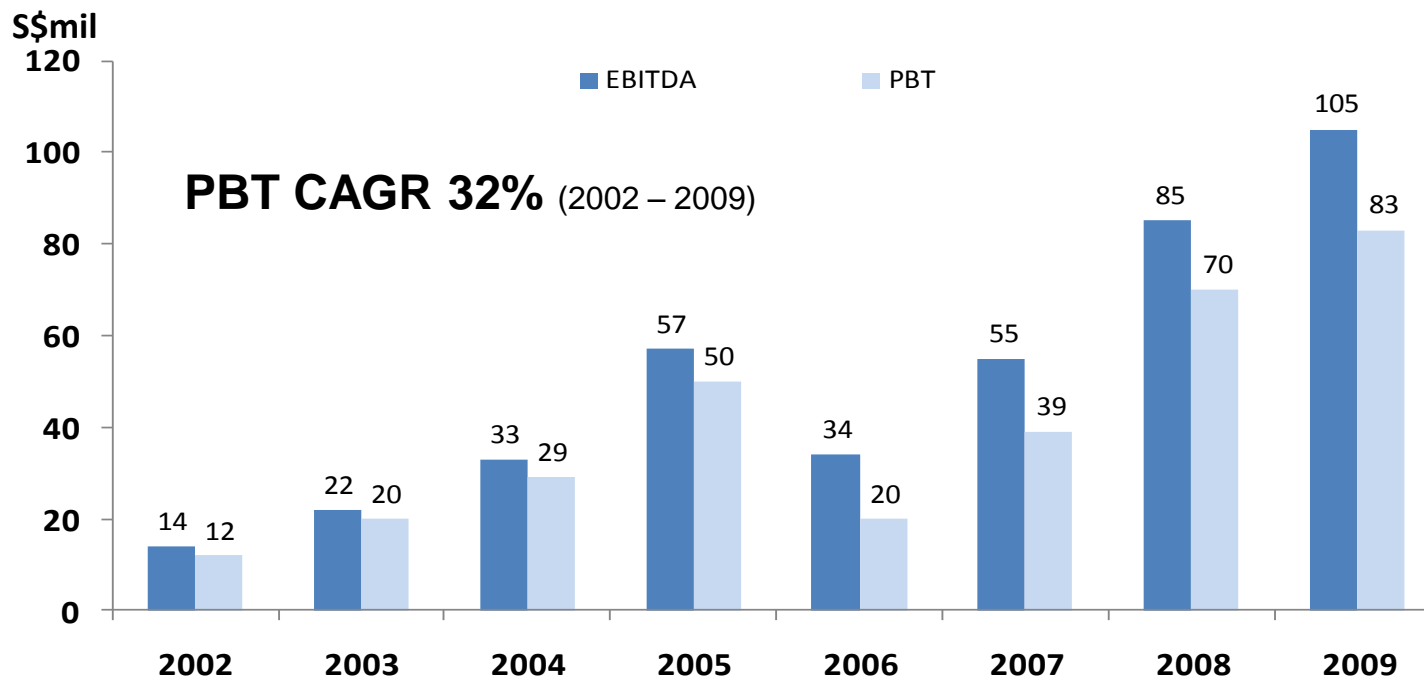
### Key highlights

Municipal sales continue to be key driver with execution of MENA projects.

Lower activities in industrial sector.

# Sequential Growth Chart

Compounded Average Growth Rate (CAGR) of EBITDA and PBT



## Key highlights

EBITDA and PBT CAGR from 2002 to 2009 is 33% and 32% respectively

## Decline in Overall Expenses

<u>S\$ mln</u>	<b>FY 2009</b>	<b>FY 2008</b>	<b>+/-%</b>
<b>Raw Materials &amp; Consumables</b>	<b>309</b>	<b>388</b>	<b>(20%)</b>
<b>Staff Costs</b>	<b>59</b>	<b>53</b>	<b>13%</b>
<b>Depreciation &amp; Amortisation</b>	<b>17</b>	<b>10</b>	<b>70%</b>
<b>Other Exp</b>	<b>58</b>	<b>31</b>	<b>86%</b>
<b>Finance Cost</b>	<b>9</b>	<b>10</b>	<b>(9%)</b>
<b>Total Operating &amp; Fin Exp</b>	<b>452</b>	<b>492</b>	<b>(8%)</b>

### Key highlights

Raw materials and consumables used decreased due to better cost mgt and project execution.

Staff costs increased due to preparation for the execution of Magtaa plant, and new staff for operation and maintenance for the newly completed plants.

Other expenses increased due to higher tender fees, bank charges, selling expenses, FX differences and impairment allowance on inventory obsolescence, trade and other receivables.

# Gearing Remains Healthy

<u>S\$ mln</u>	31 Dec 09	31 Dec 08
<b>Equity</b>	<b>393</b>	<b>308</b>
<b>LT Assets</b>	<b>523</b>	<b>462</b>
<b>LT Liabilities</b>	<b>361</b>	<b>214</b>
<b>Current Liabilities</b>	<b>318</b>	<b>325</b>
<b>Net Current Assets</b>	<b>231</b>	<b>60</b>
<b>Net Gearing</b>	<b>0.59x</b>	<b>0.54x</b>

## Key highlights

Long Term Assets increased mainly due to the acquisition of subsidiaries during the financial year and additional capital injection to associates.

Current Assets increased mainly due to trade AR and cash and fixed deposits.

Long Term Liabilities rose mainly due to increased bank borrowings to support the Group's expansion and investment activities.

Net gearing remains stable at 0.59X



# Stronger Cash Flow from Operations

<u>S\$ mln</u>	<b>FY 2009</b>	<b>FY 2008</b>
<b>CF Operations</b>	<b>61</b>	<b>30</b>
<b>CF Investing</b>	<b>(93)</b>	<b>(92)</b>
<b>CF Financing</b>	<b>113</b>	<b>31</b>
<b>Net Cash Changes</b>	<b>80</b>	<b>(31)</b>
<b>Cash &amp; Equivalents</b>	<b>167</b>	<b>91</b>

## Key highlights

Increased cashflow from operations in line with increased operating profit.

Cash continues to be used to invest in capital expenditure of PPE and intangible assets to support the Group's expansion, as well as in subsidiaries and associates.

Cash from financing activities arose mainly from proceeds from borrowings to fund the Group's investments.

## Positive Margin Trend

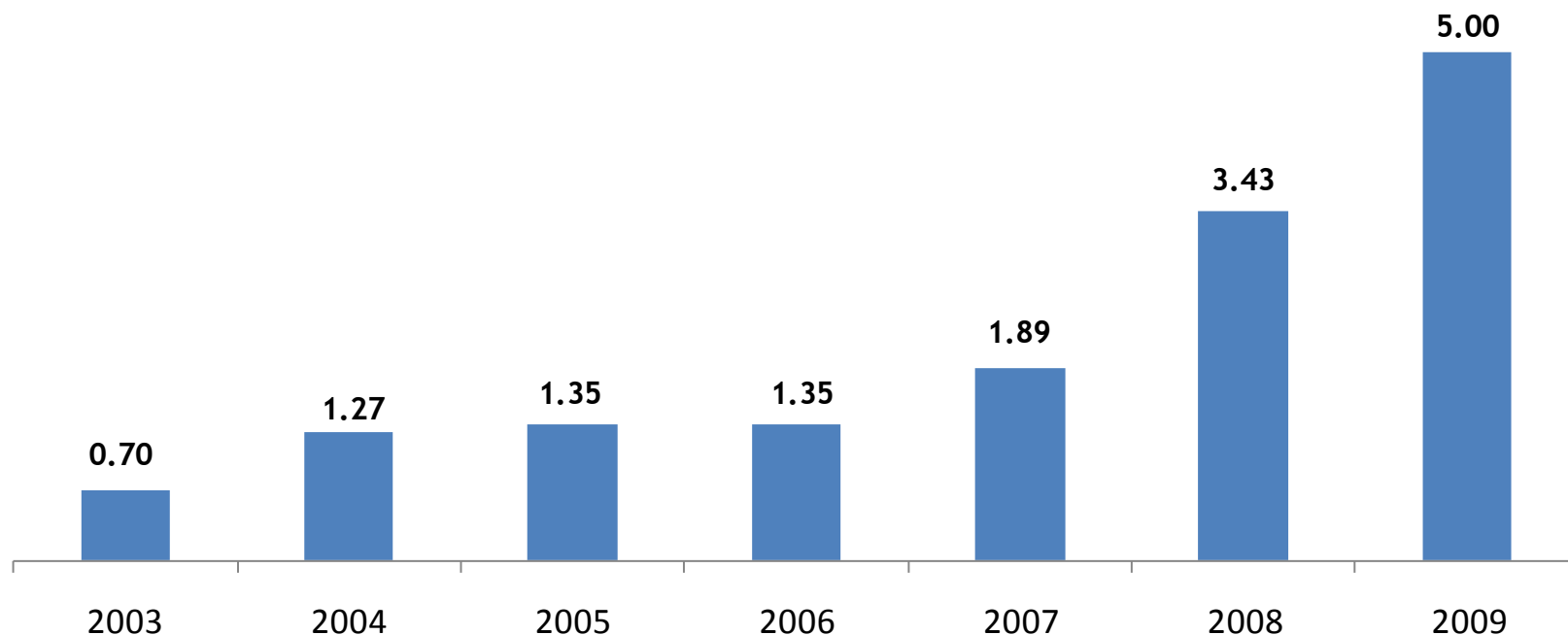
	FY 2009	FY 2008
<b>Gross Margin</b>	<b>41%</b>	<b>30%</b>
<b>Net Margin</b>	<b>14%</b>	<b>11%</b>
<b>Working Capital Days</b>	<b>101</b>	<b>97</b>
<b>ROE</b>	<b>19%</b>	<b>19%</b>

### Key highlights

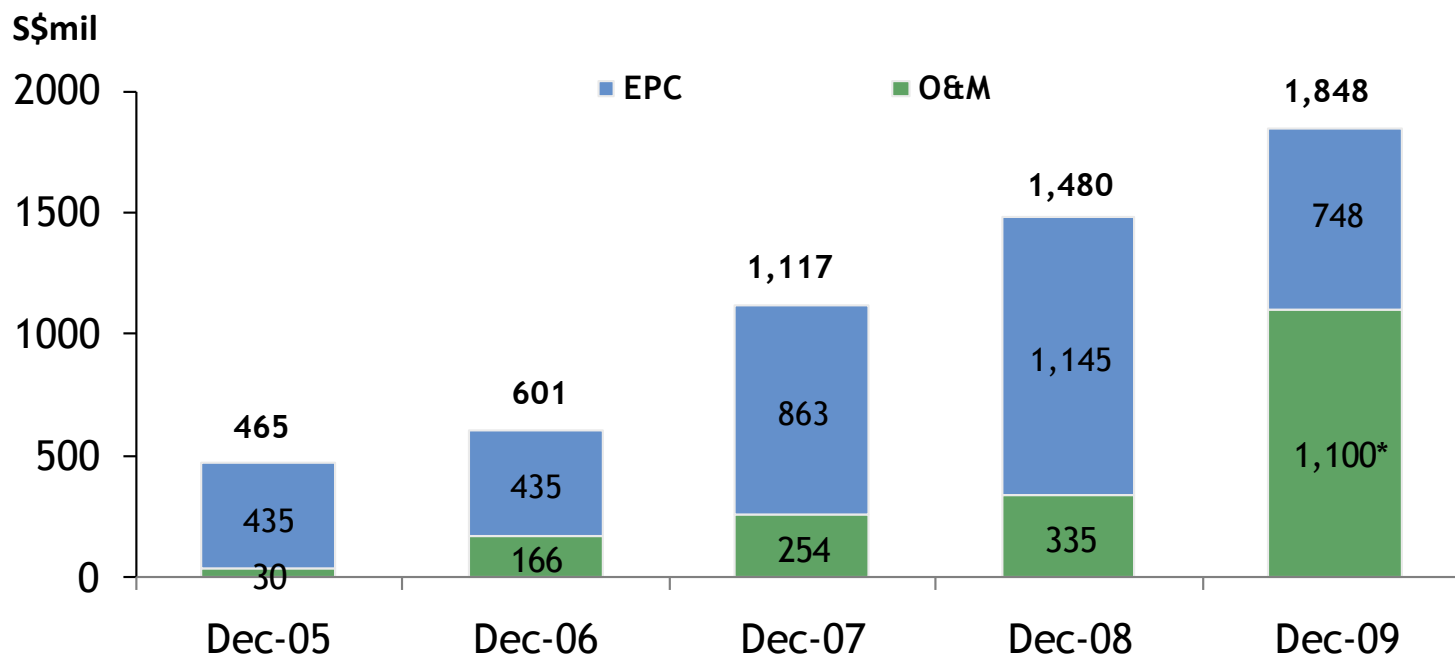
Improvement in margins are in line with the Group's prudent cost management.

# Gradual Increase in DPS Reflects Growing Profitability

Dividend Per Share (\$\$ Cents/Share)



# Strong Order Book with Accelerating Recurring O&M Revenue



\* O&M orderbook includes the O&M for Tlemcen, which will be completed by 1H2010.

# FY2009 Full Year Results Review

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