

# 41st Annual General Meeting

23 July 2014

### Financial Summary

\$1.8 billion

Revenue<sup>1</sup>

\$2.0 billion

Assets<sup>2</sup>

\$3.6 billion

Market cap<sup>3</sup>

\$47.2 million

Share of results of Associates/JVs<sup>1</sup>

**\$180.4** million

PATMI<sup>1</sup>

12.8%

Return on equity<sup>1</sup>



### Performance vs. STI (5 Years)

Total return
incl. dividends

+92%

SATS

+51%

Straits Times Index





Source: Bloomberg, As of 21 July 2014

#### Our Vision and Mission

#### **Vision**

SATS is Asia's leading food solutions and gateway services company

We **operate state-of-the-art facilities** to provide food solutions that delight our customers

We improve connectivity for our customers through our comprehensive gateway services across the region

#### **Mission**

To be the **first-choice** provider of food solutions and gateway services by **delighting customers** with our **innovation** and **passion** 



### Tailor-made Food Solutions for Varying Customer Needs

Largest inflight and institutional caterer



- 7 production facilities
- > 40 international and award winning chefs

Range of offerings include cook fresh, cook chill, cook freeze and retort







Customer segments include hospitality, healthcare, education, military and retail









### Comprehensive Gateway Hub Handling Capabilities

Presence in Singapore



- Changi Airport T1-3
   Airfreight Terminals 1-6
- Marina Bay Cruise Centre Singapore

Passenger services



Ramp handling



**Cruise handling** 



**Transshipment freight handling** 

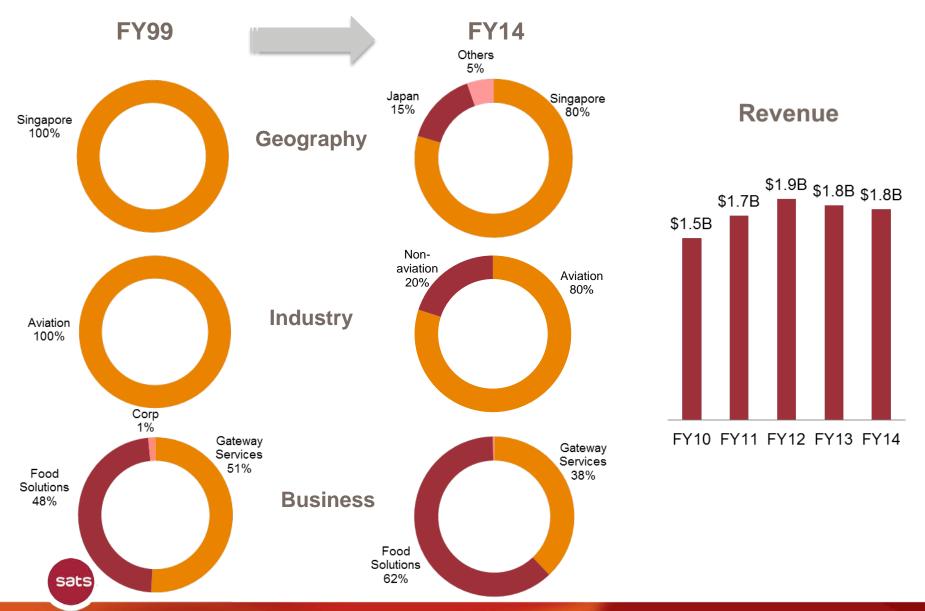


Perishable handling





### Revenue Growth Beyond Singapore and Aviation

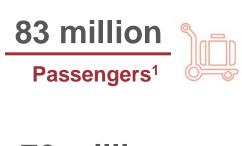


### Asia's Largest Food and Gateway Services Network

Airports

Countries

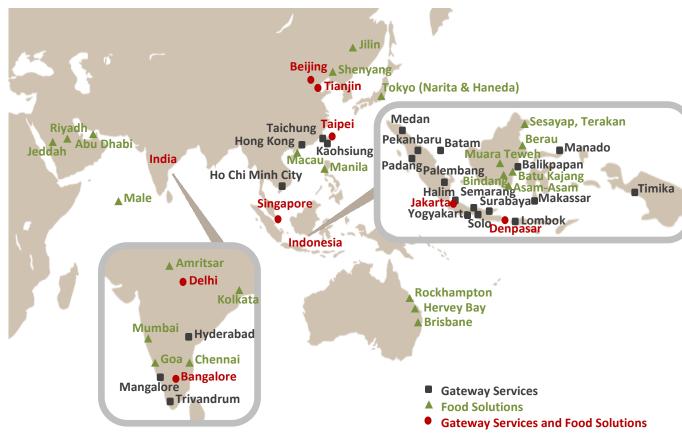
Years in Business









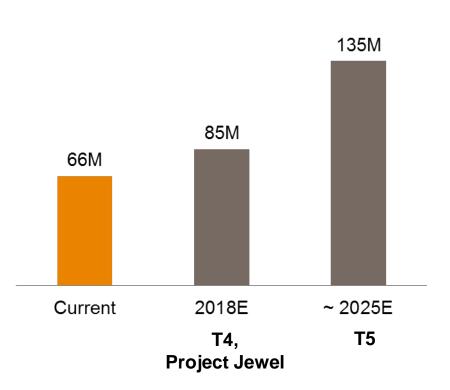


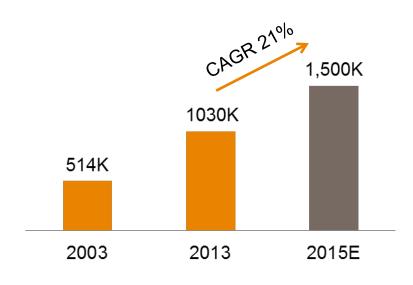


### Singapore - Healthy Underlying Demand Growth

#### Changi Airport Capacity<sup>1</sup>

#### **Cruise Passenger Throughput<sup>2</sup>**







### Booming Asian Middle Class Population

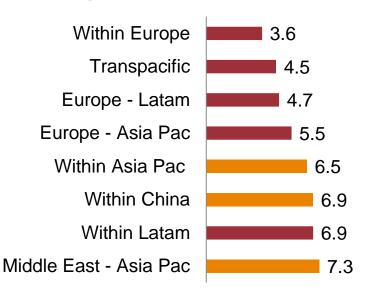
# Asia Pacific to account for two-thirds of the world's middle class by 2030<sup>a</sup>

## Demand for safe, healthy and cosmopolitan food

Food Consumption <sup>b</sup>	2010 – 2020 CAGR %
Asia-9 <sup>c</sup>	7.0
China	8.1
Indonesia	5.9
Philippines	4.1
Singapore	8.0

#### **Demand for trade and travel**

## Asia Pacific air traffic to grow 6.5% annually until 2032<sup>d</sup>



<sup>&</sup>lt;sup>a</sup> Human Development Report 2013, United Nations



<sup>&</sup>lt;sup>b</sup> DBS Group Research, BMI (assume constant USD)

<sup>&</sup>lt;sup>c</sup> China, Hong Kong, Taiwan, Korea, Singapore, Malaysia, Indonesia, Thailand, Philippines

<sup>&</sup>lt;sup>d</sup> Current Market Outlook 2013, Boeing

### Financial Flexibility to Pursue Strategic Opportunities

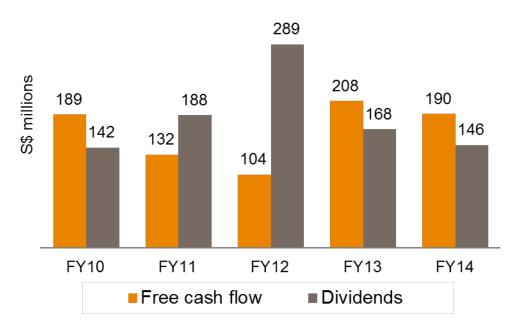
\$395.1 million

Cash reserves<sup>1,2</sup>

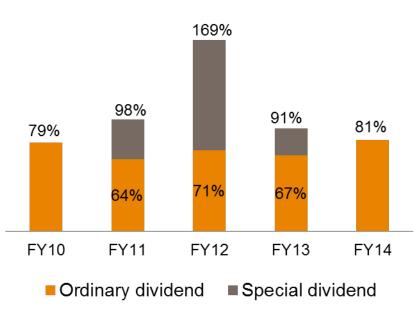
**0.08** times

Debt-to-equity ratio<sup>2</sup>

#### Free cash flow and Dividends



#### **Dividend payout ratio**





<sup>&</sup>lt;sup>1</sup> Cash and cash equivalents, <sup>2</sup> As of 30 June 2014

### Growing Scale, Enhancing Connectivity

Technology as an enabler

#### **Food solutions:**

- Grow scale overseas
- Maximise utilisation by city

#### **Gateway services:**

- Link operations
- Improve connectivity across the region

Use state-of-the-art technology to address rising manpower costs and develop new revenue streams





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