



**#GROWINGWITHPURPOSE**

**46<sup>th</sup> ANNUAL GENERAL MEETING**

**| 18<sup>th</sup> JULY 2019**

# Financial Summary

Revenue<sup>1</sup>

**\$1,828.0M**

PATMI<sup>1</sup>

**\$248.4M**

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

**\$58.9M**

Assets<sup>2</sup>

**\$2,408.4M**

Return on Equity<sup>1</sup>

**15.1%**

Market Cap<sup>3</sup>

**\$6.0B**

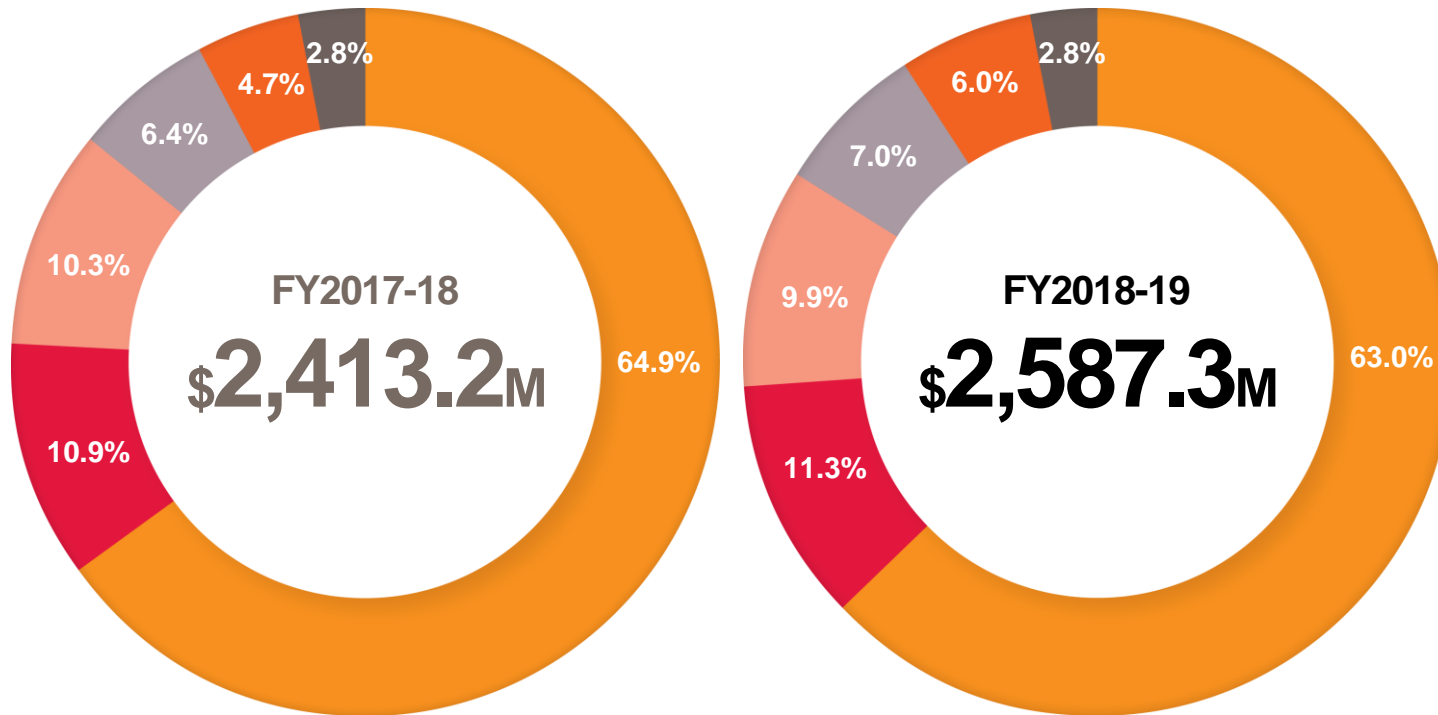
<sup>1</sup> For the twelve months ended 31 March 2019

<sup>2</sup> As of 31 March 2019

<sup>3</sup> As of 16 July 2019

# SATS Share of Revenue

Aggregate of the total consolidated revenue and proportionate share of revenue from its associates/joint ventures (Aggregated Revenue – Non-SFRS(I))



↑7.2% YoY

By Geographical Location	FY2017-18	FY2018-19
● Singapore	1,567.3	1,629.5
● Greater China	261.9	291.6
● Japan	247.7	257.3
● Asean (ex-SG)	153.7	181.0
● India	113.7	156.0
● Others	68.9	71.9
<b>Total (\$M)</b>	<b>2,413.2</b>	<b>2,587.3</b>

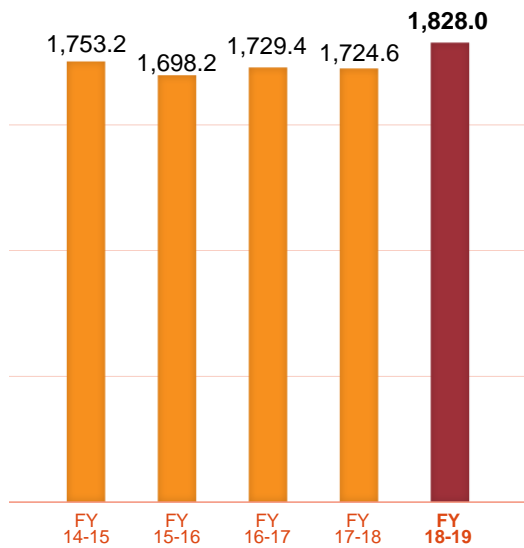
For management analysis purpose.

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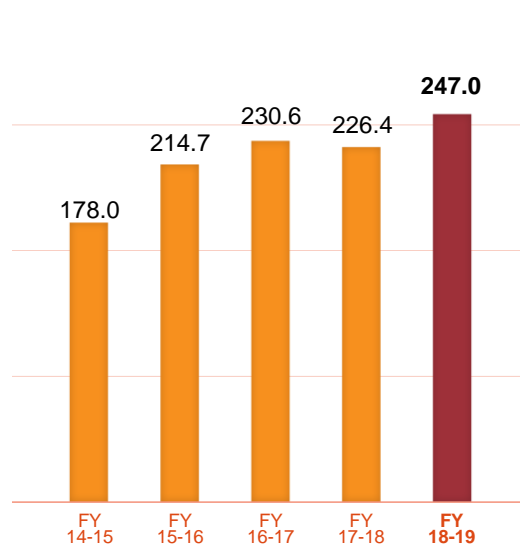
## Revenue

(\$'M)



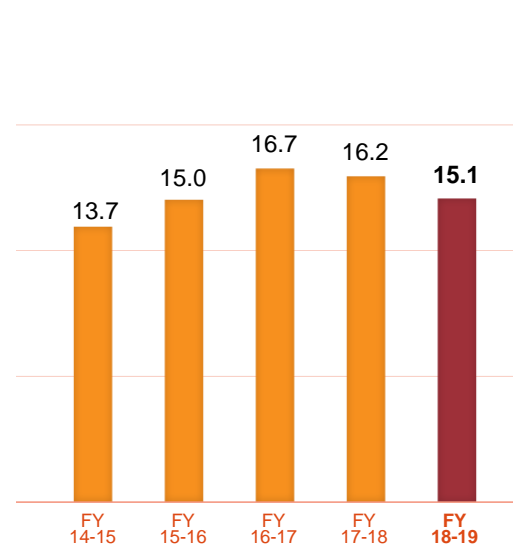
## Operating Profit

(\$'M)



## Return On Equity

(%)

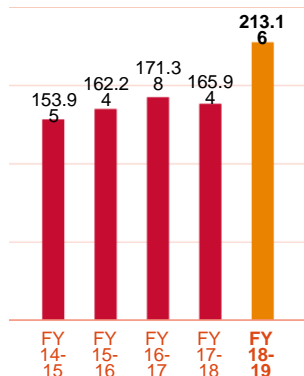


# Revenue Growth Accelerated



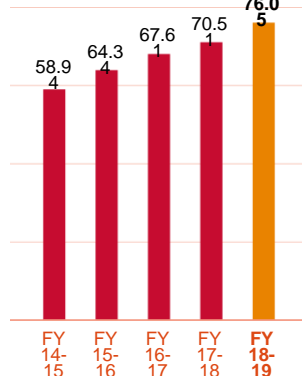
## Flights Handled

('000)



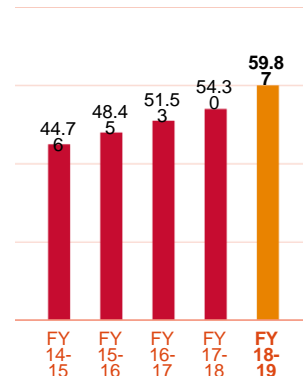
## Gross Meals Produced

('M)



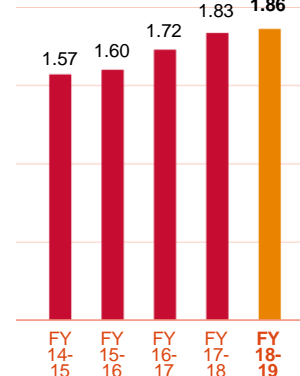
## Passengers Handled

('M)

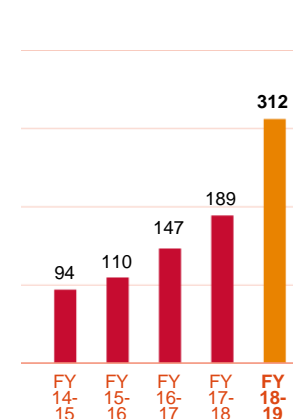


## Cargo Handled

('M Tonnes)



## Ship Calls Handled



## Cash Reserves

**\$349.9M**

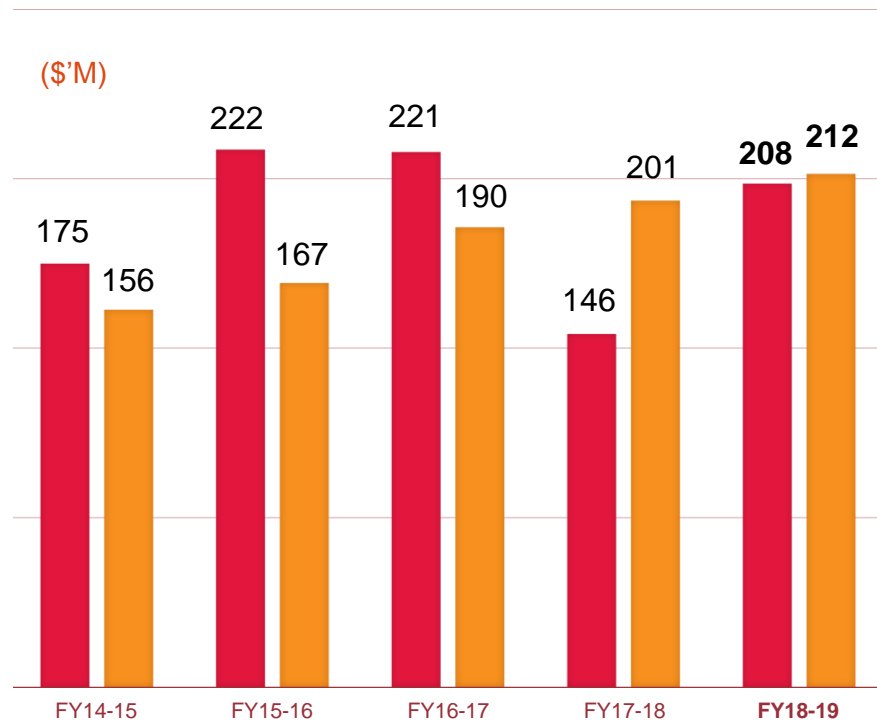
## Debt to Equity Ratio

**0.06 times**

**Strong  
Cash Flows  
Sustaining  
Dividends**

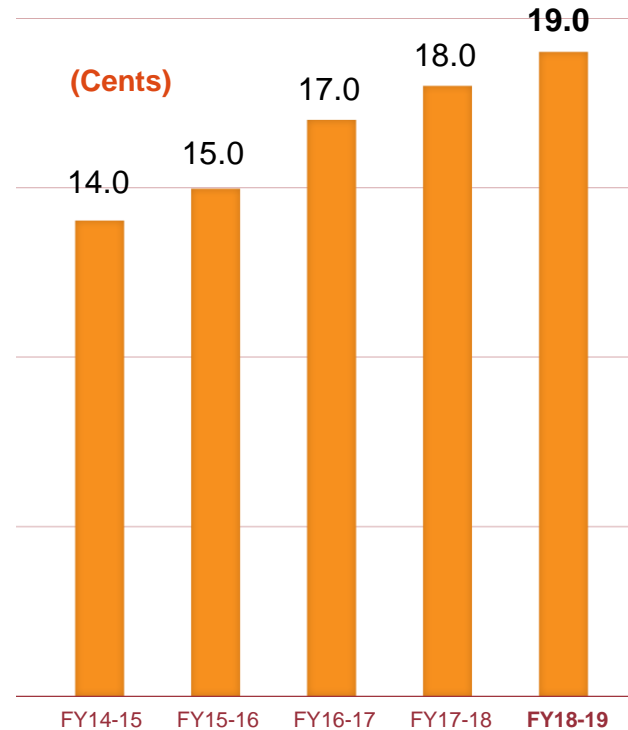
## Free Cash Flows & Dividends

■ Free Cash Flows ■ Dividends



## Dividend per Share

■ Ordinary



# Share Price Performance



Source: Bloomberg (as of 16 July 2019)

**Total Returns**  
(Including Dividends)

SATS  
**+106.7%**

Straits Times Index  
**+21.9%**

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**#FEEDING AND  
CONNECTING ASIA**



# ASEAN



## Singapore

SATS unveiled a new S\$25 million kitchen with food technologies that can preserve nutritional qualities and optimise taste while extending shelf life.

SIA and SATS inked a five-year commitment to strengthen hub competitiveness with the renewal of a suite of aviation services contracts.



## Indonesia

### Jakarta

Our joint venture company, JAS Airport Services, supported the 18th Asian Games, 3<sup>rd</sup> Asian Para Games, and IMF-World Bank meetings as Indonesia's leading ground handler.



## Malaysia

### Kuala Lumpur

GTR extended its network connectivity for AirAsia, unveiled Malaysia's first digital airport control centre, and started its cargo operations.

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# India



## Bengaluru

AISATS Coolport received the Integrated Cold Chain Management Award at the Indian Chamber of Commerce's 9th Supply Chain & Logistics Summit and Excellence Awards.



## Mumbai

Our joint venture company, Mumbai Cargo Service Center, began operations for an 18-year cargo handling concession at Chhatrapati Shivaji Maharaj International Airport.



## Delhi

TajSATS Delhi won the prestigious QSAI 2018 Worldwide Platinum Award for Excellence in Catering Quality and Gold Award for Excellence in Catering Quality (Asia).

# North Asia

## Greater China

### Beijing, China

SATS entered into two joint ventures at Daxing International Airport for ground and cargo handling, and inflight catering.



### Kunshan, China

SATS' central kitchen in Kunshan is part of our strategic expansion in China to better serve customers in the Jing-Jin-Ji and Yangtze River Delta regions.



### Hong Kong

SATS partnered Hong Kong Airlines to provide ramp, passenger, and cargo handling services, enhancing hub operations for Hong Kong International Airport.

### Taipei, Taiwan

Evergreen Air Cargo Services and Evergreen Sky Corporation experienced growth in cargo tonnage and doubled meal production capacity with a new in-flight kitchen at Taiwan Taoyuan International Airport respectively.

## Japan



### Tokyo

SATS' subsidiary in Japan is gearing up for the 2020 Tokyo Olympics by doubling capacity with a new in-flight kitchen to better serve Haneda and Narita International Airport.

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# Journey Forward

Accelerating growth through S\$1B in investments over the next 3 years

GREATER CHINA

INDIA

ASEAN

## Opportunities



Become leading central kitchen supplier to food service industry in China and India

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Consolidate APAC aviation catering market with digital supply chain

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Consolidate APAC air cargo handling market with digital platform

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Develop digital travel retail capability for passengers



**AT SATS, WE PLACE  
PURPOSE AT THE HEART  
OF OUR BUSINESS AND  
INTO THE HANDS OF  
OUR PEOPLE. WE ARE  
#GROWINGWITHPURPOSE**

