



## FY2019 Results Announcement

February 21, 2020

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## CEO's Report

**Neil McGregor**

Group President & CEO

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## FY2019 Group Performance Round-up



Turnover at S\$9,618 million, down 18%

Profit from Operations at S\$749 million, down 11%

Underlying Net Profit at S\$395 million, up 17%

Net Profit at S\$247 million, down 29%

Underlying EPS at 20.1 cents, up 22%

EPS at 11.8 cents, down 30%

ROE at 3.5%, ROE (excluding Marine, before Exceptional Items) at 9.4%

Total group divestment proceeds of S\$600\* million since the beginning of 2018, exceeding S\$500 million target

Proposing final dividend of 3.0 cents per share, bringing total dividend for FY2019 to 5.0 cents per share



Sembcorp Energy India Limited's wind power projects, India



The Sirajganj Unit 4 combined cycle gas turbine power plant in Bangladesh commenced commercial operations in 2019



Green spaces in Vietnam Singapore Industrial Park (VSIP) in Vietnam



Sembcorp Marine delivered the Q7000 well intervention semi-submersible rig to Helix Energy Solutions in November 2019

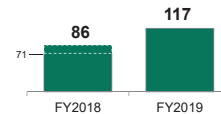
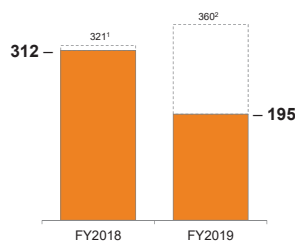
\* Cash proceeds from divestments of waste paper recycling, medical waste operations, Sembcorp EOSM, Gallant Venture, the utilities assets formerly serving Jurong Aromatics Corporation and the commercial business of Sembcorp Design & Construction in Singapore, Sembcorp Lianyungang Water Co, Sembcorp Xinmin Water Co, Hongshan Mansion held under Wuxi Singapore Property Investment and Penglai Jutal Offshore Engineering in China, Centralised Utilities Company in Oman, municipal water operations in South Africa and the water business in Chile

3

## FY2019 Group Performance Round-up



Energy	Marine	Urban
Net Profit	Net Loss*	Net Profit
S\$195 million	↓38% (S\$85 million)	S\$117 million
		↑36%



- **Energy:** Net profit of S\$195 million. Excluding exceptional items, underlying net profit grew 12% to S\$360 million, driven by better overseas performance
- **Marine:** Net loss mainly due to accelerated depreciation for the Tanjong Kling yard and continued low overall business volume, partly offset by profits from the repairs and upgrade business, which saw a rise in profits on improved margins and better product mix
- **Urban:** Record net profit with recognition of profit from property development, *Riverside Grandeur* in Nanjing, China

<sup>1</sup> 2018: Energy exceptional items, totalling a negative S\$9 million, comprise S\$23 million gain from the divestment of waste paper recycling and medical waste operations in Singapore and municipal water operations in South Africa, offset by S\$25 million of provision for potential fines and claims at a joint venture wastewater treatment company in China and a non-cash S\$7 million expensing of UKPR's capitalised cost upon refinancing. Urban exceptional item of S\$15 million relates to the divestment gain from the sale of Hongshan Mansion held under Wuxi Singapore Property Investment

<sup>2</sup> 2019: Energy exceptional items, totalling a negative S\$165 million, comprise impairments of S\$245 million and S\$7 million of additional provision for potential claims at a joint venture wastewater treatment company in China offset by net divestment gain of S\$86 million. The net divestment gain of S\$86 million was from the sale of Velocet Clean Energy in Australia, Xinmin municipal water asset and Lianyungang industrial wastewater treatment asset in China, the utilities assets formerly serving Jurong Aromatics Corporation in Singapore and Wilton land lease in the UK. There was also a S\$1 million revision on purchase price allocation for a solar project in Singapore. Marine exceptional item of S\$3 million relates to negative goodwill from the fair value adjustment on completion of valuation and final purchase price allocation for the acquisition of interests and titles to the intellectual property rights of Sevan Marine and HiLoad LNG

\* Sembcorp's share of Marine's net loss

4

## Energy



- Underlying net profit up 12% to S\$360 million
- Exceptional items totalling a negative S\$165 million in FY2019

### FY2019 exceptional items

	S\$ million
<b>Impairments</b>	
• UK Power Reserve (UKPR) assets	(158)
• Chile water business	(64)
• China wastewater treatment assets	(23)
<b>Sub-total (A)</b>	<b>(245)</b>
<b>Divestments</b>	
• Vellocet Clean Energy (Australia)	(4)
• Xinmin and Lianyungang water assets (China)	9
• Utilities assets formerly serving Jurong Aromatics Corporation (Singapore)	65
• Wilton land lease sale (UK)	16
<b>Sub-total (B)</b>	<b>86</b>
<b>Provisions for claims and others (C)</b>	<b>(6)</b>
<b>TOTAL (A+B+C)</b>	<b>(165)</b>

### UKPR Impairment

- Impairment made based on expected value-in-use as at December 31, 2019
- Challenging market conditions in the UK
- Performance impacted by a combination of factors including:
  - Increase in energy capacity
  - Reduction in underlying demand due to energy efficiency and reduced industrial production
  - Moderated grid volatility

### China Wastewater Treatment Assets Impairment

- Impairment was taken as existing facilities will not be able to meet the new effluent discharge standards which will come into force in Jiangsu, China with effect from January 2021

### Portfolio Rebalancing Strategy: Divestments

- 2019 net divestment gains of S\$86 million
- Divestment of water business in Chile resulted in S\$64 million impairment (including transaction taxes and costs)
  - Realisable value impacted by escalating operational and regulatory costs as well as the deterioration of Chile's economic, social and regulatory environment since October 2019
  - Increasing uncertainty and risks in the Chilean water sector including potential reduction of regulated returns and depreciation of Chilean peso
  - A currency translation loss recognised in the foreign currency translation reserve will be taken to profit and loss upon completion of the sale in 2020

## Energy – Reshaping our Portfolio

Focused on Key Geographies



### UK

#### Net profit of S\$22 million, driven by recognition of capacity market payments

- First 60MW of 120MW of battery energy storage system started operations in October 2019
- Resumption of Great Britain Capacity Market Scheme, recognition of capacity market payments in 4Q19
- Impairment of UK Power Reserve (UKPR) assets



### Looking Ahead

- Lifting performance and returns
  - Cost optimisation and improving asset performance
  - Positioning of entire energy fleet for value – agile and optimal deployment of flexible generation, battery storage and Wilton assets in different market segments
- Building capabilities to support UK energy transition
  - Growth in merchant markets (via origination and structured contracts)

### UKPR Market Segments

#### Optimising placement of capacity across markets

##### Capacity Market

- Government mechanism that pays market participants a fixed income on a £/kW basis in exchange for remaining available throughout the year to guarantee security of supply

##### Balancing Services for National Grid Electricity System Operator (NGESO)

###### FFR (Fast Frequency Response)

- Based on response (in milliseconds), rewarded on a fixed capacity basis

###### STOR (Short-term Operating Reserve)

- Participants must respond within < 20 mins and be able to sustain output for at least 2 hrs

###### FR (Fast Reserve)

- Delivery must start in < 2 mins with minimum ramp rate of 25MW/min. Sustain for minimum 15 mins

##### Balancing Mechanism

- Central market for NGESO to balance supply and demand in real time by accepting offers and bids to increase or decrease output

##### Triad

- Generators connected at the distribution level can earn income from suppliers by generating at winter peak times and reducing supplier exposure to charges
- Regulatory changes are reducing triad income to 10% of 2017 levels by 2021

##### Wholesale

- Primary market for electricity trading with trades executed bilaterally or on power exchanges

## Energy – Reshaping our Portfolio

Focused on Key Geographies



### Singapore & Southeast Asia

#### Strengthened position as a provider of integrated energy solutions in Singapore

- 63MWp of solar capacity secured in 2019, bringing capacity to 180MWp
- Named preferred bidder by PUB to construct Singapore's largest floating solar photovoltaic system (60MWp) in February 2020
- Established position as a major gas player with the acquisition of the remaining 30% interest in Sembcorp Gas
- Growing waste management and recycling business with the proposed acquisition of Veolia, and launch of mobile application 'ezi'

#### Continued to grow reach in Southeast Asia

- Entered the renewable energy and sustainable smart solutions space in Vietnam through a joint venture with Becamex and VSIP

#### Looking Ahead

- **Singapore:** Rejuvenation of power asset portfolio, extending customer reach for integrated energy and environmental solutions
- **Southeast Asia:** Driving growth in Vietnam and exploring renewable opportunities in other target markets



Source: PUB

## Energy – Reshaping our Portfolio

Focused on Key Geographies



### China

#### Resilient earnings contribution

- Net profit growth of 22% to S\$106 million
- Growing renewable energy contribution with completion of Huangnanpaigan and Huanghua Phase 3 wind power assets in the second half of 2018



#### Looking Ahead

- Positioning for growth of water business by leveraging proprietary technology
- Upgrading of facilities to meet tightened environmental standards

### Conclusion of Legal Proceedings at Sembcorp Nanjing SUIWU

- Isolated incident in period prior to early 2017
- Result of illegal and criminal activities of former employees, who were individually charged, tried and sentenced

#### \$54 million in share of fines and cash settlement fully provided for

- No further financial impact to the Group
- Committed to new investments worth approximately S\$45 million through 2023 to develop projects and initiatives to support environmental protection in China
- Investments include the upgrading of facilities that are expected to deliver financial returns

#### Committed to responsible operations

- Strengthened internal controls and processes
- Implemented proprietary technology (Virtual Brain water) in wastewater facilities to track and monitor plant performance and compliance
- Established a Country Centre of Excellence in Shanghai to centralise all technical resources, implement Group water business SOPs and oversee project management and controls for all new projects

## Energy – Reshaping our Portfolio

Focused on Key Geographies



### India

#### Net profit of S\$100 million, with thermal assets turning in a profitable year

- Completed SECI 2 project and commissioned 227MW of SECI 3 project, bringing total operating renewable capacity to 1,654MW
- First independent power producer to fully commission capacity won in SECI 2 bid round
- In-house operations and maintenance for over 600MW of previously outsourced wind and solar plants, enabling industry-leading asset productivity
- Acquired the residual 6% stake from Gayatri. SEIL now a 100%-owned subsidiary

#### Looking Ahead

- Continued focus on lifting performance, and securing thermal long / medium-term power purchase agreements
- Maximising uptime and energy generation from renewable assets, supported by remote digital monitoring and analytics capabilities
- Remain committed to unlocking value in India - exploring IPO and other strategic options



## Energy – Reshaping our Portfolio

Offering a Suite of Solutions to Support a Renewable Future



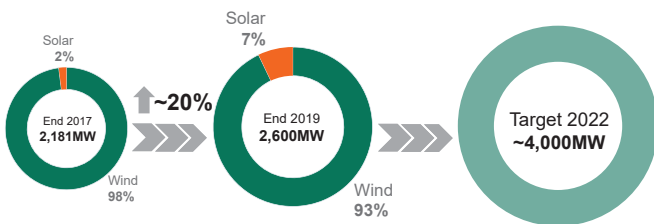
### Our Capabilities

- Wind
- Solar
- Battery storage
- Distributed energy solutions

### Nearly 5-fold Increase in Profit Contribution from Renewables since 2016

Net Profit (S\$ million)	2016	2017	2018	2019
Renewable Power	17	31	63	80

### 20% Growth in Renewables Capacity



### Singapore

#### Leading Solar Energy Player in Singapore

- 180MWp of capacity
- One of the largest solar players in Singapore



### China

#### Growing Renewable Energy Contribution

- 725MW of wind power projects fully operational



### India

#### Providing Renewable Power to Support India's Growth

- Over 1,700MW of wind and solar power projects across seven states in India
- Highest renewables capacity under self operations



### UK

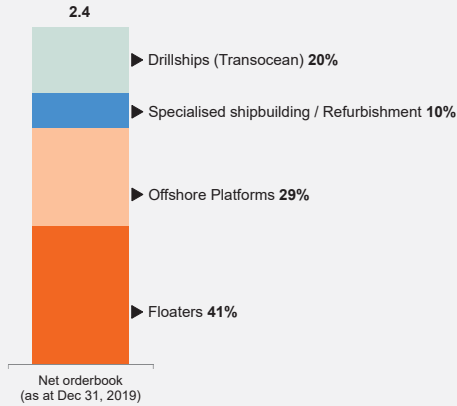
#### Developing One of Europe's Largest Battery Storage Projects

- A 120MW portfolio (60MW under construction) representing one of Europe's largest battery-based energy storage projects



**Challenging Market Environment**

**Total Net Orderbook** (as at Dec 31, 2019)  
**S\$2.4 billion**  
 excluding the Sete Brasil drillships



- Secured new orders worth S\$1.5 billion in 2019. Notable projects include:
  - Construction and integration of the topside and hull of the Whale FPU for Shell
  - Two offshore platform projects from North Oil Company and Total E&P Danmark
  - Fabrication of 15 jacket foundations for the Formosa 2 Offshore Wind Farm
  - Design and construction of a LNG bunker vessel
  - Conversion of the Ariake tanker into an FPSO
  - Conversion / upgrade of 3 FSRU / FSU projects
  - Upgrade of 13 cruise ships, and a large-scale refit of Japan's largest cruise ship
- Fulfilled conditions precedent in settlement of all seven drillship contracts with Sete Brasil
  - In discussions with a potential purchaser for the completion of two drillships

**Looking Ahead**

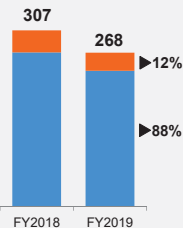
- Gearing up for shift towards cleaner energy use, with long-term investments in innovation, technologies and expertise for developing new engineering solutions
- Growing order volume in offshore wind by raising brand awareness
- Developing new design solutions for the battery- and hydrogen fuel cell-powered ship segments

**Healthy Orderbook to Underpin Future Performance**

**Total Land Sales (ha)**

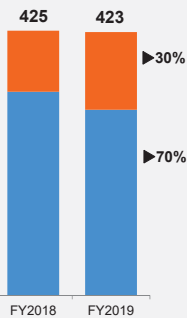
- Strong land sales in Vietnam with high demand for industrial land
- Lower land sales in China and Indonesia

▶ Industrial & Business  
 ▶ Commercial & Residential



**Total Net Orderbook (ha)**

- Orderbook from Vietnam remained robust
- Pick-up in manufacturing interest in Indonesia



- Completed and handed over wholly-owned *Riverside Grandeur* residential development in China, driving Urban's record profit for the year
- Secured investment certificates for an additional 900 hectares of saleable land from two new VSIP developments in Bac Ninh and Binh Duong
- Phase two of The Habitat Binh Duong in VSIP Binh Duong launched and sold out in 2019, with profit recognition expected in 2020. Soft launched Phase 3A in October 2019

**Looking Ahead**

- Net orderbook of 423ha to be recognised as land sales over 2-3 years
- Continue to develop new residential projects, recognition of The Habitat Phase 2 and Sun Casa expected in 2020
- Replenish land bank for future growth

## Financial Review

**Graham Cockroft**

Group CFO

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## Group Profit & Loss

<b>(\$ million)</b>	<b>FY19</b>	<b>FY18</b>	<b>Δ%</b>
Turnover	9,618	11,689	(18)
EBITDA*	1,535	1,279	20
Profit from Operations before Exceptional Items	907	825	10
Profit from Operations	749	841	(11)
EBIT	565	667	(15)
Share of results: Associates & JVs	184	174	6
Net Finance Cost	(454)	(421)	(8)
Finance costs	(586)	(508)	(15)
Finance income	132	87	52
PBT	295	420	(30)
Tax	(78)	(88)	11
Non-controlling Interests	30	15	100
Net Profit	247	347	(29)
Exceptional Items <sup>1</sup>	(148)	8	NM
Net Profit before Exceptional Items	395	339	17
EPS (cents)	11.8	17.0	(30)
EPS before Exceptional Items (cents)	20.1	16.5	22

\* EBITDA excludes major non-cash items such as the effects of fair value adjustments, re-measurements, impairments and write-offs

<sup>1</sup> 2018 exceptional items, totalling S\$8 million, comprise negative S\$9 million in Energy, S\$15 million in Urban and S\$2 million in Other Businesses

2019 exceptional items, totalling negative S\$148 million, comprise negative S\$165 million in Energy, S\$3 million in Marine and S\$14 million in Other Businesses

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14

## Group Turnover



(S\$ million)	FY19	FY18	Δ%
Energy	6,138	6,536	(6)
Marine	2,883	4,888	(41)
Urban*	280	5	NM
Other Businesses	317	260	22
<b>TOTAL TURNOVER</b>	<b>9,618</b>	<b>11,689</b>	<b>(18)</b>

\* Urban businesses comprise mainly associates or joint ventures which are accounted for under the equity method. The turnover reflected was derived from providing services to these associates or joint ventures. For 2019, turnover included recognition from the sale of Riverside Grandeur in Nanjing, China, a residential development wholly-owned by Sembcorp

## Group Profit from Operations (PFO)



(S\$ million)	FY19	FY18	Δ%
Energy	894	822	9
Marine	(148)	(60)	(147)
Urban	177	78	127
Other Businesses	16	7	129
Group Corporate	(32)	(22)	(45)
<b>PFO before Exceptional Items</b>	<b>907</b>	<b>825</b>	<b>10</b>
Exceptional Items <sup>1</sup>	(158)	16	NM
Energy	717	820	(13)
Marine	(143)	(60)	(138)
Urban	177	94	88
Other Businesses	30	9	233
Group Corporate	(32)	(22)	(45)
<b>TOTAL PFO</b>	<b>749</b>	<b>841</b>	<b>(11)</b>

<sup>1</sup> 2018 exceptional items, totalling S\$16 million, comprise negative S\$2 million in Energy, S\$16 million in Urban and S\$2 million in Other Businesses  
2019 exceptional items, totalling negative S\$158 million, comprise negative S\$177 million in Energy, S\$5 million in Marine and S\$14 million in Other Businesses



## Group Net Profit



(S\$ million)	FY19	FY18	Δ%
Energy	360	321	12
Marine	(88)	(48)	(83)
Urban	117	71	65
Other Businesses	31	14	121
Group Corporate	(25)	(19)	(32)
<b>NET PROFIT before Exceptional Items</b>	<b>395</b>	<b>339</b>	<b>17</b>
Exceptional Items <sup>1</sup>	(148)	8	NM
Energy	195	312	(38)
Marine	(85)	(48)	(77)
Urban	117	86	36
Other Businesses	45	16	181
Group Corporate	(25)	(19)	(32)
<b>TOTAL NET PROFIT</b>	<b>247</b>	<b>347</b>	<b>(29)</b>

<sup>1</sup> 2018 exceptional items, totalling S\$8 million, comprise negative S\$9 million in Energy, S\$15 million in Urban and S\$2 million in Other Businesses  
 2019 exceptional items, totalling negative S\$148 million, comprise negative S\$165 million in Energy, S\$3 million in Marine and S\$14 million in Other Businesses

## Group ROE



(S\$ million)	FY19	FY18
<b>ROE (before Exceptional Items)* (%)</b>		
Energy	9.8	8.6
Marine	(6.3)	(3.1)
Urban	11.4	7.4
<b>Group</b>	<b>5.9</b>	<b>5.0</b>
<b>ROE (%)</b>		
Energy	5.3	8.3
Marine	(6.1)	(3.1)
Urban	11.4	8.9
<b>Group</b>	<b>3.5</b>	<b>5.1</b>

\* ROE (before Exceptional Items) is computed based on excluding exceptional items from net profit and ending shareholders' funds for the same financial year

## Energy Profit from Operations (PFO)



By Geography (\$ million)	FY19	FY18	Δ%
Singapore	155	224	(31)
Rest of Southeast Asia	63	30	110
China	124	103	20
India	453	385	18
UK	43	26	65
Rest of the World*	102	85	20
Corporate	(46)	(31)	(48)
<b>PFO before Exceptional Items</b>	<b>894</b>	<b>822</b>	<b>9</b>
Exceptional Items <sup>1</sup>	(177)	(2)	NM
<b>TOTAL PFO</b>	<b>717</b>	<b>820</b>	<b>(13)</b>

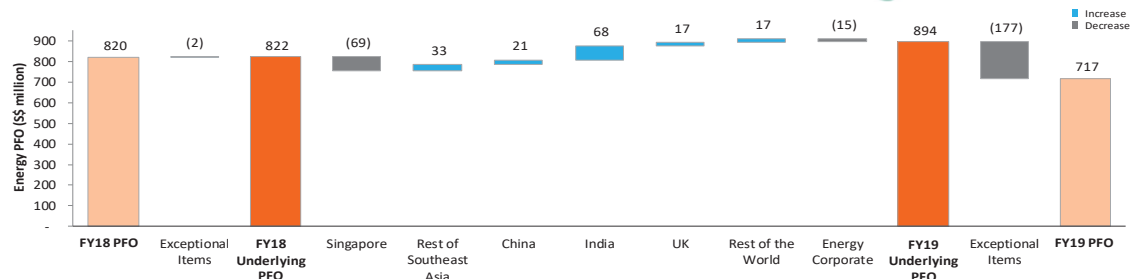
\* Rest of the World includes the Americas, Australia, Bangladesh and Middle East

<sup>1</sup> 2018 exceptional items, totalling a negative S\$2 million, comprise S\$23 million gain from the divestment of waste paper recycling and medical waste operations in Singapore and municipal water operations in South Africa, offset by S\$25 million of provision for potential fines and claims at a joint venture wastewater treatment company in China

2019 exceptional items, totalling a negative S\$177 million, comprise impairments of S\$266 million and S\$7 million of additional provision for potential claims at a joint venture wastewater treatment company in China offset by net divestment gains of S\$95 million. The net divestment gain was from the sale of Vellocet Clean Energy in Australia, Xinmin municipal water asset and Lianyungang industrial wastewater treatment asset in China, the utilities assets formerly serving Jurong Aromatics Corporation in Singapore and Wilton land lease in the UK. There was also a S\$1 million revision on purchase price allocation for a solar project in Singapore

19

## Energy Profit from Operations (PFO)

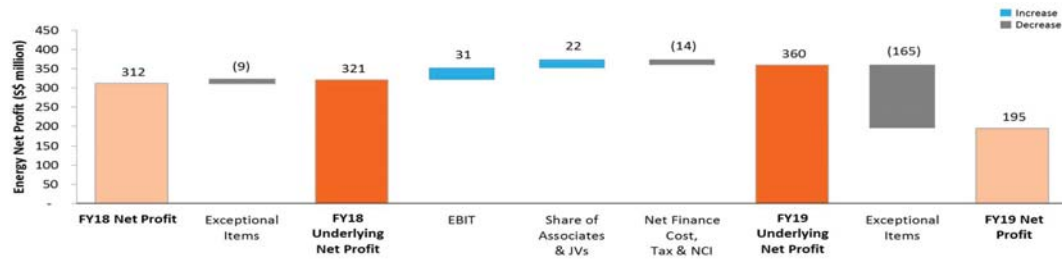


### FY19 performance compared to FY18

- Singapore:** Lower mainly due to planned major maintenance of power generation assets in 4Q19. 2019 performance also excludes contributions from the Bedok waste sector contract which ended in October 2018 and divested paper recycling and medical waste businesses (total PFO contribution of S\$3 million in 2018). 2018 performance also benefitted from a gain of S\$21 million from the sale of excess strategic fuel and pipeline construction
- Rest of Southeast Asia:** Higher contribution from Myingyan power plant in Myanmar in 2019 as Phase 2 combined cycle only commenced operations in October 2018. For 2019, there was a one-off S\$24 million recognition of income for Myingyan offset by a S\$3 million writedown of inventory for Phu My 3
- China:** Higher contribution driven by renewable assets. Renewable wind capacity was 725MW as at end-2019 versus 715MW at end-2018 of which approximately 284MW was commissioned in 2H18
- India:** SEIL Thermal Project 1 (P1) and Project 2 (P2) contributed FY19 PFO of S\$213 million (FY18: S\$172 million) and S\$72 million (FY18: S\$56 million) respectively. Performance for P1 was negatively affected by shutdown of Unit 1 from January 1 to February 24, 2019. In 2019, PFO from P1 included insurance settlement for the stator damage, recognition of settlement on late payments, partially offset by provisions made (net S\$48 million). P2 earnings improved on favourable coal costs and better short-term contracted positions. SGI PFO was S\$169 million (FY18: S\$155 million) with improvement driven by better availability and better wind resource. SGI PFO included a claim on delayed start-up of SECI 2 and a reversal of accrued maintenance fees no longer payable (net S\$9 million)
- UK:** FY19 earnings benefitted from recognition of capacity market revenue (for November 2018 to December 2019) in 4Q19
- Rest of the World:** Higher contribution from Sirajganj Unit 4 power plant in Bangladesh offset loss of income from operations in South Africa post-divestment in 4Q18
- Corporate:** Higher costs incurred due to S\$6 million of liquidated damages payment in 1Q19 and ongoing investments in capabilities including digital & technology

20

## Energy Net Profit



### FY19 performance compared to FY18

- EBIT increased by S\$31 million due to better performance from overseas operations, offset by lower contribution from Singapore
- Share of Associates & JVs increased by S\$22 million, driven by better performance from China, Middle East and Vietnam
- Higher net finance cost (increase of S\$61 million) and higher profit attributable to non-controlling interests (increase of S\$6 million) partially offset by lower tax (lower by S\$53 million)

## Group Capex and Equity Investment



(S\$ million)	FY19	FY18
<b>Capital Expenditure</b>		
Energy	701	818
Marine	423	342
Urban / Other Businesses	9	7
	<b>1,133</b>	<b>1,167</b>
<b>Equity Investment</b>		
Energy	91	784
Marine	-	55
Urban / Other Businesses	11	3
	<b>102</b>	<b>842</b>

## Group Free Cash Flow



(\$ million)	FY19	FY18
<b>Cash Flow From Operating Activities</b>		
- Before Changes in Working Capital	1,455	1,250
- Changes in Working Capital	(379)	(389)
- Tax Paid	(99)	(122)
	<b>977</b>	<b>739</b>
<b>Cash Flow From Investing Activities</b>		
- Divestments, Dividend and Interest Income	1,072	706
- Investments, Capex and Non-trade Balances*	(1,523)	(1,923)
	<b>(451)</b>	<b>(1,217)</b>
- Add Back: Expansion Capex and Equity Investment	826	1,134
<b>FREE CASH FLOW</b>	<b>1,352</b>	<b>656</b>

\* Payables for capital works / fixed assets

## Group Borrowings



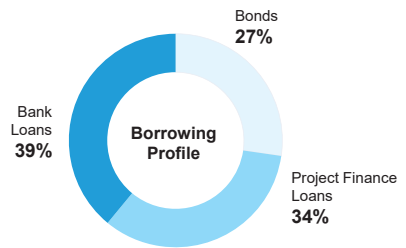
(\$ million)	Dec 31, 2019	Dec 31, 2018
<b>Capital Structure</b>		
Gross Debt	10,800	10,732
Total Equity	7,897	7,938
Shareholders' Equity and Non-controlling Interests	7,096	7,137
Perpetual Securities	801	801
<b>Total Capital</b>	<b>18,697</b>	<b>18,670</b>
Corporate Debt	4,263	2,788
Project Finance Debt	3,636	3,714
Sembcorp Marine Debt	2,901	4,230
<b>Gross Debt</b>	<b>10,800</b>	<b>10,732</b>
Less: Cash and Cash Equivalents	(1,767)	(1,925)
<b>Net Debt</b>	<b>9,033</b>	<b>8,807</b>
Interest Cover (times)	2.6	2.5
Gross Debt-to-Capitalisation ratio	0.58	0.57
Net Debt-to-Capitalisation ratio	0.48	0.47

## Group Debt Profile



### Maturity Profile (S\$ million)

As at Dec 31, 2019	Within 1 year	1 - 2 Years	2 - 3 Years	3 - 4 Years	4 - 5 Years	After 5 years	Total
Corporate	508	114	278	79	2,935	349	4,263
Project finance	713	247	195	349	181	1,951	3,636
Sembcorp Marine	1,422	1,119	-	-	35	325	2,901
<b>Total</b>	<b>2,643</b>	<b>1,480</b>	<b>473</b>	<b>428</b>	<b>3,151</b>	<b>2,625</b>	<b>10,800</b>
%	25%	14%	4%	4%	29%	24%	100%



## Group Liquidity



(S\$ million)

Dec 31, 2019      Dec 31, 2018

Cash and Cash Equivalents	1,767	1,925
<b>Borrowing Facilities</b>		
Committed Facilities	12,697	11,426
Less: Amount Drawn down	(10,536)	(9,680)
<b>Unutilised Committed Facilities</b>	<b>2,161</b>	<b>1,746</b>
<b>Total Cash and Unutilised Committed Facilities</b>	<b>3,928</b>	<b>3,671</b>
Uncommitted Facilities	3,533	3,620
Less: Amount Drawn down	(283)	(1,083)
<b>Unutilised Uncommitted Facilities</b>	<b>3,250</b>	<b>2,537</b>
<b>Trade-related Facilities</b>		
Facilities Available	3,447	3,716
Less: Amount Used	(1,352)	(1,604)
<b>Unutilised Trade-related Facilities</b>	<b>2,095</b>	<b>2,112</b>

## Sembcorp Industries to Adopt Semi-annual Reporting for the Financial Year 2020



With effect from February 7, 2020, SGX has adopted a risk-based approach for quarterly reporting. With SGX's removal of mandatory quarterly reporting, Sembcorp Industries would like to inform its shareholders that it plans to adopt semi-annual reporting for the financial year 2020.

## Disclaimer



This presentation contains certain statements that are not statements of historical fact, i.e. forward-looking statements. These forward-looking statements are based on current expectations, projections and assumptions about future events. Although Sembcorp Industries believes that these expectations, projections and assumptions are reasonable, these forward-looking statements are subject to the risks (whether known or unknown), uncertainties and assumptions about Sembcorp Industries and its business operations, such as (without limitation) the general economic and business conditions in Singapore, the Asia-Pacific region and elsewhere; currency fluctuations between the Singapore dollar and other currencies; governmental, statutory, regulatory or administrative initiative affecting our business; industry trends; future levels and composition of our assets and liabilities; future profitability of our operations; competition; changes in Singapore tax or similar laws or regulations; changes in, or the failure to comply with, governmental regulations, including exchange control regulations, if any.

You are advised not to place undue reliance on these forward-looking statements as the forward-looking events referred to in this presentation may differ materially or not occur due to these risks, uncertainties and assumptions.

Investors should assume that the information in this presentation is accurate only as of the date it is issued. Sembcorp Industries has no obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law.

## Appendix

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### Group Profit & Loss

<b>(\$ million)</b>	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Turnover	2,317	2,566	(10)
EBITDA*	490	355	38
Profit from Operations before Exceptional Items	246	208	18
Profit from Operations	93	219	(58)
EBIT	49	179	(73)
Share of results: Associates & JVs	44	40	10
Net Finance Cost	(115)	(123)	7
Finance costs	(146)	(152)	4
Finance income	31	29	7
PBT	(22)	96	NM
Tax	(20)	13	NM
Non-controlling Interests	27	(3)	NM
Net Profit	(15)	106	NM
Exceptional Items <sup>1</sup>	(141)	4	NM
Net Profit before Exceptional Items	126	102	24
EPS (cents)	(1.3)	5.4	NM
EPS before Exceptional Items (cents)	6.6	5.2	27

\* EBITDA excludes major non-cash items such as the effects of fair value adjustments, re-measurements, impairments and write-offs

<sup>1</sup> 4Q2018 exceptional items, totalling S\$4 million, comprise S\$1 million in Energy, and S\$3 million in Other Businesses

4Q2019 exceptional items, totalling a negative S\$141 million, comprise negative S\$155 million in Energy, and S\$14 million in Other Businesses

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## Group Turnover



(S\$ million)	4Q19	4Q18	Δ%
Energy	1,332	1,581	(16)
Marine	624	913	(32)
Urban*	278	2	NM
Other Businesses	83	70	19
<b>TOTAL TURNOVER</b>	<b>2,317</b>	<b>2,566</b>	<b>(10)</b>

\* Urban businesses comprise mainly associates or joint ventures which are accounted for under the equity method. The turnover reflected was derived from providing services to these associates or joint ventures. For 4Q19, turnover included recognition from the sale of Riverside Grandeur in Nanjing, China, a residential development wholly-owned by Sembcorp

## Group Profit from Operations (PFO)



(S\$ million)	4Q19	4Q18	Δ%
Energy	200	176	14
Marine	(89)	(4)	NM
Urban	146	35	NM
Other Businesses	(1)	5	NM
Group Corporate	(10)	(4)	(150)
<b>PFO before Exceptional Items</b>	<b>246</b>	<b>208</b>	<b>18</b>
Exceptional Items <sup>1</sup>	(153)	11	NM
Energy	33	184	(82)
Marine	(89)	(4)	NM
Urban	146	35	NM
Other Businesses	13	8	63
Group Corporate	(10)	(4)	(150)
<b>TOTAL PFO</b>	<b>93</b>	<b>219</b>	<b>(58)</b>

<sup>1</sup> 4Q2018 exceptional items, totalling S\$12 million, comprise S\$8 million in Energy, and S\$3 million in Other Businesses  
4Q2019 exceptional items, totalling a negative S\$153 million, comprise negative S\$167 million in Energy, and S\$14 million in Other Businesses



## Group Net Profit



(\$ million)	4Q19	4Q18	Δ%
Energy	92	64	44
Marine	(47)	1	NM
Urban	87	33	164
Other Businesses	3	4	(25)
Group Corporate	(9)	*	NM
<b>NET PROFIT before Exceptional Items</b>	<b>126</b>	<b>102</b>	<b>24</b>
Exceptional Items <sup>1</sup>	(141)	4	NM
Energy	(63)	65	NM
Marine	(47)	1	NM
Urban	87	33	164
Other Businesses	17	7	143
Group Corporate	(9)	*	NM
<b>TOTAL NET PROFIT</b>	<b>(15)</b>	<b>106</b>	<b>NM</b>

\* Less than S\$1 million

<sup>1</sup> 4Q2018 exceptional items, totaling S\$4 million, comprise S\$1 million in Energy, and S\$3 million in Other Businesses

4Q2019 exceptional items, totalling a negative S\$141 million, comprise negative S\$155 million in Energy, and S\$14 million in Other Businesses

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33

## Energy Turnover



By Geography (\$ million)	FY19	FY18	Δ%
Singapore	3,525	3,844	(8)
Rest of Southeast Asia	62	45	38
China	219	219	-
India	1,614	1,685	(4)
UK	496	454	9
Rest of the World*	254	322	(21)
<b>TOTAL TURNOVER</b>	<b>6,170</b>	<b>6,569</b>	<b>(6)</b>
	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Singapore	765	1,024	(25)
Rest of Southeast Asia	15	29	(48)
China	59	59	-
India	285	278	3
UK	148	130	14
Rest of the World*	68	72	(6)
<b>TOTAL TURNOVER</b>	<b>1,340</b>	<b>1,592</b>	<b>(16)</b>

\* Rest of the World includes the Americas, Australia, Bangladesh and Middle East

Note: Figures are stated before intercompany eliminations

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34

## Energy Profit From Operations (PFO)



By Geography (\$ million)	FY19	FY18	Δ%
Singapore	155	224	(31)
Rest of Southeast Asia	63	30	110
China	124	103	20
India	453	385	18
UK	43	26	65
Rest of the World*	102	85	20
Corporate	(46)	(31)	(48)
<b>PFO before Exceptional Items</b>	<b>894</b>	<b>822</b>	<b>9</b>
Exceptional Items	(177)	(2)	NM
<b>TOTAL PFO</b>	<b>717</b>	<b>820</b>	<b>(13)</b>
	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Singapore	2	45	(96)
Rest of Southeast Asia	3	3	-
China	27	24	13
India	115	53	117
UK	34	19	79
Rest of the World*	24	25	(4)
Corporate	(5)	7	NM
<b>PFO before Exceptional Items</b>	<b>200</b>	<b>176</b>	<b>14</b>
Exceptional Items <sup>1</sup>	(167)	8	NM
<b>TOTAL PFO</b>	<b>33</b>	<b>184</b>	<b>(82)</b>

\* Rest of the World includes the Americas, Australia, Bangladesh and Middle East

<sup>1</sup> 4Q18 exceptional items comprise of a S\$8 million gain from the divestment of municipal water operations in South Africa

<sup>1</sup> 4Q19 exceptional items, totalling a negative S\$167 million, comprise impairments of S\$266 offset by net divestment gains of S\$99 million. The net divestment gain was from the sale of Xinmin municipal water asset and Lianyungang industrial wastewater treatment asset in China, the utilities assets formerly serving Jurong Aromatics Corporation in Singapore and Wilton land lease in the UK

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35

## Energy Net Profit



By Geography (\$ million)	FY19	FY18	Δ%
Singapore	102	155	(34)
Rest of Southeast Asia	42	17	147
China	106	87	22
India	100	47	113
UK	22	5	NM
Rest of the World*	69	70	(1)
Corporate	(81)	(60)	(35)
<b>Net Profit before Exceptional Items</b>	<b>360</b>	<b>321</b>	<b>12</b>
Exceptional Items	(165)	(9)	NM
<b>TOTAL NET PROFIT</b>	<b>195</b>	<b>312</b>	<b>(38)</b>
	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Singapore	2	30	(93)
Rest of Southeast Asia	(2)	(2)	-
China	22	17	29
India	46	(6)	NM
UK	26	8	225
Rest of the World*	16	19	(16)
Corporate	(18)	(2)	NM
<b>Net Profit before Exceptional Items</b>	<b>92</b>	<b>64</b>	<b>44</b>
Exceptional Items <sup>1</sup>	(155)	1	NM
<b>TOTAL NET PROFIT</b>	<b>(63)</b>	<b>65</b>	<b>NM</b>

\* Rest of the World includes the Americas, Australia, Bangladesh and Middle East

<sup>1</sup> 4Q18 exceptional items, totalling S\$1 million, comprise a S\$8 million gain from the divestment of municipal water operations in South Africa, offset by a non-cash S\$7 million expensing of UKPR's capitalised cost upon refinancing

<sup>1</sup> 4Q19 exceptional items, totalling a negative S\$155 million, comprise impairments of S\$245 million offset by net divestment gains of S\$90 million. The net divestment gain was from the sale of Xinmin municipal water asset and Lianyungang industrial wastewater treatment asset in China, the utilities assets formerly serving Jurong Aromatics Corporation in Singapore and Wilton land lease in the UK

36

## Energy Turnover



By Product Segment (\$ million)	FY19	FY18	Δ%
Gas & Thermal Power	5,271	5,675	(7)
Renewables & Environment	899	894	1
Renewable Power	254	182	40
Water & Others	645	712	(9)
<b>TOTAL TURNOVER</b>	<b>6,170</b>	<b>6,569</b>	<b>(6)</b>
	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Gas & Thermal Power	1,131	1,378	(18)
Renewables & Environment	209	214	(2)
Renewable Power	47	31	52
Water & Others	162	183	(11)
<b>TOTAL TURNOVER</b>	<b>1,340</b>	<b>1,592</b>	<b>(16)</b>

Gas & Thermal Power product segment includes gas, thermal power, steam and on-site logistics  
Renewables & Environment product segment includes renewable power, water, waste management and waste-to-resource  
Note: Figures are stated before intercompany eliminations  
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37

## Energy Profit From Operations (PFO)



By Product Segment (\$ million)	FY19	FY18	Δ%
Gas & Thermal Power	582	499	17
Renewables & Environment	358	354	1
Renewable Power	197	169	17
Water & Others	161	185	(13)
Corporate	(46)	(31)	(48)
<b>PFO before Exceptional Items</b>	<b>894</b>	<b>822</b>	<b>9</b>
Exceptional Items	(177)	(2)	NM
<b>TOTAL PFO</b>	<b>717</b>	<b>820</b>	<b>(13)</b>
	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Gas & Thermal Power	118	83	42
Renewables & Environment	87	78	12
Renewable Power	28	22	27
Water & Others	59	56	5
Corporate	(5)	15	NM
<b>PFO before Exceptional Items</b>	<b>200</b>	<b>176</b>	<b>14</b>
Exceptional Items <sup>1</sup>	(167)	8	NM
<b>TOTAL PFO</b>	<b>33</b>	<b>184</b>	<b>(82)</b>

Gas & Thermal Power product segment includes gas, thermal power, steam and on-site logistics  
Renewables & Environment product segment includes renewable power, water, waste management and waste-to-resource  
<sup>1</sup> 4Q18 exceptional items comprise of a S\$8 million gain from the divestment of municipal water operations in South Africa  
4Q19 exceptional items, totalling a negative S\$167 million, comprise impairments of S\$266 offset by net divestment gains of S\$99 million. The net divestment gain was from the sale of Xinmin municipal water asset and Lianyungang industrial wastewater treatment asset in China, the utilities assets formerly serving Jurong Aromatics Corporation in Singapore and Wilton land lease in the UK

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38

## Energy Net Profit



By Product Segment (\$ million)	FY19	FY18	Δ%
Gas & Thermal Power	235	182	29
Renewables & Environment	206	199	4
Renewable Power	80	63	27
Water & Others	126	136	(7)
Corporate	(81)	(60)	(35)
<b>Net Profit before Exceptional Items</b>	<b>360</b>	<b>321</b>	<b>12</b>
Exceptional Items	(165)	(9)	NM
<b>TOTAL NET PROFIT</b>	<b>195</b>	<b>312</b>	<b>(38)</b>
	<b>4Q19</b>	<b>4Q18</b>	<b>Δ%</b>
Gas & Thermal Power	40	23	74
Renewables & Environment	70	43	63
Renewable Power	17	2	NM
Water & Others	53	41	29
Corporate	(18)	(2)	NM
<b>Net Profit before Exceptional Items</b>	<b>92</b>	<b>64</b>	<b>44</b>
Exceptional Items <sup>1</sup>	(155)	1	NM
<b>TOTAL NET PROFIT</b>	<b>(63)</b>	<b>65</b>	<b>NM</b>

Gas & Thermal Power product segment includes gas, thermal power, steam and on-site logistics

Renewables & Environment product segment includes renewable power, water, waste management and waste-to-resource

<sup>1</sup> 4Q18 exceptional items, totalling S\$1 million, comprise a S\$8 million gain from the divestment of municipal water operations in South Africa, offset by a non-cash S\$7 million expensing of UKPR's capitalised cost upon refinancing

4Q19 exceptional items, totalling a negative S\$155 million, comprise impairments of S\$245 million offset by net divestment gains of S\$90 million. The net divestment gain was from the sale of Xinmin municipal water asset and Lianyungang industrial wastewater treatment asset in China, the utilities assets formerly serving Jurong Aromatics Corporation in Singapore and Witton land lease in the UK

39

## Group Borrowings

Balanced fixed / floating borrowings portfolio



(\$ million)	Amount Drawn	Fixed / Floating Rate*	Year of Maturity
<b>Corporate debt</b>	<b>4,263</b>		
Medium Term Notes (issued 2010)	300	3.73%	2020
Medium Term Notes (issued 2010)	100	4.25%	2025
Medium Term Notes (issued 2013)	200	3.64%	2024
Medium Term Notes (issued 2014)	100	2.94%	2021
Medium Term Notes (issued 2014)	150	3.59%	2026
Medium Term Notes (issued 2019)	1,500	3.55%	2024
Term Loans & Revolving Credit Facilities	1,913	Floating	2020 - 2026
<b>Project Finance debt</b>	<b>3,636</b>		
Sembcorp NCIP Water Co	3	Floating	2020
Sembcorp Tianjin Lingang Water Co	3	Floating	2022
Sembcorp Zhangjiagang Free Trade Zone	2	Floating	2020
Sembcorp Energy India	1,578	Floating	2036
Sembcorp Green Infra	1,359	Fixed & Floating	2020 - 2039
Sembcorp Myingyan Power	320	Fixed & Floating	2036
Sembcorp North-West Power Company	371	Floating	2030
<b>Sembcorp Marine debt</b>	<b>2,901</b>		
Medium Term Notes (issued 2014)	275	2.95%	2021
Medium Term Notes (issued 2014)	325	3.85%	2029
Term Loans & Revolving Credit Facilities	2,301	Floating	2020 - 2024

\* The classification of fixed or floating rate is based on the stated terms of the loan agreement. For floating rate loans, the Group may subsequently utilise interest rate swaps and cross currency swaps to hedge the variability in cash flows

Apart from the medium term notes, the Company has S\$800 million outstanding perpetual securities. The perpetual securities are accounted as equity of the Group