



# Enabling Growth

sats



**45<sup>th</sup> Annual General Meeting**  
19<sup>th</sup> July 2018

# Financial Summary

<sup>1</sup> For the twelve months ended 31 March 2018

<sup>2</sup> As of 31 March 2018

<sup>3</sup> As of 18 July 2018

Revenue<sup>1</sup>

**\$1,724.6<sub>M</sub>**

PATMI<sup>1</sup>

**\$261.5<sub>M</sub>**

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

**\$71.2<sub>M</sub>**

Assets<sup>2</sup>

**\$2,348.3<sub>M</sub>**

Return on Equity<sup>1</sup>

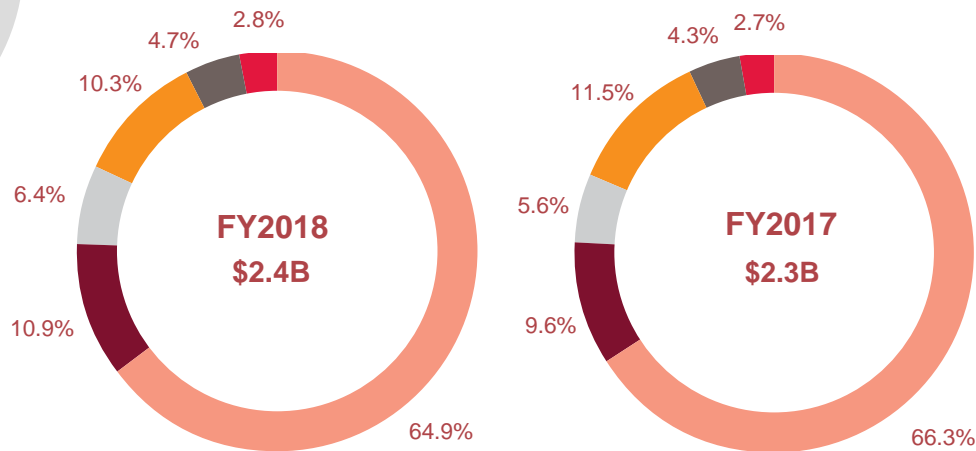
**16.2%**

Market Cap<sup>3</sup>

**\$5,663<sub>M</sub>**

# SATS Share of Revenue

(Aggregate of consolidated and non-consolidated entities – Non-IFRS )

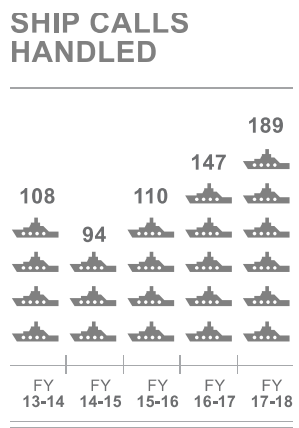
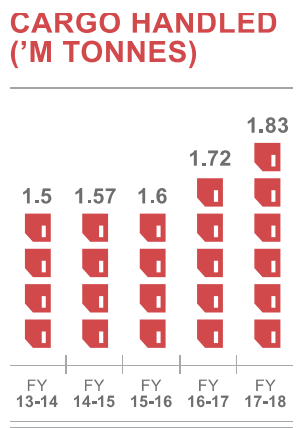
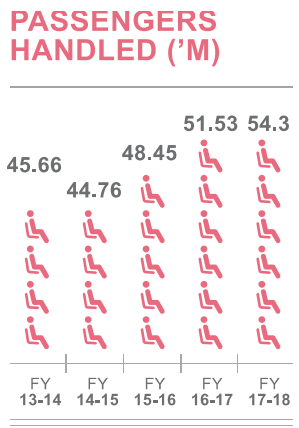
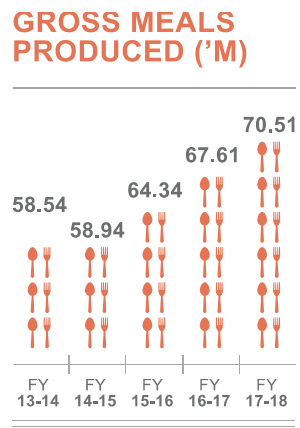
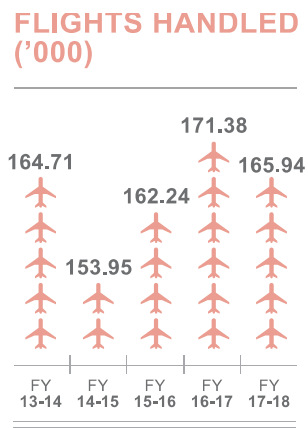
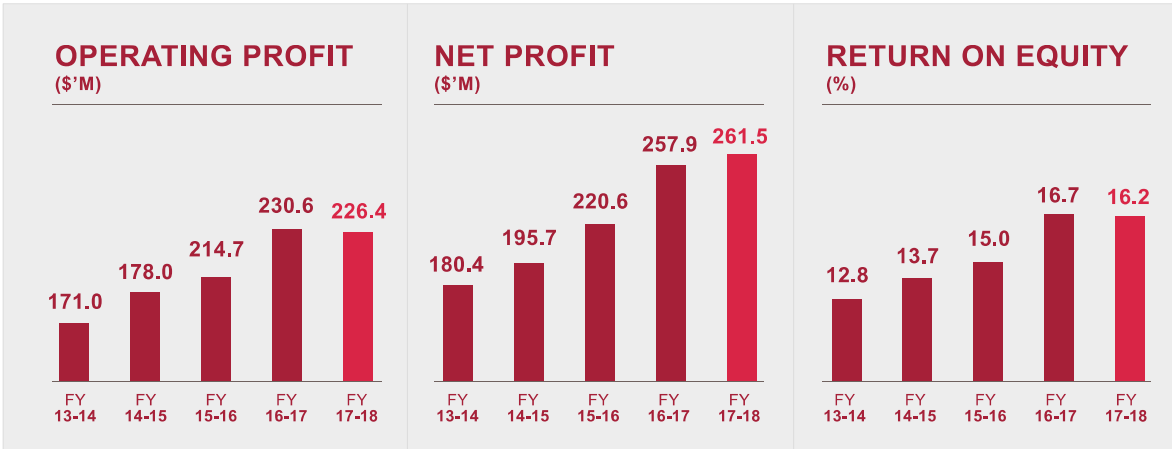


## BY GEOGRAPHICAL LOCATION

	FY2018	FY2017
Singapore	1,567.3	1,538.2
Greater China	261.9	223.7
Asean (ex-SG)	153.7	130.3
Japan	247.7	267.4
India	113.7	99.9
Others	68.9	59.4
<b>Total (\$M):</b>	<b>\$2,413.2</b>	<b>\$2,318.9</b>

For management analysis purpose.

# Growth Target Met



# Strong Cash Flows Sustaining Progressive Dividends

<sup>1</sup> Cash and cash equivalents

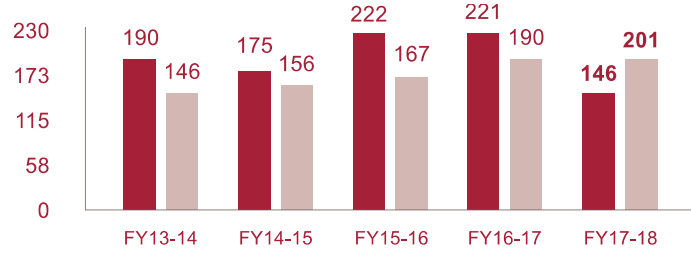
<sup>2</sup> As of 31 March 2018

**\$ 373.3 MILLION**

CASH RESERVES <sup>1,2</sup>

**FREE CASH FLOW AND DIVIDENDS**

- Free Cash Flow
- Dividends

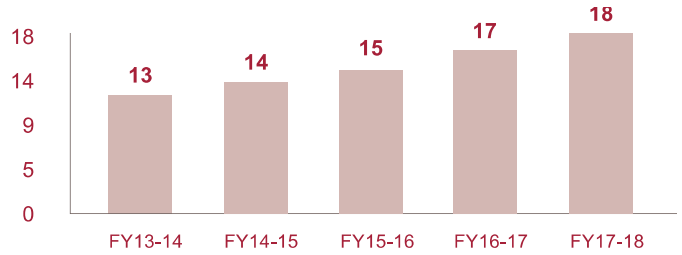


**0.07 TIMES**

DEBT TO EQUITY RATIO <sup>2</sup>

**DIVIDEND PER SHARE**

- Ordinary



# Strong Growth of Share Price

**Total Returns**  
(Including Dividends)



**+87.6%**  
**SATS**

**+19.4%**  
**Straits Times Index**

Source: Bloomberg, as of 17 July 2018



The background is a dark red color with a fine, light-colored dot pattern. It features several large, semi-transparent circular shapes in various shades of red and orange, some of which are partially cut off by the edges of the frame. The text is centered and layered over these shapes.

# Strategy: Feeding and Connecting Asia

**FOOD & GATEWAY SOLUTIONS**

STRATEGY:  
FEEDING AND CONNECTING ASIA

# Food Solutions

## LOCATIONS

- Highly automated C2+ Kitchen Extension at SICCC2, Singapore



- SATS Central Kitchen in Kunshan, China



- Entered into a JV agreement with WI Kitchen (Tianjin) Investment Co., Ltd. to incorporate Langfang JVCo in China



- Partnered Singapore Chefs' Association and signed on the National Culinary Team to explore new menu ideas



**STRATEGY:  
FEEDING AND CONNECTING ASIA**

# Food Solutions PLATFORMS



- IFSA 'Caterer of the Year' 2017



- Sustainable Supply Chain:

SATS attained the Aquaculture Stewardship Council (ASC) Chain of Custody Certification and

Marine Stewardship Council (MSC) Chain of Custody Certification for Seafood

STRATEGY:  
FEEDING AND CONNECTING ASIA

# Gateway Solutions

LOCATIONS & PLATFORMS



STRATEGY:  
FEEDING AND CONNECTING ASIA

# Gateway Solutions

## LOCATIONS



Digitising SIA Hub



Points of agreement with SIA and DFASS for omnichannel e-commerce travel retail experience



AR Smart Glass



Swiftrider



Smart Wheelchair System

STRATEGY:  
FEEDING AND CONNECTING ASIA

# Gateway Solutions

## LOCATIONS



- Formed a JVCo with a subsidiary of Hong Kong Airlines to enhance scale of operations and offer hub operation services to Hong Kong International Airport



- Partnered AirAsia in a joint venture to provide ground handling services in fast-growing ASEAN countries



- Acquired a 49% stake in Mumbai Cargo Service Centre, India

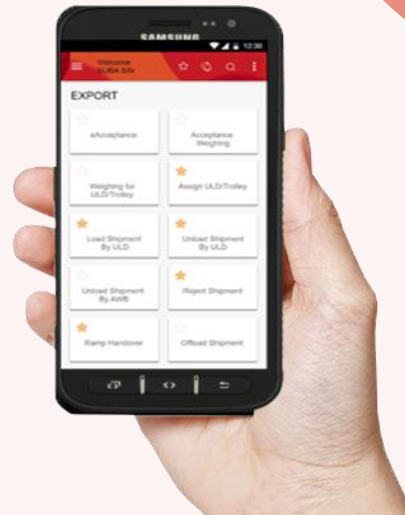
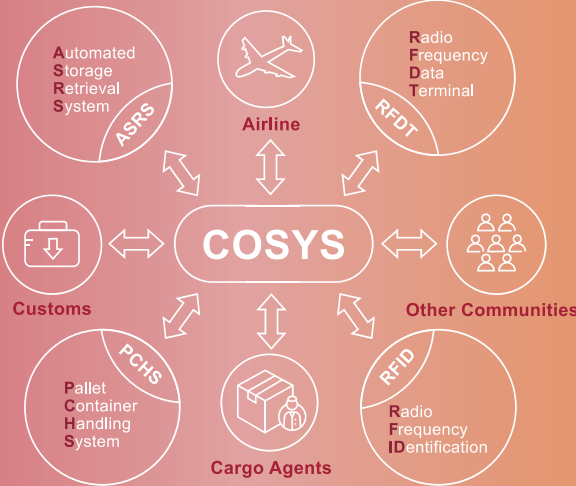


Baggage  
Reconciliation  
System

STRATEGY:  
FEEDING AND CONNECTING ASIA

# Gateway Solutions

## PLATFORMS



# Sustainability

