



FY2014 Results Announcement

February 17, 2015

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Scope of Presentation



- CEO's Report
- Financial Review
- Group Outlook

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CEO's Report

Tang Kin Fei

Group President & CEO

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FY2014 Performance Round-up

Turnover at S\$10.9 billion, up 1%

Profit from Operations at S\$1.3 billion, down 1%

Net Profit at S\$801.1 million, down 2%

EPS at 44.3 cents

ROE at 15.2%

Excluding significant items in FY2013:*

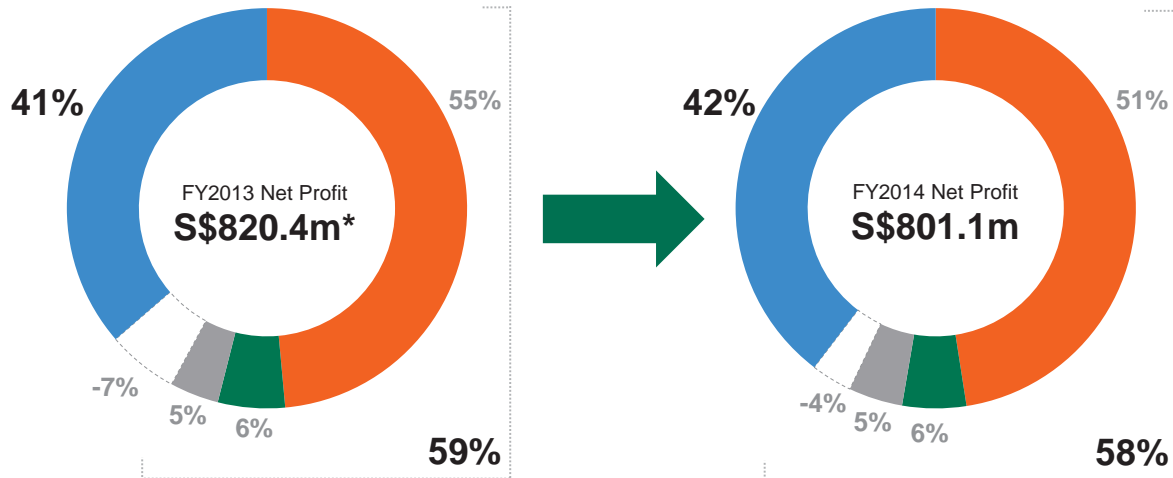
Net Profit at S\$801.1 million, up 3%

*Significant items in FY2013 amounted to S\$43.5 million, comprising the gain from IPO of Sembcorp Salalah Power and Water Company, an impairment for Teesside UK operations and a fair value loss for Gallant Venture.

Group Net Profit Mix



- ▶ Utilities
- ▶ Marine
- ▶ Urban Development
- ▶ Other Businesses
- ▶ Corporate



*Excluding significant items, FY2013 net profit would have been S\$776.9 million. Significant items in FY2013 amounted to S\$43.5 million, comprising the gain from IPO of Sembcorp Salalah Power and Water Company, an impairment for Teesside UK operations and a fair value loss for Gallant Venture.

Rewarding Shareholders

2014 Final Dividend



Proposing a final tax exempt
one-tier dividend of
11.0 cents
per share

If approved by shareholders,
to be paid on May 18, 2015

Together with the interim dividend of
5 cents per share (paid in September 2014),
total FY2014 dividend of **16 cents** per share

16 cents

FY2014 total dividend

36%

Payout Ratio

3.6%

Dividend Yield*

*Computed using 2014 year-end closing share price of S\$4.45

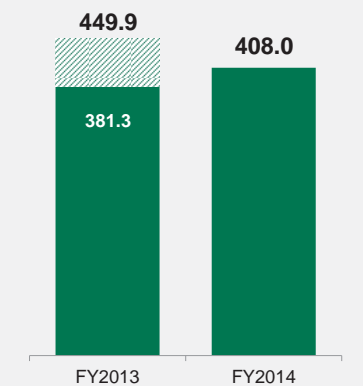


Sembcorp Cogen @ Banyan, Jurong Island, Singapore

Building the foundation for long-term growth

Net Profit
S\$408.0 million ↓ 9%

- Excluding the significant items in FY2013, net profit grew 7%



Significant items in FY2013: gain from Sembcorp Salalah IPO and impairment for Teesside UK operations

Focused execution of project pipeline

COMPLETED / TO BE COMPLETED 1Q2015



Banyan Cogen, Singapore
 400 MW



Huanghua expansion, China
 48 MW



TPCIL Unit 1, India
 660 MW

OTHER COMPLETIONS IN 2015



TPCIL Unit 2, India
 660 MW



Fujairah desalination expansion, UAE, 30 MiGD



Changzhi TWMP, China
 1.3 million m³/day

NEW PROJECTS

GREEN INFRA
empowering naturally!
 Acquired a 60% stake in Feb 2015
 Green Infra, India
 700 MW



Wind: 665 MW

Solar: 35 MW



Conditional JVA signed
 Chongqing (Anwen), China
 1,620 MW

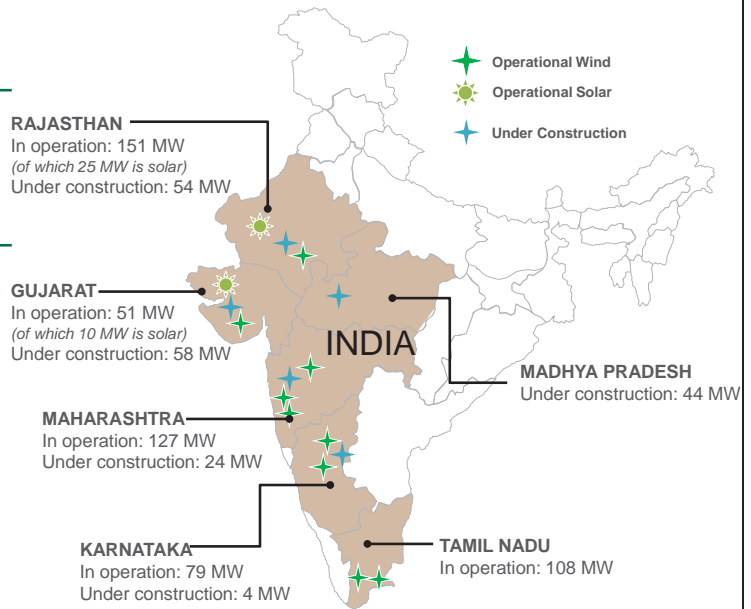
Acquisition of 60% of Green Infra Limited

A portfolio of wind and solar assets located in 6 renewable resource-rich states in India

700 megawatts of wind and solar capacity

- 516 megawatts in operation
- 184 megawatts under construction (to be completed in 2015)

Equity investment for 60% stake: Rs 10.6 billion (S\$232.5 million)



Growing presence as an energy player in India with >3,300 megawatts in thermal and renewable power capacity

Enhanced capability in renewables

Well-positioned for growth in both thermal and renewable energy sectors

Aiming for a balanced portfolio of thermal and renewable assets

Dual objective of business profitability and carbon risk mitigation

Building a sustainable power portfolio



Wind

Solar

Energy-from-Waste (EfW)

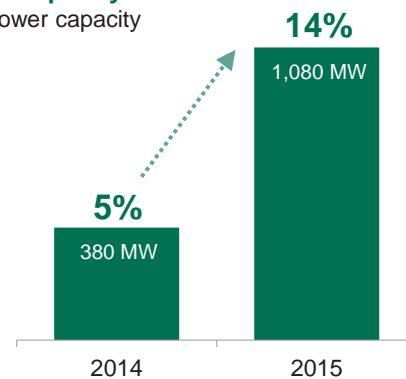
Biomass

Renewables now comprise 14% of total power portfolio

(on a gross capacity basis)



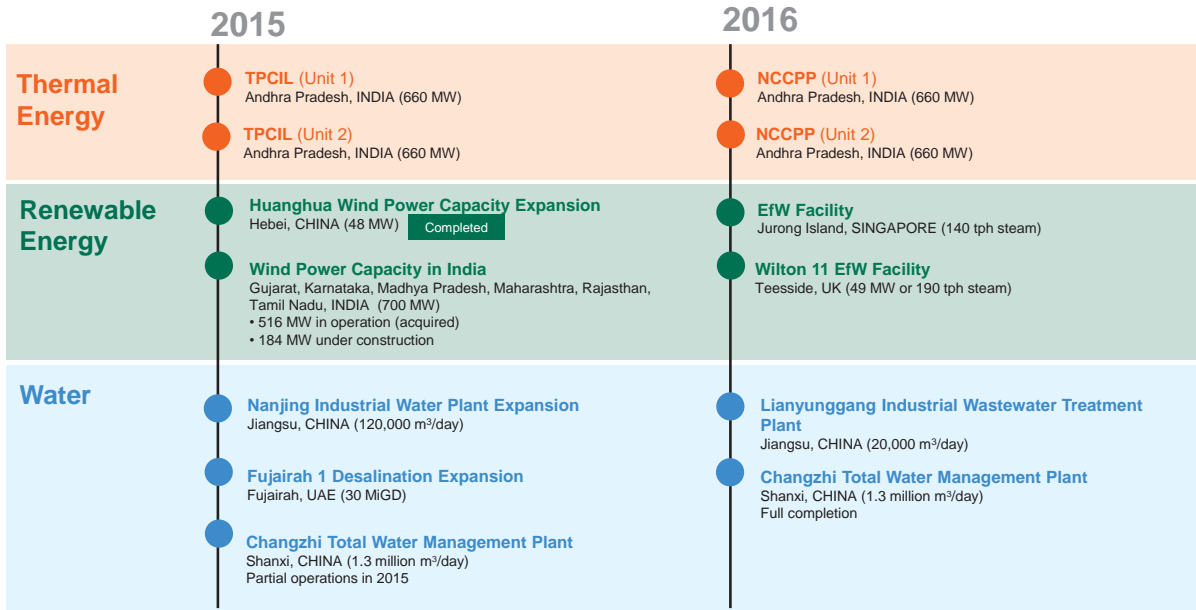
Renewable capacity* as % total power capacity



*In operation and under development

Solid Pipeline of Projects

Over 3,400 MW of power and 1.6 million m³/day of water and wastewater treatment capacities* to be added in 2015-2016



*Gross capacities

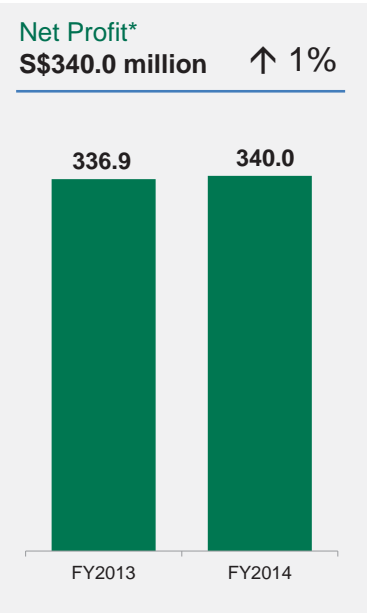
Capacity under construction

■ Thermal	2,640 MW
■ Renewable	233 MW and 140 tph steam
■ Water	1.6 million m ³ /day



Sembmarine Integrated Yard @ Tuas, Singapore

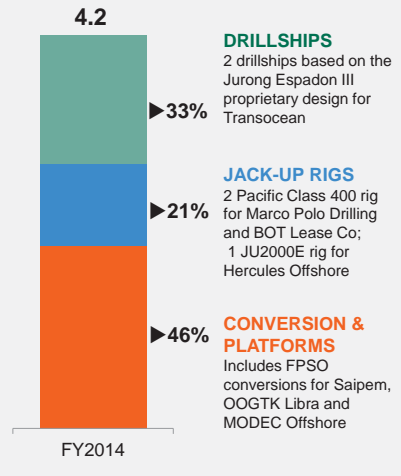
Orderbook visibility



*Sembcorp's share of Marine's net profit

Contracts Secured
S\$4.2 billion

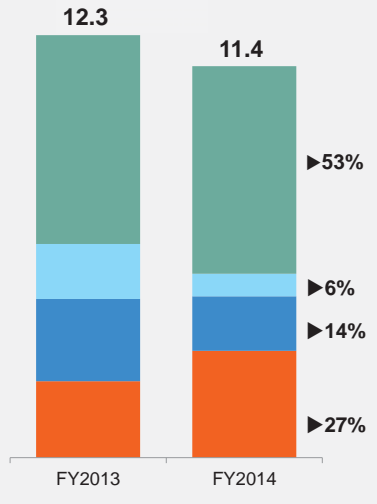
- ▶ Drillships
- ▶ Jack-up Rig
- ▶ Conversion/Offshore & Platforms



Net Orderbook

S\$11.4 billion
 with completions & deliveries till 2019

- ▶ Drillships
- ▶ Semi-submersible Rigs
- ▶ Jack-up Rigs
- ▶ Conversion/Offshore & Platforms



Boosting long-term competitiveness with integrated new yards

Sembmarine Integrated Yard @ Tuas (Singapore)

Phase II

Expected completion in 2017



Dedicated drydock for mega-offshore facilities
 255m x 110m x (-12m)

Two drydocks catering to mid-size Suezmax commercial ships
 255m x 52m x (-8m)

Steel fabrication shop

New facility to offer a streamlined and extensively automated production process. Set to be the central Kitchen for steel fabrication for all three phase of the yard, greatly improving efficiency

To be completed in 3Q2015

Existing Singapore yards will be progressively consolidated into this modern state-of-the-art integrated facility

Artist's impression

Marine



Boosting long-term competitiveness with integrated new yards

Estaleiro Jurong Aracruz (Brazil)

Commenced initial operations in 2H2014

Full completion expected end-2015



82.5-hectare integrated yard located in Aracruz, state of Espírito Santo

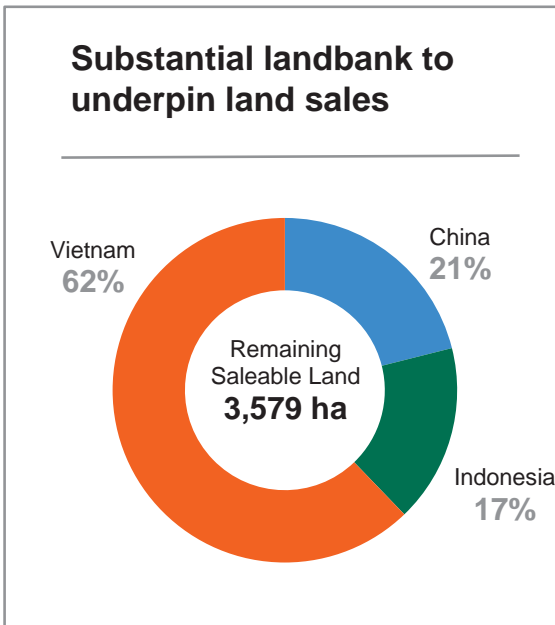
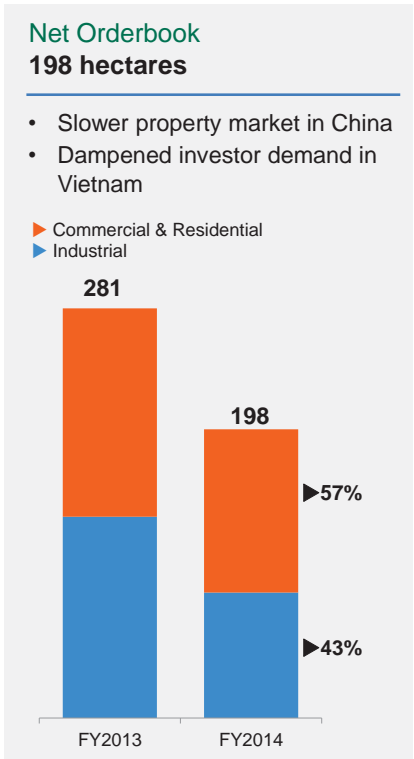
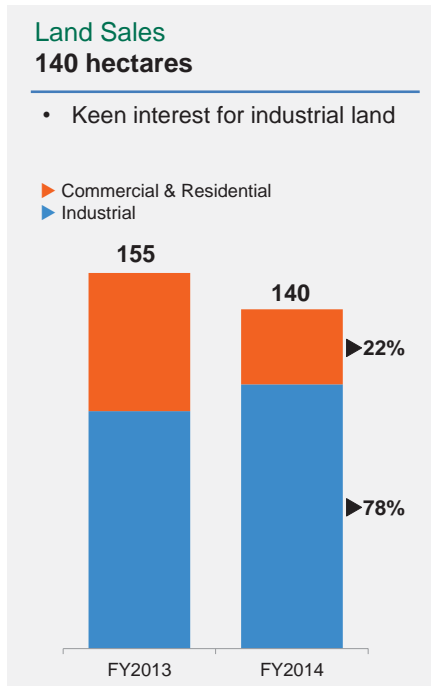
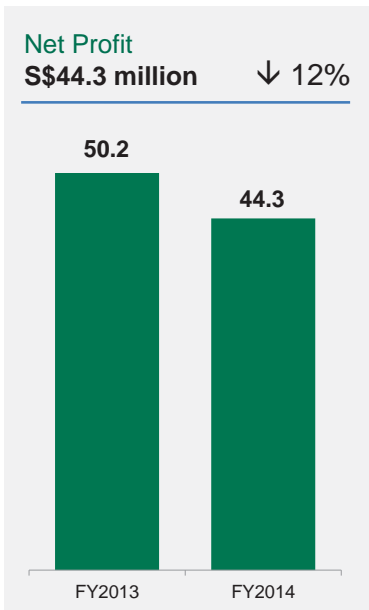
Capable of undertaking a wide range of offshore and marine services

Urban Development



Sino-Singapore Nanjing Eco Hi-tech Island, Nanjing, China

Weak land sales in 4Q



Land sales outlook for 2015

Vietnam:

Pick-up in interest for industrial land, in anticipation of Trans Pacific Partnership conclusion

China:

Good pipeline of customers including profits to be booked in from 2014 land sale

Indonesia:

Maiden profits expected from sale of industrial land

Financial Review

Koh Chiap Khiong
Group CFO

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Group Profit & Loss

(S\$M)	FY14	FY13	Δ%
Turnover	10,895	10,798	1
EBITDA*	1,457	1,477	(1)
Profit from Operations	1,297	1,315	(1)
EBIT	1,139	1,160	(2)
Share of results: Associates & JVs	158	155	2
Net Finance Cost	(51)	(101)	50
Finance costs	(70)	(118)	41
Finance income	19	17	14
PBT	1,246	1,214	3
Tax	(162)	(117)	(38)
Non-Controlling Interests	(283)	(277)	(2)
Net Profit	801	820	(2)
EPS (cents)	44.3	45.7	(3)

Notes:

- Following the initial public offering of Sembcorp Salalah Power and Water Company ("Salalah") in September 2013, Sembcorp's shareholding in Salalah was reduced from 60% to 40%, resulting in the deconsolidation of its financials from Sembcorp's turnover, EBITDA, EBIT and finance costs.
- In July 2014, Sembcorp increased its shareholding in Thermal Powertech Corporation India ("TPCIL") from 49% to 65%. TPCIL is now a subsidiary of Sembcorp.

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

Group Turnover



(S\$M)	FY14	FY13	Δ%
Utilities	4,850	5,095	(5)
Marine	5,831	5,523	6
Urban Development*	7	9	(23)
Other Businesses	207	171	21
TOTAL TURNOVER	10,895	10,798	1

*Urban Development businesses comprise mainly associates or joint ventures which are accounted for under the equity method.

Group Profit from Operations (PFO)



(S\$M)	FY14	FY13	Δ%
Utilities	521.9	612.9	(15)
Marine	717.8	660.0	9
Urban Development	47.5	45.1	5
Other Businesses	34.3	33.4	3
Corporate	(24.4)	(36.2)	32
TOTAL PFO	1,297.1	1,315.2	(1)

Group Net Profit



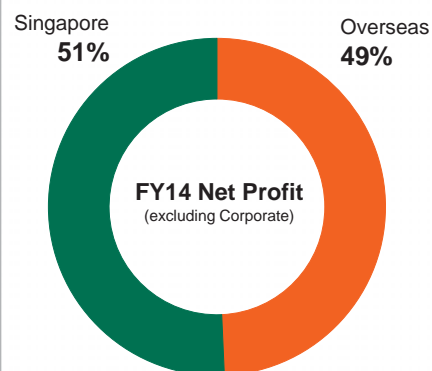
(S\$M)	FY14	FY13	Δ%
Utilities	408.0	381.3	7
Marine	340.0	336.9	1
Urban Development	44.3	50.2	(12)
Other Businesses	37.4	36.6	2
Corporate	(28.6)	(28.1)	(2)
NET PROFIT before significant items	801.1	776.9	3
Significant Items*	-	43.5	NM
TOTAL NET PROFIT	801.1	820.4	(2)

*Significant items in FY2013 comprises the gain from IPO of Sembcorp Salalah Power and Water Company, an impairment for Teesside UK operations and a fair value loss for Gallant Venture.

Utilities Net Profit



By Geography (S\$M)	FY14	FY13	Δ%
Singapore*	217.3	226.2	(4)
Rest of ASEAN, Australia & India	63.7	45.4	40
China	71.0	70.0	2
Middle East & Africa	41.7	37.3	12
UK	23.6	10.0	136
The Americas	11.3	4.8	136
Corporate	(20.6)	(12.4)	(66)
Net Profit before significant items	408.0	381.3	7
Significant items	-	68.6	NM
Gain on Salalah IPO	-	117.1	NM
UK Teesside impairment (net of tax)	-	(48.5)	NM
TOTAL NET PROFIT	408.0	449.9	(9)

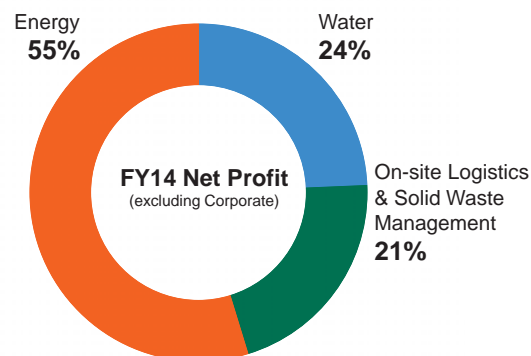


*Singapore: Net Profit breakdown	FY14	FY13	Δ%
Energy	133.8	179.4	(25)
Water	39.3	20.3	94
On-site Logistics & Solid Waste Management	44.2	26.5	67

Utilities Net Profit



By Product Segment (\$M)	FY14	FY13	Δ%
Energy	234.6	247.1	(5)
Water	104.3	76.4	37
On-site Logistics & Solid Waste Management	89.7	70.2	28
Corporate	(20.6)	(12.4)	(66)
Net Profit before significant items	408.0	381.3	7
Significant items	-	68.6	NM
Gain on Salah IPO	-	117.1	NM
UK Teesside impairment (net of tax)	-	(48.5)	NM
TOTAL NET PROFIT	408.0	449.9	(9)



Group Capex and Equity Investment



(\$M)	FY14	FY13
Capital Expenditure		
– Utilities	498.2	328.6
– Marine	798.5	814.9
– Urban Development	3.3	0.2
– Other Businesses	7.8	12.6
	1,307.8	1,156.3
Equity Investment		
– Utilities	308.7	206.7
– Marine	-	6.1
– Urban Development	8.0	81.1
– Other Businesses	-	4.5
	316.7	298.4

Group Free Cash Flow



(\$M)	FY14	FY13
CASH FLOW FROM OPERATING ACTIVITIES		
- before changes in working capital	1,476	1,454
- changes in working capital	(1,414)	180
- tax paid	(119)	(125)
	(57)	1,509
CASH FLOW FROM INVESTING ACTIVITIES		
- divestments, dividend and interest income	145	136
- investments and capex	(1,586)	(1,487)
	(1,441)	(1,351)
- Add back: expansion capex	1,469	1,317
FREE CASH FLOW	(29)	1,475

Group Borrowings



(\$M)	Dec 31,14	D/C ratio*	Dec 31,13	D/C ratio*
Gross Debt				
Corporate debt	1,322	0.11	1,098	0.13
Project finance debt	1,680	0.14	243	0.03
Sembcorp Marine debt	1,741	0.15	566	0.07
	4,743	0.40	1,907	0.23
Less: Cash and cash equivalents	(1,661)		(2,256)	
Net debt / (cash)	3,082	0.26	(349)	Net cash

*Total Debt-to-Capitalisation ratio

	FY14	FY13
EPS (cents)	44.3	45.7
ROE (%)	15.2	17.1
ROTA (%)	7.5	9.1
Interest Cover (times)	20.8*	12.5
Per Share		
NAV (S\$)	3.15	2.93
Economic Value Added		
EVA (S\$M)	524.7	619.5

*The increase in interest cover in FY14 compared to FY13 is due to:

- The deconsolidation of Sembcorp Salalah's financials following its IPO in September 2013.
- The capitalisation of TPCIL's interest cost as the plant is under construction. Interest cost will be expensed when TPCIL commences commercial operation.

Utilities

In Singapore, the business environment is expected to be challenging in 2015 with intense competition in the power market as well as low oil prices. Overseas, our 1,320-megawatt power plant in India will commence operations in phases in 2015.

The Utilities business remains focused on operational excellence and efficiency, as well as the execution of its significant pipeline of projects and the pursuit of new growth opportunities to deliver long-term growth.

Marine

With the steep decline in oil prices in the second half of 2014, major oil and gas companies have announced reduced capital expenditure and deferred some of their planned projects. The Marine business continues to face tough competition in upcoming tenders in the offshore exploration and production sectors.

For the ship repair sector, demand for the business' big docks remains strong which would help cushion the impact of weaker demand in the offshore rig building segment.

The business' performance in 2015 will be supported by its orderbook.

Urban Development

The Urban Development business is expected to deliver a steady operating performance in 2015.

Group

Despite the challenges of a low oil price environment and a mixed global economic outlook for 2015, the Group, underpinned by sound business fundamentals and a healthy pipeline of projects, remains committed to delivering long-term value and growth.



Vital Partners. Essential Solutions.

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Appendix

Group Profit & Loss



(S\$M)	4Q14	4Q13	Δ%
Turnover	2,664	2,974	(10)
EBITDA*	427	336	27
Profit from Operations	376	322	17
EBIT	341	259	32
Share of results: Associates & JVs	35	63	(44)
Net Finance Cost	(18)	(10)	(77)
Finance costs	(23)	(18)	(31)
Finance income	5	8	(29)
PBT	358	312	15
Tax	(25)	4	NM
Non-Controlling Interests	(92)	(92)	(1)
Net Profit	241	224	8
EPS (cents)	13.3	12.4	8

Notes:

- Following the initial public offering of Sembcorp Salalah Power and Water Company ("Salalah") in September 2013, Sembcorp's shareholding in Salalah was reduced from 60% to 40%, resulting in the deconsolidation of its financials from Sembcorp's turnover, EBITDA, EBIT and finance costs.
- In July 2014, Sembcorp increased its shareholding in Thermal Powertech Corporation India ("TPCIL") from 49% to 65%. TPCIL is now a subsidiary of Sembcorp.

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

Group Turnover



(S\$M)	4Q14	4Q13	Δ%
Utilities	1,173	1,240	(5)
Marine	1,445	1,692	(15)
Urban Development*	2	2	(26)
Other Businesses	44	40	12
TOTAL TURNOVER	2,664	2,974	(10)

*Urban Development businesses comprise mainly associates or joint ventures which are accounted for under the equity method.

Group Profit from Operations (PFO)



(S\$M)	4Q14	4Q13	Δ%
Utilities	127.7	93.1	37
Marine	224.9	186.4	21
Urban Development	15.5	39.3	(61)
Other Businesses	12.0	7.1	70
Corporate	(4.3)	(4.3)	(2)
TOTAL PFO	375.8	321.6	17

Group Net Profit



(S\$M)	4Q14	4Q13	Δ%
Utilities	109.4	76.2	44
Marine	105.9	110.6	(4)
Urban Development	15.1	37.6	(60)
Other Businesses	14.9	8.4	78
Corporate	(4.7)	(9.0)	48
TOTAL NET PROFIT	240.6	223.8	8

Utilities Turnover



By Geography (S\$M)	FY14	FY13	Δ%
Singapore	4,146.6	4,246.3	(2)
Rest of ASEAN, Australia & India	5.2	11.2	(54)
China	156.6	149.2	5
Middle East & Africa	99.9	229.4	(57)
UK	435.8	439.0	(1)
The Americas	46.6	45.4	3
Corporate	0.2	17.1	(99)
TOTAL TURNOVER	4,890.9	5,137.6	(5)
	4Q14	4Q13	Δ%
Singapore	974.7	1,051.6	(7)
Rest of ASEAN, Australia & India	2.0	1.4	39
China	49.4	43.0	15
Middle East & Africa	27.4	23.3	18
UK	117.0	115.5	1
The Americas	12.9	11.7	11
Corporate	0.1	2.1	(93)
TOTAL TURNOVER	1,183.5	1,248.6	(5)

Note: Figures are stated before intercompany eliminations

Utilities Profit From Operations (PFO)



By Geography (S\$M)	FY14	FY13	Δ%
Singapore	285.7	304.8	(6)
Rest of ASEAN, Australia & India	62.5	46.1	36
China	86.4	85.7	1
Middle East & Africa	46.4	111.5	(58)
UK	46.4	(52.0)	NM
The Americas	9.3	3.1	199
Corporate	(14.8)	113.7	NM
TOTAL PFO	521.9	612.9	(15)
	4Q14	4Q13	Δ%
Singapore	63.7	67.9	(6)
Rest of ASEAN, Australia & India	17.5	9.6	83
China	27.8	17.7	57
Middle East & Africa	12.8	9.1	41
UK	10.8	(10.0)	NM
The Americas	3.0	(1.9)	NM
Corporate	(7.9)	0.7	NM
TOTAL PFO	127.7	93.1	37

Utilities Net Profit



By Geography (S\$M)	FY14	FY13	Δ%
Singapore	217.3	226.2	(4)
Rest of ASEAN, Australia & India	63.7	45.4	40
China	71.0	70.0	2
Middle East & Africa	41.7	37.3	12
UK	23.6	(38.5)	NM
The Americas	11.3	4.8	136
Corporate	(20.6)	104.7	NM
TOTAL NET PROFIT	408.0	449.9	(9)

	4Q14	4Q13	Δ%
Singapore	56.4	51.7	9
Rest of ASEAN, Australia & India	18.4	9.6	92
China	23.0	11.9	93
Middle East & Africa	11.4	8.2	39
UK	4.6	(8.7)	NM
The Americas	4.5	(0.1)	NM
Corporate	(8.9)	3.6	NM
TOTAL NET PROFIT	109.4	76.2	44

Utilities Turnover



By Product Segment (S\$M)	FY14	FY13	Δ%
Energy	4,066.4	4,323.0	(6)
Water	470.7	465.7	1
On-site Logistics & Solid Waste Management	353.6	331.8	7
Corporate	0.2	17.1	(99)
TOTAL TURNOVER	4,890.9	5,137.6	(5)

	4Q14	4Q13	Δ%
Energy	966.5	1,077.5	(10)
Water	126.1	84.6	49
On-site Logistics & Solid Waste Management	90.8	84.4	8
Corporate	0.1	2.1	(93)
TOTAL TURNOVER	1,183.5	1,248.6	(5)

Note: Figures are stated before intercompany eliminations

Utilities Profit from Operations (PFO)



By Product Segment (\$M)	FY14	FY13	Δ%
Energy	289.3	297.5	(3)
Water	145.7	127.6	14
On-site Logistics & Solid Waste Management	101.7	74.1	37
Corporate	(14.8)	113.7	NM
TOTAL PFO	521.9	612.9	(15)
	4Q14	4Q13	Δ%
Energy	64.2	52.5	22
Water	45.8	23.3	97
On-site Logistics & Solid Waste Management	25.6	16.6	54
Corporate	(7.9)	0.7	NM
TOTAL PFO	127.7	93.1	37

Utilities Net Profit



By Product Segment (\$M)	FY14	FY13	Δ%
Energy	234.6	204.9	14
Water	104.3	76.4	37
On-site Logistics & Solid Waste Management	89.7	63.9	40
Corporate	(20.6)	104.7	NM
TOTAL NET PROFIT	408.0	449.9	(9)
	4Q14	4Q13	Δ%
Energy	56.5	42.8	32
Water	36.8	16.6	122
On-site Logistics & Solid Waste Management	25.0	13.2	89
Corporate	(8.9)	3.6	NM
TOTAL NET PROFIT	109.4	76.2	44