

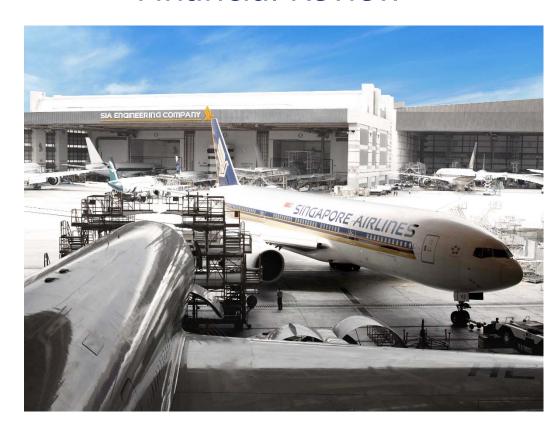
### H1 FY2015/16 Performance Review







#### Financial Review



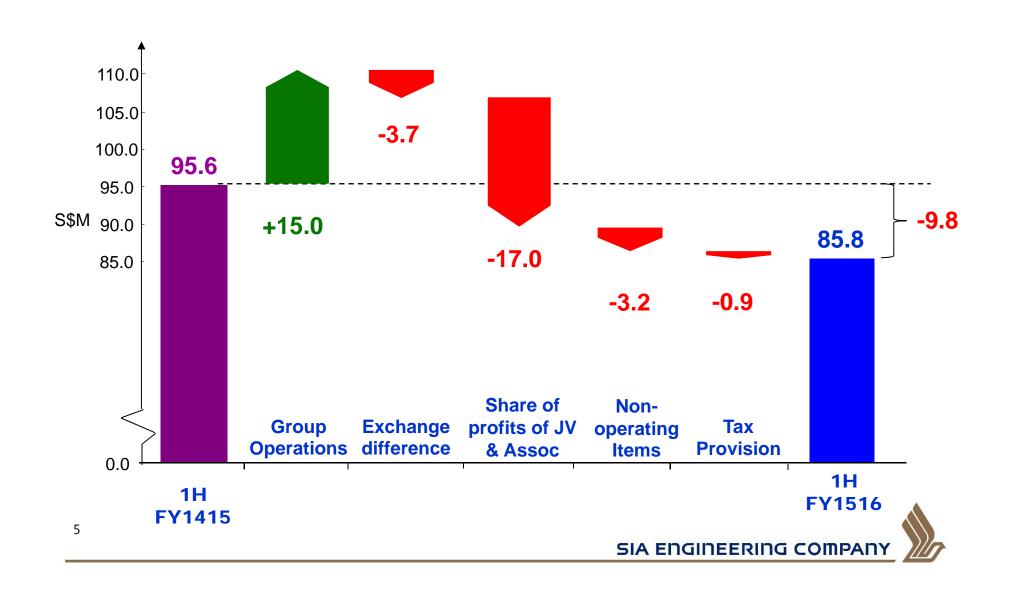
## **Summary of Group Results** 1H FY1516

	1H FY1516	1H FY1415	Variance
	\$M	\$M	%
Revenue	543.3	579.3	- 6.2
Expenditure	495.4	542.7	- 8.7
Operating profit	47.9	36.6	+ 30.9
Share of results of Assoc/JVs, net of tax	42.7	59.7	- 28.5
Profit before tax	97.3	106.7	- 8.8
Net profit	85.8	95.6	- 10.3
Net profit margin (%)	15.8	16.5	- 0.7 pp

# **Summary of Group Results** 2Q FY1516

	2Q FY1516	2Q FY1415	Variance	
	<b>\$M</b>	\$M	%	
Revenue	266.0	285.2	- 6.7	
Expenditure	239.0	269.3	- 11.3	
Operating profit	27.0	15.9	+ 69.8	
Share of results of Assoc/JVs, net of tax	18.7	29.1	- 35.7	
Profit before tax	50.4	47.1	+ 7.0	
Net profit	44.5	42.1	+ 5.7	
Net profit margin (%)	16.7	14.8	+ 1.9	pp

## **Group Profit for 1H FY2015/16**



# Joint Venture and Associated Companies 1H FY1516

	1H FY1516 \$M	1H FY1415 \$M	Variance %
Share of profits after tax			
Repair and Overhaul			
- Engine Repair & Overhaul Centres	22.9	39.1	- 41.4
- Others	18.2	19.4	- 6.2
	41.1	58.5	- 29.7
Line Maintenance	1.6	1.2	+ 33.3
	42.7	59.7	- 28.5

#### **Breakdown of Group Revenue** 1H FY1516

	1H FY1516	1H FY1415	Vai	riance
	\$M	\$M		%
Airframe & Component Overhaul	219.3	261.7	-	16.2
Fleet Management	96.7	96.3	+	0.4
Repair & Overhaul	316.0	358.0	-	11.7
Line Maintenance	227.3	221.3	+	2.7
	543.3	579.3	-	6.2

## **Group Expenditure** 1H FY1516

	1H FY1516 \$M	1H FY1415 \$M	Variance %
Staff costs	232.2	245.8	- 5.5
Materials	90.9	100.1	- 9.2
Subcontract costs	77.8	95.6	- 18.6
Overheads	94.5	101.2	- 6.6
Expenditure	495.4	542.7	- 8.7

# **Group Operating Profit by Segment 1H FY1516**

	1H FY1516 \$M	1H FY1415 \$M	Variance %
Repair & Overhaul	(6.7)	(8.8)	+ 23.9
Line Maintenance	54.6	45.4	+ 20.3
	47.9	36.6	+ 30.9

#### SIA vs Non-SIA Revenue 1H FY1516

	SIA	Non-SIA	Total
	<b>\$M</b>	<b>\$M</b>	<b>\$M</b>
SIAEC	356.5	146.0	502.5
% of non-SIA work		<i>29%</i>	
Subsidiary Cos	27.7	36.1	63.8
% of non-SIA work		<i>57</i> %	
JV & Associated Cos			
- Repair & Overhaul	284.0	1,020.9	1,304.9
- Line Maintenance	7.2	13.9	21.1
	291.2	1,034.8	1,326.0
% of non-SIA work		78%	
Combined revenue	675.4	1,216.9	1,892.3
% of non-SIA work		<i>64</i> %	

# **Group Balance Sheet**

	30 Sep 2015 \$M	31 Mar 2015 \$M
Equity attributable to owners of the parent	1,341.0	1,324.9
Non-controlling interests	24.3	24.7
Total equity	1,365.3	1,349.6
Non-current liabilities	53.5	50.5
	1,418.8	1,400.1
Represented by:		
Non-current assets	906.1	884.1
Cash	406.2	463.7
Other current assets	354.5	308.8
	760.7	772.5
Less: Current liabilities	248.0	256.5
Net current assets	512.7	516.0
	1,418.8	1,400.1

### **Financial Statistics**

	1H FY1516	1H FY1415	<u>Variance</u>
Basic earnings per share (cents)	7.65	8.54	- 10.4 %
Return on average shareholders' funds (%)	13.3	17.2	- 3.9 ppt
	Sep 15	Mar 15	Variance
Net asset value per share (cents)	119.4	118.1	+ 1.1 %

#### **Interim Dividend**

**Interim Dividend** 

(in cents per share)

**Ordinary** 

1H FY1516 1H FY1415

6.0

6.0



## **Operational Review**





#### **Core Businesses**



Line Maintenance

35 airports in 7 countries



Aircraft & Component Services

6 hangars in Singapore 3 hangars in the Philippines



Fleet Management

Fleet size: 193 aircraft



#### **Line Maintenance**

+1.9%

Flights handled at Changi Airport

H1 FY15/16

H1 FY14/15

68,332

67,090

#### **3 New Contracts**





#### **2 Renewed Contracts**





## **Aircraft & Component Services**

#### 9 New/Renewed Contracts at Singapore base

















#### **Maintenance checks at Singapore base:**

	H1 FY15/16	H1 FY14/15
'A' checks	190	192
'C' checks	46	34
'D' checks	6	10



H1 FY15/16 H1 FY15/16
 'A' checks
 'C' checks
 9
 4





## **Fleet Management**



FMP Fleet Size: 193 aircraft





























## **Key Developments**

#### **BOEING ASIA PACIFIC AVIATION SERVICES** PTE. LTD.

Incorporated on 5 Oct 2015





- ✓ Leverage on:
  - Boeing's OEM expertise & e-enabling technology
  - SIAEC's extensive MRO experience
- ✓ Provide airlines with customized & integrated fleet management services
- ✓ Service offerings for **Boeing 737, 747, 777 & 787**

## **SIAEC Group: 27 JVs in 9 countries**

**Engine & Engine Part Repair** Component Repair & Overhaul and **Fleet** Line & Airframe Maintenance & Overhaul Knowledge-based Management Aircraft Fuel Accessory SIA Engineering Singapore Aero Boeing Asia Eagle Services Asia Maintenance Service (USA) Inc Engine Services Pacific Aviation Jamco Singapore Services Australia (ESA) Technologies (SAESL) (SEUS) Services (BAPAS) (AMSA) (FAST) Singapore 49% Australia 100% Singapore 50% Singapore 20% Singapore 49% Singapore 49% United States 100% Component Aviation JAMCO Aero Goodrich SIA Engineering Hong Kong Aero Aerospace Partnership Design & Aerostructures Engine Services (Philippines) Singapore (Philippines) Engineering Service Centre-Asia (HAESL) Corporation (SIAEP) (CAS) (JADE) Corporation(APlus) (GASCA) Hong Kong 10% Singapore 49% Philippines 65% Singapore 45% Singapore 40% Philippines 51% Aerospace Pan Asia Pacific International Engine Safran Electronics PT JAS Aero-PWA International Component Component Overhaul **Aviation Services** Engineering Asia (PWAI) **Engineering Services** (IECO) (PAPAS) Services (PT JAES) (SEA) (ACES) Singapore 51% Ireland 49% Singapore 50% Hong Kong 47.1% Singapore 40% Indonesia 49% International Southern Airports Asian Surface Messier Services Panasonic Avionics Aerospace Tubes Aircraft Singapore **Technologies** Asia Services Singapore Asia Jamco Services Maintenance (MSA) (AST) (PACSS) (IAT Asia) Services (SAAM) Singapore 29% Singapore 33.3% Singapore 80% Singapore 40% Singapore 42.5% Vietnam 49% JV Partners Asian Compressor Turbine Coating Pratt & Whitney Jamco Technology Services Services Rolls-Royce Safran (ACTS) (TCS) Boeing Wholly-Owned

**Accessing OEM Markets & Proprietary Technology through Strategic JVs** 

Taiwan 24.5%

Singapore 24.5%



Cebu Pacific

Others

## **Key Developments**



## SIAEC signs \$197 million Services Agreement with SilkAir

- Renewal of current Services Agreement
- Covers MRO and Fleet Management support services for A319/A320
- > 5-year term, with option for 1-year extension



#### **Outlook**

- The operating environment remains challenging. Lower work content and longer check intervals of newer generation aircraft will continue to impact our business.
- Our efforts to strengthen efficiencies and manage costs have helped to improve the performance of the heavy maintenance and line maintenance businesses.
- Supported by a strong balance sheet, the Group will be vigilant to pursue strategic partnerships and longterm growth opportunities in the region.



### H1 FY2015/16 Performance Review



