



# 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>

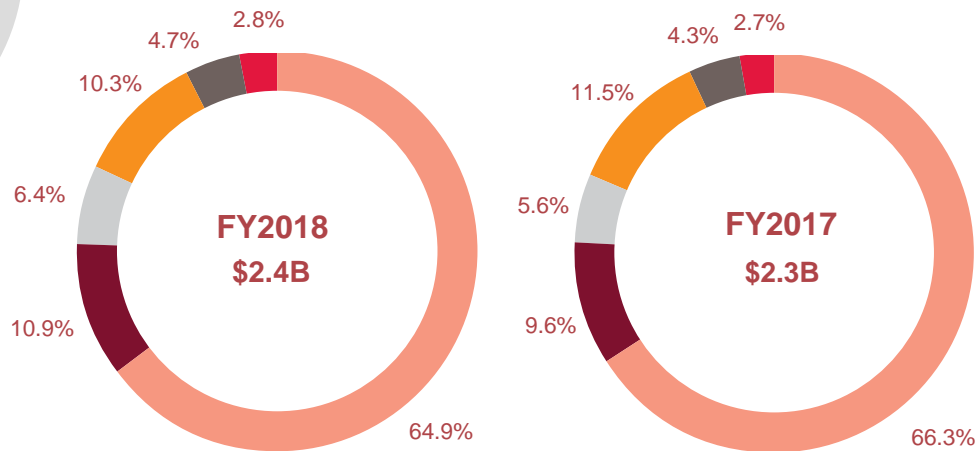
**16.2%**

Market Cap<sup>3</sup>

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

# SATS Share of Revenue

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



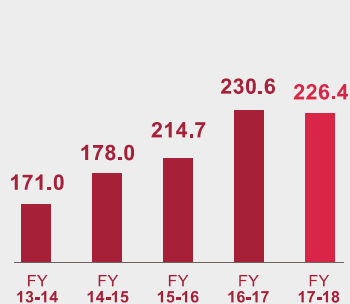
## BY GEOGRAPHICAL LOCATION

	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>

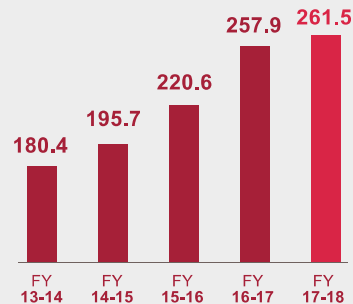
For management analysis purpose.

# Growth Target Met

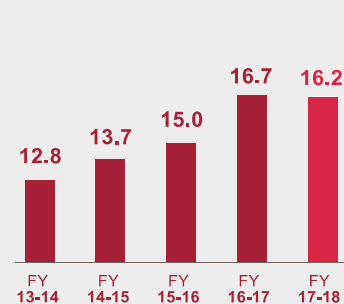
## OPERATING PROFIT (\$'M)



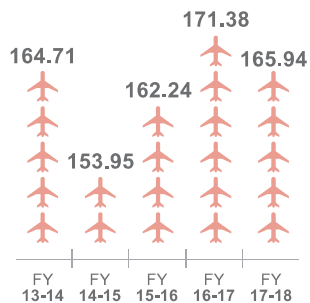
## NET PROFIT (\$'M)



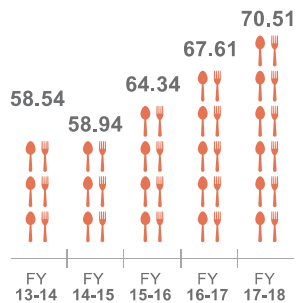
## RETURN ON EQUITY (%)



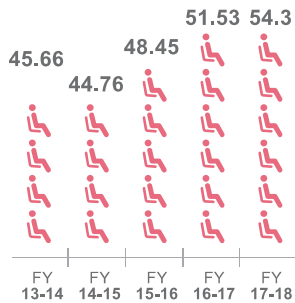
## FLIGHTS HANDLED ('000)



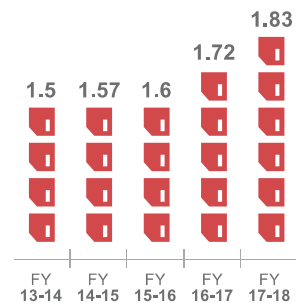
## GROSS MEALS PRODUCED ('M)



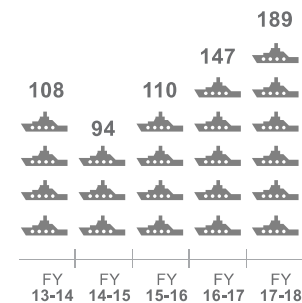
## PASSENGERS HANDLED ('M)



## CARGO HANDLED ('M TONNES)



## SHIP CALLS HANDLED



# Strong Cash Flows Sustaining Progressive Dividends

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

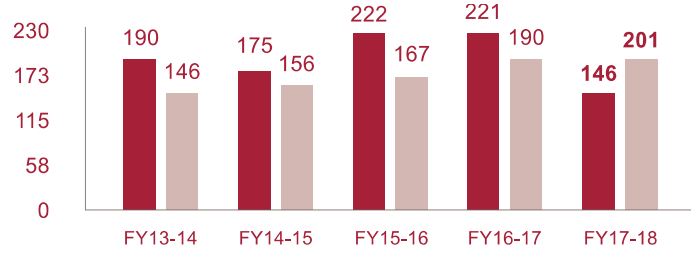
<sup>2</sup> As of 31 March 2018

**\$ 373.3 MILLION**

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

**FREE CASH FLOW AND DIVIDENDS**

- Free Cash Flow
- Dividends

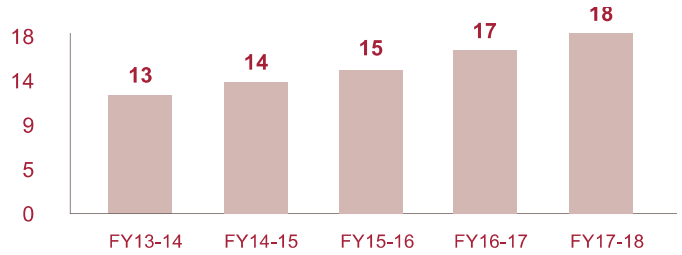


**0.07 TIMES**

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 grid of small white dots. Overlaid on this are several large, semi-transparent circles in various shades of red and orange, some of which are partially cut off by the edges of the frame.

# 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



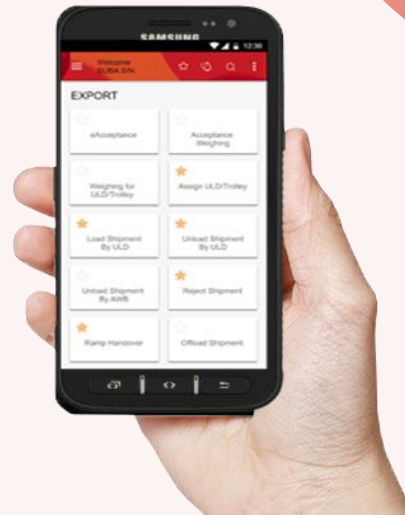
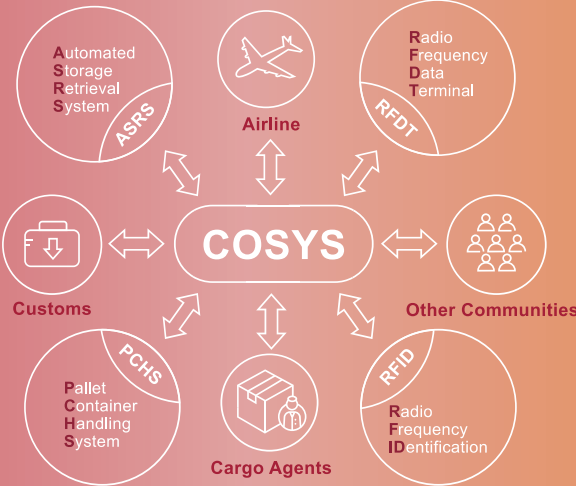
- Acquired a 49% stake in Mumbai Cargo Service Centre, India



Baggage  
Reconciliation  
System

STRATEGY:  
FEEDING AND CONNECTING ASIA

# Gateway Solutions PLATFORMS



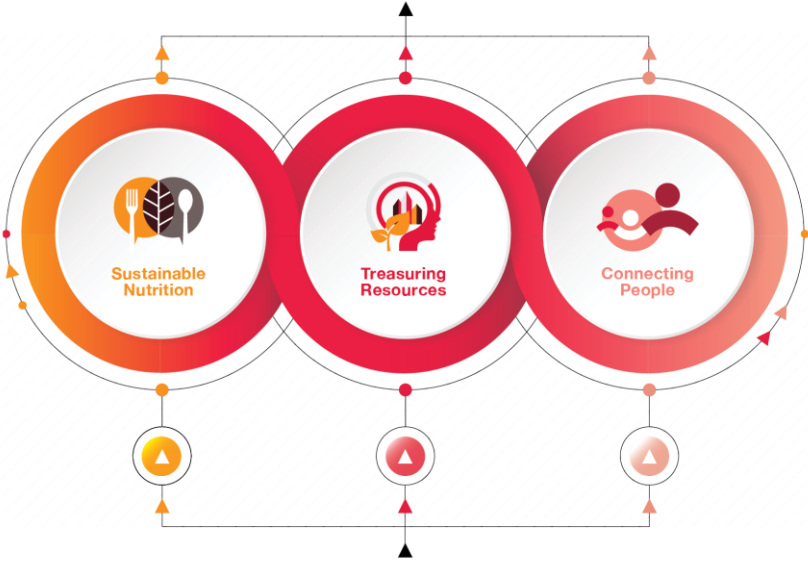
# Sustainability

OUR VISION

**FEEDING &  
CONNECTING  
ASIA**



OUR  
SUSTAINABILITY  
PILLARS



OUR APPROACH

**TECHNOLOGY-DRIVEN  
PEOPLE-LED**