

Presentation to Investors

Bangkok

16 September 2019

Disclaimer

This presentation may contain forward-looking statements which are subject to risks and uncertainties that could cause actual results to differ materially from such statements. Such risks and uncertainties include industry and economic conditions, competition, and legal, governmental and regulatory changes. The forward-looking statements reflect the current views of Management on future trends and developments.

Note: An agenda decision on a clarification in relation to capitalisation of borrowing costs by property developer under IAS 23 Borrowing Costs was finalised by the International Financial Reporting Standards Interpretations Committee during the year. As the financial reporting framework applied by the Group is equivalent to International Financial Reporting Standards, the agenda decision has relevant impact to the Group's Property Division. Consequently, 2018 financial figures in this presentation have been restated.





Solutions for Sustainable Urbanisation

Keppel is meeting the world's growing needs for energy, infrastructure, clean environments, high quality homes and offices, and connectivity.

Our Engines **Our Solutions** • Oil & gas Energy Power generation & electricity Offshore & Marine Renewable energy · Residential, office & commercial developments Smart cities **Property** Waste-to-energy **Environment** Water and wastewater treatment Specialised vessels Marine • Repairs & modifications Infrastructure Data centres Connectivity Urban logistics Connectivity solutions Asset Listed RFITs and Trust Investments Private funds management



Creating & Capturing Value



Collaborating for Growth











Positioned for Growth

We are well-placed to capture new growth opportunities in the offshore & marine sector, building on our expertise and track record.

KEY STRENGTHS

- Newbuilds
- Conversions & repairs
- Specialised vessels
- Technology innovation

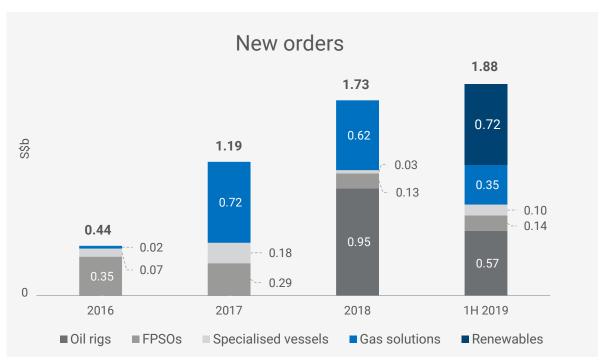
STRATEGIC FOCUS





Quality Orderbook

Gas solutions and offshore renewables contributed S\$2.4b in new orders over the past four years.



- Net orderbook stood at S\$5.5b as at mid-2019, the highest since 2016
- Won S\$720m of offshore renewables contracts for wind farms in Asia and Europe in 2Q 2019







Urban Living Solutions

We provide innovative real estate solutions in key Asian markets with a sterling portfolio of residential developments, investment-grade commercial properties and integrated townships.



Corals at Keppel Bay, Singapore



Park Avenue Heights, Wuxi



Empire City, Ho Chi Minh City



The Riviera at Puri, Jakarta



Saigon Centre, Ho Chi Minh City



The Podium West Tower, Manila

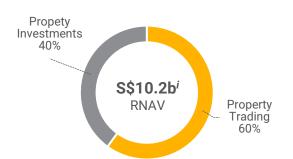


Trinity Tower, Shanghai



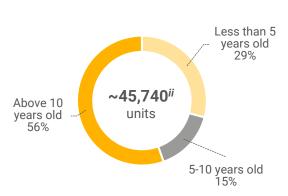
Focused on Returns

Revalued NAV - Segment



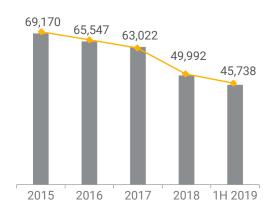
NAV was S\$8.1b as at end-2018

Residential landbank - Age



More than 70% of landbank is 5 years and older

Residential landbank - Units



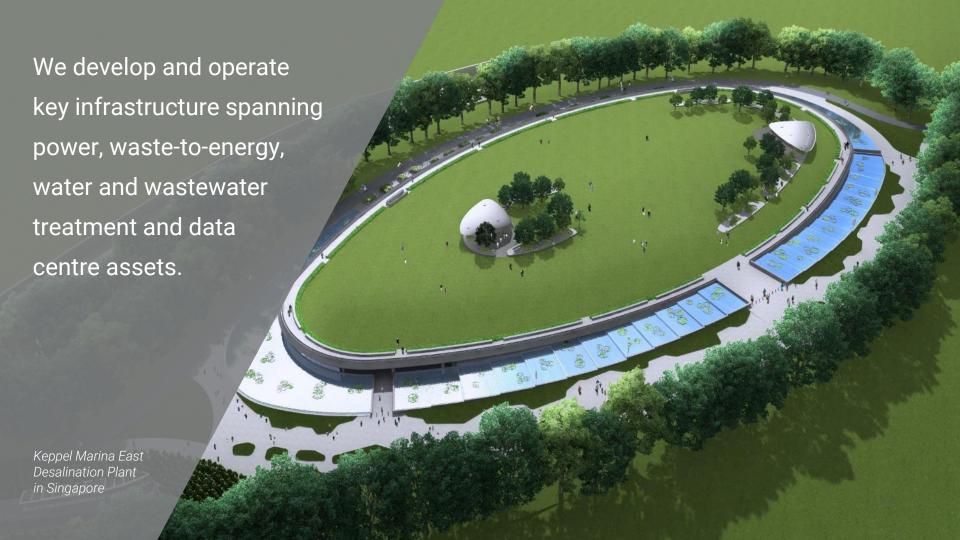
Turning assets efficiently through home launches and sale of projects

¹ Keppel Land's RNAV as at 31 Dec 2018 (excluding its effective interest in Sino-Singapore Tianjin Eco-City Investment and Development Co)









Proven track record

We offer a wide spectrum of energy and environmental infrastructure solutions, including asset operations and maintenance.

Singapore



Keppel Merlimau Cogen Plant (20 years from 2015)



Senoko WTE Plant (15 years from 2009)



4 district heating & cooling plants (20 years from 2016)



Integrated Waste Management Facility (15 years from 2024)



Keppel Seghers Tuas WTE Plant (25 years from 2009)



Keppel Seghers Ulu Pandan NEWater Plant (20 years from 2007)



Keppel Marina East Desalination Plant (25 years from 2020)

UK

Hong Kong, China



Runcorn Energy-from-Waste Facility

Qatar



Domestic Solid Waste Management Centre (20 years from 2011)



Doha North Sewage Treatment Works (10 years from 2016)

Worldwide

Over 100 waste-to-energy projects and tech-packs in 18 countries





Prime Data Centre Portfolio

23

Data centre developments across Asia-Pacific & Europe

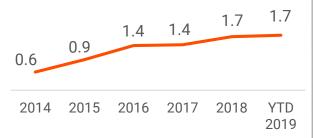
S\$3.0b

Combined portfolio value

25%

Compounded annual growth rate of net lettable area since 2014

Net Lettable Area (million sq ft)



The US\$1 billion Alpha Data Centre Fund continues to grow its portfolio of developmental assets.







Fuelling Growth through Asset Management

We connect investors with high-quality real assets in sectors fuelled by urbanisation trends.

ASSET MANAGERS NEW ASSET CLASSES Keppel REIT Infrastructure Keppel DC REIT 艫 Keppel Pacific Oak US REIT assets Listed PRIME I REITs & Trust **Keppel Capital** Senior 4 Keppe Infrastructure living Trust Total AUM of S\$29 billionⁱⁱ **XIPhaInvestment**Partners Limited **Private** Education funds fund Alternative Asset



30% stake in Gimi FI NG will be a seed asset for the new infrastructure fund



Acquiring 50% stake in US senior living provider, Watermark Retirement Communities





Keppel Capital is a strategic investor in the manager of Prime US REIT ii As at end-2018

Driving M1's Transformation

FOCUS AREAS

- Accelerating core consumer growth
- Expanding B2B segment
- Improving cost efficiencies
- Pursuing regional opportunities
- Harnessing synergies

BUSINESS UPDATES

One Plan

>15,000 new customers secured in first month following launch of simplified plan and improved customer experience



Partnering IMDA and PSA to testbed 5G technologies for smart port operations, which can also be applied to other sectors

Collaboration

Working with Keppel O&M to provide connectivity for autonomous vessels





Building Cities of Tomorrow

We harness the Group's diverse strengths to develop sustainable townships and smart cities.



Sino-Singapore Tianjin Eco-City

- Keppel leads the Singapore consortium in a 50:50 JV to develop the 30-sq km Eco-City
- Over 7,700 registered companies and 100,000 people living or working in the city





Building Cities of Tomorrow

Keppel Urban Solutions was established in 2017 as a master developer of smart cities.



- Partnering best-in-class technology providers through an open platform
- Collaborating with Keppel Land to develop the 64-ha Saigon Sports City
- Signed MOU with Envision and Wuxi Government to develop Smart IoT City in Xuelang Town, Wuxi





Appendix





Key highlights

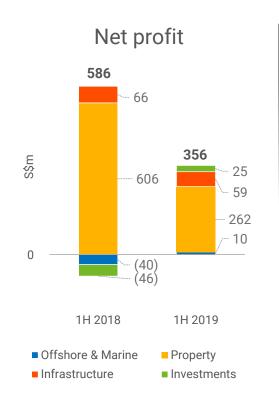
S\$356m

1H 2019 net profit down 39% yoy as 1H 2018 benefitted from en-bloc sales worth S\$416m

8 cts/share

Paid interim dividend for 1H 2019

Financial Performance



- Annualised ROE was 6.3%
- Free cash outflow of S\$614m in 1H 2019 vs inflow of S\$873m in 1H 2018
- Net gearing was 0.82x as at end-Jun 2019 vs 0.72x as at end-Mar 2019





Key Figures

S\$m	FY 2018	FY 2017 ⁱ	% Change	1H 2019	1H 2018	% Change
Revenue	5,965	5,964	-	3,315	2,993	11
Operating Profit	1,055	801	32	482	766	(37)
Net Profit	948	815	16	356	586	(39)
EPS (cents)	52.3	44.8	17	19.6	32.3	(39)
Free Cash Inflow/(Outflow)	515	1,802	(71)	(614)	873	n.m.
Annualised ROE	8.4%	6.9%	Increase of 150 bps	6.3%	10.0%	Decrease of 370 bps
Net Gearing	0.48x	0.46x	Increase of 0.02x	0.82x	0.40x	Increase of 0.42x

ⁱ Excludes one-off financial penalty from Keppel O&M's global resolution with criminal authorities in the US, Brazil and Singapore, and related costs





Revenue by Segments

S\$m	FY 2018	%	FY 2017	%	1H 2019	%	1H 2018	%
Offshore & Marine	1,875	32	1,802	30	813	24	939	31
Property	1,340	22	1,782	30	628	19	787	26
Infrastructure	2,629	44	2,207	37	1,425	43	1,211	41
Investments	121	2	173	3	449	14	56	2
Total	5,965	100	5,964	100	3,315	100	2,993	100



Net Profit by Segments

S\$m	FY 2018	%	FY 2017 ⁱ	%	1H 2019	%	1H 2018	%
Offshore & Marine	(109)	(11)	(207)	(25)	10	3	(40)	(7)
Property	942	99	650	80	262	74	606	104
Infrastructure	169	18	134	16	59	16	66	11
Investments	(54)	(6)	238	29	48	13	(46)	(8)
Less: Charges related to the acquisition of M1 ⁱⁱ	-	-	-	-	(23)	(6)	-	-
Total	948	100	815	100	356	100	586	100

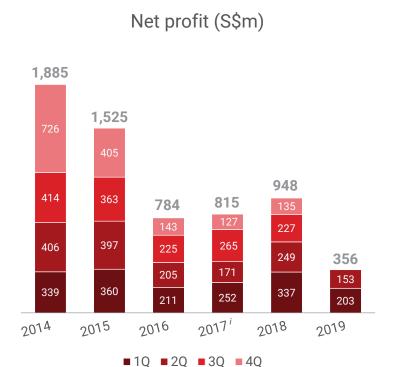
ii Charges included amortisation of intangibles, funding costs and professional fees





Excludes one-off financial penalty from Keppel O&M's global resolution with criminal authorities in the US, Brazil and Singapore, and related costs

Net Profit & EPS



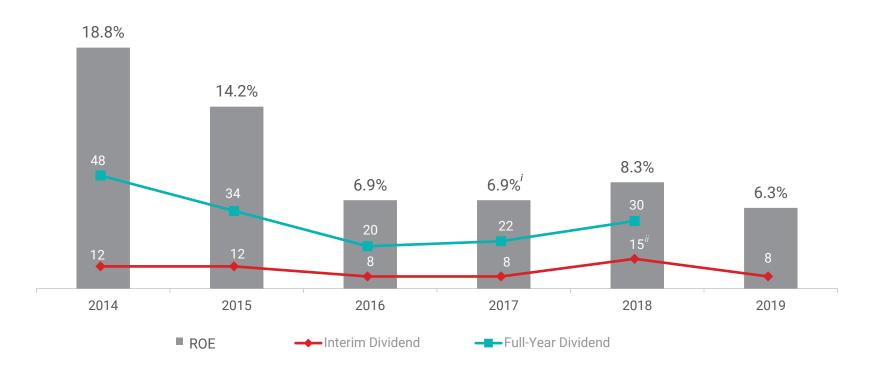
EPS (Cents)



ⁱ Excludes one-off financial penalty from global resolution & related costs



ROE & Dividend





ⁱ Excludes one-off financial penalty from global resolution & related costs

ii Includes special cash dividend of 5.0cts/share