

Presentation to Investors

Kuala Lumpur

25 June 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.



Transforming to Deliver

The key pieces of our transformation are in place and we are focused on executing our growth initiatives.



We are an eco-system of companies providing solutions for sustainable urbanisation.



Environment



Urban Living





Management







Creating & Capturing Value



Collaborating for Growth







Business Highlights









Positioned for Opportunities

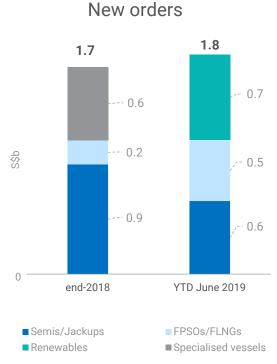
Gas solutions gaining traction

 Received Final Notice to Proceed for Gimi FLNG worth US\$947m

Secured S\$700m new contracts for offshore renewable sector

- An offshore High Voltage
 Direct Current converter

 station for TenneT Offshore
- 2 offshore wind farm substations for Ørsted



Keppel O&M is well placed to seize new opportunities in the oil & gas, renewable energy and floating infrastructure sectors.



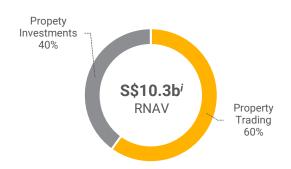




Focused on Returns

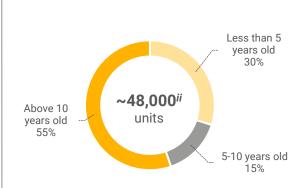
Keppel Land aims to be a multi-faceted property company with one of the highest returns in Asia.

Revalued NAV - Segment



NAV of S\$8.2b as at end-2018

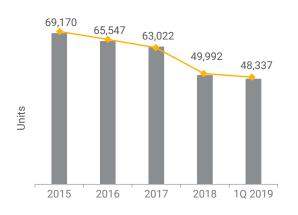
Residential landbank - Age



About 70% of landbank is 5 years and older

ii As at end-Mar 2019

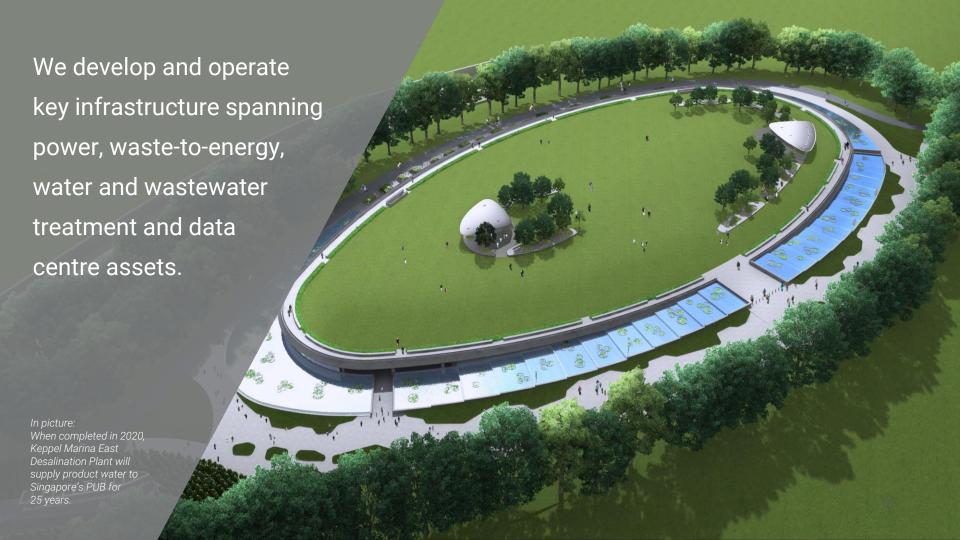
Residential landbank - Units



Turning assets efficiently through home launches and sale of projects

i As at 31 Dec 2018





Growing Data Centre Portfolio

Data centre portfolio

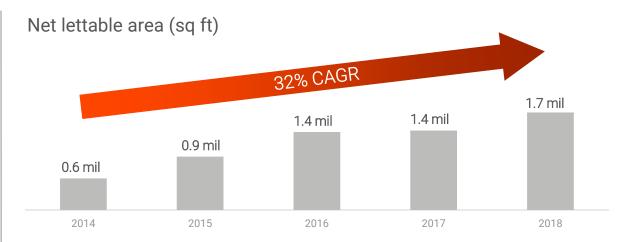
22 data centres

Spanning 14 cities in Asia-Pacific & Europe

~S\$2.7b

Combined portfolio valueⁱ of data centres completed and under development

Data centre innovations









High-rise green data centres



ⁱ Includes estimated development costs for 3 projects currently under development

Growing B2C Business

Telecommunications

Privatisation of M1 2.2 million Customer hase







Gas Retail

City Gas' customers

800,000

Household customers

Keppel Group

Electricity Retail

Keppel Electric's OEM market share

100,000

Household customers



Urban Logistics

UrbanFox

Growing omnichannel solution offerings in Singapore and overseas





M1's Transformation Journey



Strategic transformation Redefining consumer product offerings Redesigning customer experience Increasing focus on Enterprise segment Improving operational efficiency Exploring future growth platforms





Harnessing synergies with the Group

Building on the complementarity of consumer offerings in connectivity and energy

Cross selling of services with the Keppel Group

Enhancing solutions

Smart city applications with Keppel Urban Solutions

Optimising resources and utilities through IoT

Leveraging data analytics

Harnessing data for master development and retail properties in Singapore and overseas



Fuelling Growth Through Asset Management

Keppel Capital aims to grow AUM to S\$50b by 2022 from ~S\$29b as at end-2018, connecting investors with high-quality real assets in sectors fuelled by urbanisation trends.

CIPHOInvestmentPartners Limited Keppel REIT Among SGX's largest Pan-Asian Private Manages private funds for real assets commercial REITs AUM: S\$13b **Property** AUM: S\$8.1b **Keppel Capital** Funds Keppel KBS US REIT Alternative Asset Manages private funds for alternative • Office REIT with properties in the US asset classes AUM: S\$1.4b **Keppel Capital** Infrastructure Data Keppel Infrastructure Keppel DC REIT Centres **Trust** Largest Singapore infrastructure trust on Asia's first data centre RFIT on SGX SGX AUM: S\$2b AUM: S\$3.8bⁱ

- Fostering collaboration and creating pull-through for Keppel's business verticals
- Investing in alternative assets such as senior living and education real estate
- 30% stake in Gimi FI NG will be a seed asset for a new infrastructure fund to be managed by Keppel Capital





Appendix



Key highlights

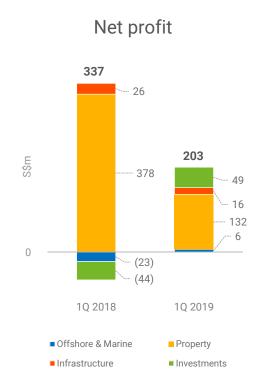
S\$1,531m

1Q 2019 revenue up 4% from S\$1,470m for 1Q 2018

S\$203m

1Q 2019 net profit down 40% yoy. 1Q 2018 benefitted from a S\$289m gain from the sale of Keppel Cove in Zhongshan, China

Financial Performance



- Annualised ROE was 7.0%
- Free cash outflow of S\$617m in 1Q 2019 vs inflow of S\$248m in 1Q 2018
- Net gearing was 0.72x as at end-Mar 2019 vs 0.48x as at end-Dec 2018





Group ROE Target

15%

ROE target for Keppel Corporation

17.7%

Annual average ROE over the past decade (2009-2018)

Business Units	Target ROE	2018 ROE
Keppel Offshore & Marine	15%	n.m.
Keppel Land	12%	11.4%
Keppel Infrastructure	15%	17.2%
Keppel Data Centres	18%	12.6% ⁱ
Keppel Logistics	12%	n.m.
Keppel Capital	20%	25.4%
Keppel Urban Solutions	15%	-
M1	25%	25.8%

[†]Excludes dilution gain from placement of Keppel DC REIT units and gain from sale of a stake in Keppel DC REIT



Key Figures

S\$m	FY 2018	FY 2017 ⁱ	% Change	1Q 2019	1Q 2018	% Change
Revenue	5,965	5,964	-	1,531	1,470	4
Operating Profit	1,043	801	30	322	486	(34)
Net Profit	944	815	16	203	337	(40)
EPS (cents)	52.0	44.8	16	11.2	18.6	(40)
Free Cash (Outflow)/Inflow	515	1,802	(71)	(617)	248	n.m.
Annualised ROE	8.3%	6.9%	Increase of 140 bps	7.0%	11.4%	Decrease of 440 bps
Net Gearing	0.48x	0.46x	Increase of 0.02x	0.72x	0.42x	Increase of 0.30x

¹ 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	%	1Q 2019	%	1Q 2018	%
Offshore & Marine	1,875	32	1,802	30	332	22	332	23
Property	1,340	22	1,782	30	357	23	543	37
Infrastructure	2,629	44	2,207	37	699	46	564	38
Investments	121	2	173	3	143	9	31	2
Total	5,965	100	5,964	100	1,531	100	1,470	100





Net Profit by Segments

S\$m	FY 2018	%	FY 2017 ⁱ	%	1Q 2019	%	1Q 2018	%
Offshore & Marine	(109)	(11)	(207)	(25)	6	3	(23)	(7)
Property	938	99	650	80	132	65	378	112
Infrastructure	169	18	134	16	16	8	26	8
Investments	(54)	(6)	238	29	59	29	(44)	(13)
Less: Charges related to the acquisition of M1 ⁱⁱ	-	-	-	-	(10)	(5)	-	-
Total	944	100	815	100	203	100	337	100

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

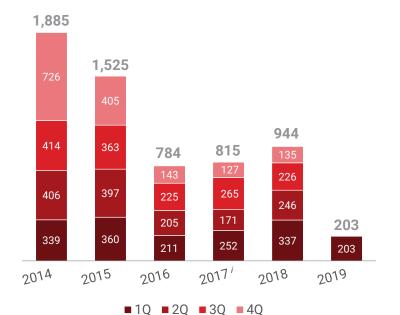
ii Charges included amortisation of intangibles, funding costs and professional fees



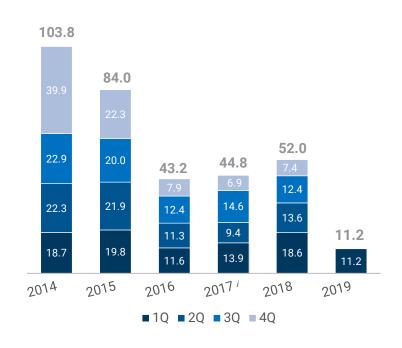


Net Profit & EPS





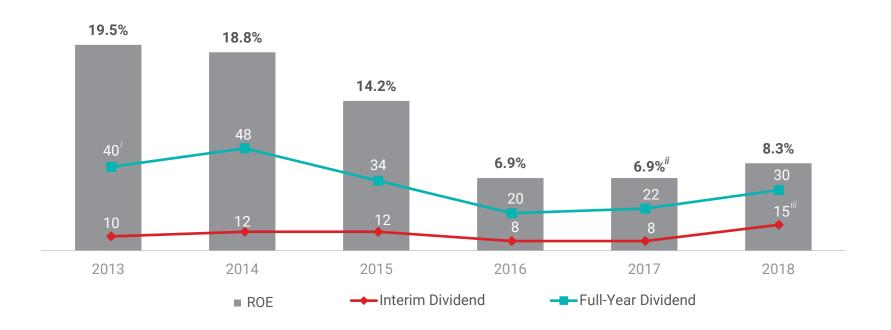
EPS (Cents)



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



ROE & Dividends



i Includes dividend in specie of ~9.5cts/share

iii Includes special cash dividend of 5.0cts/share





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