

CWT Group Financial Results 1st Half ended 30 Jun 2011

4 Aug 2011



Disclaimer

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies and venues for the sale/distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.

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Overview of key financial indicators



Key Financial Indicators – 1H2011 vs 1H2010

	1H2011 (S\$'000)	1H2010 (S\$'000)	Changes
Revenue	418,840	349,790	+20%
Operating EBITDA	15,144	21,540	-30%
EBITDA	18,186	171,966	-89%
Operating PBT	19,434	21,477	-10%
OPBT Margin%	5%	6%	
PBT	22,477	171,901	-87%
Operating PATMI	16,212	15,646	+4%
PATMI	19,253	166,072	-88%

Highlights:

- **Revenue** increased 20% to S\$418.8m. Increase was led by new growth driver in trading and supply chain management, Commodity Logistics and Contract Logistics businesses.
- **FY2010** results (EBITDA, PBT & PATMI) included gains from the sale & leaseback of two properties in 2Q2010.
- The sale & leaseback of the two properties had led to the decrease in Operating **EBITDA** for 1H2011.
- **Operating PBT** was lower than 1H2010 due mainly to start-up costs incurred on developing and implementing new businesses.
- Notwithstanding the fall in operating PBT, **Operating PATMI** grew by 4% as 1H2010 saw higher earnings attributable to minority interests.

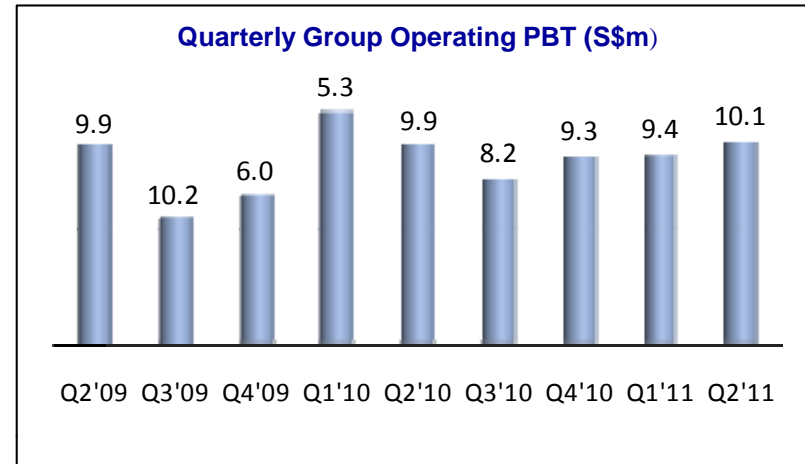
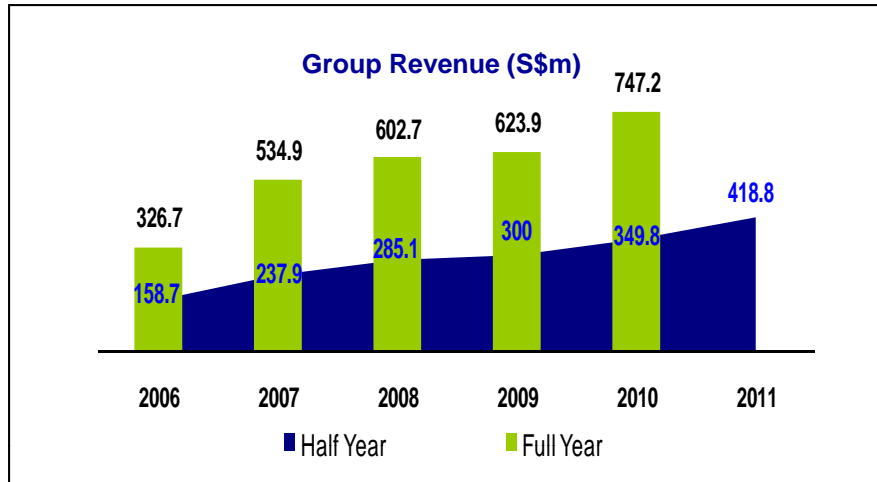
Key Financial Indicators – 2Q2011 vs 2Q2010

	2Q2011 (S\$'000)	2Q2010 (S\$'000)	Changes
Revenue	229,889	182,758	+26%
Operating EBITDA	8,616	6,607	+30%
EBITDA	10,730	154,400	-93%
Operating PBT	10,052	9,863	+2%
OPBT Margin%	4%	5%	
PBT	12,168	157,657	-92%
Operating PATMI	8,718	6,603	+32%
PATMI	10,832	154,396	-93%

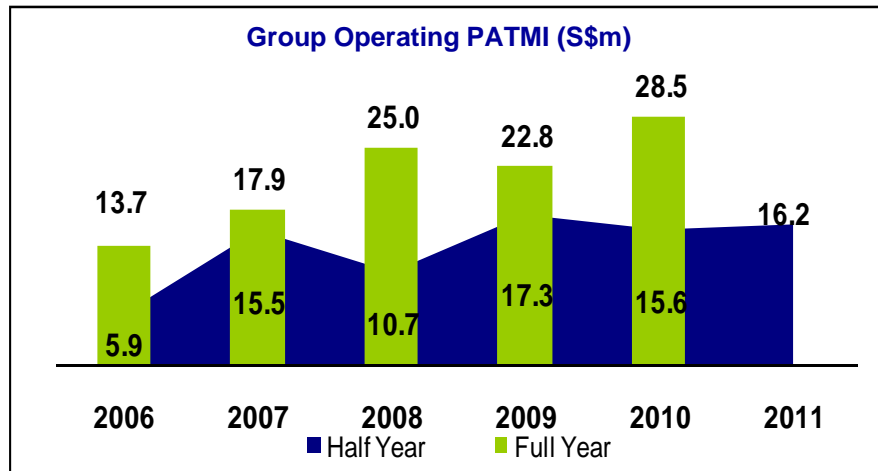
Highlights:

- **Revenue increased 26% to S\$229.9m.** Increase was led by new growth driver in trading and supply chain management , Commodity Logistics and Contract Logistics businesses.
- **Operating EBITDA , Operating PBT and Operating PATMI higher than the previous period** due mainly to higher contributions from Contract Logistics and dividends received.
- **EBITDA, PBT and PATMI** were lower than 1H2010 due mainly to gain of S\$147.6m relating to the sale and leaseback of 2 properties in 2Q2010.

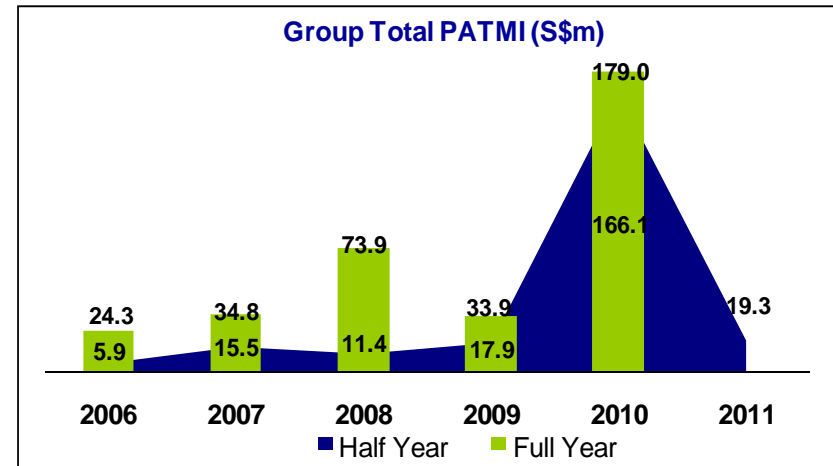
Financial Performance Trends: Consistent operating growth



Note: Excludes the effect of resilience budget and non-recurring items.



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Strong Balance Sheet

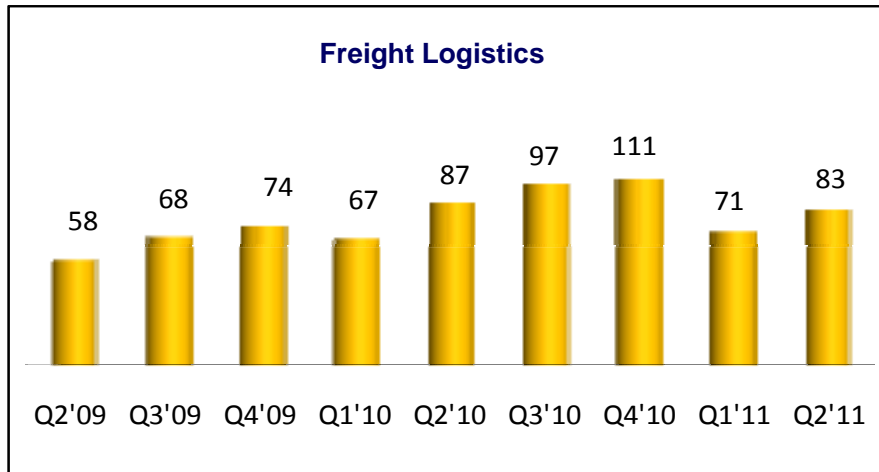
In S\$m	As at 30 Jun 11	As at 31 Dec 10	Changes
Equity	450.1	449.0	+0.2%
Cash and cash equivalents	136.7	202.9	-33%
Net Cash Reserve	71.8	184.4	-61%
Debt Balance	64.9	18.5	+251%

Highlights:

- Decrease in **Cash and cash equivalents** mainly due to payments relating to development of the CWT Hub 3 and the Pandan Logistics Hub, investments and dividend paid in May 2011.
- Increase in **Debt balance** due mainly to the restructuring of CWT Europe BV and short term borrowings for coal trading.

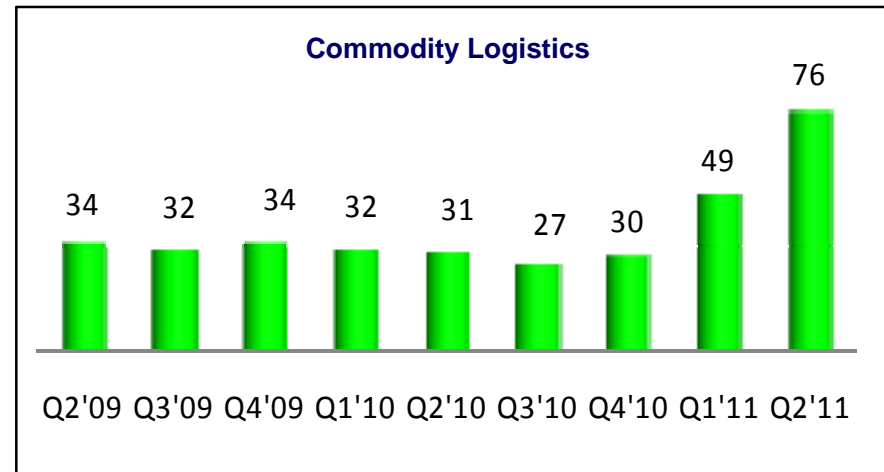
Revenue Analysis By Segment (In S\$m)

Freight Logistics



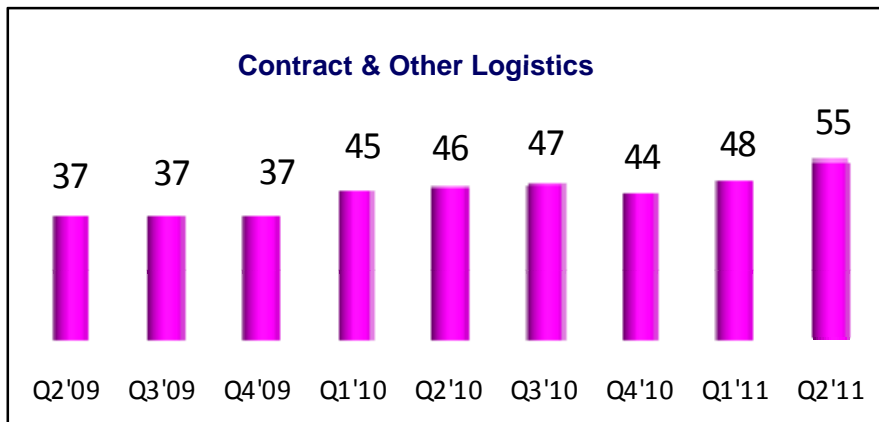
Note:
Increase in 2Q11 due to 12% increase in business volume.

Commodity Logistics



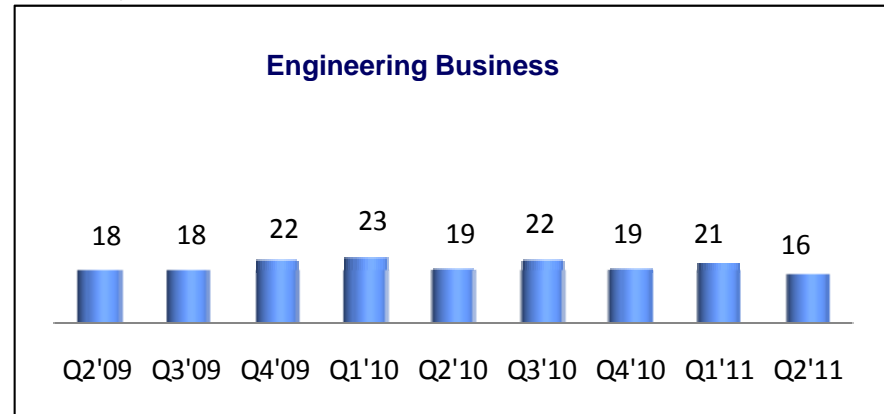
Note:
Increase in 2Q11 due to higher contributions from CMA, new growth driver in trading and supply chain management and consolidation of newly acquired subsidiary, Aquarius' results.

Contract & Other Logistics



Note:
Increase in 2Q11 due to overall increase in business activities from existing and new customers.

Engineering Business

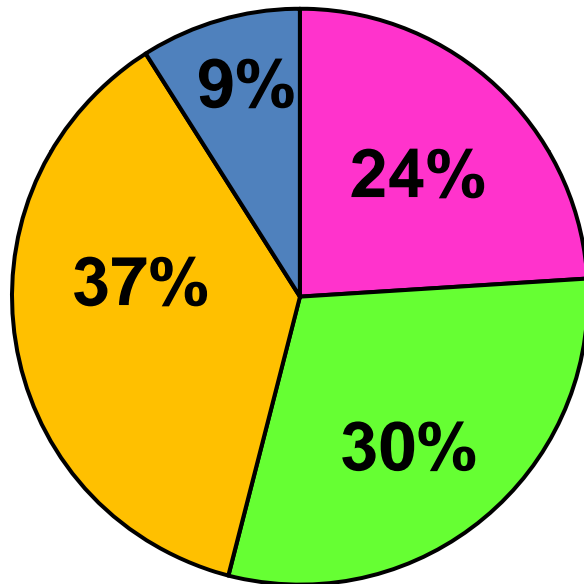


Note:
Decreased in 2Q11 due to high volume arising from government financial year closing in 1Q11 namely facility management's military and institution jobs.

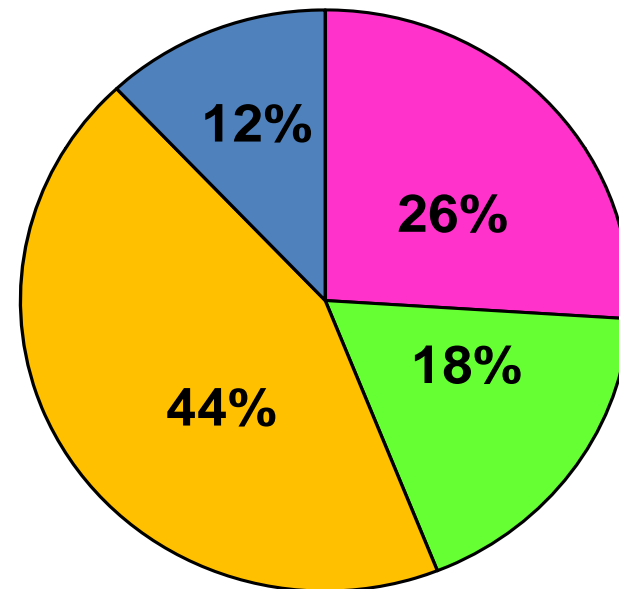
Revenue Composition By Segment

Increase in Commodity Logistics revenue contributed by trading and supply chain management.

1H2011



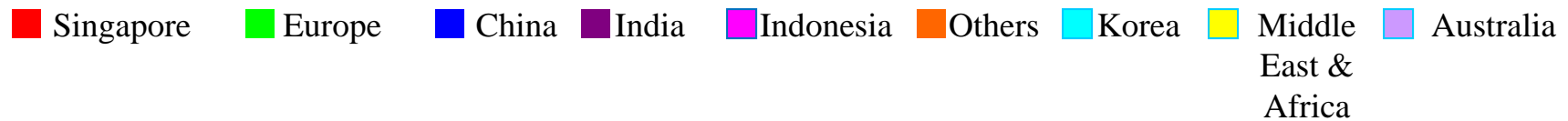
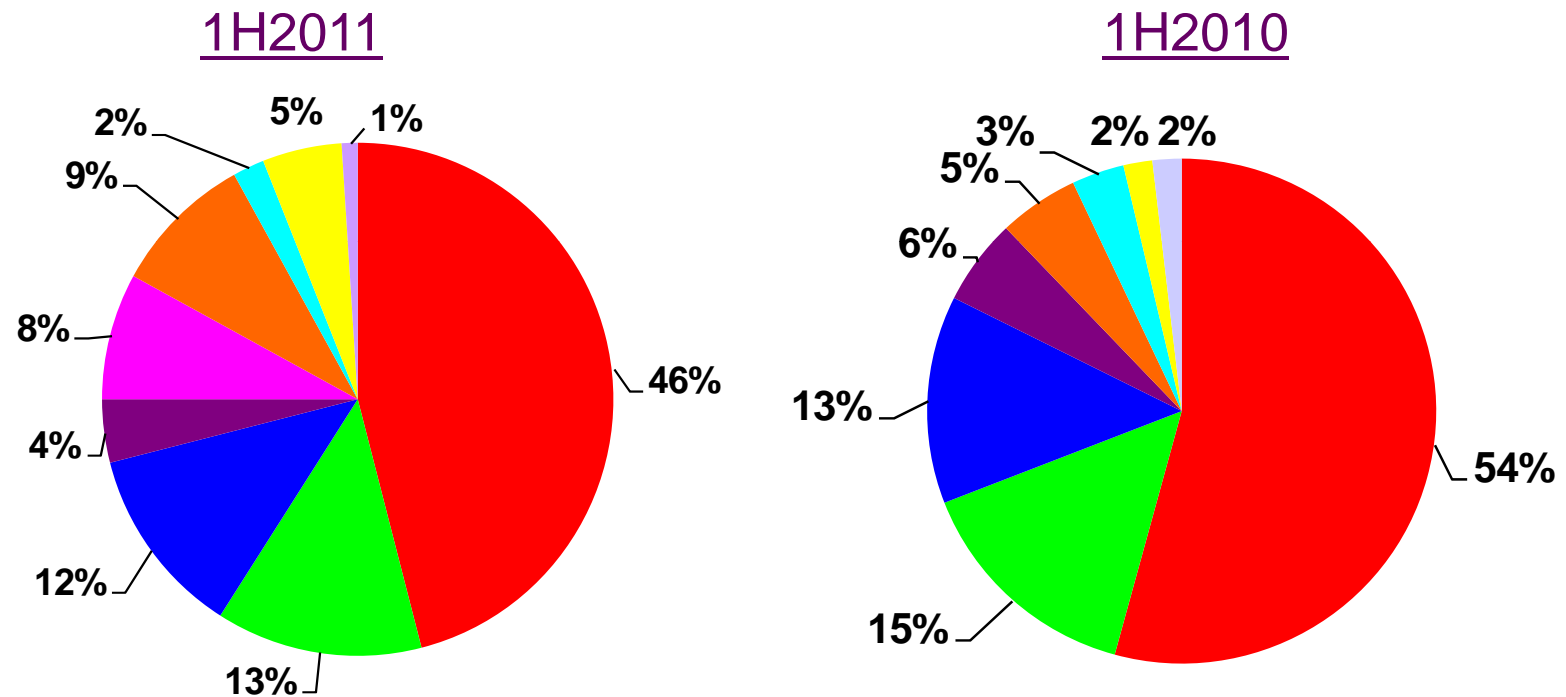
1H2010



■ Contract & Other Logistics ■ Freight Logistics ■ Commodity Logistics ■ Engineering Maintenance

Revenue By Region

Revenue from Indonesia relates mainly to coal supply chain management.



2011 Highlights



2011 Highlights

General

The Group saw progressive increase of business volume in most of its business segments. The Group continues to focus on broadening its freight network to expand its markets and extending its commodity logistics hubs to grow the scope and scale of its commodity logistics business.

Acquisition

The Group has completed the acquisition of the base metal non-ferrous concentrates physical trading group, MRI Trading AG, on 6 July 2011. Integration of the new business group into CWT is ongoing. Going forward, efforts will be focused on maximizing MRI's earnings potential as well as to realise synergies arising from the integration of trading and logistics supply chain management activities.

Update on Development of CWT Hub 3

CWT Hub 3 obtained TOP in mid Apr 11 and customers started to move into the facility from May 11. As of 30 Jun 11, the facility was already close to 85% occupied. The balance space had also been fully committed.

Redevelopment of property at 49 Pandan Road

The construction of the new Pandan Logistics Hub with a Gross Floor Area ("GFA") of approximately 330,000 sqft is targeted for completion in the 2nd half 2011.

Thank You

*This presentation should be read in conjunction with
CWT Limited's Unaudited Financial Statement
for the period ended 30 June 2011 lodged on SGXNET on
4 August 2011*



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