



CWT Group

2Q 2015 Financial Results

3 August 2015



This presentation should be read in conjunction with
CWT Limited's Unaudited Financial Statement
for the period ended 30 Jun 2015
lodged on SGXNET on 3 August 2015

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.

Key financial indicators – 1st Half 2015

In S\$'000 (unless otherwise specified)	1H2015	1H2014	Change
Revenue	3,900,867	8,230,844	-53%
Operating EBITDA	82,716	89,172	-7%
Operating PBT	64,096	76,024	-16%
Operating PBT margin (%)	1.6	0.9	-
Total PBT*	66,806	76,153	-12%
Operating PATNCI	52,701	65,100	-19%
Total PATNCI*	55,411	65,229	-15%
Annualised return on shareholders' equity (%) - operating	12.4	17.0	-

Highlights:

- Revenue decreased mainly due to lower commodity trading volume in naphtha and a general drop in commodity prices.
- The decrease in profit was attributable largely to the fall in commodity logistics volume, slowdown in trade services and start-up cost of new logistics hub.

* Total PBT and Total PATNCI included non-recurring items.

Key financial indicators – 2nd Quarter 2015

In S\$'000 (unless otherwise specified)	2Q 2015	2Q 2014	Change
Revenue	2,026,745	3,694,547	-45%
Operating EBITDA	43,561	45,467	-4%
Operating PBT	30,112	34,615	-13%
Operating PBT margin (%)	1.5	0.9	-
Total PBT*	32,596	34,744	-6%
Operating PATNCI	23,685	30,125	-21%
Total PATNCI*	26,169	30,254	-14%
Annualised return on shareholders' equity (%) - operating	12.4	17.0	-

Highlights:

- Revenue decreased mainly due to lower commodity trading volume in naphtha and a general drop in commodity prices.
- The decrease in profit was attributable largely to the fall in commodity logistics volume, slowdown in trade services and start-up cost of new logistics hub.

* Total PBT and Total PATNCI included non-recurring items.

1H 2015 segmental breakdown

In S\$'000 (unless otherwise specified)	Revenue	Gross Profit	Gross Profit Margin
Logistics	444,041	62,107	14.0% [*]
Commodity Marketing	3,322,286	56,301 [#]	1.7%
Engineering	79,136	14,204	18.0%
Financial Services	55,404	16,193	29.2%
Total	3,900,867	148,805	3.8%

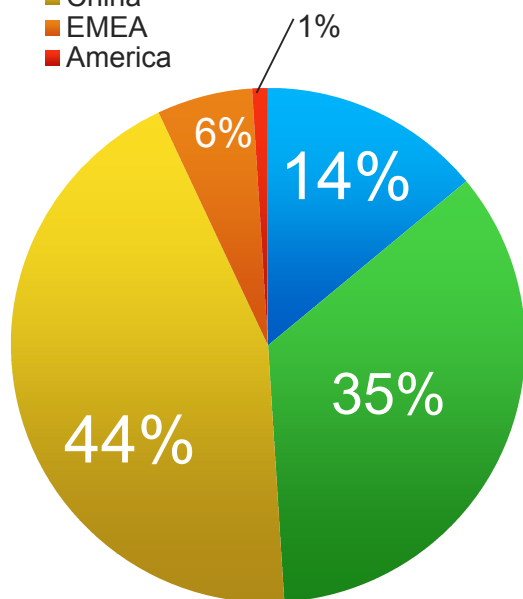
* The decrease in gross profit margin was mainly due to start-up costs of new logistic hubs.

Gross Profit included trade finance income and trade finance expenses.

1H 2015 segmental contribution

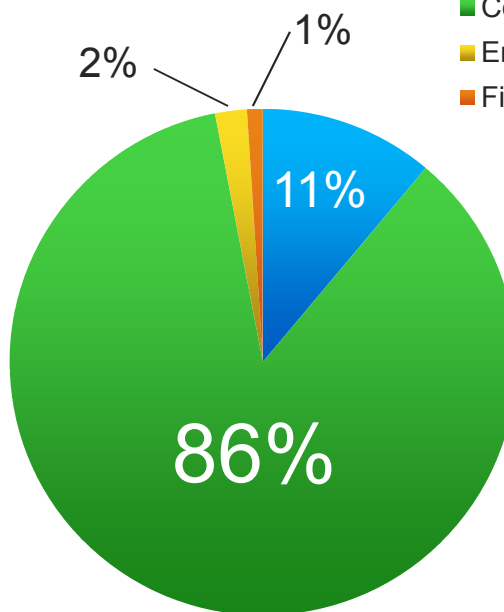
Revenue by Geography
S\$3.9b

- Singapore
- APAC ex. China & Singapore
- China
- EMEA
- America

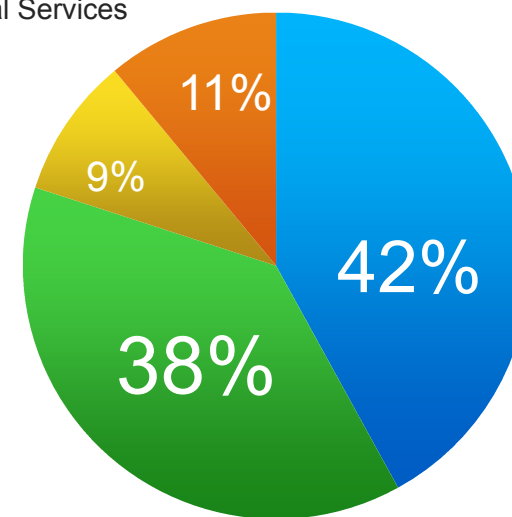


Revenue by Business segment
S\$3.9b

- Logistics
- Commodity Marketing
- Engineering
- Financial Services



Gross Profit by Business segment
S\$148.8m[#]

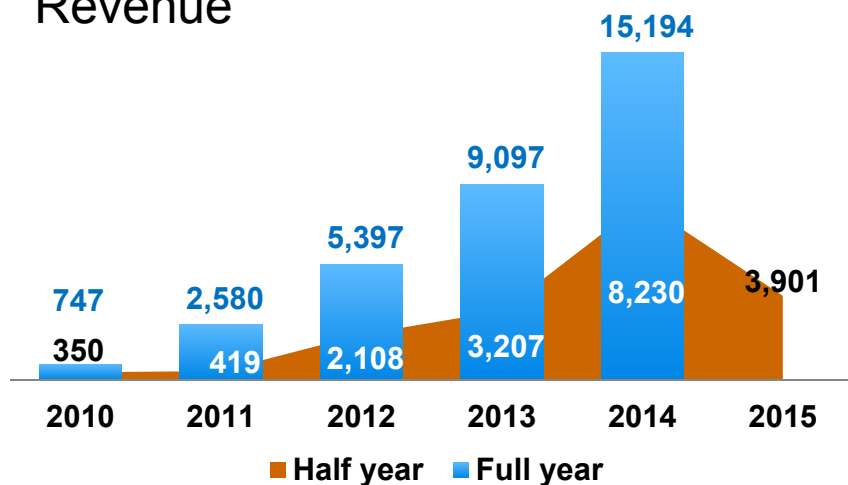


[#] Gross Profit included trade finance income and trade finance expenses.

Performance In S\$m (unless otherwise specified)

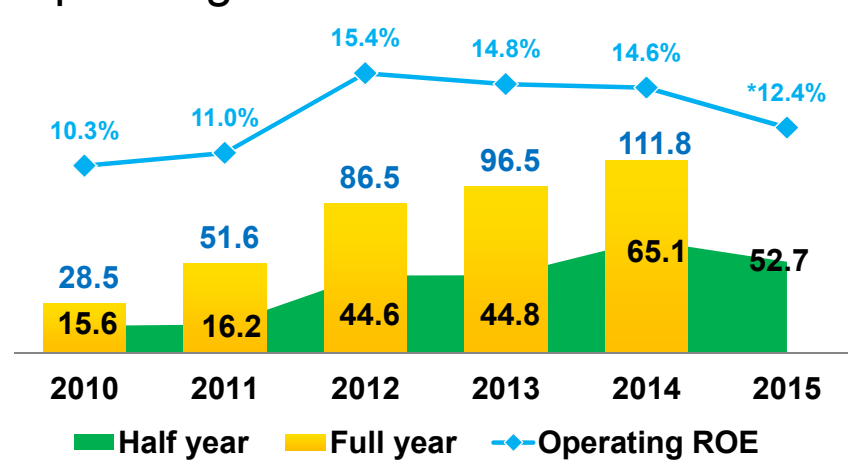


Revenue



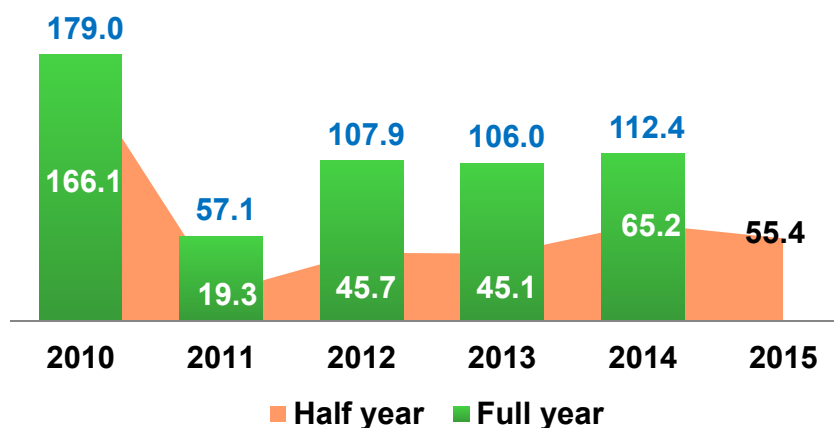
Group revenue decreased 53% to S\$3.9b mainly due to lower commodity trading volume in naphtha and a general drop in commodity prices.

Operating PATNCI



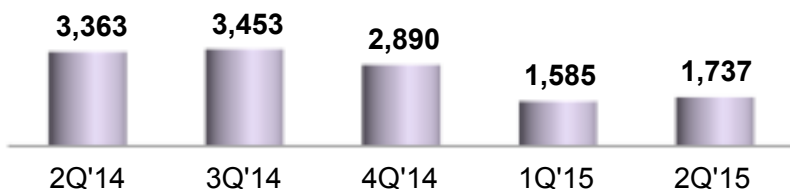
* Annualised operating ROE

Total PATNCI



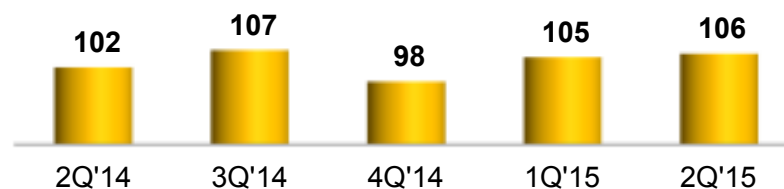
Revenue analysis by segment (S\$m)

Commodity Marketing

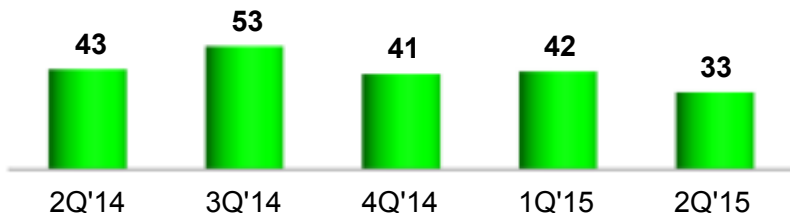


Note: Revenue declined from 4Q'14 due to decrease in commodity prices and volume of energy products traded.

Freight Logistics

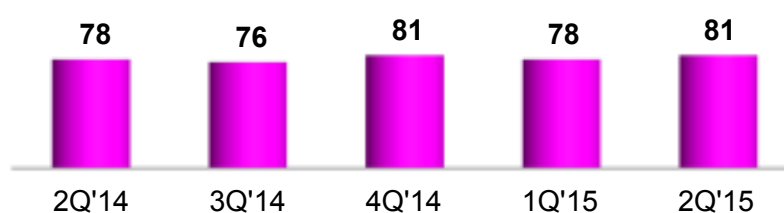


Commodity Logistics

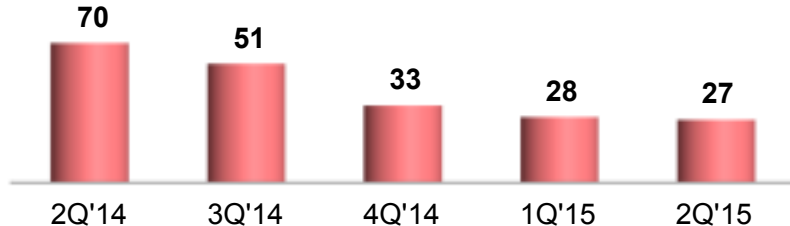


Note: Revenue decreased in 2Q'15 due to fall in volume.

Other Logistics Services

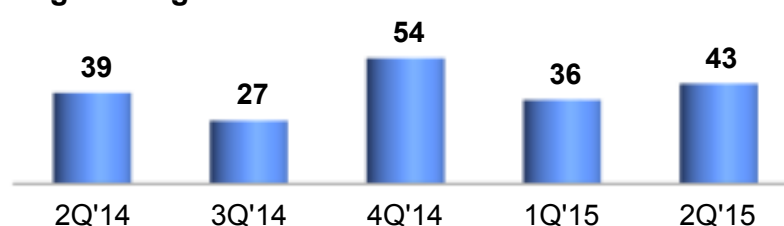


Financial Services



Note: Revenue declined from 3Q'14 to 1Q'15 due to slowdown in trade services

Engineering Services



Note: Higher revenue in 4Q'14 resulted from more progress billing for Design & Build projects.

Balance sheet & liquidity position

In S\$m (unless otherwise specified)	As at 30 Jun 2015	As at 31 Dec 2014
Cash ¹	252	315
Equity	822	791
Revolving short-term trade facilities ²	(883)	(731)
Net debt ³	(515)	(385)
Net debt/Equity (x)	0.63	0.48
Net debt/Annualised operating EBITDA (x)	3.11	2.51
Current ratio (x)	1.22	1.17

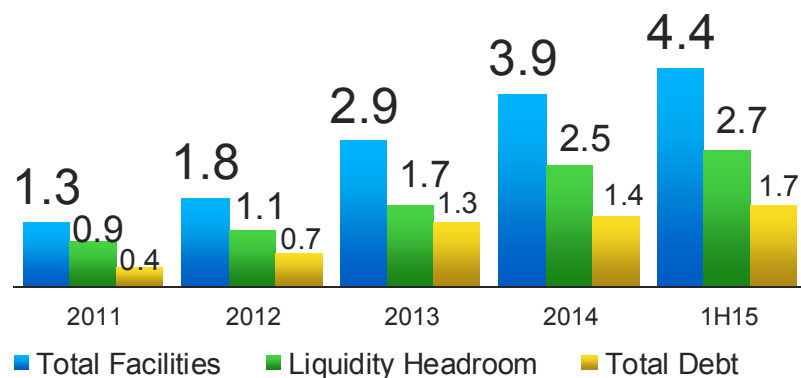
Note:

1. Excluding cash pledged/earmarked to bank
2. Collateralised by inventories and trade receivables.
3. Excluding revolving short-term trade facilities .

Liquidity and debt profile

- Total bank facilities stood at S\$4.4b.
- Ample liquidity with liquidity headroom of S\$2.7b.

Liquidity profile
(S\$'b)



Debt maturity profile
(Exclude revolving short-term trade facilities of S\$883m)
(S\$'m)





For enquiries, please contact:

Lynda GOH

Group CFO

DID: +65 6307 8338

Email: shlynda@cwtlimited.com

Thank You

