



FY2012/13 Performance Review



FY2012/13 Performance Review (Financial)

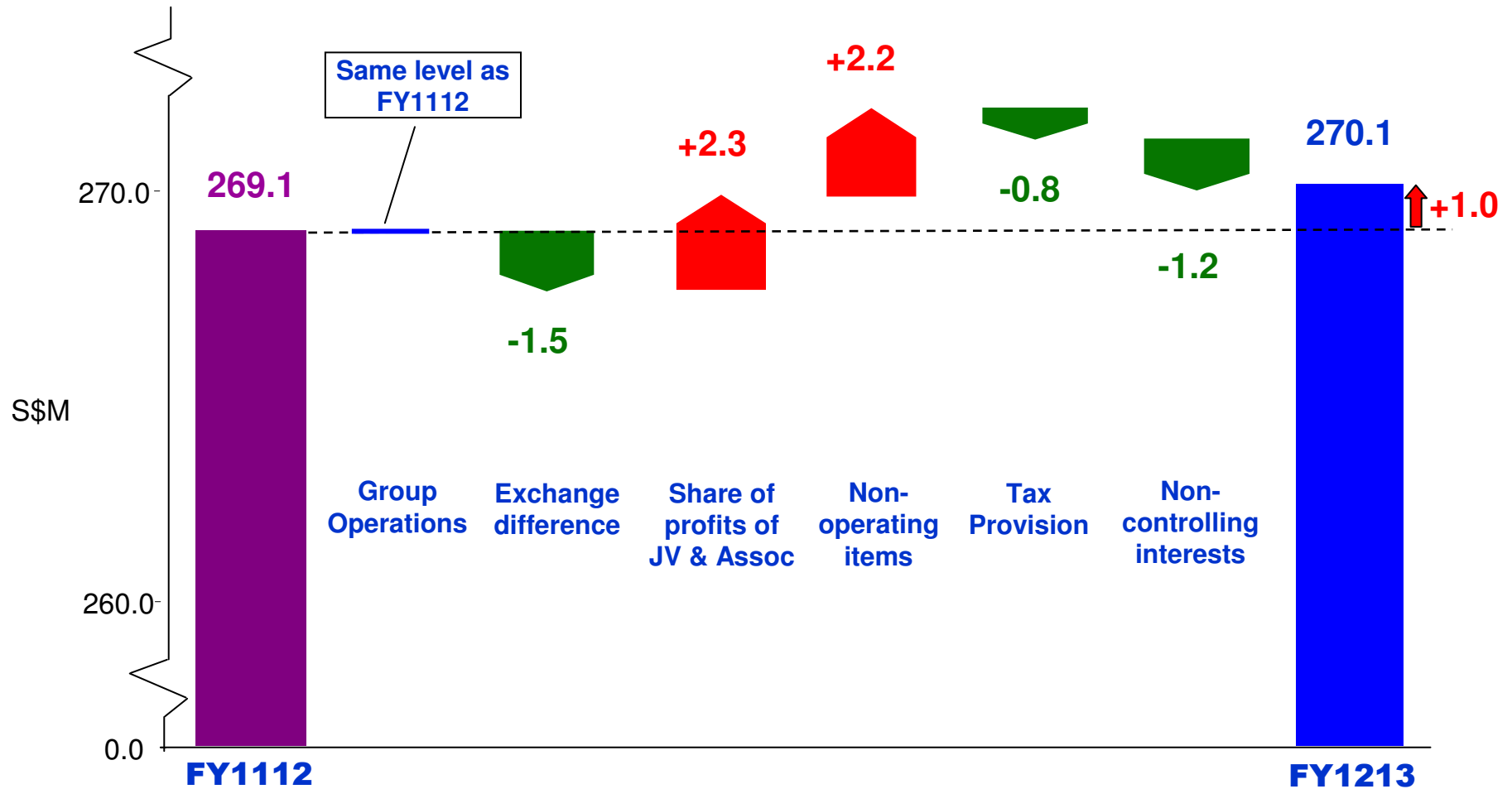
Summary of Group Results

	FY1213	FY1112	Variance	
	\$M	\$M	%	
Revenue	1,146.7	1,169.9	-	2.0
Expenditure	1,018.6	1,040.3	-	2.1
Operating profit	128.1	129.6	-	1.2
Share of JV & Assoc Cos' Profits	159.2	156.9	+	1.5
Profit before tax	306.1	303.1	+	1.0
Net profit	270.1	269.1	+	0.4
Net profit margin (%)	23.6	23.0	+	0.6 pts

4QFY1213 Group Results

	4QFY1213 \$M	4QFY1112 \$M	Variance %	
Revenue	283.5	316.5	-	10.4
Expenditure	252.6	284.0	-	11.1
Operating profit	30.9	32.5	-	4.9
Share of JV & Assoc Cos' Profits	40.4	38.5	+	4.9
Profit before tax	75.6	75.6		-
Net profit	65.9	66.3	-	0.6
Net profit margin (%)	23.2	20.9	+	2.3 pts

Group Profit for FY2012/13



Breakdown of Group Revenue

	FY1213 \$M	FY1112 \$M	Variance %
Airframe & Component Overhaul	551.7	550.7	+ 0.2
Fleet Management	173.6	218.3	- 20.5
Repair & Overhaul	725.3	769.0	- 5.7
Line Maintenance	421.4	400.9	+ 5.1
	1,146.7	1,169.9	- 2.0

Group Expenditure

	FY1213 \$M	FY1112 \$M	Variance %
Staff costs	498.2	471.2	+ 5.7
Materials	214.2	219.0	- 2.2
Subcontract costs	136.7	169.3	- 19.3
Overheads	169.5	180.8	- 6.3
Expenditure	1,018.6	1,040.3	- 2.1

Profit Contribution

	FY1213 \$M	FY1112 \$M	Variance %
<u>Operating Segments</u>			
Repair & Overhaul	39.7	45.5	- 12.7
Line Maintenance	88.4	84.1	+ 5.1
	128.1	129.6	- 1.2
<u>JV and Associated Cos</u>			
Engine Overhaul and Component	143.2	141.2	+ 1.4
Others	16.0	15.7	+ 1.9
	159.2	156.9	+ 1.5

SIA vs Non-SIA Revenue

	SIA \$M	Non-SIA \$M	Total \$M
SIAEC	658.1	390.4	1,048.5
<i>% of non-SIA work</i>		37%	
Subsidiary Cos	57.9	80.5	138.4
<i>% of non-SIA work</i>		58%	
JV & Associated Cos			
- Engine Overhaul and Component	931.8	2,437.5	3,369.3
- Others	55.6	262.2	317.8
	987.4	2,699.7	3,687.1
<i>% of non-SIA work</i>		73%	
Combined revenue	1,703.4	3,170.6	4,874.0
<i>% of non-SIA work</i>		65%	

Financial Statistics

	FY1213	FY1112	Variance
EPS (cents)	24.5	24.6	- 0.2 %
Return on average shareholders' funds (%)	21.1	21.1	- pts
	As at Mar 13	As at Mar 12	Variance %
Shareholders' equity (\$M)	1,301.9	1,254.3	+ 3.8
Net asset value per share (cents)	117.7	114.3	+ 3.0
Cash position (Grp) (\$M)	522.9	497.9	+ 5.0

Final Dividend

	FY1213	FY1112
<u>Final Dividend</u> <u>(in cents per share)</u>		
Ordinary	15.0	15.0
Total Dividend	22.0[*]	21.0

* Inclusive of interim dividend of 7 cents per share paid on 21 November 2012.



FY2012/13 Performance Review (Operations)

Core Business



Line Maintenance

- Covers 28 airports in Singapore, Hong Kong, Indonesia, Philippines, Australia, Vietnam and USA
- Handles more than 650 flights daily round-the-clock for more than 80 airlines across international network



Aircraft & Component Services

- Certifies more than 20 Airbus & Boeing aircraft models
- Provides international approvals for overhaul of components



Fleet Management

- Provides fleet and inventory technical support to 12 customers in 9 countries
- Manages fleet size of 145 aircraft

Line Maintenance

+2.0%

**Flights handled at
Changi Airport**

FY12/13

114,523

FY11/12

112,235

8 New Contracts



11 Renewed Contracts



Aircraft & Component Services



	FY12/13	FY11/12
'D' checks	46	23
'C' checks	72	110
'A' checks*	395	486

* Performed in Singapore & Bahrain,
including A checks by Line Maintenance at Changi Airport.

12 New Contracts



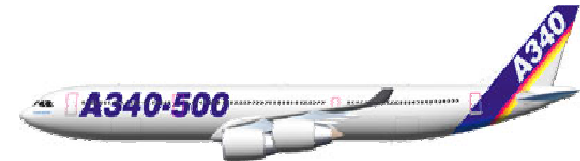
Fleet Management



106 aircraft



20 aircraft



5 aircraft



5 aircraft



9 aircraft

FMP fleet: 145 aircraft
AMONG THE WORLD'S LARGEST FLEET MANAGEMENT SERVICE PROVIDERS



Singapore



Australia



mandala



- Performance expected to remain stable in near term.
- Operating environment remains challenging as global economic uncertainties persist.
- Initiatives to improve productivity & efficiency, with strict control of costs, coupled with sales efforts to improve market share, should enhance our competitive position.
- Strategic partnerships & diversified portfolio position the Group well for sustainable growth.
- Continue to pursue suitable strategic opportunities to benefit from aviation growth in the region.



FY2012/13 Performance Review
Thank You