

## **1Q2023 Market Updates**

15 May 2023



### **Disclaimer**

The forward-looking statements in this presentation reflect the Company's current intentions, plans, expectations, assumptions and beliefs about future events as at the date of this presentation. 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. Some examples of these risk factors include disruption to global supply chains, general economic conditions, interest rate trends, inflationary pressure, shifts in customer demand, regulatory changes and natural disasters which may negatively impact business activities of the ST Engineering Group.

No assurance can be given that future events will occur, or that assumptions are correct. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.



## **Agenda**

## > Financial Highlights

- Group Revenue
- Business Segments Highlights
- 1Q2023 Contract Wins & Order Book
- Update on Group's Borrowing Profile
- 1Q2023 Key Milestones
- Summary

### > Question & Answer Session

#### Notes

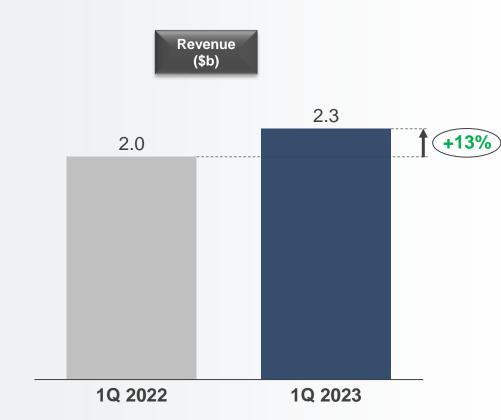
- All amounts in Singapore dollars unless otherwise stated
- Amounts may not add to totals shown due to rounding

### **Group Revenue**

## **Higher y-o-y Revenue**

- 13% y-o-y revenue increase
- Base business growth and contribution from TransCore





### Group Revenue

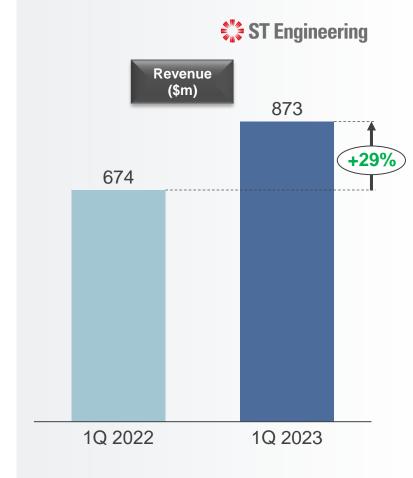


## **Group Revenue: Growth in all Segments**

\$m	1 <b>Q2023</b>	1Q2022	Change
Commercial Aerospace (CA)	873	674	▲29%
Urban Solutions & Satcom (USS)	434	297	<b>▲</b> 46%
Defence & Public Security (DPS)	982	1,062	▼8% ▲ 1% excl. US Marine in 1Q22
Group	2,289	2,034	▲ 13%

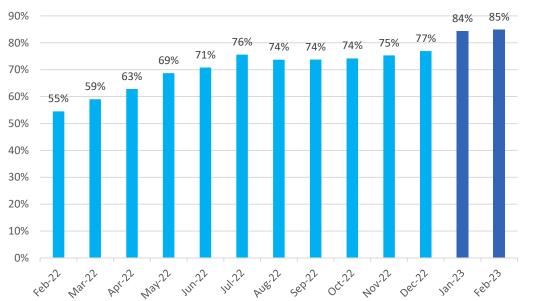
### **Commercial Aerospace**

- Strong 29% y-o-y revenue increase
  - 1Q2023 revenue was higher than 1Q2020 pre-Covid period
- Secured \$0.7b of new contracts in 1Q2023
- P2F¹ programme "learning curve" improving



### Commercial Aerospace Revenue Continues to Grow as Aviation Sector Recovers

### Recovery as % of 2019 levels





### More growth expected

- Air travel recovered to >80% of pre-Covid level in Jan and Feb 2023
- Domestic travel near full recovery at 97% and international travel lags at 78%
- APAC international air travel at 58%<sup>1</sup>
- Re-opening of China is an opportunity

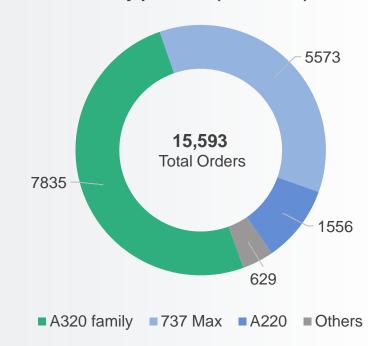
<sup>&</sup>lt;sup>1</sup> RPK of Asia Pacific based airlines is at 58% of pre-Covid level Source: IATA Air Passenger Market Analysis Feb 2023 (dated 4 Apr 2023)

# MRAS Nacelle Business Benefiting from A320neo Fleet Growth

- Narrowbody production expected to be strong over next 10 years
- A320 family commands the largest share<sup>1</sup>
- LEAP-1A engine estimated to account for 53%<sup>2</sup> of the two engines types for the A320neo platform
- MRAS as single-source nacelle provider for LEAP-1A<sup>3</sup> will continue to benefit from A320neo/LEAP-1A growth



## Projected deliveries<sup>1</sup> of narrowbody aircraft by platform (2023-2032)



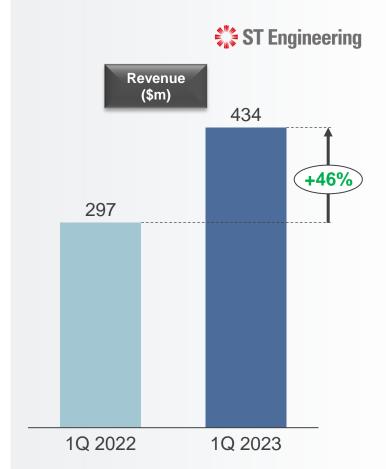
<sup>&</sup>lt;sup>1</sup> Oliver Wyman Global Fleet and MRO Market Forecast 2023-2033

<sup>&</sup>lt;sup>2</sup> Aviation Week's 2023 Fleet & MRO Forecast

<sup>&</sup>lt;sup>3</sup> In partnership with Safran Nacelle

### **Urban Solutions & Satcom**

- 46% y-o-y revenue increase
  - Contributed by TransCore
  - Satcom 1Q2023 revenue affected by supply chain disruptions and project delays
- Secured \$0.8b of new contracts in 1Q2023
- TransCore
  - Key projects deliveries weighted in 2H2023
  - New York Congestion Pricing (NYCP) project: MTA<sup>1</sup> received initial approval<sup>2</sup> from FHWA<sup>3</sup>
    - A 30-day public review period follows



<sup>&</sup>lt;sup>1</sup> Metropolitan Transportation Authority

<sup>&</sup>lt;sup>2</sup> For release of the Final Environmental Assessment and draft Findings of No Significant Impact (FONSI)

<sup>&</sup>lt;sup>3</sup> Federal Highway Administration



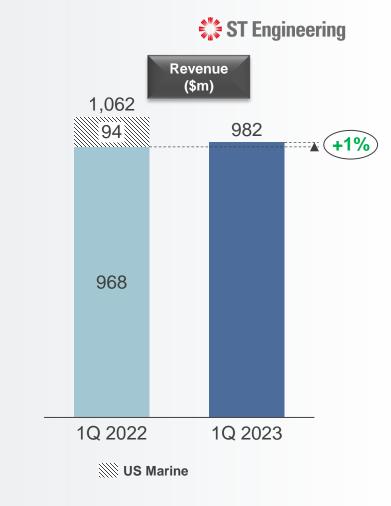
## **Satcom Business Undergoing Transformation**

- Industry fast evolving; new use cases are emerging
  - LEO & VHT¹ satellites

- Cloud & virtualisation
- Satellite operator consolidation
- 5G network convergence
- Near-term headwinds for Satcom
  - Weakness in Satcom business performance
  - Continued R&D investments required
  - Internal transformation to be future-ready: go-to-market, engineering, and product development
- Positive on long-term growth opportunities

## **Defence & Public Security**

- 1% y-o-y revenue increase
  - Excluding U.S. Marine's revenue in 1Q2022
- Secured \$3.3b of new contracts in 1Q2023
- Revenue expected to pick up in next few quarters





### ~\$4.9b New Contracts Secured in 1Q2023

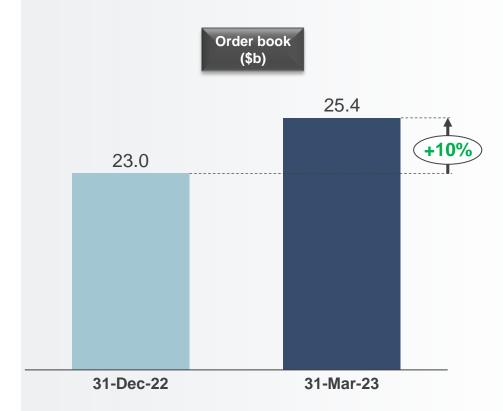
	1 <b>Q</b> 2023	Highlights
Commercial Aerospace	\$747m	<ul> <li>A330P2F orders from a Japanese lessor</li> <li>CFM56-7B engine maintenance contracts from Asian airlines</li> <li>Heavy maintenance for American airlines</li> </ul>
Urban Solutions & Satcom	\$823m	<ul> <li>Turnkey rail services for Kaohsiung MRT Red Line South Extension</li> <li>Toll systems: design, installation and maintenance; back-office O&amp;M and RFID product sales</li> <li>Satcom ground infrastructure solutions in enterprise, broadcasting, government and defence segments</li> </ul>
Defence & Public Security	\$3,298m	<ul> <li>Contract for six Multi-Role Combat Vessels for the Republic of Singapore Navy</li> <li>Digital solutions and services in Cloud, Data Centre and Training &amp; Simulation</li> <li>Al-enabled Mission Critical Command and Control systems (including cybersecurity products and services)</li> <li>Ship repair and maintenance contracts in Singapore</li> </ul>
Total	\$4,868m	

### **Group Order Book**

## Order Book: Remains Robust

- **\$25.4b** as of 31 Mar 2023
- \$5.8b expected to be delivered in the remaining months of 2023



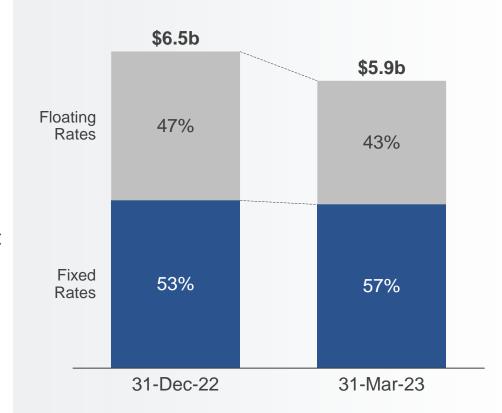


### Update on Group's Borrowings Profile

### **Balanced Debt Profile**

- Borrowings reduced from \$6.5b to
   \$5.9b as at 31 Mar 2023
- Percentage of fixed rate borrowings increased to 57%
- Plan to issue US\$500m of fixed rate debt
- FY2023 weighted average borrowing cost estimated to be low 3%<sup>1</sup>
- Strong credit rating of Aaa by Moody's and AA+ by S&P; Moody's updated outlook from "negative" to "stable"<sup>2</sup>





<sup>&</sup>lt;sup>1</sup> Includes existing issued bonds and interest rate hedges, and assuming even if U.S. Fed Funds rate increases further from 5% – 5.25% as at 15 May 2023 to peak at 5.5% – 5.75% in 2H2023

<sup>&</sup>lt;sup>2</sup> Moody's - 21 Apr 2023 press release



## **Key Milestones in 1Q2023**

1st provider in Asia to join the LEAP MRO network under a CBSA<sup>1</sup> agreement

Operationalised 2<sup>nd</sup> airframe hangar in Pensacola, U.S.

Airframe MRO JV in Hubei with SF Airlines

Kaohsiung MRT Red Line rail contract worth > \$430m MRCV<sup>2</sup> contract by MINDEF











<sup>1</sup>CBSA = CFM Branded Service Agreement <sup>2</sup>MRCV = Multi-Role Combat Vessels



## **Summary**

- 1 Revenue growth by all segments<sup>1</sup>
- 2 Key projects deliveries expected to be weighted in 2H2023
- Transforming Satcom to be future-ready
- 4 Robust orderbook
- Balanced debt profile and reduced borrowings
  Weighted average cost of borrowings for 2023 expected to be low 3 percent
- 6 1Q2023 interim dividend of 4 cents per share



# Thank you