



2025 INVESTOR DAY

# **Journey to Growth**

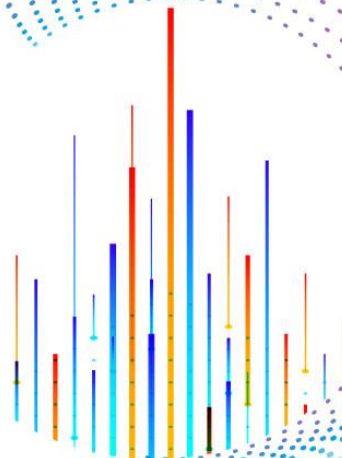
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## **Enhancing Shareholder Value**

**Cedric Foo**

Group Chief Financial Officer

18 March 2025



## 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 industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies, inflationary pressure, shifts in customer demand, governmental and public policy 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.

Targets exclude M&As and divestments.

Amounts stated in this presentation are denominated in Singapore Dollars unless otherwise stated.

## Well on-track to meet 2026 targets

**2026 Targets** (2020 base year)

|    |                                                                               | Achievement<br>(as of 2024)                                                                  |
|----|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| 01 | Annual revenue to grow at 2x to 3x global GDP growth rate to <b>&gt;\$11b</b> |  Achieved |
| 02 | Commercial Aerospace to achieve <b>&gt;\$3.5b</b> in revenue                  |  Achieved |
| 03 | Smart City revenue to more than double to <b>\$3.5b</b>                       |  On Track |
| 04 | Digital Businesses in Cloud, AI Analytics, Cyber to be <b>&gt;\$500m</b>      |  Achieved |
| 05 | Sustainability-linked revenue to grow to <b>&gt;\$3b</b>                      |  On Track |
| 06 | Net profits to grow in tandem with revenue                                    |  On Track |

# 2025 Investor Day: Five-year Targets (2025-2029)

(Base year 2024)



## Strengthen Core Business | Pursue Growth Opportunities

**Group Revenue**  
to grow >2.5x  
global GDP  
growth rate<sup>1</sup> to \$17b

**Group Net Profit**  
CAGR to exceed  
Group Revenue  
CAGR<sup>2</sup> by up to 5  
percentage points

**Dividend per share**  
to increase in  
tandem with profit<sup>3</sup>

### Technology & Innovation at Our Core



**Commercial  
Aerospace**  
Revenue to grow by  
2x aerospace industry  
growth rate<sup>4</sup> to **\$6.0b**



**Defence & Public Security**  
Revenue to >\$7.5b

Digital  
Business  
Revenue to  
grow >2x to  
>\$1.3b



**Smart City**  
Revenue to grow  
by 3.5x global GDP  
growth rate to **\$4.5b**

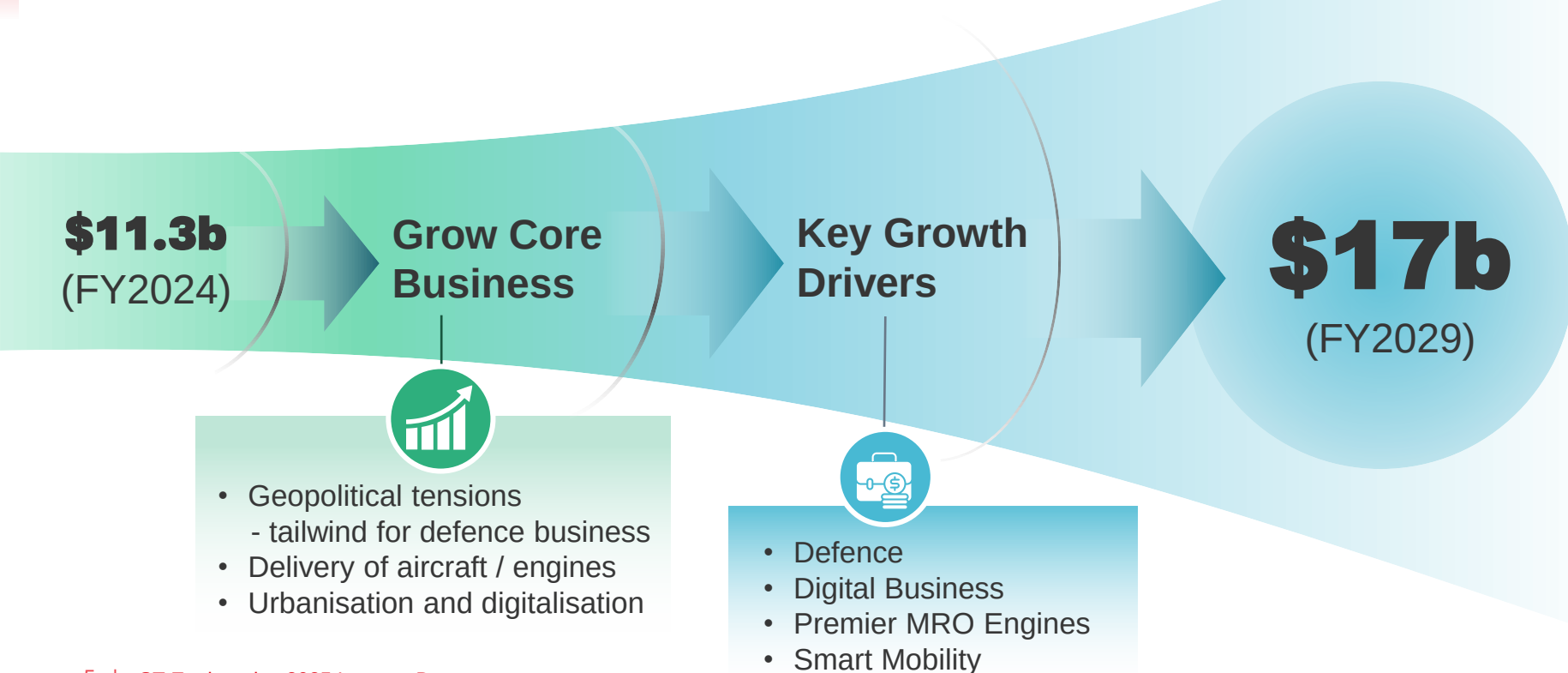
**Targets exclude M&As and divestments**

**Notes:**

1. Average GDP growth rate over next 5 years as per IMF projection ~3.15%
2. CAGR: Compound Annual Growth Rate
3. Refer to dividend policy announced on 18 March 2025

4. Next 5-year CAGR of global aerospace MRO & OE markets

## Group Revenue growth path



## Net Profit growth path

**Higher revenue; Scale effects**

**Improved product and project mix**

**Procurement and productivity savings**

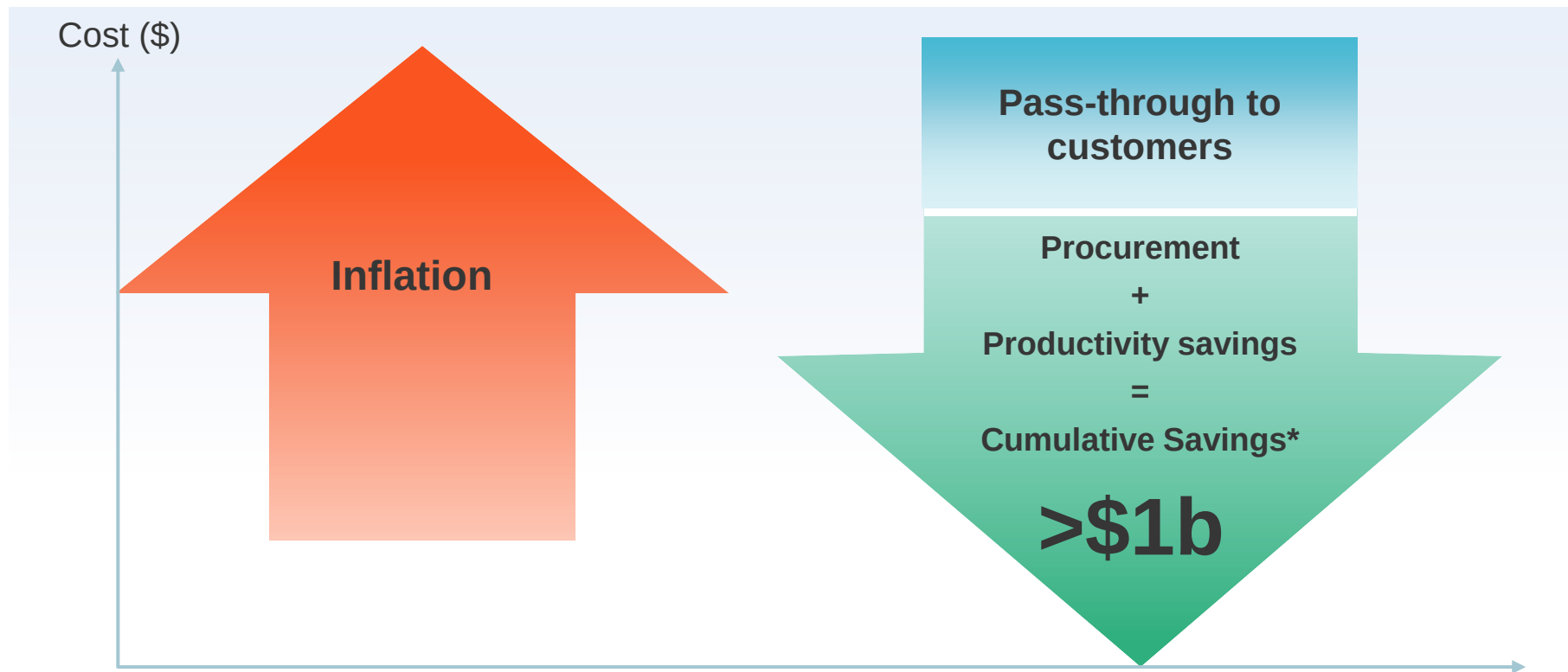
**Reduced interest expense**

**Reduced amortisation of intangibles**



**Group Net Profit  
CAGR to exceed  
Group Revenue  
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percentage points**

## Inflation vs Procurement and productivity savings



## Highlights of cost savings initiatives

- Inventory right sizing, DIO
- Warehouse management optimisation

**Inventory/  
Warehousing**

**Enterprise  
Resource  
Planning**

- “Single source of truth”
- AI-enabled integrated platform

- New source of talent pool
- Lower costs

**Offshore  
Competency  
Center**

**Global  
Procurement**

- Strategic suppliers
- Supply chain resilience





## Continual portfolio management

- Improve focus and quality of earnings



### Divestments / Cessations

16 divestments since 2016



### Acquisitions

5 acquisitions since 2016

2016



2024

2025 & Beyond

## Aviation Fund Structure

- New capital sources to grow AUM to US\$3.5b by 2029 and capture synergies

### On balance sheet capital

- Asset-heavy
- High initial capital outlay
- Less scalable
- Long investment cycle time

### Achieving asset-light AUM growth with agility

- Regulated fund management platform to widen investor reach

New

### Aviation Fund Structure

- Asset-light
- Low initial capital outlay
- More scalable
- Short investment cycle
  
- Franchise development
- Fund management fees

# Source and Use of Capital

- Maximising sources and optimising use of capital

## Source of Capital

### Operating Cashflow

- Higher revenue & EBITDA
- Net working capital improvement

### Portfolio Management

- Capital recycling

### Aviation Fund Structure (AFS)

- Access to new capital sources

## Use of Capital

### Operations

- Interest expenses
- Replacement Capex

### Dividends

- Dividend per share to increase in tandem with net profit

### Capital Deployment Options

- New investment or
- Debt repayment

## Dividend Plan for FY2025

- For **FY2024**, proposed total dividend is 17.0 cents per share. Includes final dividend of 5.0 cents per share, subject to shareholder approval at the 2025 AGM on 24 April 2025.
- For **FY2025**, given current robust retained earnings and a strong five-year outlook, the Company plans to propose an increase in the total dividend to 18.0 cents per share, comprising:
  - Interim dividend of 4.0 cents per share for each of the first three quarters;
  - Final dividend of 6.0 cents per share, subject to shareholder approval at the 2026 AGM.
- As and when the Board declares an interim dividend for the first three quarters of FY2025, the Company will announce the relevant record date and payment date on SGXNet. The final dividend, which is scheduled for payment in May 2026, is subject to shareholder approval at the 2026 AGM scheduled to be held in April 2026. The record date and payment date for this final dividend will be announced in conjunction with the release of the Group's full year results for FY2025.

## Dividend Policy – Effective for FY2026 and onwards

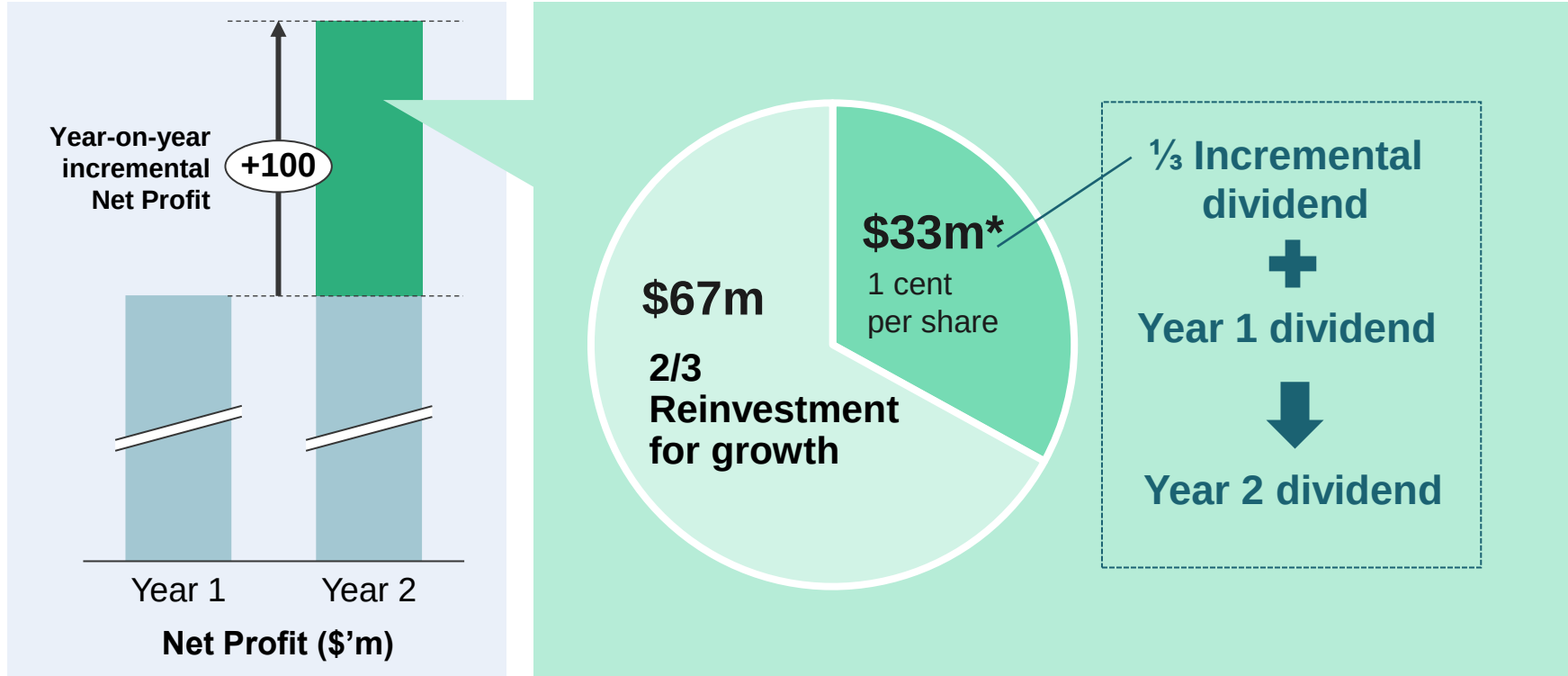
The Company is targeting further growth in revenue, operating cash flow and net profit with an objective to improve total shareholders' return (TSR). It intends to re-invest for growth while rewarding shareholders with dividends as described below.

Barring unforeseen circumstances, as the Company achieves progressively higher full-year net profit, it will pay out about  $\frac{1}{3}$  of its *year-on-year increase* in net profit as *incremental* dividends. The Company will pay dividends on a quarterly basis.



## Illustration of new Dividend Policy

(As an example of year-on-year net profit increase)



# Risk Management and Governance

- Effective strategies to manage key risks

## Global Risk Management Framework highlights

### Cybersecurity

- Cyber business capabilities
- Cyber resilience
- Multi-layered cybersecurity

### Geopolitics

- Real-time monitoring
- Rapid response

### Supply Chain

- Comprehensive risk monitoring
- Supply chain resilience

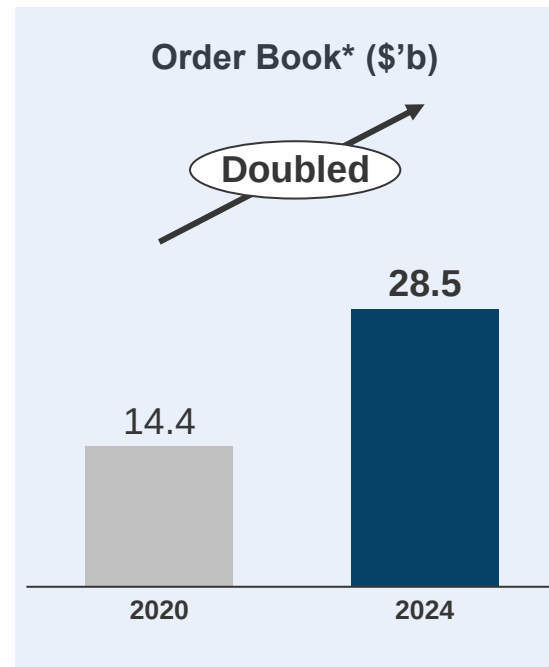
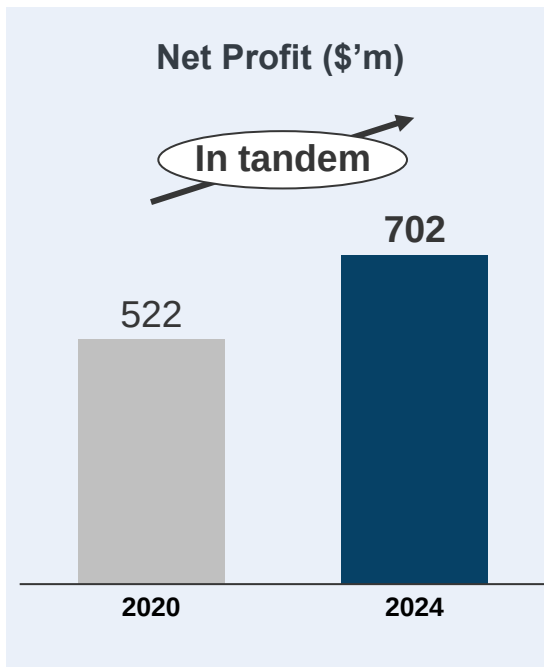
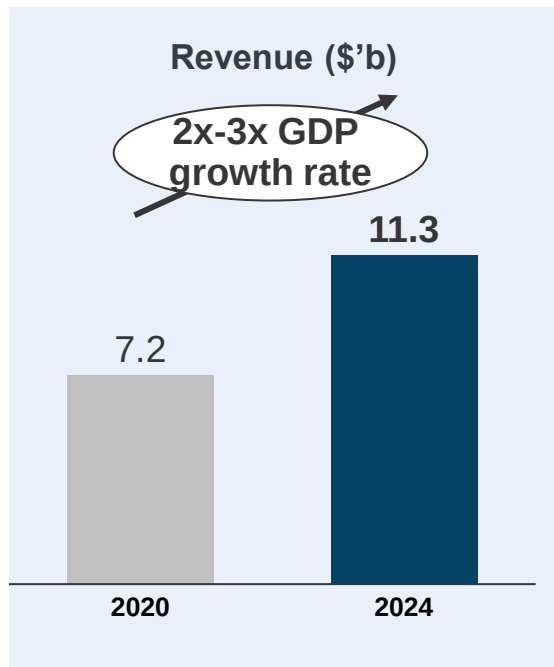
### Financial

- Capital Structure optimisation
- Strong credit rating
- Balanced fixed-floating debt profile
- Effective hedging (FX, interest rates)

Robust Risk Management and Governance Culture

## Strong foundation – Off to a good start

Track record of performance | Robust order book → Future revenue visibility





# Journey to yield cum growth

Yield cum  
growth stock

Yield stock



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# Thank you

