

China Aviation Oil (Singapore) Corporation Ltd



FY 2007 Results

**Media & Analysts Briefing
28 February 2008**



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Agenda

I. Financial Highlights

II. Key Business Review

III. Dividend



Highlights

- US\$168.3 million net profit in FY2007, of which US\$134.8 million is derived from sale of 5% stake in CLH
- Net profit excluding exceptional gains for FY2006 and FY2007 dropped 7% to US\$33.5 million, mainly due to lower jet fuel supply volumes and non-recurrence of CLH dividends
- Proposed special dividend of S\$0.05 per share and first & final dividend of S\$0.02 per share
→ total payout of US\$35.2 million (S\$50.6 million)



Results at a glance

US\$ million	<u>2006</u>	<u>2007</u>	<u>Change</u>
Revenue	1,853	2,958	+ 59.6%
Gross Profit	14.1	12.7	- 10.4%
Other income *	19.9	13.0	- 34.8%
Expenses	16.8	15.6	- 7.0%
Contribution from Associates	22.4	25.5	+ 13.7%
Profit Before Tax*	39.6	35.5	- 10.4%
Net Profit*	36.2	33.5	- 7.5%

* Excluding CLH gain in 2007 and debt waiver in 2006

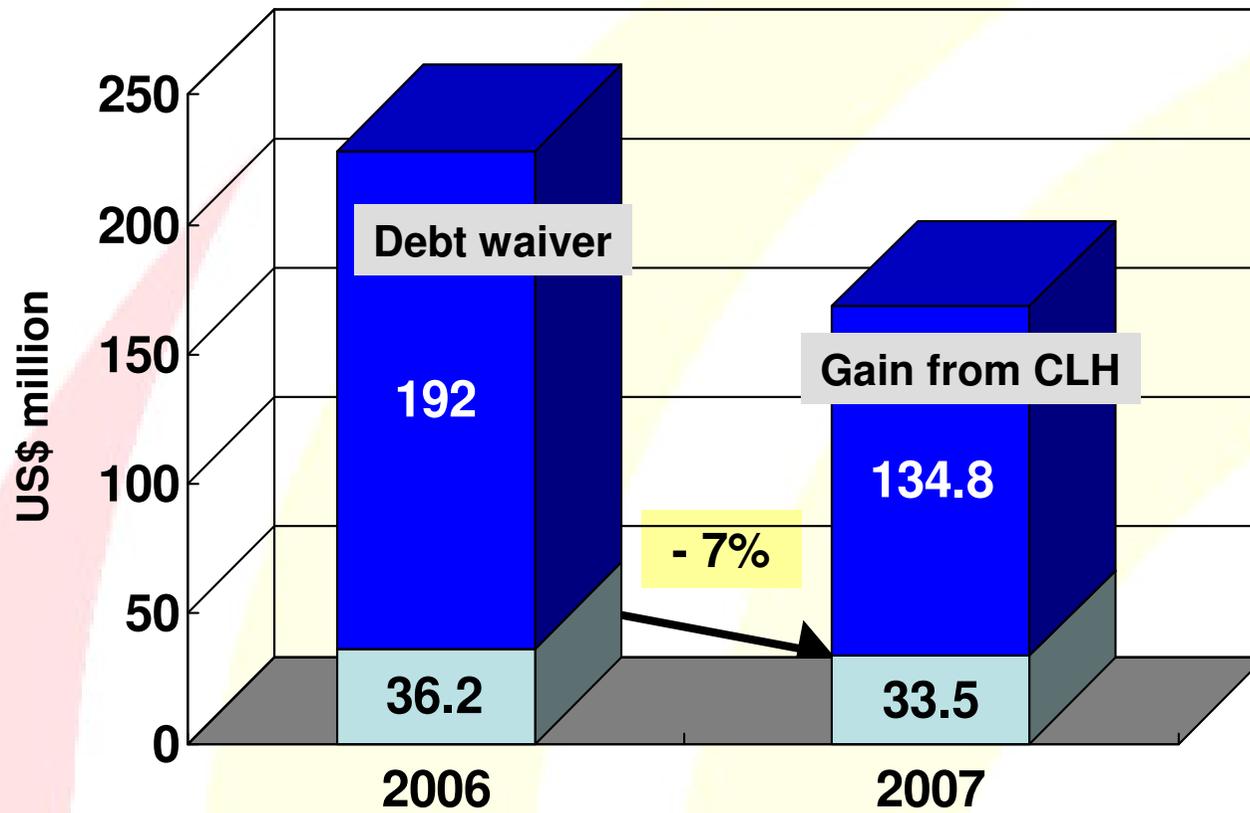


Balance Sheet Strengthening

	<u>2006</u>	<u>2007</u>	<u>Change</u>
NTA per share (US cents)	14.62	37.16	+ 154%
Cash (US\$ million)	89.5	300.5	+ 236%
Accumulated profits/(losses) (US\$ million)	(120.0)	38.7	N.M.



Net Profit





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I. Financial Highlights

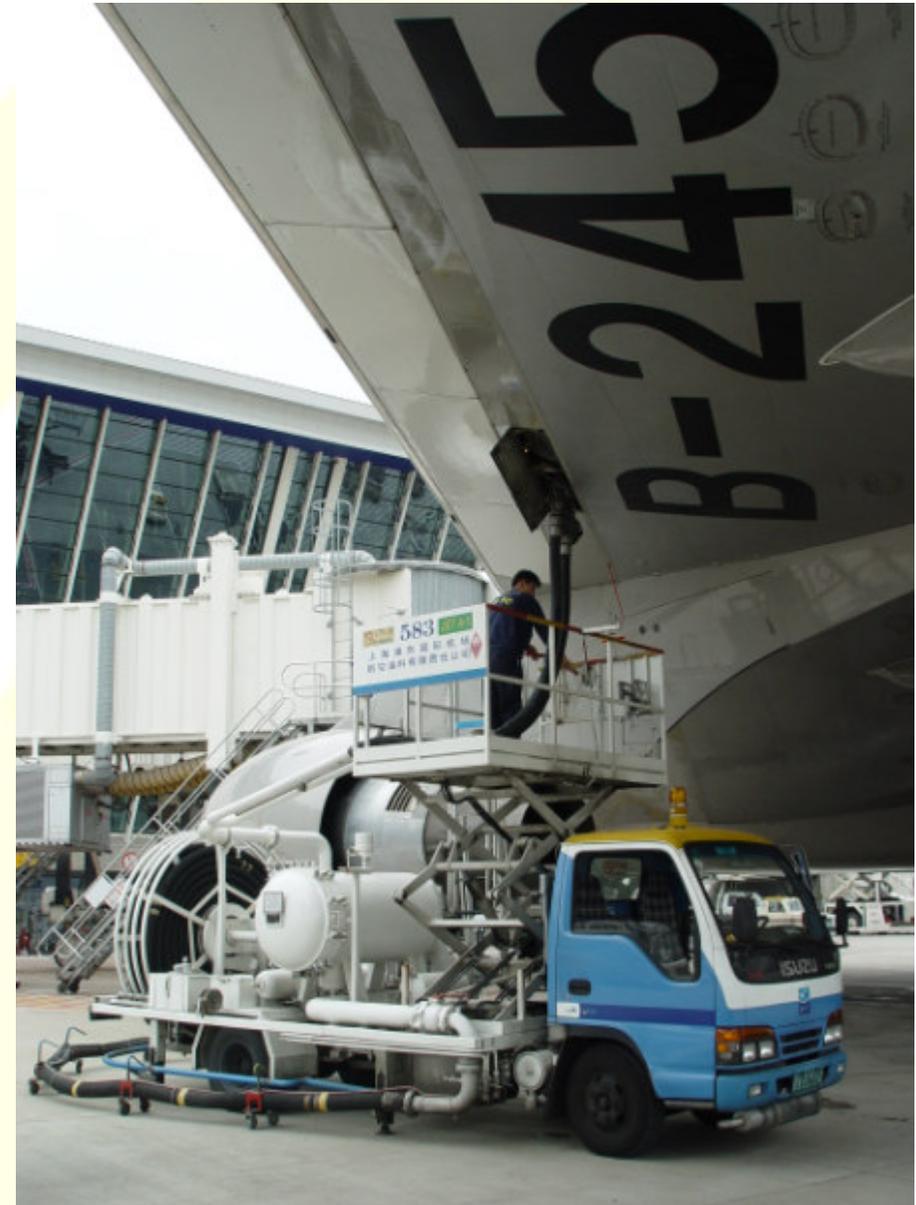
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Jet Fuel Supply

- China's air passenger volume grew 16% in 2007; air cargo grew 13% (Source: CAAC)
- Increased domestic production and supply of jet fuel led to corresponding decline in imports
- 4.2 million MT procured and supplied in 2007, a decline of 11% year-on-year





Jet Fuel Supply

- Beijing Olympics expected to boost air travel to China in 2008, which could potentially translate into import volume growth
- But import demand also dependent on domestic jet fuel production and supply



SPIA

- China's domestic jet fuel supply increased in 2007, which helped lower SPIA's average cost of sales
- Supplied 2.4 million MT of jet fuel in 2007, up 9% from 2006
- CAO's share of SPIA profit increased 14% to US\$25.5 million





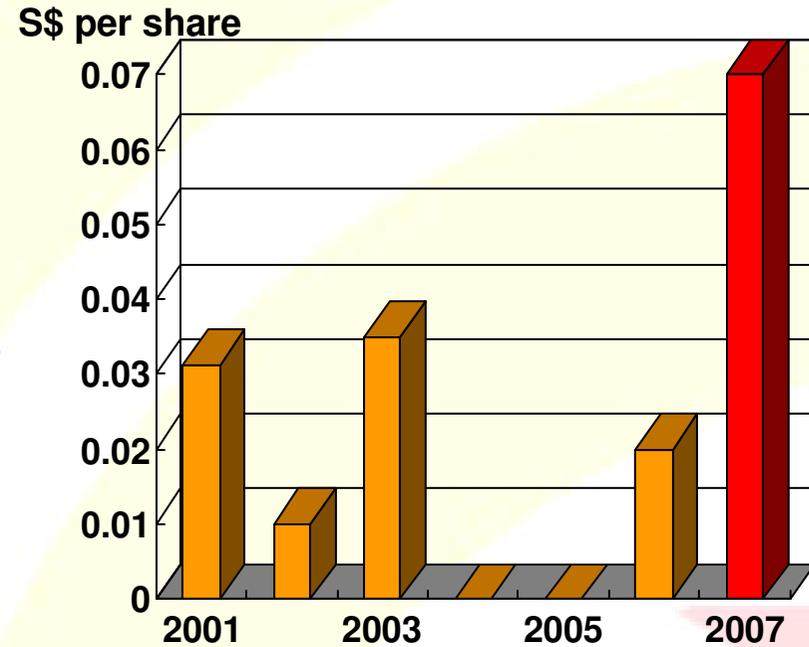
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Dividend

Special	S\$0.05
First & Final	S\$0.02
Total (per share)	S\$0.07



→ Highest payout in a year since IPO



Higher Dividend Yield

Dividend Yield

- based on year-end share price
(2006: \$1 2007: \$2.08)
- based on 27 Feb 08 closing price
(\$1.61)

Dividend Payout

- based on full-year net profit
- excluding exceptional gains &
special dividend

2006

2007

2%

3.4%

4.3%

4%

21%

26%

30%