

**FINANCIAL STATEMENTS AND RELATED ANNOUNCEMENT::FULL YEARLY RESULTS**

## Issuer &amp; Securities

## Issuer/ Manager

SINGAPORE POST LIMITED

## Securities

SINGAPORE POST LIMITED - SG1N89910219 - S08

## Stapled Security

No

## Announcement Details

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Financial Statements and Related Announcement

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## Additional Details

## For Financial Period Ended

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## Attachments

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# **SINGAPORE POST LIMITED AND ITS SUBSIDIARIES**

(Registration number: 199201623M)

## **UNAUDITED CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE SECOND HALF YEAR AND FULL YEAR ENDED 31 MARCH 2024 AND DIVIDEND ANNOUNCEMENT**

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# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## CONDENSED INTERIM CONSOLIDATED INCOME STATEMENT For the second half year and full year ended 31 March 2024

| Group  | Note | Second half year ended |            |          | Full year ended    |             |          |
|--|------|------------------------|------------|----------|--------------------|-------------|----------|
|  |      | 31 March               |            |          | 31 March           |             |          |
|  |      | 2024                   | 2023       | Variance | 2024               | 2023        | Variance |
|  |      | S\$'000                | S\$'000    | %        | S\$'000            | S\$'000     | %        |
| Revenue  | 4    | <b>859,453</b>         | 913,380    | (5.9)    | <b>1,686,743</b>   | 1,872,259   | (9.9)    |
| Labour and related expenses  |      | <b>(182,566)</b>       | (175,317)  | 4.1      | <b>(365,066)</b>   | (350,743)   | 4.1      |
| Volume-related expenses  |      | <b>(506,258)</b>       | (571,361)  | (11.4)   | <b>(1,009,048)</b> | (1,214,042) | (16.9)   |
| Administrative and other expenses  |      | <b>(72,337)</b>        | (67,146)   | 7.7      | <b>(138,913)</b>   | (126,227)   | 10.1     |
| Depreciation and amortisation  |      | <b>(41,770)</b>        | (42,196)   | (1.0)    | <b>(81,048)</b>    | (82,570)    | (1.8)    |
| Selling-related expenses   |      | <b>(5,493)</b>         | (6,034)    | (9.0)    | <b>(10,417)</b>    | (9,731)     | 7.0      |
| (Impairment loss) / reversal of impairment loss on trade and other receivables                   |      | <b>(568)</b>           | (363)      | 56.5     | <b>(1,913)</b>     | 131         | N.M.     |
| Operating expenses   |      | <b>(808,992)</b>       | (862,417)  | (6.2)    | <b>(1,606,405)</b> | (1,783,182) | (9.9)    |
| Other income   |      | <b>3,053</b>           | 864        | 253.4    | <b>4,586</b>       | 4,089       | 12.2     |
| Operating profit   |      | <b>53,514</b>          | 51,827     | 3.3      | <b>84,924</b>      | 93,166      | (8.8)    |
| Share of (loss) / profit of associated companies and joint venture                               |      | <b>(927)</b>           | (115)      | @        | <b>(1,543)</b>     | 23          | N.M.     |
| Exceptional items  | 5    | <b>38,826</b>          | 16,264     | 138.7    | <b>36,833</b>      | (7,705)     | N.M.     |
| Earnings before interest and tax   |      | <b>91,413</b>          | 67,976     | 34.5     | <b>120,214</b>     | 85,484      | 40.6     |
| Interest income and investment income (net)  |      | <b>5,216</b>           | 2,891      | 80.4     | <b>10,046</b>      | 2,148       | @        |
| Finance expenses   |      | <b>(15,824)</b>        | (9,752)    | 62.3     | <b>(30,367)</b>    | (19,623)    | 54.8     |
| Profit before tax  | 6    | <b>80,805</b>          | 61,115     | 32.2     | <b>99,893</b>      | 68,009      | 46.9     |
| Income tax expense   | 7    | <b>(12,719)</b>        | (19,952)   | (36.3)   | <b>(18,417)</b>    | (29,249)    | (37.0)   |
| <b>Profit after tax</b>  |      | <b>68,086</b>          | 41,163     | 65.4     | <b>81,476</b>      | 38,760      | 110.2    |
| <b>Profit attributable to:</b>   |      |                        |            |          |                    |             |          |
| Equity holders of the Company  |      | <b>66,883</b>          | 34,583     | 93.4     | <b>78,333</b>      | 24,679      | 217.4    |
| Non-controlling interests  |      | <b>1,203</b>           | 6,580      | (81.7)   | <b>3,143</b>       | 14,081      | (77.7)   |
|  |      | <b>68,086</b>          | 41,163     | 65.4     | <b>81,476</b>      | 38,760      | 110.2    |
| <b>Underlying net profit <sup>1</sup></b>  |      | <b>28,057</b>          | 18,319     | 53.2     | <b>41,500</b>      | 32,384      | 28.1     |
| <b>Basic and diluted earnings per share attributable to ordinary shareholders of the Company</b> |      |                        |            |          |                    |             |          |
| - Excluding distribution to perpetual securities holders   | 8    | <b>2.73 cents</b>      | 1.30 cents | 110.0    | <b>3.00 cents</b>  | 0.62 cents  | @        |
| - Including distribution to perpetual securities holders   | 8    | <b>2.97 cents</b>      | 1.54 cents | 92.9     | <b>3.48 cents</b>  | 1.10 cents  | 216.4    |

### Notes

- 1 Underlying net profit is defined as net profit before exceptional items, net of tax.  
N.M. Not meaningful.  
@ Denotes variance more than 300%.

**SINGAPORE POST LIMITED AND ITS SUBSIDIARIES**

**CONDENSED INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**For the second half year and full year ended 31 March 2024**

| <u>Group</u>   | Second half year ended |          |          | Full year ended |          |          |
|--|------------------------|----------|----------|-----------------|----------|----------|
|  | 31 March               |          |          | 31 March        |          |          |
|  | 2024                   | 2023     | Variance | 2024            | 2023     | Variance |
|  | S\$'000                | S\$'000  | %        | S\$'000         | S\$'000  | %        |
| <b>Profit after tax</b>  | <b>68,086</b>          | 41,163   | 65.4     | <b>81,476</b>   | 38,760   | 110.2    |
| <b>Other comprehensive income (net of tax):</b>  |                        |          |          |                 |          |          |
| <b>Items that may be reclassified subsequently to profit or loss:</b>                            |                        |          |          |                 |          |          |
| Currency translation differences   |                        |          |          |                 |          |          |
| - Gain / (loss) on translation of foreign operations   | 1,202                  | (3,000)  | N.M.     | (6,744)         | (12,350) | (45.4)   |
| - Disposal / liquidation of foreign subsidiaries   | -                      | -        | -        | -               | (34)     | N.M.     |
| - Transfer to profit or loss arising from loss of significant influence in an associated company | 136                    | -        | N.M.     | 136             | -        | N.M.     |
| Cash flow hedges   |                        |          |          |                 |          |          |
| - Fair value changes arising during the year   | (4,620)                | -        | N.M.     | 848             | -        | N.M.     |
| - Realised and transferred to profit or loss   | (548)                  | -        | N.M.     | (932)           | -        | N.M.     |
| <b>Items that will not be reclassified subsequently to profit or loss:</b>                       |                        |          |          |                 |          |          |
| Equity investments at fair value through other comprehensive income                              |                        |          |          |                 |          |          |
| - Fair value gain / (loss)   | 12 31,372              | (43,453) | N.M.     | 38,118          | (48,532) | N.M.     |
| - (Loss) / gain on fair value hedge of an equity instrument designated at FVTOCI                 | 10 (25,313)            | 56,879   | N.M.     | (44,353)        | 56,879   | N.M.     |
| Revaluation gain on property, plant and equipment upon transfer to investment properties         | -                      | 298      | N.M.     | -               | 298      | N.M.     |
| <b>Other comprehensive income / (loss) for the period (net of tax)</b>                           | <b>2,229</b>           | 10,724   | (79.2)   | <b>(12,927)</b> | (3,739)  | 245.7    |
| <b>Total comprehensive income for the period</b>   | <b>70,315</b>          | 51,887   | 35.5     | <b>68,549</b>   | 35,021   | 95.7     |
| <b>Total comprehensive income attributable to:</b>   |                        |          |          |                 |          |          |
| Equity holders of the Company  | 63,346                 | 40,725   | 55.5     | 67,577          | 19,996   | 238.0    |
| Non-controlling interests  | 6,969                  | 11,162   | (37.6)   | 972             | 15,025   | (93.5)   |
|  | <b>70,315</b>          | 51,887   | 35.5     | <b>68,549</b>   | 35,021   | 95.7     |

N.M. Not meaningful.

# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## CONDENSED INTERIM STATEMENTS OF FINANCIAL POSITION

As at 31 March 2024

|   | Note | Group                           |                                 | Company                         |                                 |
|---|------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
|   |      | As at<br>31 Mar 2024<br>S\$'000 | As at<br>31 Mar 2023<br>S\$'000 | As at<br>31 Mar 2024<br>S\$'000 | As at<br>31 Mar 2023<br>S\$'000 |
| <b>ASSETS</b>   |      |                                 |                                 |                                 |                                 |
| <b>Current assets</b>   |      |                                 |                                 |                                 |                                 |
| Cash and cash equivalents   |      | 476,738                         | 495,696                         | 362,373                         | 375,071                         |
| Trade and other receivables                                       |      | 252,430                         | 229,831                         | 129,395                         | 117,132                         |
| Derivative financial instruments                                  | 10   | 402                             | 372                             | 402                             | 372                             |
| Inventories   |      | 343                             | 513                             | 5                               | 5                               |
| Other current assets  |      | 31,125                          | 25,394                          | 9,314                           | 7,851                           |
|   |      | <b>761,038</b>                  | <b>751,806</b>                  | <b>501,489</b>                  | <b>500,431</b>                  |
| Assets classified as held for sale                                | 11   | -                               | 11,700                          | -                               | 11,700                          |
|   |      | <b>761,038</b>                  | <b>763,506</b>                  | <b>501,489</b>                  | <b>512,131</b>                  |
| <b>Non-current assets</b>   |      |                                 |                                 |                                 |                                 |
| Trade and other receivables                                       |      | 3,237                           | 4,945                           | 218,236                         | 218,238                         |
| Derivative financial instruments                                  | 10   | 14,006                          | 56,879                          | -                               | -                               |
| Financial assets  | 12   | 88,570                          | 42,076                          | -                               | -                               |
| Investments in subsidiaries                                       |      | -                               | -                               | 361,313                         | 361,313                         |
| Investments in associated<br>companies and joint venture          |      | 23,107                          | 31,949                          | 21,891                          | 21,891                          |
| Investment properties   | 13   | 1,002,341                       | 965,771                         | 983,645                         | 953,033                         |
| Property, plant and equipment                                     | 14   | 454,270                         | 386,928                         | 238,610                         | 229,741                         |
| Right-of-use assets   |      | 140,008                         | 71,565                          | 28,304                          | 38,259                          |
| Intangible assets   | 15   | 636,262                         | 500,958                         | -                               | -                               |
| Deferred income tax assets  |      | 3,729                           | 7,361                           | -                               | -                               |
| Other non-current assets  |      | 9,360                           | 5,832                           | 5,682                           | -                               |
|   |      | <b>2,374,890</b>                | <b>2,074,264</b>                | <b>1,857,681</b>                | <b>1,822,475</b>                |
| <b>Total assets</b>   |      | <b>3,135,928</b>                | <b>2,837,770</b>                | <b>2,359,170</b>                | <b>2,334,606</b>                |
| <b>LIABILITIES</b>  |      |                                 |                                 |                                 |                                 |
| <b>Current liabilities</b>  |      |                                 |                                 |                                 |                                 |
| Trade and other payables  |      | 605,645                         | 632,539                         | 417,378                         | 416,086                         |
| Current income tax liabilities                                    |      | 10,592                          | 22,359                          | 12,984                          | 9,149                           |
| Contract liabilities  |      | 28,204                          | 30,037                          | 26,023                          | 26,541                          |
| Lease liabilities   |      | 43,137                          | 32,152                          | 11,060                          | 12,257                          |
| Derivative financial instruments                                  | 10   | 105                             | 1,413                           | 105                             | 1,132                           |
| Borrowings  | 16   | 10,319                          | 1,370                           | -                               | -                               |
|   |      | <b>698,002</b>                  | <b>719,870</b>                  | <b>467,550</b>                  | <b>465,165</b>                  |
| <b>Non-current liabilities</b>                                    |      |                                 |                                 |                                 |                                 |
| Trade and other payables  |      | 31,068                          | 21,616                          | 609,138                         | 604,565                         |
| Borrowings  | 16   | 816,814                         | 623,020                         | -                               | -                               |
| Contract liabilities  |      | -                               | 7,177                           | -                               | 7,177                           |
| Lease liabilities   |      | 105,532                         | 47,575                          | 18,175                          | 26,859                          |
| Deferred income tax liabilities                                   |      | 61,701                          | 44,214                          | 19,997                          | 22,521                          |
| Derivative financial instruments                                  | 10   | 1,846                           | -                               | -                               | -                               |
|   |      | <b>1,016,961</b>                | <b>743,602</b>                  | <b>647,310</b>                  | <b>661,122</b>                  |
| <b>Total liabilities</b>  |      | <b>1,714,963</b>                | <b>1,463,472</b>                | <b>1,114,860</b>                | <b>1,126,287</b>                |
| <b>NET ASSETS</b>   |      | <b>1,420,965</b>                | <b>1,374,298</b>                | <b>1,244,310</b>                | <b>1,208,319</b>                |
| <b>EQUITY</b>   |      |                                 |                                 |                                 |                                 |
| Capital and reserves attributable to the Company's equity holders |      |                                 |                                 |                                 |                                 |
| Share capital   | 17   | 638,762                         | 638,762                         | 638,762                         | 638,762                         |
| Treasury shares   | 17   | (29,243)                        | (29,516)                        | (29,243)                        | (29,516)                        |
| Other reserves  |      | (130,742)                       | (77,620)                        | 36,094                          | 35,390                          |
| Retained earnings   |      | 653,171                         | 598,558                         | 598,697                         | 563,683                         |
| Ordinary equity   |      | <b>1,131,948</b>                | <b>1,130,184</b>                | <b>1,244,310</b>                | <b>1,208,319</b>                |
| Perpetual securities  | 18   | 251,534                         | 251,504                         | -                               | -                               |
|   |      | <b>1,383,482</b>                | <b>1,381,688</b>                | <b>1,244,310</b>                | <b>1,208,319</b>                |
| Non-controlling interests   |      | 37,483                          | (7,390)                         | -                               | -                               |
| <b>Total equity</b>   |      | <b>1,420,965</b>                | <b>1,374,298</b>                | <b>1,244,310</b>                | <b>1,208,319</b>                |

# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## CONDENSED INTERIM STATEMENTS OF CHANGES IN EQUITY For the full year ended 31 March 2024

| Group  | Note | Attributable to ordinary shareholders of the Company |                 |                   |                |           | Perpetual securities | Total     | Non-controlling interests | Total equity |
|--|------|--|-----------------|-------------------|----------------|-----------|----------------------|-----------|---------------------------|--------------|
|  |      | Share capital  | Treasury shares | Retained earnings | Other reserves | Total     |                      |           |                           |              |
|  |      | S\$'000  | S\$'000         | S\$'000           | S\$'000        | S\$'000   |                      |           |                           |              |
| Balance at 1 April 2023  |      | 638,762  | (29,516)        | 598,558           | (77,620)       | 1,130,184 | 251,504              | 1,381,688 | (7,390)                   | 1,374,298    |
| Total comprehensive income for the year                        |      | -  | -               | 78,333            | (10,756)       | 67,577    | -                    | 67,577    | 972                       | 68,549       |
| <b>Transactions with owners, recognised directly in equity</b> |      |  |                 |                   |                |           |                      |           |                           |              |
| Acquisition of non-controlling interest                        | (a)  | -  | -               | -                 | (49,344)       | (49,344)  | -                    | (49,344)  | 49,344                    | -            |
| Distribution of perpetual securities                           | 18   | -  | -               | (10,905)          | -              | (10,905)  | 10,905               | -         | -                         | -            |
| Distribution paid on perpetual securities                      | 18   | -  | -               | -                 | -              | -         | (10,875)             | (10,875)  | -                         | (10,875)     |
| Dividends paid to shareholders                                 | 19   | -  | -               | (13,050)          | -              | (13,050)  | -                    | (13,050)  | -                         | (13,050)     |
| Dividends paid to non-controlling interests in subsidiaries    |      | -  | -               | -                 | -              | -         | -                    | -         | (5,443)                   | (5,443)      |
| Issuance of shares to employee                                 |      | -  | 273             | -                 | (179)          | 94        | -                    | 94        | -                         | 94           |
| Employee share option scheme:<br>- Value of employee services  |      | -  | -               | 235               | 7,157          | 7,392     | -                    | 7,392     | -                         | 7,392        |
| Total  |      | -  | 273             | (23,720)          | (42,366)       | (65,813)  | 30                   | (65,783)  | 43,901                    | (21,882)     |
| Balance at 31 March 2024                                       |      | 638,762  | (29,243)        | 653,171           | (130,742)      | 1,131,948 | 251,534              | 1,383,482 | 37,483                    | 1,420,965    |

### Note

- (a) The acquisition of non-controlling interest in a subsidiary comprises the reserve for an obligation which arose from put options written with non-controlling shareholders of Freight Management Holdings Pty Ltd ("FMH"). In November and December 2023, the put options were exercised for the acquisition of the remaining 12% equity interest in FMH and the related gross liabilities were transferred to other reserves. Following the acquisitions, FMH became a wholly-owned subsidiary of the Group.

# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## CONDENSED INTERIM STATEMENTS OF CHANGES IN EQUITY For the full year ended 31 March 2024

| Group  | Note | Attributable to ordinary shareholders of the Company |                 |                   |                            |                  | Perpetual securities | Total         | Non-controlling interests | Total equity   |
|--|------|--|-----------------|-------------------|----------------------------|------------------|----------------------|---------------|---------------------------|----------------|
|  |      | Share capital  | Treasury shares | Retained earnings | Other reserves             | Total            |                      |               |                           |                |
|  |      | S\$'000  | S\$'000         | S\$'000           | S\$'000                    | S\$'000          |                      |               |                           |                |
| Balance at 1 April 2022  |      | 638,762  | (29,724)        | 616,527           | 81,841                     | 1,307,406        | -                    | 1,307,406     | (165,305)                 | 1,142,101      |
| Total comprehensive income for the year                        |      | -  | -               | 24,679            | (4,683)                    | 19,996           | -                    | 19,996        | 15,025                    | 35,021         |
| <b>Transactions with owners, recognised directly in equity</b> |      |  |                 |                   |                            |                  |                      |               |                           |                |
| Acquisition of non-controlling interest                        | (a)  | -  | -               | -                 | (152,860) <sup>(iii)</sup> | (152,860)        | -                    | (152,860)     | 152,873                   | 13             |
| Issuance of perpetual securities                               | 18   | -  | -               | -                 | -                          | -                | 248,972              | 248,972       | -                         | 248,972        |
| Distribution of perpetual securities                           | 18   | -  | -               | (10,726)          | -                          | (10,726)         | 10,726               | -             | -                         | -              |
| Distribution paid on perpetual securities                      | 18   | -  | -               | -                 | -                          | -                | (8,194)              | (8,194)       | -                         | (8,194)        |
| Dividends paid to shareholders                                 | 19   | -  | -               | (33,296)          | -                          | (33,296)         | -                    | (33,296)      | -                         | (33,296)       |
| Dividends paid to non-controlling interests in a subsidiary    |      | -  | -               | -                 | -                          | -                | -                    | -             | (9,983)                   | (9,983)        |
| Issuance of shares to employee                                 |      | -  | 208             | -                 | (104)                      | 104              | -                    | 104           | -                         | 104            |
| Employee share option scheme:<br>- Value of employee services  |      | -  | -               | 1,374             | (1,814)                    | (440)            | -                    | (440)         | -                         | (440)          |
| <b>Total</b>   |      | <b>-</b>   | <b>208</b>      | <b>(42,648)</b>   | <b>(154,778)</b>           | <b>(197,218)</b> | <b>251,504</b>       | <b>54,286</b> | <b>142,890</b>            | <b>197,176</b> |
| Balance at 31 March 2023                                       |      | 638,762  | (29,516)        | 598,558           | (77,620)                   | 1,130,184        | 251,504              | 1,381,688     | (7,390)                   | 1,374,298      |

### Notes

(a) The acquisition of non-controlling interest in a subsidiary comprises:

- (i) A net amount of S\$13,000 measured by reference to the proportionate share of the reserves and net assets and liabilities on acquisition date.
- (ii) Gross liabilities were recognised for an obligation which arose from a put option written with the non-controlling shareholder of FMH. In March 2023, the put option was exercised for the acquisition of an additional 37% equity interest in FMH and the related gross liabilities were transferred to other reserves.

# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## CONDENSED INTERIM STATEMENTS OF CHANGES IN EQUITY For the full year ended 31 March 2024

| <b>Company</b>  | <b>Note</b> | Attributable to ordinary shareholders of the Company |                 |                 |                 |                  |
|---|-------------|--|-----------------|-----------------|-----------------|------------------|
|   |             | Share  | Treasury        | Retained        | Other           | <b>Total</b>     |
|   |             | <u>capital</u>                                       | <u>shares</u>   | <u>earnings</u> | <u>reserves</u> |                  |
|   |             | S\$'000  | S\$'000         | S\$'000         | S\$'000         | S\$'000          |
| Balance at 1 April 2023   |             | <b>638,762</b>                                       | <b>(29,516)</b> | <b>563,683</b>  | <b>35,390</b>   | <b>1,208,319</b> |
| Total comprehensive income for the year                               |             | -  | -               | <b>47,829</b>   | <b>208</b>      | <b>48,037</b>    |
| <b><i>Transactions with owners, recognised directly in equity</i></b> |             |  |                 |                 |                 |                  |
| Dividends paid to shareholders  | 19          | -  | -               | <b>(13,050)</b> | -               | <b>(13,050)</b>  |
| Issuance of shares to employee  |             | -  | <b>273</b>      | -               | <b>(179)</b>    | <b>94</b>        |
| Employee share option scheme:   |             |  |                 |                 |                 |                  |
| - Value of employee services  |             | -  | -               | <b>235</b>      | <b>675</b>      | <b>910</b>       |
| <b>Total</b>  |             | <b>-</b>   | <b>273</b>      | <b>(12,815)</b> | <b>496</b>      | <b>(12,046)</b>  |
| Balance at 31 March 2024  |             | <b>638,762</b>                                       | <b>(29,243)</b> | <b>598,697</b>  | <b>36,094</b>   | <b>1,244,310</b> |
| Balance at 1 April 2022   |             | 638,762  | (29,724)        | 587,328         | 37,308          | 1,233,674        |
| Total comprehensive income for the year                               |             | -  | -               | 8,277           | -               | 8,277            |
| <b><i>Transactions with owners, recognised directly in equity</i></b> |             |  |                 |                 |                 |                  |
| Dividends paid to shareholders  | 19          | -  | -               | <b>(33,296)</b> | -               | <b>(33,296)</b>  |
| Issuance of shares to employee  |             | -  | 208             | -               | <b>(104)</b>    | <b>104</b>       |
| Employee share option scheme:   |             |  |                 |                 |                 |                  |
| - Value of employee services  |             | -  | -               | 1,374           | <b>(1,814)</b>  | <b>(440)</b>     |
| <b>Total</b>  |             | <b>-</b>   | <b>208</b>      | <b>(31,922)</b> | <b>(1,918)</b>  | <b>(33,632)</b>  |
| Balance at 31 March 2023  |             | <b>638,762</b>                                       | <b>(29,516)</b> | <b>563,683</b>  | <b>35,390</b>   | <b>1,208,319</b> |



# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## CONDENSED INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS For the full year ended 31 March 2024

| <b>Group</b>   | Full year ended<br>31 March   |                               |
|--|-------------------------------|-------------------------------|
|  | <b>2024</b><br><b>S\$'000</b> | <b>2023</b><br><b>S\$'000</b> |
| <b>Cash flows from operating activities</b>  |                               |                               |
| Profit after tax   | 81,476                        | 38,760                        |
| Adjustments for:   |                               |                               |
| Income tax expense   | 18,417                        | 29,249                        |
| Impairment loss on / (Reversal of) trade and other receivables                           | 1,913                         | (131)                         |
| Amortisation of contract liabilities   | (8,639)                       | (7,925)                       |
| Amortisation of intangible assets  | 7,083                         | 7,641                         |
| Depreciation   | 73,965                        | 74,929                        |
| Fair value loss on put option redemption liabilities                                     | 2,592                         | 21,719                        |
| Fair value gain on investment properties   | (38,442)                      | (18,565)                      |
| Gain on derecognition of right-of-use assets and lease liabilities                       | (27)                          | -                             |
| (Gain) / Loss on disposal of property, plant and equipment                               | (2,284)                       | 227                           |
| Gain on sale of assets held for sale   | (900)                         | -                             |
| Gain on disposal of an associated company  | -                             | (99)                          |
| Net gain on disposal / liquidation of subsidiaries                                       | -                             | (448)                         |
| Recognition / (Reversal) of share-based staff costs                                      | 7,392                         | (440)                         |
| Finance expenses   | 30,367                        | 19,623                        |
| Interest income  | (11,514)                      | (7,500)                       |
| Fair value gain on contingent consideration  | (1,106)                       | (1,284)                       |
| Impairment of property, plant and equipment  | -                             | 1,441                         |
| Reversal of impairment in an associated company  | (2,762)                       | -                             |
| Loss on deemed disposal / divestment of an associated company and a joint venture        | 147                           | -                             |
| Impairment of loans to associated companies  | -                             | (525)                         |
| Share of loss / (profit) of associated companies and joint venture                       | 1,543                         | (23)                          |
|  | <b>77,745</b>                 | <b>117,889</b>                |
| <b>Operating cash flow before working capital changes</b>                                | <b>159,221</b>                | <b>156,649</b>                |
| Changes in working capital, net of effects from acquisition and disposal of subsidiaries |                               |                               |
| Inventories  | 654                           | 10                            |
| Trade and other receivables  | (3,941)                       | 20,832                        |
| Trade and other payables   | (30,801)                      | (29,397)                      |
| Contract liabilities   | (793)                         | 348                           |
| <b>Cash generated from operations</b>  | <b>124,340</b>                | <b>148,442</b>                |
| Income tax paid  | (30,952)                      | (32,786)                      |
| <b>Net cash provided by operating activities</b>   | <b>93,388</b>                 | <b>115,656</b>                |
| <b>Cash flows from investing activities</b>  |                               |                               |
| Acquisition of subsidiaries, net of cash acquired  | (97,730)                      | (7,982)                       |
| Contingent consideration paid in relation to acquisition of subsidiaries                 | (25,764)                      | (10,697)                      |
| Disposal / liquidation of subsidiaries, net of cash disposed                             | -                             | 418                           |
| Additions to property, plant and equipment and intangible assets                         | (55,210)                      | (28,429)                      |
| Dividends received from an associated company  | 293                           | -                             |
| Interest received  | 11,470                        | 6,614                         |
| Investment in a joint venture company  | -                             | (10)                          |
| Proceeds from disposal of an associated company  | -                             | 1,380                         |
| Proceeds from disposal of property, plant and equipment                                  | 8,434                         | 721                           |
| Proceeds on sale / maturity of financial assets  | -                             | 8,000                         |
| Proceeds from sale of assets held for sale   | 12,600                        | -                             |
| Repayment of loans by an associated company  | -                             | 2,803                         |
| <b>Net cash used in investing activities</b>   | <b>(145,907)</b>              | <b>(27,182)</b>               |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### CONDENSED INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS For the full year ended 31 March 2024

| <u>Group</u>  | Full year ended<br>31 March |                 |
|---|-----------------------------|-----------------|
|   | 2024<br>S\$'000             | 2023<br>S\$'000 |
| <b>Cash flows from financing activities</b>                   |                             |                 |
| Acquisition of additional interest in existing subsidiary     | (67,138)                    | (156,119)       |
| Distribution paid to perpetual securities                     | (10,875)                    | (8,194)         |
| Dividends paid to shareholders                                | (13,050)                    | (33,296)        |
| Dividends paid to non-controlling interests in subsidiaries   | (5,443)                     | (9,983)         |
| Finance expenses paid   | (29,609)                    | (21,899)        |
| Repayment of principal portion of lease liabilities           | (33,335)                    | (21,501)        |
| Proceeds from issuance of perpetual securities                | -                           | 248,972         |
| Proceeds from bank loans and notes                            | 228,518                     | 185,952         |
| Repayment of bank loans and notes                             | (35,507)                    | (57,148)        |
| <b>Net cash provided by financing activities</b>              | <b>33,561</b>               | <b>126,784</b>  |
| <b>Net (decrease) / increase in cash and cash equivalents</b> | <b>(18,958)</b>             | <b>215,258</b>  |
| Cash and cash equivalents at beginning of financial year      | 495,696                     | 280,438         |
| <b>Cash and cash equivalents at end of financial year</b>     | <b>476,738</b>              | <b>495,696</b>  |

#### Significant non-cash transaction

During the financial year ended 31 March 2024, the Group paid S\$1,707,965 under the 3rd Partial Award for the 1st Arbitration to the Claimant which is offset against the Claimant Loan. Refer to details in Note 24.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS

For the second half year and full year ended 31 March 2024

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#### 1. General information

Singapore Post Limited (the “Company”) is listed on the Singapore Exchange and incorporated and domiciled in Singapore. The address of its registered office and principal place of business is 10 Eunos Road 8, Singapore Post Centre, Singapore 408600.

The principal activities of the Company consist of the operation and provision of post & parcel, eCommerce logistics and property. Its subsidiaries are principally engaged in provision of delivery services and eCommerce logistics solutions, provision of integrated supply chain and distributions services, freight forwarding and investment holding.

#### 2. Material accounting policies

##### 2.1 Basis of preparation

The condensed interim financial statements for the second half year and full year ended 31 March 2024 have been prepared in accordance with Singapore Financial Reporting Standards (International) (“SFRS(I)”) 1-34 *Interim Financial Reporting* and International Accounting Standard 34 *Interim Financial Reporting* and should be read in conjunction with the Group’s audited financial statements as at and for the year ended 31 March 2023. SFRS(I)s are issued by the Accounting Standards Council and comprise standards and interpretations that are equivalent to International Financial Reporting Standards (“IFRS Accounting Standards”) as issued by the International Accounting Standard Board. All references to SFRS(I)s and IFRS Accounting Standards are subsequently referred to as SFRS(I)s in these condensed interim financial statements unless otherwise stated.

The condensed interim financial statements do not include all the information required for a complete set of financial statements. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Group’s financial position and performance of the Group since the last annual financial statements for the year ended 31 March 2023.

The accounting policies applied are consistent with those disclosed in the Group’s financial statements as at and for the year ended 31 March 2023 which were prepared in accordance with SFRS(I)s, except for the below:

##### Cash flow hedges

The effective portion of changes in the fair value of derivatives and other qualifying hedging instruments that are designated and qualify as cash flow hedges is recognised in other comprehensive income and accumulated under the heading of hedging reserve, limited to the cumulative change in fair value of the hedged item from inception of the hedge. The gain or loss relating to the ineffective portion is recognised immediately in profit or loss, and is included in the ‘Exceptional items’ line item.

Amounts previously recognised in other comprehensive income and accumulated in equity are reclassified to profit or loss in the periods when the hedged item affects profit or loss, in the same line as the recognised hedged item. However, when the hedged forecast transaction results in the recognition of a non-financial asset or a non-financial liability, the gains and losses previously recognised in other comprehensive income and accumulated in equity are removed from equity and included in the initial measurement of the cost of the non-financial asset or non-financial liability. This transfer does not affect other comprehensive income. Furthermore, if the group expects that some or all of the loss accumulated in other comprehensive income will not be recovered in the future, that amount is immediately reclassified to profit or loss.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

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#### 2. Material accounting policies (continued)

##### 2.1 Basis of preparation (continued)

##### Cash flow hedges (continued)

The Group discontinues hedge accounting only when the hedging relationship (or a part thereof) ceases to meet the qualifying criteria (after rebalancing, if applicable). This includes instances when the hedging instrument expires or is sold, terminated or exercised. The discontinuation is accounted for prospectively. Any gain or loss recognised in other comprehensive income and accumulated in hedging reserve at that time remains in equity and is reclassified to profit or loss when the forecast transaction occurs. When a forecast transaction is no longer expected to occur, the gain or loss accumulated in the cash flow hedge reserve is reclassified immediately to profit or loss.

The Group adopted various new and amended pronouncements which are effective from 1 April 2023. The adoption of these new and amended pronouncements did not have a material effect on the condensed interim financial statements. For the full year ended 31 March 2024, the Group's exposure to Pillar Two income taxes is not material. Management has assessed and determined that the Group qualifies for the Transitional Country by Country Reporting ("CbCR") Safe Harbour in all its jurisdictions.

The condensed interim financial statements are presented in Singapore dollars, which is the Company's functional currency. All financial information has been rounded to the nearest thousand, unless otherwise stated.

##### 2.2 Critical accounting estimates, assumptions and judgements

In preparing the condensed interim financial statements, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

The significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as at and for the year ended 31 March 2023. In the current financial year, critical accounting estimates, assumptions and judgement were also applied in the accounting for the acquisition of M J Luff Pty Ltd through its subsidiary, FMH.

Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

#### 3. Seasonality

The Group's business experiences seasonality which is tied to holiday seasons and eCommerce promotions that could vary from market to market. However, on a Group basis, the performance in the first half of the financial year when compared to the second half of the financial year is not significantly different. This is because the differences between the two periods in the various markets broadly even out on a Group basis.

# SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

### 4. Revenue

Revenue from external customers is derived from the provision of mail, logistics solutions, agency and financial services and front-end ecommerce solutions.

|                 | Group                              |                 |                             |                 |
|-----------------|------------------------------------|-----------------|-----------------------------|-----------------|
|                 | Second half year ended<br>31 March |                 | Full year ended<br>31 March |                 |
|                 | 2024<br>S\$'000                    | 2023<br>S\$'000 | 2024<br>S\$'000             | 2023<br>S\$'000 |
| Post and Parcel | 259,640                            | 252,542         | 499,440                     | 508,718         |
| Logistics       | 570,904                            | 637,128         | 1,131,263                   | 1,313,027       |
| Property        | 28,909                             | 23,710          | 56,040                      | 50,514          |
|                 | <b>859,453</b>                     | 913,380         | <b>1,686,743</b>            | 1,872,259       |

A disaggregation of the Group's revenue is as follows:

|           | Group  |                                |                  |  |                                |                  |
|-----------|--|--------------------------------|------------------|--|--------------------------------|------------------|
|           | Second half year ended 31 March                    |                                |                  |  |                                |                  |
|           | 2024   |                                |                  | 2023   |                                |                  |
|           | Revenue<br>from<br>services<br>rendered<br>S\$'000 | Sale of<br>products<br>S\$'000 | Total<br>S\$'000 | Revenue<br>from<br>services<br>rendered<br>S\$'000 | Sale of<br>products<br>S\$'000 | Total<br>S\$'000 |
| Post and  | 259,155  | 485                            | 259,640          | 251,904  | 638                            | 252,542          |
| Logistics | 570,904  | -                              | 570,904          | 637,128  | -                              | 637,128          |
| Property  | 28,909   | -                              | 28,909           | 23,710   | -                              | 23,710           |
|           | <b>858,968</b>                                     | <b>485</b>                     | <b>859,453</b>   | 912,742  | 638                            | 913,380          |

#### Timing of revenue recognition in respect of revenue from contracts with customers

|               |                |            |                |         |     |         |
|---------------|----------------|------------|----------------|---------|-----|---------|
| At a point in | 3,572          | 485        | 4,057          | 4,194   | 638 | 4,832   |
| Over time     | 833,235        | -          | 833,235        | 890,384 | -   | 890,384 |
|               | <b>836,807</b> | <b>485</b> | <b>837,292</b> | 894,578 | 638 | 895,216 |

|                 | Group  |                                |                  |  |                                |                  |
|-----------------|--|--------------------------------|------------------|--|--------------------------------|------------------|
|                 | Full year ended 31 March                           |                                |                  |  |                                |                  |
|                 | 2024   |                                |                  | 2023   |                                |                  |
|                 | Revenue<br>from<br>services<br>rendered<br>S\$'000 | Sale of<br>products<br>S\$'000 | Total<br>S\$'000 | Revenue<br>from<br>services<br>rendered<br>S\$'000 | Sale of<br>products<br>S\$'000 | Total<br>S\$'000 |
| Post and Parcel | 498,486  | 954                            | 499,440          | 507,454  | 1,264                          | 508,718          |
| Logistics       | 1,131,263  | -                              | 1,131,263        | 1,313,02   | -                              | 1,313,02         |
| Property        | 56,040   | -                              | 56,040           | 50,514   | -                              | 50,514           |
|                 | <b>1,685,789</b>                                   | <b>954</b>                     | <b>1,686,743</b> | 1,870,99   | 1,264                          | 1,872,25         |

#### Timing of revenue recognition in respect of revenue from contracts with customers <sup>(1)</sup>

|               |                  |            |                  |          |       |          |
|---------------|------------------|------------|------------------|----------|-------|----------|
| At a point in | 7,293            | 954        | 8,247            | 9,328    | 1,264 | 10,592   |
| Over time     | 1,635,496        | -          | 1,635,496        | 1,822,21 | -     | 1,822,21 |
|               | <b>1,642,789</b> | <b>954</b> | <b>1,643,743</b> | 1,831,54 | 1,264 | 1,832,80 |

<sup>(1)</sup> These disclosures under SFRS(I) 15 are not applicable to revenue from lease contracts amounting to S\$43,000,000 (2023: S\$39,452,000).

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 5. Exceptional items

|  | Group                              |                 |                             |                 |
|--|------------------------------------|-----------------|-----------------------------|-----------------|
|  | Second half year ended<br>31 March |                 | Full year ended<br>31 March |                 |
|  | 2024<br>S\$'000                    | 2023<br>S\$'000 | 2024<br>S\$'000             | 2023<br>S\$'000 |
| Disposals:   |                                    |                 |                             |                 |
| - Gain / (loss) on disposal of property, plant<br>equipment  | 2,139                              | (92)            | 2,284                       | (227)           |
| - Gain on disposal of assets held for sale   | -                                  | -               | 900                         | -               |
| - Gain on disposal of an associated company  | -                                  | -               | -                           | 99              |
| - Net gain on disposal / liquidation<br>of subsidiaries  | -                                  | -               | -                           | 448             |
| Acquisitions:  |                                    |                 |                             |                 |
| - Gain on contingent consideration   | 1,136                              | 1,284           | 1,106                       | 1,284           |
| Fair value gain / (loss):  |                                    |                 |                             |                 |
| - Investment properties (Note 13)  | 38,442                             | 18,565          | 38,442                      | 18,565          |
| - Derivative instruments for hedging   | -                                  | (282)           | -                           | (282)           |
| - Put option redemption liabilities <sup>(1)</sup>   | 596                                | (707)           | (2,592)                     | (21,719)        |
| Reversal of impairment charges /<br>(Impairment charges) <sup>(2)</sup> :                              |                                    |                 |                             |                 |
| - Property, plant and equipment  | -                                  | (425)           | -                           | (1,441)         |
| - Associated company   | 2,762                              | -               | 2,762                       | -               |
| - Loans to associated companies  | -                                  | -               | -                           | 525             |
| Loss on deemed disposal / divestment of<br>investments in an associated company<br>and a joint venture | (147)                              | -               | (147)                       | -               |
| M&A related expenses   | (6,102)                            | (2,079)         | (5,922)                     | (3,399)         |
| Restructuring of operations  | -                                  | -               | -                           | (1,558)         |
|  | <b>38,826</b>                      | <b>16,264</b>   | <b>36,833</b>               | <b>(7,705)</b>  |

<sup>(1)</sup> For the financial year ended 31 March 2024, the Group completed the acquisition of the remaining 12% equity interest in Freight Management Holdings Pty Limited ("FMH") through exercising of put options written with non-controlling shareholders. The fair value loss of the put option redemption liability of S\$1.5 million was included as part of the S\$2.6 million loss above and arose from the fair value movement of this liability from 1 April 2023 to 30 June 2023.

For the financial year ended 31 March 2023, the Group completed its acquisition of additional 37% equity interest in FMH through exercising of a put option written with the non-controlling shareholder. The fair value loss of put option redemption liability of S\$22.9 million was included as part of the \$21.7 million loss above (offset by a separate fair value gain) and arose from the fair value movement of this liability from 1 April 2022 to 31 March 2023.

Further details on the acquisitions are included in the announcements dated 30 November 2021, 14 March 2022, 2 December 2022, 11 January 2023, 30 March 2023, 31 March 2023, 28 November 2023 and 6 December 2023.

<sup>(2)</sup> Total reversal of impairment charges amounted to S\$2,762,000 (2023: impairment charge of S\$916,000).

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 6. Profit before tax

Other than as disclosed elsewhere in these condensed interim financial statements, profit before tax for the period has been arrived at after charging/(crediting) the following:

|   | <u>Group</u>           |         |                 |         |
|---|------------------------|---------|-----------------|---------|
|   | Second half year ended |         | Full year ended |         |
|   | 31 March               |         | 31 March        |         |
|   | <b>2024</b>            | 2023    | <b>2024</b>     | 2023    |
|   | <b>S\$'000</b>         | S\$'000 | <b>S\$'000</b>  | S\$'000 |
| Depreciation of property, plant and equipment                   | <b>17,899</b>          | 20,289  | <b>41,096</b>   | 40,970  |
| Depreciation of right-of-use assets                             | <b>19,276</b>          | 18,754  | <b>32,869</b>   | 33,959  |
| Amortisation of intangible assets                               | <b>4,595</b>           | 3,153   | <b>7,083</b>    | 7,641   |
| Interest expense:   |                        |         |                 |         |
| - Fixed rate notes  | <b>4,790</b>           | 4,764   | <b>9,581</b>    | 9,555   |
| - Bank borrowings   | <b>7,908</b>           | 2,274   | <b>14,093</b>   | 4,740   |
| - Lease liabilities   | <b>2,674</b>           | 2,159   | <b>5,751</b>    | 4,031   |
| - Significant financing component from contracts with customers | <b>174</b>             | 321     | <b>422</b>      | 717     |
| Other borrowing costs   | <b>278</b>             | 234     | <b>520</b>      | 580     |
| Currency exchange (gains) / losses - net                        | <b>(255)</b>           | 2,350   | <b>(2,196)</b>  | 5,184   |

#### 7. Income tax expense

|   | <u>Group</u>           |         |                 |         |
|---|------------------------|---------|-----------------|---------|
|   | Second half year ended |         | Full year ended |         |
|   | 31 March               |         | 31 March        |         |
|   | <b>2024</b>            | 2023    | <b>2024</b>     | 2023    |
|   | <b>S\$'000</b>         | S\$'000 | <b>S\$'000</b>  | S\$'000 |
| Tax expense / (benefit) attributable to profit is made up of: |                        |         |                 |         |
| - Current income tax  | <b>8,811</b>           | 22,575  | <b>20,580</b>   | 32,768  |
| - Deferred income tax   | <b>4,584</b>           | (3,587) | <b>2,619</b>    | (3,048) |
|   | <b>13,395</b>          | 18,988  | <b>23,199</b>   | 29,720  |
| Under / (Over) provision in preceding financial periods:      |                        |         |                 |         |
| - Current income tax  | <b>11</b>              | (177)   | <b>(4,095)</b>  | (1,612) |
| - Deferred income tax   | <b>(687)</b>           | 1,141   | <b>(687)</b>    | 1,141   |
|   | <b>12,719</b>          | 19,952  | <b>18,417</b>   | 29,249  |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 8. Earnings per share

##### (a) Basic earnings per share

Basic earnings per share is calculated by dividing the net profit attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding, excluding treasury shares, during the financial period.

|  | Group                              |           |                             |           |
|--|------------------------------------|-----------|-----------------------------|-----------|
|  | Second half year ended<br>31 March | 2023      | Full year ended<br>31 March | 2023      |
| Net profit attributable to equity holders of the Company (S\$'000)                         | <b>66,883</b>                      | 34,583    | <b>78,333</b>               | 24,679    |
| Less: Net profit attributable to perpetual securities holders of the Company (S\$'000)     | <b>(5,453)</b>                     | (5,423)   | <b>(10,905)</b>             | (10,726)  |
| Net profit attributable to ordinary shareholders of the Company (S\$'000)                  | <b>61,430</b>                      | 29,160    | <b>67,428</b>               | 13,953    |
| Weighted average number of ordinary shares outstanding for basic earnings per share ('000) | <b>2,249,953</b>                   | 2,249,740 | <b>2,249,917</b>            | 2,249,700 |
| Basic earnings per share (cents per share)   |                                    |           |                             |           |
| - Excluding distribution to perpetual securities holders                                   | <b>2.73</b>                        | 1.30      | <b>3.00</b>                 | 0.62      |
| - Including distribution to perpetual securities holders                                   | <b>2.97</b>                        | 1.54      | <b>3.48</b>                 | 1.10      |

##### (b) Diluted earnings per share

For the purpose of calculating diluted earnings per share, profit attributable to ordinary shareholders of the Company and the weighted average number of ordinary shares outstanding, excluding treasury shares, are adjusted for the effects of all dilutive potential ordinary shares. The Company's dilutive potential ordinary shares are in the form of share options.

For share options, the weighted average number of shares on issue has been adjusted as if all dilutive share options were exercised. The number of shares that could have been issued upon the exercise of all dilutive share options less the number of shares that could have been issued at fair value (determined as the Company's average share price for the financial period) for the same total proceeds is added to the denominator as the number of shares issued for no consideration. No adjustment is made to the net profit.

There is no dilution of earnings per share for the second half years and financial years ended 31 March 2024 and 2023.



**SINGAPORE POST LIMITED AND ITS SUBSIDIARIES**

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**For the second half year and full year ended 31 March 2024**

**9. Net asset value**

|   | <u>Group</u>     |           | <u>Company</u>   |           |
|---|------------------|-----------|------------------|-----------|
|   | <b>As at</b>     | As at     | <b>As at</b>     | As at     |
|   | <b>31 Mar 24</b> | 31 Mar 23 | <b>31 Mar 24</b> | 31 Mar 23 |
| Net asset value per ordinary share (cents)                | <b>61.49</b>     | 61.42     | <b>55.30</b>     | 53.71     |
| Ordinary equity <sup>(1)</sup> per ordinary share (cents) | <b>50.31</b>     | 50.24     | <b>55.30</b>     | 53.71     |

<sup>(1)</sup> Total equity excluding non-controlling interests and perpetual securities.

**10. Derivative financial instruments**

|  | <u>Group</u>     |           | <u>Company</u>   |           |
|--|------------------|-----------|------------------|-----------|
|  | <b>As at</b>     | As at     | <b>As at</b>     | As at     |
|  | <b>31 Mar 24</b> | 31 Mar 23 | <b>31 Mar 24</b> | 31 Mar 23 |
|  | <b>S\$'000</b>   | S\$'000   | <b>S\$'000</b>   | S\$'000   |
| <u>Current assets</u>                                |                  |           |                  |           |
| <b>Other non-hedging derivatives</b>                 |                  |           |                  |           |
| Currency forwards                                    | <b>402</b>       | 372       | <b>402</b>       | 372       |
| <u>Non-current assets</u>                            |                  |           |                  |           |
| <b>Hedge instrument relating to cash flow hedge</b>  |                  |           |                  |           |
| Interest rate swap                                   | <b>1,480</b>     | -         | -                | -         |
| <b>Hedge instrument relating to fair value hedge</b> |                  |           |                  |           |
| Equity option (Note 12)                              | <b>12,526</b>    | 56,879    | -                | -         |
|  | <b>14,006</b>    | 56,879    | -                | -         |
|  | <b>14,408</b>    | 57,251    | <b>402</b>       | 372       |
| <u>Current liabilities</u>                           |                  |           |                  |           |
| <b>Other non-hedging derivatives</b>                 |                  |           |                  |           |
| Interest rate swap                                   | -                | 281       | -                | -         |
| Currency forwards                                    | <b>105</b>       | 1,132     | <b>105</b>       | 1,132     |
|  | <b>105</b>       | 1,413     | <b>105</b>       | 1,132     |
| <u>Non-current liabilities</u>                       |                  |           |                  |           |
| <b>Hedge instrument relating to cash flow hedge</b>  |                  |           |                  |           |
| Interest rate swap                                   | <b>1,846</b>     | -         | -                | -         |
|  | <b>1,951</b>     | 1,413     | <b>105</b>       | 1,132     |

The Group has equity option over its investment in Shenzhen 4PX Information Technology Co., Limited ("4PX") classified as hedging instruments relating to fair value hedge amounting to S\$12.5 million (2023: S\$56.9 million) which hedges the fair value changes arising from the financial assets designated at FVTOCI (Note 12). During the financial year ended 31 March 2024, the fair value loss arising from the hedging instrument is S\$44.4 million (2023: fair value gain of S\$56.9 million).

The option exercise period, valid till June 2025 coincides with various contingent events relating to the loan capitalisation exercise. The fair value of the hedge is derived using the discounted cash flow approach and incorporates the probability of the various contingent events that affect the exercise of the options, including the completion of the loan capitalisation exercise that is closely related to the term of the options; such probabilities are considered as key management judgement and key sources of estimation uncertainty. It is expected that the value of the equity option and the value of 4PX will change in the opposite direction in response to movements in the underlying fair value of the company.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 11. Assets classified as held for sale

As at 31 March 2023, the Group and Company had a property over which land had been gazetted for compulsory acquisition by the Singapore government. The major classes of assets comprising the “non-current assets held for sale” were as follows:

|   | <u>Group</u><br>As at<br>31 March 23<br>S\$'000 |
|---|---|
| <b>Assets classified as held for sale</b> |   |
| Investment properties                     | 10,914  |
| Property, plant and equipment             | 786   |
|   | <u>11,700</u>                                   |

The disposal was completed on 30 June 2023 and a gain on disposal of assets held for sale of S\$0.9 million was recognised in ‘Exceptional items’ (Note 5). The assets classified as held for sale were included in Property segment for the purpose of segmental reporting.

#### 12. Financial assets

|  |      | <u>Group</u><br>As at<br>31 Mar 24<br>S\$'000 | As at<br>31 Mar 23<br>S\$'000 |
|--|------|---|-------------------------------|
| <i>Financial assets designated as FVTOCI</i> |      |   |                               |
| - Equity investments – quoted                | (i)  | 9,266   | -                             |
| - Equity investments – unquoted              | (ii) | 79,304  | 42,076                        |
|  |      | <u>88,570</u>                                 | <u>42,076</u>                 |

(i) During the financial year ended 31 March 2024, the Group lost its significant influence over a former associated company, Efficient E-Solutions Berhad. The retained interest is measured at fair value and accounted for as an equity investment measured at FVTOCI amounting to S\$9.3 million, and is classified within Level 1 of the fair value hierarchy. During the financial year ended 31 March 2024, the fair value gain recognised within other comprehensive income was S\$0.8 million.

(ii) The Group carries an investment in Shenzhen 4PX classified as an equity investment designated at FVTOCI amounting to S\$79.1 million (2023: S\$41.9 million) for which fair value hedge accounting (Note 10) has been applied.

The valuation of 4PX is determined based on Enterprise Value / Revenue multiples of selected comparable companies at the end of the reporting period. The inputs to the valuation model are derived from market observable data where possible, including but not limited to financial data of selected public companies in logistics services, freight management, supply chain management and e-commerce, but where this is not feasible, a degree of judgement is required to establish fair value.

During the financial year ended 31 March 2024, the fair value gain recognised within other comprehensive income was S\$37.3 million (2023: fair value loss of S\$48.5 million).

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 13. Investment properties

|   | <u>Group</u>                           |                               | <u>Company</u>                         |                               |
|---|--|-------------------------------|--|-------------------------------|
|   | <b>As at<br/>31 Mar 24<br/>S\$'000</b> | As at<br>31 Mar 23<br>S\$'000 | <b>As at<br/>31 Mar 24<br/>S\$'000</b> | As at<br>31 Mar 23<br>S\$'000 |
| Beginning of financial year   | <b>965,771</b>                         | 956,610                       | <b>953,033</b>                         | 945,274                       |
| Reclassification (to) / from<br>property, plant and equipment (net) | <b>(1,872)</b>                         | 1,353                         | <b>(7,708)</b>                         | 52                            |
| Reclassification from right-of-use assets                           | -                                      | 157                           | -                                      | -                             |
| Reclassification to held for sale (Note 11)                         | -                                      | (10,914)                      | -                                      | (10,914)                      |
| Fair value gain recognised in profit or loss                        | <b>38,442</b>                          | 18,565                        | <b>38,320</b>                          | 18,621                        |
| End of financial year   | <b>1,002,341</b>                       | 965,771                       | <b>983,645</b>                         | 953,033                       |

| <u>Group</u>   | <u>Fair value measurements using</u>  |  |  |
|--|---|--|--|
|  | <u>Quoted prices in<br/>active markets for<br/>identical<br/>assets<br/>(Level 1)<br/>S\$'000</u> | <u>Significant<br/>other observable<br/>inputs<br/>(Level 2)<br/>S\$'000</u> | <u>Significant<br/>unobservable<br/>inputs<br/>(Level 3)<br/>S\$'000</u> |
| <b>As at 31 March 2024</b>                           |   |  |  |
| - Commercial and retail /<br>warehousing – Singapore | -   | <b>2,636</b>   | <b>999,705</b>   |
| <b>As at 31 March 2023</b>                           |   |  |  |
| - Commercial and retail /<br>warehousing – Singapore | -   | <b>2,484</b>   | <b>963,287</b>   |

There were no transfers in or out of fair value hierarchy levels.

#### Valuation techniques and processes

Level 2 fair values of the Group's properties have been derived using the sales comparison approach.

Level 3 fair values have been generally derived using capitalisation/income approach, discounted cash flow approach and sales comparison approach.

#### 14. Property, plant and equipment

During the full year ended 31 March 2024,

- The Group acquired assets amounting to S\$50,478,000 (2023: S\$24,011,000) and disposed assets amounting to S\$6,150,000 (2023: S\$948,000).
- The Company acquired assets amounting to S\$26,364,000 (2023: S\$8,750,000) and disposed assets amounting to S\$3,204,000 (2023: S\$526,000).

As at 31 March 2024, commitments for the purchase of property, plant and equipment amount to S\$22,402,000 (2023: S\$15,334,000) and S\$2,728,000 (2023: S\$6,189,000) for the Group and Company respectively.

**SINGAPORE POST LIMITED AND ITS SUBSIDIARIES**

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**For the second half year and full year ended 31 March 2024**

**15. Intangible assets**

|                           | <u>Group</u><br>As at<br>31 Mar 24<br>S\$'000 | As at<br>31 Mar 23<br>S\$'000 |
|---------------------------|---|-------------------------------|
| Goodwill on acquisitions  | 492,466                                       | 415,659                       |
| Customer relationships    | 47,197  | 21,258                        |
| Acquired software license | 24,743  | 15,309                        |
| Trademarked brands        | 71,856  | 48,732                        |
|                           | <b>636,262</b>                                | <b>500,958</b>                |

**16. Borrowings**

|                          | <u>Group</u><br>As at<br>31 Mar 24<br>S\$'000 | As at<br>31 Mar 23<br>S\$'000 |
|--------------------------|---|-------------------------------|
| <u>Current</u>           |   |                               |
| - Borrowings (secured)   | 10,319  | 1,370                         |
| <u>Non-current</u>       |   |                               |
| - Borrowings (secured)   | 150,128                                       | 39,809                        |
| - Borrowings (unsecured) | 666,686                                       | 583,211                       |
|                          | <b>816,814</b>                                | <b>623,020</b>                |
| Total borrowings         | <b>827,133</b>                                | <b>624,390</b>                |

As at 31 March 2024, secured borrowings comprise external bank loans and are generally secured over the following:

- a) trade receivables with carrying amount of S\$106.1 million.
- b) property, plant and equipment with carrying amount of S\$105.6 million.
- c) a general security containing first fixed and floating charges over all assets and undertakings of Freight Management Holdings Pty Ltd and its subsidiaries.
- d) charge of all the subsidiaries' shares held by Freight Management Holdings Pty Ltd and its subsidiaries.

As at 31 March 2023, secured borrowings comprise external bank loans and are generally secured over the following:

- a) trade receivables with carrying amount of S\$75.5 million.
- b) property, plant and equipment with carrying amount of S\$36.2 million.

As at 31 March 2024, the Group's unsecured borrowings consist of S\$250 million 10-year Notes, S\$100 million 5-year Notes and A\$362.1 million (S\$318.5 million) 5-year term loan facilities.

As at 31 March 2023, the Group's unsecured borrowings consist of S\$250 million 10-year Notes, S\$100 million 5-year Notes, A\$264.4 million (S\$235.2 million) 5-year term loan facility and short-term loan of S\$50.0 million.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 16. Borrowings (continued)

##### Fair value of non-current borrowings

|                          | <u>Group</u>                           |                               |
|--------------------------|--|-------------------------------|
|                          | <b>As at<br/>31 Mar 24<br/>S\$'000</b> | As at<br>31 Mar 23<br>S\$'000 |
| <u>Non-current</u>       |  |                               |
| - Borrowings (secured)   | 150,128                                | 39,809                        |
| - Borrowings (unsecured) | 647,991                                | 551,912                       |
|                          | <b>798,119</b>                         | <b>591,721</b>                |

The fair value of the Notes above is determined based on the over-the-counter quoted price.

The fair value of external bank loans is computed based on cash flows discounted at market borrowing rates. The fair value is classified within Level 2 of the fair value hierarchy.

#### 17. Share capital and treasury shares

|                                | <u>Number of ordinary shares</u>         |                                     | <u>Amount</u>                        |  |
|--------------------------------|--|-------------------------------------|--------------------------------------|--|
|                                | <u>Issued share<br/>capital<br/>'000</u> | <u>Treasury<br/>shares<br/>'000</u> | <u>Share<br/>capital<br/>S\$'000</u> | <u>Treasury<br/>shares<br/>S\$'000</u> |
| <u>Group and Company</u>       |  |                                     |                                      |  |
| As at 1 April 2023             | 2,275,089                                | (25,350)                            | 638,762                              | (29,516)                               |
| Issuance of shares to employee | -  | 213                                 | -                                    | 273                                    |
| As at 31 March 2024            | <b>2,275,089</b>                         | <b>(25,137)</b>                     | <b>638,762</b>                       | <b>(29,243)</b>                        |
| As at 1 April 2022             | 2,275,089                                | (25,512)                            | 638,762                              | (29,724)                               |
| Issuance of shares to employee | -  | 162                                 | -                                    | 208                                    |
| As at 31 March 2023            | <b>2,275,089</b>                         | <b>(25,350)</b>                     | <b>638,762</b>                       | <b>(29,516)</b>                        |

All issued ordinary shares are fully paid. There is no par value for these ordinary shares.

##### Treasury shares

During the financial year ended 31 March 2024, 213,000 treasury shares (2023:162,000) amounting to S\$273,000 (2023: S\$208,000) were reissued.

##### Share options

During the financial years ended 31 March 2024 and 2023, no share was issued under the Singapore Post Share Option Scheme.

As at 31 March 2024, there were unexercised options for 2,163,000 (2023: 3,253,000) unissued ordinary shares under the Singapore Post Share Option Scheme (including Performance Option Plan but excluding Restricted Share Plan) and vested shares for 11,674,843 (2023: 8,129,828) unissued ordinary shares under the Restricted Share Plan.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

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#### 18. Perpetual securities

On 6 April 2022, a wholly owned subsidiary of the Group issued SGD Subordinated Perpetual Securities with an aggregate principal amount of S\$250,000,000 ("Perpetual Securities 2022") under the S\$1 billion Multicurrency Debt Issuance Programme which is guaranteed by the Company. Incremental costs incurred amounting to S\$1,028,000 were recognised in equity as a deduction from proceeds. Perpetual Securities 2022 bear distributions at a rate of 4.35% per annum up to 6 July 2027, payable semi-annually. The distribution rate will be reset every 5 years starting 6 July 2027.

Subject to the relevant terms and conditions in the offering memorandum, the Group and Company may elect to defer making distributions on the perpetual securities, and is not subject to any limits as to the number of times a distribution can be deferred.

As a result, the Group and Company are considered to have no contractual obligations to repay its principal or to pay any distributions and the perpetual securities do not meet the definition for classification as a financial liability under SFRS(I) 1-32 *Financial Instruments: Presentation*. The whole instrument is presented within equity, and distributions are treated as dividends.

During the financial year, distributions to perpetual securities holders amounted to S\$10,905,000 (2023: S\$10,726,000).

#### 19. Dividends

|   | <u>Group and Company</u><br>Full year ended<br>31 March |         |
|---|---|---------|
|   | <b>2024</b>   | 2023    |
|   | <b>S\$'000</b>  | S\$'000 |
| <i>Ordinary dividends paid</i>  |   |         |
| Final exempt (one-tier) dividend paid in respect of the previous financial year of 0.4 cents per share (2023: 1.3 cents)                      | <b>9,000</b>  | 29,247  |
| Interim exempt (one-tier) dividend paid in respect of the first half of the current financial year of 0.18 cents per share (2023: 0.18 cents) | <b>4,050</b>  | 4,049   |
|   | <b>13,050</b>   | 33,296  |

#### Final dividend

The Board is recommending a final exempt (one-tier) dividend of 0.56 cents per ordinary share amounting to S\$12.6 million for the financial year ended 31 March 2024. Including the interim dividend of 0.18 cents per share paid out in November 2023, total dividend would amount to 0.74 cents per share, or approximately 40% of the underlying net profit.

The proposed final dividend is subject to the approval of shareholders at the 32nd Annual General Meeting to be duly convened. The date payable and record date of the final dividend will be announced at a later date. These condensed interim financial statements do not reflect this dividend, which will be accounted for in shareholders' equity as an appropriation of retained earnings in the financial year ending 31 March 2025.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 20. Fair value measurement

The following table presents financial assets and liabilities measured at fair value and classified by level of the following fair value measurement hierarchy:

- quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1);
- inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices) (Level 2); and
- inputs for the asset or liability that are not based on observable market data (unobservable inputs) (Level 3).

| <u>Group</u>                             | <u>Level 1</u><br>S\$'000 | <u>Level 2</u><br>S\$'000 | <u>Level 3</u><br>S\$'000 | <u>Total</u><br>S\$'000 |
|--|---------------------------|---------------------------|---------------------------|-------------------------|
| <b>As at 31 March 2024</b>               |                           |                           |                           |                         |
| <b>Assets</b>                            |                           |                           |                           |                         |
| Financial assets designated<br>at FVTOCI | 9,266                     | -                         | 79,304                    | 88,570                  |
| Derivative financial instruments         | -                         | 1,882                     | 12,526                    | 14,408                  |
| <b>Liabilities</b>                       |                           |                           |                           |                         |
| Derivative financial instruments         | -                         | 1,951                     | -                         | 1,951                   |
| Contingent consideration payable         | -                         | -                         | 13,196                    | 13,196                  |
| Put option redemption liability          | -                         | -                         | 7,723                     | 7,723                   |
| <b>As at 31 March 2023</b>               |                           |                           |                           |                         |
| <b>Assets</b>                            |                           |                           |                           |                         |
| Financial assets designated<br>at FVTOCI | -                         | -                         | 42,076                    | 42,076                  |
| Derivative financial instruments         | -                         | 372                       | 56,879                    | 57,251                  |
| <b>Liabilities</b>                       |                           |                           |                           |                         |
| Derivative financial instruments         | -                         | 1,413                     | -                         | 1,413                   |
| Contingent consideration payable         | -                         | -                         | 27,063                    | 27,063                  |
| Put option redemption liability          | -                         | -                         | 72,827                    | 72,827                  |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 20. Fair value measurement (continued)

|                                  | <u>Level 1</u><br>S\$'000 | <u>Level 2</u><br>S\$'000 | <u>Level 3</u><br>S\$'000 | <u>Total</u><br>S\$'000 |
|----------------------------------|---------------------------|---------------------------|---------------------------|-------------------------|
| <u>Company</u>                   |                           |                           |                           |                         |
| <b>As at 31 March 2024</b>       |                           |                           |                           |                         |
| <b>Assets</b>                    |                           |                           |                           |                         |
| Derivative financial instruments | -                         | <b>402</b>                | -                         | <b>402</b>              |
| <b>Liabilities</b>               |                           |                           |                           |                         |
| Derivative financial instruments | -                         | <b>105</b>                | -                         | <b>105</b>              |
| <b>As at 31 March 2023</b>       |                           |                           |                           |                         |
| <b>Assets</b>                    |                           |                           |                           |                         |
| Derivative financial instruments | -                         | 372                       | -                         | 372                     |
| <b>Liabilities</b>               |                           |                           |                           |                         |
| Derivative financial instruments | -                         | 1,132                     | -                         | 1,132                   |

There were no transfers between Levels 1, 2 and 3 during the full years ended 31 March 2024 and 2023.

#### 21. Related party transactions

The Group had the following significant transactions with its related parties at terms agreed between the parties:

##### Sales and purchases of goods and services

|   | <u>Group</u>                       |         |                               |          |
|---|------------------------------------|---------|-------------------------------|----------|
|   | Second half year ended<br>31 March | 2023    | Full year ended<br>31 March   | 2023     |
|   | <b>2024</b><br><b>S\$'000</b>      | S\$'000 | <b>2024</b><br><b>S\$'000</b> | S\$'000  |
| Services received from associated companies                           | <b>(301)</b>                       | (4,069) | <b>(866)</b>                  | (6,765)  |
| Services rendered to related companies of a substantial shareholder   | <b>8,945</b>                       | 6,066   | <b>15,352</b>                 | 11,974   |
| Sale of property, plant and equipment to a substantial shareholder    | <b>4,500</b>                       | -       | <b>4,500</b>                  | -        |
| Services received from related companies of a substantial shareholder | <b>(8,904)</b>                     | (9,518) | <b>(14,928)</b>               | (14,526) |
| Interest received from loans to associated companies                  | -                                  | -       | -                             | 17       |

During the full year ended 31 March 2024, the Company made payments on behalf of subsidiaries totaling S\$1.0 million (2023: S\$2.0 million) which were subsequently reimbursed.



## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 22. Segment information

Management has determined the operating segments based on the reports reviewed by the Group Chief Executive Officer and Group Chief Financial Officer (“Chief Operating Decision Maker” or “CODM”) that are used to make strategic decisions.

SingPost Group classifies the reporting of business units into three key business segments, namely Post and Parcel, Logistics and Property.

- **Post and Parcel** segment comprises the core postal and parcel delivery business of the Group. This includes Domestic post and parcels, International post and parcels, as well as products and services transacted at the post offices.
- **Logistics** segment comprises the logistics businesses of the Group. The services are divided into Freight forwarding and eCommerce logistics, which includes front-end related eCommerce solutions, warehousing, fulfilment, delivery and other value-added services in Asia Pacific.
- **Property** segment includes the provision of commercial property rental, as well as the self-storage business.

**All other segments** comprising of unallocated corporate overhead items are categorised as Others.

#### (a) Segment revenues and results

The following is an analysis of the Group’s revenues and results by reportable segments that were provided to the CODM for the second half years and full years ended 31 March 2024 and 2023.

| <u>Group</u>  | Post and       |                  | <u>Property</u> | <u>Eliminations</u> | <u>Total</u>   | All other       | <u>Total</u>   |
|---|----------------|------------------|-----------------|---------------------|----------------|-----------------|----------------|
|   | <u>Parcel</u>  | <u>Logistics</u> |                 |                     |                |                 |                |
|   | S\$'000        | S\$'000          | S\$'000         | S\$'000             | S\$'000        | S\$'000         | S\$'000        |
| <b>Second half<br/>year ended<br/>31 March 2024</b> |                |                  |                 |                     |                |                 |                |
| <b>Revenue:</b>                                     |                |                  |                 |                     |                |                 |                |
| - External  | 259,640        | 570,904          | 28,909          | -                   | 859,453        | -               | 859,453        |
| - Inter-segment                                     | 8,399          | 28,053           | 10,805          | (47,257)            | -              | -               | -              |
|   | <u>268,039</u> | <u>598,957</u>   | <u>39,714</u>   | <u>(47,257)</u>     | <u>859,453</u> | -               | <u>859,453</u> |
| <b>Operating profit/(loss)</b>                      | <u>17,542</u>  | <u>33,814</u>    | <u>20,807</u>   | -                   | <u>72,163</u>  | <u>(18,649)</u> | <u>53,514</u>  |
| <b>Second half<br/>year ended<br/>31 March 2023</b> |                |                  |                 |                     |                |                 |                |
| <b>Revenue:</b>                                     |                |                  |                 |                     |                |                 |                |
| - External  | 252,542        | 637,128          | 23,710          | -                   | 913,380        | -               | 913,380        |
| - Inter-segment                                     | 7,068          | 4,381            | 13,825          | (25,274)            | -              | -               | -              |
|   | <u>259,610</u> | <u>641,509</u>   | <u>37,535</u>   | <u>(25,274)</u>     | <u>913,380</u> | -               | <u>913,380</u> |
| <b>Operating profit/(loss)</b>                      | <u>(3,830)</u> | <u>43,213</u>    | <u>21,382</u>   | -                   | <u>60,765</u>  | <u>(8,938)</u>  | <u>51,827</u>  |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 22. Segment information (continued)

##### (a) Segment revenues and results (continued)

| Group                          | Post and        |                  | Property      | Eliminations    | Total            | All other segments | Total            |
|--------------------------------|-----------------|------------------|---------------|-----------------|------------------|--------------------|------------------|
|                                | Parcel          | Logistics        |               |                 |                  |                    |                  |
| <b>Full year ended</b>         |                 |                  |               |                 |                  |                    |                  |
| <b>31 March 2024</b>           |                 |                  |               |                 |                  |                    |                  |
| <b>Revenue:</b>                |                 |                  |               |                 |                  |                    |                  |
| - External                     | 499,440         | 1,131,263        | 56,040        | -               | 1,686,743        | -                  | 1,686,743        |
| - Inter-segment                | 14,664          | 34,027           | 21,640        | (70,331)        | -                | -                  | -                |
|                                | <b>514,104</b>  | <b>1,165,290</b> | <b>77,680</b> | <b>(70,331)</b> | <b>1,686,743</b> | <b>-</b>           | <b>1,686,743</b> |
| <b>Operating profit/(loss)</b> | <b>7,496</b>    | <b>67,370</b>    | <b>42,228</b> | <b>-</b>        | <b>117,094</b>   | <b>(32,170)</b>    | <b>84,924</b>    |
| <b>Full year ended</b>         |                 |                  |               |                 |                  |                    |                  |
| <b>31 March 2023</b>           |                 |                  |               |                 |                  |                    |                  |
| <b>Revenue:</b>                |                 |                  |               |                 |                  |                    |                  |
| - External                     | 508,718         | 1,313,027        | 50,514        | -               | 1,872,259        | -                  | 1,872,259        |
| - Inter-segment                | 15,801          | 9,331            | 26,119        | (51,251)        | -                | -                  | -                |
|                                | <b>524,519</b>  | <b>1,322,358</b> | <b>76,633</b> | <b>(51,251)</b> | <b>1,872,259</b> | <b>-</b>           | <b>1,872,259</b> |
| <b>Operating profit/(loss)</b> | <b>(12,030)</b> | <b>84,742</b>    | <b>40,168</b> | <b>-</b>        | <b>112,880</b>   | <b>(19,714)</b>    | <b>93,166</b>    |

Sales between segments are carried out at arm's length. The revenue from external parties reported to the CODM is measured in a manner consistent with that in the statement of comprehensive income.

#### Reconciliation of Segment profits

The CODM assesses the performance of the operating segments based on a measure of operating profit, which is profit before interest, tax and share of results of associated companies and joint venture. Interest income and finance expenses are not allocated to segments.

A reconciliation of operating profit to profit after tax is provided as follows:

|  | Group                              |                 |                             |                 |
|--|------------------------------------|-----------------|-----------------------------|-----------------|
|  | Second half year ended<br>31 March |                 | Full year ended<br>31 March |                 |
|  | 2024                               | 2023            | 2024                        | 2023            |
|  | S\$'000                            | S\$'000         | S\$'000                     | S\$'000         |
| Operating profit for reportable segments                           | 72,163                             | 60,765          | 117,094                     | 112,880         |
| Operating loss for all other segments                              | (18,649)                           | (8,938)         | (32,170)                    | (19,714)        |
| Exceptional items  | 38,826                             | 16,264          | 36,833                      | (7,705)         |
| Finance expenses   | (15,824)                           | (9,752)         | (30,367)                    | (19,623)        |
| Interest income and investment income (net)                        | 5,216                              | 2,891           | 10,046                      | 2,148           |
| Share of (loss) / profit of associated companies and joint venture | (927)                              | (115)           | (1,543)                     | 23              |
| <b>Profit before tax</b>   | <b>80,805</b>                      | <b>61,115</b>   | <b>99,893</b>               | <b>68,009</b>   |
| <b>Tax expense</b>   | <b>(12,719)</b>                    | <b>(19,952)</b> | <b>(18,417)</b>             | <b>(29,249)</b> |
| <b>Profit after tax</b>  | <b>68,086</b>                      | <b>41,163</b>   | <b>81,476</b>               | <b>38,760</b>   |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 22. Segment information (continued)

##### (b) Segment assets

The following is an analysis of the Group's segment assets as at 31 March 2024 and 2023 that were provided to the CODM:

| <u>Group</u>                       | <u>Post and<br/>Parcel</u><br>S\$'000 | <u>Logistics</u><br>S\$'000 | <u>Property</u><br>S\$'000 | <u>Total</u><br>S\$'000 | <u>All other<br/>segments</u><br>S\$'000 | <u>Total</u><br>S\$'000 |
|------------------------------------|---------------------------------------|-----------------------------|----------------------------|-------------------------|--|-------------------------|
| <b>31 March 2024</b>               |                                       |                             |                            |                         |  |                         |
| <b>Segment assets</b>              | <b>212,092</b>                        | <b>1,300,718</b>            | <b>1,221,581</b>           | <b>2,734,391</b>        | <b>39,685</b>                            | <b>2,774,076</b>        |
| <b>Segment assets include:</b>     |                                       |                             |                            |                         |  |                         |
| Investment in associated companies | -                                     | 2,130                       | -                          | 2,130                   | 20,977                                   | 23,107                  |
| Intangible assets                  | 4,134                                 | 632,128                     | -                          | 636,262                 | -  | 636,262                 |
| <b>31 March 2023</b>               |                                       |                             |                            |                         |  |                         |
| <b>Segment assets</b>              | 240,885                               | 1,007,617                   | 1,174,111                  | 2,422,613               | 40,518                                   | 2,463,131               |
| <b>Segment assets include:</b>     |                                       |                             |                            |                         |  |                         |
| Investment in associated companies | -                                     | 3,018                       | -                          | 3,018                   | 28,931                                   | 31,949                  |
| Intangible assets                  | 4,329                                 | 496,629                     | -                          | 500,958                 | -  | 500,958                 |

#### *Reconciliation of segment assets*

Reportable segments' assets are reconciled to total assets as follows:

Segment assets are measured in a manner consistent with that of the financial statements. The CODM does not review statement of financial position items by reportable segments, but rather monitors them at the Group level. All assets are allocated to reportable segments other than derivative financial instruments and financial assets. Cash and cash equivalents are allocated to reportable segments where applicable.

|  | <u>Group</u><br>As at<br>31 Mar 24<br>S\$'000 | As at<br>31 Mar 23<br>S\$'000 |
|--|---|-------------------------------|
| Segment assets for reportable segments | 2,734,391                                     | 2,422,613                     |
| Segment assets for all other segments  | 39,685  | 40,518                        |
| Unallocated:                           |   |                               |
| Cash and cash equivalents              | 361,450                                       | 374,267                       |
| Derivative financial instruments       | 402   | 372                           |
| <b>Total assets</b>                    | <b>3,135,928</b>                              | <b>2,837,770</b>              |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 22. Segment information (continued)

##### (c) Geographical information

The Group's three business segments operate in two main geographical areas:

- Singapore - the Company is headquartered and has operations in Singapore where 34% (2023: 32%) of its revenues are generated. The operations in this area comprise principally of the core postal business, post office products and services, courier activities and investment holding.
- Australia - the operations in this area are principally delivery services and e-commerce logistics solutions.
- Other countries - the operations include warehousing and logistics delivery in Japan and Hong Kong, and freight forwarding businesses in Europe and New Zealand.

|                 | <u>Group</u>                       |         |                             |           |
|-----------------|------------------------------------|---------|-----------------------------|-----------|
|                 | Second half year ended<br>31 March |         | Full year ended<br>31 March |           |
|                 | <b>2024</b>                        | 2023    | <b>2024</b>                 | 2023      |
|                 | <b>S\$'000</b>                     | S\$'000 | <b>S\$'000</b>              | S\$'000   |
| <b>Revenue:</b> |                                    |         |                             |           |
| Singapore       | <b>298,791</b>                     | 291,909 | <b>577,675</b>              | 594,562   |
| Australia       | <b>437,024</b>                     | 432,180 | <b>843,235</b>              | 857,800   |
| Other countries | <b>123,638</b>                     | 189,291 | <b>265,833</b>              | 419,897   |
|                 | <b>859,453</b>                     | 913,380 | <b>1,686,743</b>            | 1,872,259 |

The geographical information on the Group's non-current assets is not presented as it is not used for segmental reporting purposes.

#### 23. Acquisition of subsidiaries

On 1 March 2024, the Group acquired 100% shares and voting interest in M J Luff Pty Ltd through its subsidiary, FMH. M J Luff Pty Ltd is an investment holding company that owns 100% of the shares of Border Express Pty Ltd and Yandilla Pty Ltd, (collectively "Border Express"), and operate under the trading name "Border Express". Border Express offers courier and logistics services and occupies a national network that captures all States and Territories of Australia.

The initial accounting for the acquisition of Border Express has only been provisionally determined at 31 March 2024. At the date of finalisation of these condensed interim financial statements, the necessary purchase price allocations and other calculations had not been finalised and they have therefore only been provisionally determined based on the management's best estimate of the likely values.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

#### 23. Acquisition of subsidiaries (continued)

Details at the acquisition date of the consideration paid, the provisional fair value amounts of assets acquired and liabilities assumed, and the effects on the cash flows of the Group, are as follows:

|  | <b>S\$'000</b> |
|--|----------------|
| (i) <u>Purchase consideration</u>  |                |
| Cash paid to vendor  | 104,820        |
| Deferred consideration   | 53,324         |
| Contingent consideration   | 13,103         |
| <b>Total purchase consideration</b>  | <u>171,247</u> |
| (ii) <u>Effect on cash flows of the Group</u>                                    |                |
| Effect on cash flows of the Group  | 104,820        |
| Less: Cash and cash equivalent balances acquired                                 | <u>(7,090)</u> |
| <b>Cash outflow on acquisition</b>   | <u>97,730</u>  |
| (iii) <u>Identifiable assets acquired and liabilities assumed, at fair value</u> |                |
| <b><u>Current assets</u></b>   |                |
| Cash and cash equivalents  | 7,090          |
| Trade and other receivables  | 32,048         |
| Inventories  | 484            |
| Other current assets   | 2,458          |
|  | <u>42,080</u>  |
| <b><u>Non-current assets</u></b>   |                |
| Property, plant and equipment  | 62,998         |
| Intangible assets  | 61,232         |
| Right-of-use assets  | 69,892         |
|  | <u>194,122</u> |
| <b><u>Current liabilities</u></b>  |                |
| Trade and other payables   | 34,893         |
| Current income tax liabilities   | 2,753          |
| Lease liabilities  | 13,261         |
| Borrowings   | 8,006          |
|  | <u>58,913</u>  |
| <b><u>Non-current liabilities</u></b>  |                |
| Trade and other payables   | 3,045          |
| Borrowings   | 5,460          |
| Lease liabilities  | 56,631         |
| Deferred tax liabilities   | 19,060         |
|  | <u>84,196</u>  |
| Total identifiable assets acquired and liabilities assumed                       | 93,093         |
| Add: Goodwill arising on acquisition   | 78,154         |
| Consideration  | <u>171,247</u> |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

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#### 23. Acquisition of subsidiaries (continued)

(iv) Contingent consideration

The contingent consideration is dependent on the earned revenue from services provided to qualifying customers within a stipulated period.

(v) Goodwill arising on acquisition

The goodwill of S\$78,154,000 arising from the acquisition is attributable to the synergies expected to arise from combining the operations of the Group with Border Express to expand the Group's logistics network and deliver enhanced value to its customers and partners.

None of the goodwill is expected to be deductible for tax purposes.

(vi) Acquisition-related cost

Acquisition-related costs of S\$2,171,000 are included in "Exceptional items" in the consolidated statement of comprehensive income and in operating cash flows in the consolidated statement of cash flows.

(vii) Impact of acquisition on the results of the Group

Border Express contributed S\$29,561,000 revenue and a net profit of S\$909,000 to the Group's profit for the period between the date of acquisition and the reporting date.

If the acquisition of Border Express had been completed on the first day of the financial year, consolidated revenue and consolidated net profit for the year ended 31 March 2024 would have increased by S\$343,643,000 and S\$28,065,000 respectively.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

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#### 24. Contingent liabilities

##### 1<sup>st</sup> Arbitration

A non-controlling shareholder (the “Claimant”) of Famous Holdings Pte Ltd (“FHPL”), a subsidiary of the Company, had exercised his put option in respect of his remaining 37.5% shares in FHPL in September 2016. As there were differences between the parties on the final valuation of the put option, the Claimant commenced arbitration proceedings against the Company in 2017 (the “1<sup>st</sup> Arbitration”).

On 3 June 2020, the arbitral tribunal issued its partial award with respect to the 1<sup>st</sup> Arbitration (the “1<sup>st</sup> Partial Award for the 1<sup>st</sup> Arbitration”) and dismissed the Claimant’s various claims against the Company for damages for breach of a shareholders’ agreement (the “SHA”), conspiracy and inducement of breach of contract. The tribunal also ruled in the Company’s favour on material accounting and computational issues under the SHA, which are the most significant determinants of what sums, if any, are due to be paid either by the Company to the Claimant, or by the Claimant to the Company, for the transfer of the Claimant’s remaining 37.5% shares in FHPL to the Company. Based on its findings, the tribunal directed the parties to see if they can agree on the final amount payable for the transfer of the Claimant’s 37.5% shares in FHPL to the Company, failing which the tribunal will make a final determination.

As there was divergence between the Company and the Claimant on the precise computation for the final amount payable, on 19 January 2022, the tribunal issued a further partial award in respect of the 1<sup>st</sup> Arbitration (the “2<sup>nd</sup> Partial Award for the 1<sup>st</sup> Arbitration”) that, amongst others, applied one out of several computation methodologies that were submitted by the parties within the parameters of the 1<sup>st</sup> Partial Award for the 1<sup>st</sup> Arbitration, and which would entail the Company paying the Claimant for his 37.5% shares in FHPL at a fair value.

On 28 July 2023, the tribunal issued a further partial award in respect of the 1<sup>st</sup> Arbitration (the “3<sup>rd</sup> Partial Award for the 1<sup>st</sup> Arbitration”) pursuant to which it directed, *inter alia*, that the final valuation of FHPL is S\$61,707,965, calculated in accordance with the tribunal’s determination in the 2<sup>nd</sup> Partial Award for the 1<sup>st</sup> Arbitration, which meant that the additional amount to be paid by the Company to the Claimant is S\$1,707,965, after taking into account the S\$60,000,000 already paid by the Company to the Claimant. The tribunal made further directions for, *inter alia*, the transfer by the Claimant of the 37.5% shares in FHPL to the Company or its nominee, and the payment by the Company of S\$1,707,965 to FHPL towards repayment of an outstanding loan amount owed by the Claimant to FHPL (the “Claimant Loan”).

The transfer of the 37.5% shares in FHPL to the Company’s wholly-owned subsidiary, SingPost Logistics Investments Pte. Ltd. (“SPLI”), and the payment of S\$1,707,965 by the Company to FHPL to partially offset the Claimant Loan were completed on 2 October 2023. The financial effects arising from the payment have been reflected in the consolidated income statement for the full year ended 31 March 2024 and statements of financial position as at 31 March 2024.

##### 2<sup>nd</sup> Arbitration

In addition to the 1<sup>st</sup> Arbitration, a second arbitration was commenced by the Claimant against FHPL and SPLI on 15 and 16 September 2021 (the “2<sup>nd</sup> Arbitration”), in which the Claimant alleged breaches of a shareholders’ agreement (*viz.*, the SHA), minority oppression, the existence of a conspiracy, and his purported entitlement to dividends. On 29 March 2023, the arbitral tribunal issued a Final Partial Award dismissing all of the Claimant’s claims against SPLI and FHPL in the 2<sup>nd</sup> Arbitration (the “Final Partial Award in the 2<sup>nd</sup> Arbitration”). The Final Partial Award in the 2<sup>nd</sup> Arbitration was declared as immediately enforceable.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS For the second half year and full year ended 31 March 2024

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#### 24. Contingent liabilities (continued)

##### 3<sup>rd</sup> Arbitration

A third arbitration was separately commenced by the Claimant against SPLI on 22 February 2022 (the “3<sup>rd</sup> Arbitration”), in which the Claimant alleged breaches of the SHA which impacted the final amount payable by the Company for the Claimant’s remaining 37.5% shares in FHPL which are the subject of the 1<sup>st</sup> Arbitration. The Claimant had initially quantified his claim at S\$16,514,119 plus interest, based on his Statement of Claim filed on 8 August 2022. Based on the revised Statement of Claim and supporting documentation re-filed by the Claimant on 29 October 2022 and 1 November 2022, the Claimant changed the quantum of his claim to S\$13,996,884 plus interest.

##### High Court Proceedings and 4<sup>th</sup> Arbitration

The Claimant had also commenced proceedings against the Company in the High Court. Based on the Statement of Claim which was served on the Company on 26 September 2022, it was alleged that the Claimant suffered loss and damage as a result of the Company’s conduct in the 1<sup>st</sup> Arbitration. The Claimant had alleged that the Company had engaged in fraud and/or concealed material evidence as regards the independence of a mutually appointed human resource consultant for the provision of market benchmarks on certain key management roles under the share purchase agreement in relation to FHPL and its subsidiaries (the “SPA”), and which allegedly has had an impact on the decisions of the arbitral tribunal in the partial awards in respect of the 1<sup>st</sup> Arbitration. The Claimant had sought declarations from the High Court that the partial awards issued in the 1<sup>st</sup> Arbitration are null and void and/or unenforceable as against him and that the human resource consultant was not properly appointed under the SPA. He further claimed for damages to be assessed and for interest, costs and such other relief as the High Court deems just. Subsequently, the Claimant served a Notice of Arbitration on the Company on 28 December 2022 (the “4<sup>th</sup> Arbitration”) and has since discontinued his claim in the High Court. The allegations in the Notice of Arbitration are similar to those in the discontinued claim in the High Court, and the Claimant is seeking for damages to be assessed. On 8 May 2023, the arbitral tribunal in the 1<sup>st</sup> Arbitration directed that the 4<sup>th</sup> Arbitration be consolidated with the 1<sup>st</sup> Arbitration.

##### 5<sup>th</sup> Arbitration

On 17 May 2023, the Claimant served a new notice of arbitration on the Company (the “5<sup>th</sup> Arbitration”). In the Notice of Arbitration, the Claimant had sought, among others, declarations regarding his purported legal and beneficial ownership of the 37.5% shares in FHPL and his fiduciary duties to the Company in respect of the 37.5% shares in FHPL, and alleged that in the event that he is no longer the beneficial owner of the 37.5% shares in FHPL, the Company is estopped by representation/conduct from making any claim against him in relation to the 37.5% shares in FHPL and/or the manner in which he had exercised rights available under the 37.5% shares in FHPL from the date of exercise of his put option to the closing date specified in his put option exercise notice.

Findings regarding (among others) the Claimant’s beneficial ownership of the 37.5% shares in FHPL had previously been made in the arbitration proceedings commenced by the Claimant against SPLI and FHPL (viz., the 2<sup>nd</sup> Arbitration), in which the Claimant had claimed (among others) a purported entitlement to dividends under the 37.5% shares in FHPL. All of the Claimant’s claims against SPLI and FHPL in the 2<sup>nd</sup> Arbitration were dismissed under the Final Partial Award in the 2<sup>nd</sup> Arbitration.

Given the nature of the relief being sought by the Claimant in the 5<sup>th</sup> Arbitration, which does not include any claim for damages or other monetary relief, the potential financial impact of the 5<sup>th</sup> Arbitration cannot be quantified at this stage.

##### Claimant Loan

Apart from the above, the Group had an outstanding loan to the Claimant (viz., the Claimant Loan) amounting to S\$3,102,035 as at 31 March 2024 (31 March 2023: S\$4,810,000).

The Company will, in consultation with its advisors, continue to evaluate the various courses of action available to the Group.



## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2 For the second half year and full year ended 31 March 2024

#### Other Information Required by Listing Rule Appendix 7.2

##### (1) Audit / Review

The condensed interim financial statements of Singapore Post Limited and its subsidiaries (the "Group") as at and for the second half year and full year ended 31 March 2024 have not been audited nor reviewed.

##### (2) Review of the performance of the group

###### Revenue

|                             | <b>FY23/24</b>  | <b>FY22/23</b> |                 | <b>FY23/24</b>   | <b>FY22/23</b>   |                 |
|-----------------------------|-----------------|----------------|-----------------|------------------|------------------|-----------------|
|                             | <b>Second</b>   | <b>Second</b>  | <b>Variance</b> | <b>Full Year</b> | <b>Full Year</b> | <b>Variance</b> |
|                             | <b>half</b>     | <b>half</b>    |                 | <b>Full Year</b> | <b>Full Year</b> |                 |
|                             | <b>S\$'000</b>  | <b>S\$'000</b> | <b>%</b>        | <b>S\$'000</b>   | <b>S\$'000</b>   | <b>%</b>        |
| Logistics                   | <b>598,957</b>  | 641,509        | (6.6)           | <b>1,165,290</b> | 1,322,358        | (11.9)          |
| Post and Parcel             | <b>268,039</b>  | 259,610        | 3.2             | <b>514,104</b>   | 524,519          | (2.0)           |
| Property                    | <b>39,714</b>   | 37,535         | 5.8             | <b>77,680</b>    | 76,633           | 1.4             |
| Inter-segment eliminations* | <b>(47,257)</b> | (25,274)       | 87.0            | <b>(70,331)</b>  | (51,251)         | 37.2            |
| <b>Total</b>                | <b>859,453</b>  | 913,380        | (5.9)           | <b>1,686,743</b> | 1,872,259        | (9.9)           |

\* Inter-segment eliminations relate to the elimination of inter-segment billings for internal services to better reflect the profitability of each business segment.

###### Operating profit

|                         | <b>FY23/24</b>  | <b>FY22/23</b> |                 | <b>FY23/24</b>   | <b>FY22/23</b>   |                 |
|-------------------------|-----------------|----------------|-----------------|------------------|------------------|-----------------|
|                         | <b>Second</b>   | <b>Second</b>  | <b>Variance</b> | <b>Full Year</b> | <b>Full Year</b> | <b>Variance</b> |
|                         | <b>half</b>     | <b>half</b>    |                 | <b>Full Year</b> | <b>Full Year</b> |                 |
|                         | <b>S\$'000</b>  | <b>S\$'000</b> | <b>%</b>        | <b>S\$'000</b>   | <b>S\$'000</b>   | <b>%</b>        |
| Logistics               | <b>33,814</b>   | 43,213         | (21.7)          | <b>67,370</b>    | 84,742           | (20.5)          |
| Post and Parcel         | <b>17,542</b>   | (3,830)        | N.M.            | <b>7,496</b>     | (12,030)         | N.M.            |
| Property                | <b>20,807</b>   | 21,382         | (2.7)           | <b>42,228</b>    | 40,168           | 5.1             |
| Others#                 | <b>(18,649)</b> | (8,938)        | 108.6           | <b>(32,170)</b>  | (19,714)         | 63.2            |
| <b>Operating profit</b> | <b>53,514</b>   | 51,827         | 3.3             | <b>84,924</b>    | 93,166           | (8.8)           |

# Others refer to unallocated corporate overhead items.

N.M. Not meaningful.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2

For the second half year and full year ended 31 March 2024

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#### Group

For the full year, Group revenue amounted to S\$1.69 billion compared to S\$1.87 billion last year, while operating profit decreased to S\$84.9 million from S\$93.2 million.

The decline was largely due to lower freight forwarding revenue and profit from Famous Holdings post pandemic which offset the improved performance in the Post and Parcel segment, as well as the Australia business in the Logistics segment.

For the second half, Group revenue was lower at S\$859.5 million compared to S\$913.4 million in the same period last year. The Group recorded an increase in operating profit to S\$53.5 million from S\$51.8 million for the period.

More details are provided below.

#### Logistics

Logistics revenue was lower at S\$1.17 billion compared to S\$1.32 billion while operating profit declined to S\$67.4 million from S\$84.7 million for the full year.

The Australia business, comprising FMH and CouriersPlease, posted revenue of A\$921.3 million compared to A\$866.7 million, and operating profit of A\$63.2 million compared to A\$62.3 million, for the full year. The continued growth in the Australia business was underpinned by new customer acquisitions and volume growth, despite challenging market conditions. The results included a 1-month consolidation of Border Express following the completion of the acquisition on 1 March 2024.

The operations of Quantum Solutions have been re-engineered as part of the new International business segment. Besides driving operational efficiency, low yielding warehousing contracts were phased out, resulting in an improved performance.

In the freight forwarding business, the industry-wide contraction in sea freight rates and volumes post pandemic has led to a decline in revenue and profit contributions from Famous Holdings group. Freight forwarding revenue was lower at S\$263.1 million compared to S\$417.7 million, while operating profit decreased to S\$22.4 million from S\$43.4 million for the full year.

#### Post and Parcel

Post and Parcel revenue for both domestic and international businesses declined to S\$514.1 million from S\$524.5 million for the full year. The segment recorded an operating profit of S\$7.5 million largely contributed by the International business, compared to a segment loss of S\$12.0 million last year.

The Domestic Post and Parcel business posted higher revenue on the back of eCommerce volume growth of 11% for the full year. It also had the benefit of the postage rate adjustment in October 2023 which helped to mitigate the impact of the continued decline in volumes of letter mail and printed papers. In the International Post and Parcel business, the moderating conveyance costs, stringent cost management, as well as operational synergies, contributed to an improved performance.

#### Property

Property revenue was stable at S\$77.7 million for the full year, compared to S\$76.6 million last year. This was due to positive rental reversions at SingPost Centre. Overall occupancy at SingPost Centre was 96.2% compared to 98.2% as at 31 March 2023, with the occupancy for the retail mall and office space running at 99.6% and 94.8% respectively.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2

For the second half year and full year ended 31 March 2024

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#### Others

The Others segment refers to unallocated corporate overheads and trade related exchange differences. The increase in the full year was mainly due to spending on information technology as the Group invests in business and operational support systems, cyber security and other digital solutions.

#### Operating Expenses

Total operating expenses declined to S\$1.61 billion from S\$1.78 billion for the full year, largely due to lower volume related expenses which accounted for about 60% of total expenses.

Volume-related expenses, which include conveyance costs and outpayments for international deliveries, decreased to S\$1.0 billion from S\$1.2 billion for the full year, in tandem with lower air freight costs in the International cross-border business as well as lower sea freight rates and volumes in the freight forwarding business.

Labour and related expenses increased to S\$365.1 million from S\$350.7 million, largely due to wage increment and share option expenses.

Administrative expenses were higher at S\$138.9 million compared to S\$126.2 million, largely due to increases in property related expenses such as rental, as well as repairs and maintenance costs.

Depreciation and amortisation expenses were marginally lower at S\$81.0 million compared to S\$82.6 million for the full year.

Selling-related expenses increased to S\$10.4 million from S\$9.7 million due to higher promotion costs.

Impairment loss on trade and other receivables amounted to S\$1.9 million for the full year on higher loss allowance for bad or doubtful debts compared to a reversal of S\$0.1 million last year.

#### Share of (Loss) / Profit of Associated Companies and Joint Venture (“JV”)

The Group recorded a share of loss amounting to S\$1.5 million compared to share of profit of S\$23,000 for the full year, largely due to the weaker performance of associated companies.

#### Exceptional Items

Exceptional items amounted to S\$36.8 million for the full year, largely due to fair value gain on investment property amounting to S\$38.4 million.

Refer to Note 5 for details on exceptional items.

#### Interest Income and Investment Income

The increase in interest income and investment income to S\$10.0 million from S\$2.1 million for the full year was due to higher deposit rates and foreign exchange gain on investments.

#### Finance Expenses

Finance expenses increased to S\$30.4 million from S\$19.6 million as a result of higher interest expenses with additional borrowings.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2

For the second half year and full year ended 31 March 2024

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#### Income Tax Expense

Income tax expense was lower at S\$18.4 million compared to S\$29.2 million, largely due to utilisation of tax losses within the Australia business, as well as reversal of unutilised tax provision in the previous year.

#### Non-controlling Interest

The decline in non-controlling interest to S\$3.1 million from S\$14.1 million was attributed to the increase in shareholdings in FMH to 100% during the year.

#### Net Profit

Consequently, net profit attributable to equity holders of the Company amounted to S\$78.3 million for the full year, compared to S\$24.7 million. Excluding exceptional items, underlying net profit was S\$41.5 million for the full year, an increase from S\$32.4 million last year.

### STATEMENT OF FINANCIAL POSITION

#### Assets

The Group's total assets amounted to S\$3.1 billion as at 31 March 2024, compared to S\$2.8 billion as at 31 March 2023. This included the consolidation of Border Express following the completion of the acquisition by FMH on 1 March 2024.

Current assets were relatively steady at S\$761.0 million. The Group maintained a positive net working capital position with a stable current ratio (current assets to current liabilities) of 1.1x as at 31 March 2024.

Cash and cash equivalents amounted to S\$476.7 million, compared to S\$495.7 million. Please see Cashflow section below for details on cashflow changes.

Trade and other receivables increased to S\$252.4 million from S\$229.8 million as at 31 March 2023 with the addition of Border Express. The Group monitors its receivables ageing closely and promptly takes appropriate actions on overdue accounts.

Other current assets rose to S\$31.1 million from S\$25.4 million, mainly from higher prepayments.

Non-current assets amounted to S\$2.4 billion compared to S\$2.1 billion last year, largely due to the inclusion of Border Express.

Non-current trade and other receivables was marginally lower at S\$3.2 million compared to S\$4.9 million last year. While the level of non-current trade and other receivables is not substantial relative to the Group's scale of business, appropriate measures are being taken to manage the receivables.

Non-current derivative financial instruments mainly pertain to equity options for the hedging of fair value risk associated with its equity investments, which are recognised at fair value through other comprehensive income. This decreased to S\$14.0 million from S\$56.9 million due to the higher valuation of the 4PX investment.

Investments in associated companies and joint venture were lower largely due to the reclassification of the Group's investment in Efficient E-Solutions Berhad to financial assets following the decrease in shareholding as a result of new share issuance by Efficient E-Solutions Berhad. This, along with the higher valuation of 4PX, resulted in financial assets increasing from S\$42.1 million to S\$88.6 million.

Investment properties increased to S\$1.0 billion from S\$965.8 million due to fair value gain recognised for SingPost Centre.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2

For the second half year and full year ended 31 March 2024

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The increase in property, plant and equipment to S\$454.3 million from S\$386.9 million was largely due to the addition of Border Express and purchase of fixed assets, partially offset by depreciation charges.

Right-of-use assets increased to S\$140.0 million from S\$71.6 million due to the addition of Border Express and leases by the Australia businesses, partially offset by depreciation charges.

Intangible assets rose to S\$636.3 million from S\$501.0 million, mainly due to the recognition of goodwill and intangible assets from the acquisition of Border Express, which partially offset amortisation expenses and translation loss.

Deferred income tax assets were lower at S\$3.7 million compared to S\$7.4 million.

#### Liabilities

The Group's total liabilities were S\$1.7 billion as at 31 March 2024, compared to S\$1.5 billion as at 31 March 2023.

Current liabilities decreased to S\$698.0 million from S\$719.9 million as at 31 March 2023.

Current trade and other payables declined to S\$605.6 million from S\$632.5 million due to settlements made, as well as lower collections on behalf related to agency services provided at the post offices.

Current income tax liabilities were lower at S\$10.6 million, compared to S\$22.4 million, with the payment of taxes partially offset by income tax recognised and inclusion of Border Express' tax liabilities.

Current contract liabilities declined to S\$28.2 million from S\$30.0 million, mainly due to lower deferred billings and lower deferred revenue from the post assurance collaboration which will end in January 2025.

Current lease liabilities were higher at S\$43.1 million compared to S\$32.2 million, largely due to the addition of Border Express.

Current borrowings were higher at S\$10.3 million compared to S\$1.4 million, due to FMH's bank loans.

Non-current liabilities were higher at S\$1.0 billion as at 31 March 2024, compared to S\$743.6 million as at 31 March 2023.

The increase in non-current borrowings to S\$816.8 million from S\$623.0 million was due to additional borrowings for the acquisitions of Border Express and the remaining 12% stake in FMH.

Non-current contract liabilities mainly relate to upfront payments received from the post assurance collaboration which will end in January 2025 and hence has been reclassified to current liabilities.

Non-current lease liabilities were higher at S\$105.5 million compared to S\$47.6 million previously, mainly due to new leases by the Australia businesses and the addition of Border Express.

Deferred income tax liabilities were higher at S\$61.7 million compared to S\$44.2 million.

Non-current derivative financial instruments of S\$1.8 million relate to interest rate swaps.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2

For the second half year and full year ended 31 March 2024

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#### Equity

Ordinary shareholders' equity was steady at S\$1.13 billion as at 31 March 2024.

Other reserves amounted to negative S\$130.7 million compared to negative S\$77.6 million last year, as the acquisition of the remaining 12% interest in FMH resulted in a reclassification from non-controlling interests to other reserves. Non-controlling interest recorded a corresponding change, amounting to S\$37.5 million compared to negative S\$7.4 million.

Retained earnings were higher with the increase in net profit attributable to shareholders for the year.

#### Cash Flow

Operating cash flow before working capital changes as at 31 March 2024 was steady at S\$159.2 million, compared to S\$156.6 million last year. Changes in net working capital of S\$34.9 million were largely due to settlement of trade and other payables. Operating cash flow from operating activities were lower at S\$93.4 million compared to S\$115.7 million previously.

Net cash used in investing activities was S\$145.9 million, compared to S\$27.2 million in the previous period. The increase was largely due to the acquisition of Border Express and additions to property, plant and equipment, offset partially by the proceeds from the disposal of assets held for sale and interest received.

Net cash inflow from financing activities amounted to S\$33.6 million, compared to S\$126.8 million last year. Proceeds from bank loans were partially offset by the acquisition of the remaining 12% interest in FMH, interest payments, repayments of bank loans and lease liabilities, as well as dividends to shareholders and distributions to perpetual securities holders.

- (3) **Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.**

Not applicable.

- (4) **A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.**

The economic and business landscape continues to be marked by ongoing challenges of slower global trade, inflationary pressures and geopolitical tensions. Nevertheless, the Group is focused on executing its five key strategic thrusts to establish itself as a global logistics enterprise over the next three years, creating and unlocking value for shareholders.

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2 For the second half year and full year ended 31 March 2024

The strategic thrusts, listed below, were set out subsequent to the strategic review of the Group and its portfolio of businesses:

1. Reorganisation of the Group
2. Strategic capital management
3. Singapore: Transforming urban logistics and deliveries
4. Australia: Achieving scale
5. International: Building tech-driven excellence to serve cross-border customers

*(Please refer to the SGX announcement "Board strategic review unveils pathways to growth and unlocking shareholder value" dated 19 March 2024 for the details.)*

As part of the Group's reorganisation into the business segments of Singapore, Australia and International, as well as Corporate, the Group will revise its segmental reporting for financial disclosures in the financial year starting 1 April 2024 ("FY2024/25").

The Singapore business remains focused on eCommerce growth, building on market share and new customer acquisitions. The Group continues to work with the regulator to explore opportunities to optimise the post office network while continuing to maintain high service standards.

In Australia, the Group is consolidating its entities and businesses in the market as it builds a national B2B2C integrated logistics business, integrating FMH, Border Express and CouriersPlease into a single business. The combination of the assets, scale and technology of the Australia businesses is expected to enhance the enlarged FMH group's service offerings and improve efficiency, delivering revenue and operational synergies.

The International business continues to strengthen its cross-border eCommerce logistics capabilities to capitalise on the global eCommerce logistics market. It is innovating its eCommerce logistics services with the development of a 4PL platform and additional commercial offerings. The International business continues to explore strategic partnerships to enhance its cross-border eCommerce logistics capabilities.

The outlook of the sea freight forwarding industry remains challenging with continued uncertainty stemming from the Middle East developments. This continues to have an impact on the freight forwarding business.

The Group continues to explore opportunities to monetise non-core assets to unlock value for shareholders, manage its gearing and recycle capital into growth initiatives.

#### (5) A breakdown of sales

|  | Group              |                    |
|--|--------------------|--------------------|
|  | FY23/24<br>S\$'000 | FY22/23<br>S\$'000 |
| (a) Sales reported for the first half year   | 827,290            | 958,879            |
| (b) Total profit/(loss) after tax before deducting non-controlling interest reported for the first half year | 13,390             | (2,403)            |
| (c) Sales reported for the second half year  | 859,453            | 913,380            |
| (d) Total profit after tax before deducting non-controlling interest reported for the second half year       | 68,086             | 41,163             |

## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2 For the second half year and full year ended 31 March 2024

#### (6) Interested Person Transactions

During the second half year and full year ended 31 March 2024, the following interested person transactions were entered into by the Group:

|   | Nature of Relationship   | Aggregate value of all interested person transactions during the financial period (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920) |         | Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000) |               |
|---|--|---|---------|--|---------------|
|   |  | Second half year ended  |         | Second half year ended   |               |
|   |  | 31 March  |         | 31 March   |               |
|   |  | 2024  | 2023    | 2024   | 2023          |
|   |  | S\$'000   | S\$'000 | S\$'000  | S\$'000       |
| <b>Sales</b>                                |  |   |         |  |               |
| Singapore Telecommunications Group          | Each interested person is an associate of Singapore Post Limited's controlling shareholder, Temasek Holdings (Private) Limited | -   | -       | -  | 12,234*       |
| Starhub Group                               | Each interested person is an associate of Singapore Post Limited's controlling shareholder, Temasek Holdings (Private) Limited | -   | -       | -  | 140           |
|   |  | -   | -       | -  | 12,374        |
| <b>Purchases</b>                            |  |   |         |  |               |
| CapitaLand Group                            | Each interested person is an associate of Singapore Post Limited's controlling shareholder, Temasek Holdings (Private) Limited | -   | -       | -  | 3,679*        |
| Sembcorp Group                              | Each interested person is an associate of Singapore Post Limited's controlling shareholder, Temasek Holdings (Private) Limited | -   | -       | 74,000*  | -             |
| Singapore Telecommunications Group          | Each interested person is an associate of Singapore Post Limited's controlling shareholder, Temasek Holdings (Private) Limited | -   | -       | 1,195*   | 28,052*       |
| SMRT Corporation                            | Each interested person is an associate of Singapore Post Limited's controlling shareholder, Temasek Holdings (Private) Limited | -   | -       | 144  | -             |
|   |  | -   | -       | 75,339   | 31,731        |
| <b>Total interested person transactions</b> |  | -   | -       | <b>75,339</b>  | <b>44,105</b> |



## SINGAPORE POST LIMITED AND ITS SUBSIDIARIES

### OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2 For the second half year and full year ended 31 March 2024

#### (6) Interested Person Transactions (continued)

|   | Nature of Relationship  | Aggregate value of all interested person transactions during the financial period (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920) |                 | Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000) |                 |
|---|---|---|-----------------|--|-----------------|
|   |   | Full year ended   |                 | Full year ended  |                 |
|   |   | 31 March  |                 | 31 March   |                 |
|   |   | 2024<br>S\$'000   | 2023<br>S\$'000 | 2024<br>S\$'000  | 2023<br>S\$'000 |
| <b>Sales</b>                                |   |   |                 |  |                 |
| Singapore Telecommunications Group          | Each interested person is an associate of Singapore Post Limited's controlling shareholder, | -   | -               | 34,728*  | 12,625*         |
| Starhub Group                               | Temasek Holdings (Private) Limited  | -   | -               | -  | 140             |
|   |   | -   | -               | 34,728   | 12,765          |
| <b>Purchases</b>                            |   |   |                 |  |                 |
| CapitaLand Group                            | Each interested person is an associate of Singapore Post Limited's controlling shareholder, | -   | -               | 1,170*   | 3,679*          |
| Harbourfront Centre Pte Ltd                 | Temasek Holdings (Private) Limited  | -   | -               | 538*   | -               |
| Sembcorp Group                              |   | -   | -               | 74,000*  | 13,782*         |
| Singapore Telecommunications Group          |   | -   | -               | 3,158*   | 28,304**        |
| SMRT Corporation                            |   | -   | -               | 144*   | -               |
| Starhub Group                               |   | -   | -               | 119  | -               |
|   |   | -   | -               | 79,129   | 45,765          |
| <b>Total interested person transactions</b> |   | -   | -               | 113,857  | 58,530          |

#### Note

All the transactions set out in the above table were based on the Group's interested person transactions register. They were either based on contractual values for the duration of the contracts (which vary from 1 month to 5 years) or annual values for open-ended contracts.

\* Include contracts of duration exceeding one year.

\*\* Include contracts that were terminated amounting to S\$5,375,000 (A\$6,110,000).

## **SINGAPORE POST LIMITED AND ITS SUBSIDIARIES**

### **OTHER INFORMATION REQUIRED BY LISTING RULE APPENDIX 7.2**

**For the second half year and full year ended 31 March 2024**

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**(7) Confirmation by the Board pursuant to rule 720(1) of the Listing Manual**

The Board had received undertakings from all its directors and executive officers in the format as set out in Appendix 7.7 in pursuant to Rule 720(1) of the listing manual of the Singapore Exchange Securities Trading Limited.

**(8) Report of persons occupying managerial positions who are related to a director, chief executive officer or substantial shareholder**

Pursuant to Rule 704(13) of the Listing Manual of the Singapore Exchange Securities Trading Limited, the Company confirms that there is no person occupying a managerial position in the Company or any of its principal subsidiaries who is a relative of a director or chief executive officer or substantial shareholder of the Company.



# Global Logistics Delivery

DELIVERY  
INDUSTRIAL  
DISTRIBUTION  
PRODUCT  
DESTINATION  
INVENTORY  
CARCO  
MANUFACTURING  
ANALYSIS  
CUSTOMERS

## H2 & FY2023/24 Results Presentation

10 May 2024

*Singapore*  
**POST**

# Disclaimer



The following presentation contains forward looking statements by the management of Singapore Post Limited ("SingPost") relating to financial trends for future periods, compared to the results for previous periods.

Some of the statements contained in this presentation that are not historical facts are statements of future expectations with respect to the financial condition, results of operations and businesses, and related plans and objectives. Forward looking information is based on management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be construed as a representation as to the future performance of SingPost. In particular, such targets should not be regarded as a forecast or projection of future performance of SingPost. It should be noted that the actual performance of SingPost may vary significantly from such statements.

"\$" means Singapore dollars unless otherwise indicated.



# Group Overview

Vincent Phang, Group CEO

# H2 & FY2023/24 Overview

**S\$1,686.7m**

FY23/24 Revenue

**S\$81.5m**

↑ **110.2% YoY**

FY23/24 Net Profit

**S\$859.5m**

H2 FY23/24 Revenue

**S\$68.1m**

↑ **65.4% YoY**

H2 FY23/24 Net Profit



## Delivering on growth

Strong operating results amidst challenging markets and freight forwarding decline

Singapore postal business reset; Australia and International growth

Exceptional gain on property revaluation

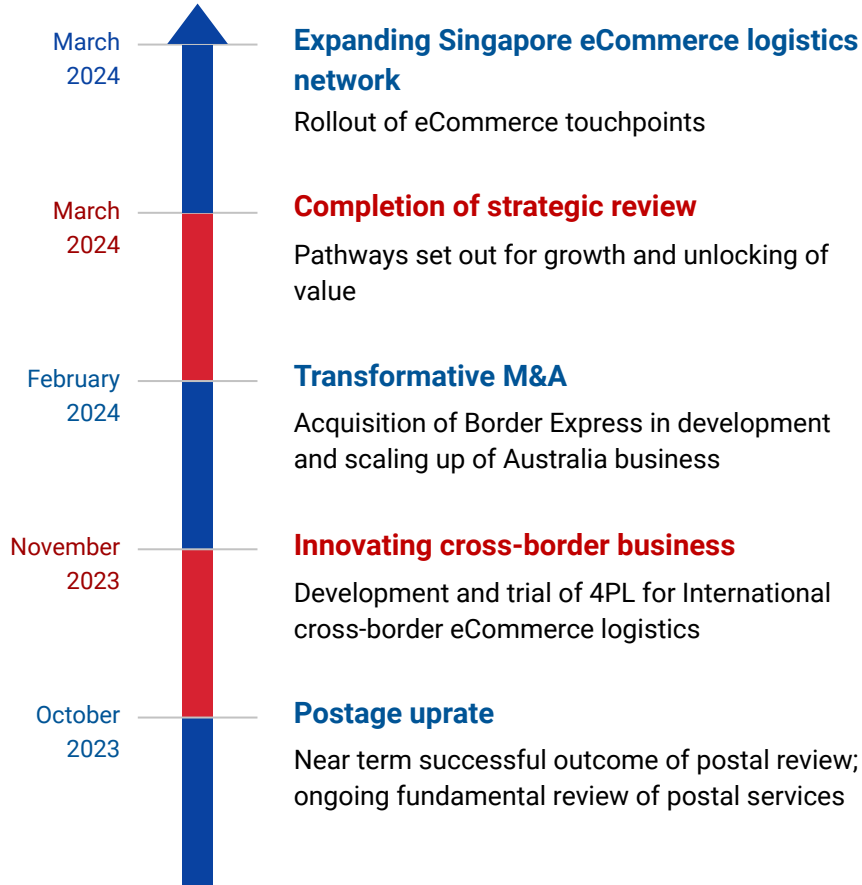


## Delivering on strategic initiatives

Pathways to shareholder value enhancement following strategic review

Accelerated strategic initiatives across the organisation

# Delivering on Strategic Initiatives



## 5 key strategic thrusts over FY24/25 to FY26/27

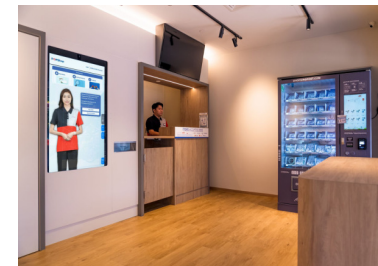


## Re-engineering the postal network; capturing eCommerce opportunities

- ✓ Driving eCommerce volumes; benefit of postage uprate
- ✓ Enhanced eCommerce logistics solutions and network connectivity
  - Increasing eCommerce touchpoints (POPStops and POPDrops)
- ✓ Reviewing and optimising postal services and infrastructure

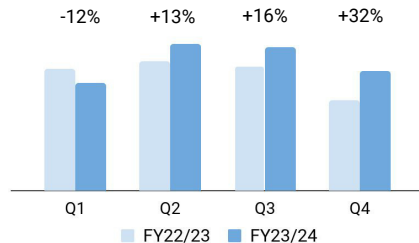


Rolling out dedicated eCommerce touchpoints (POPStops) at key transportation nodes with SMRT

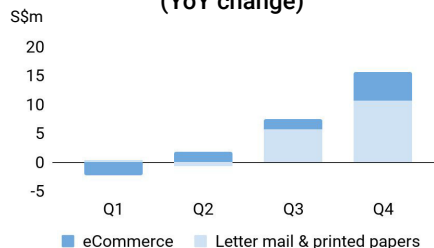


POPStop@Tampines - the first of a planned network of standalone touchpoints for drop-offs and returns

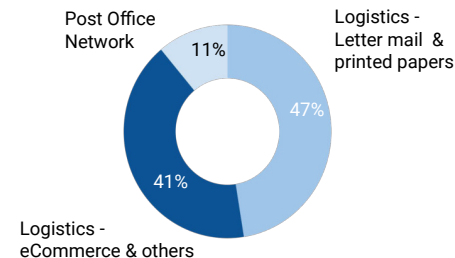
Continued growth in eCommerce delivery volumes



Delivery revenue improvements on higher eCommerce volume and postage uprate (YoY change)



Segment revenue contributors





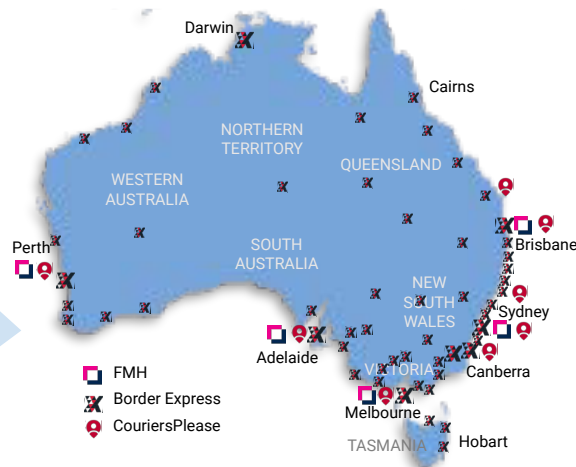
# Australia

## Advancing our B2B2C logistics growth

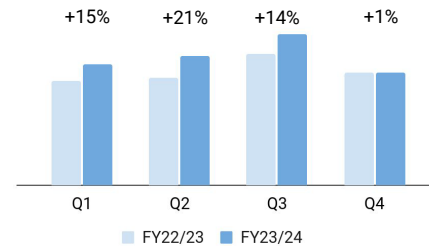
- ✓ Transformative development of Australia business with Border Express acquisition
  - Expanded size and scale; among top 5 integrated logistics service operators
- ✓ Focusing on merger and integration of the Australia operations for synergies

### Synergy focus areas

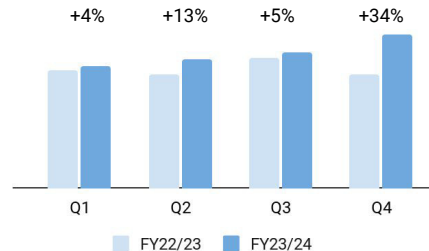
- Consolidating and optimising proprietary B2B2C network
- Unlocking network synergies, maximising operational efficiency - consolidating procurement; streamlining processes and overlaps



**CouriersPlease: good volume growth amidst challenging market**



**FMH: continued growth, with Border Express uplift in Q4**

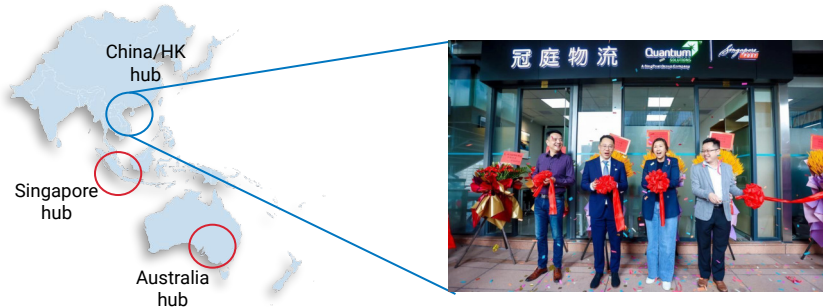


# International

## Enhancing the International cross-border network

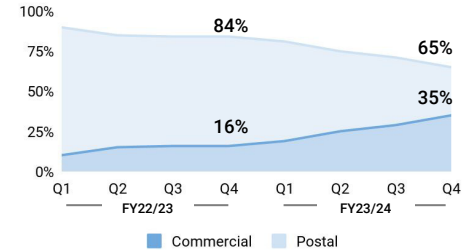


- ✓ Established strategic partnerships in various markets - Indonesia, China, Vietnam, UK; development of Singapore transshipment hub
- ✓ Developed and introduced new customer solutions
  - Hybrid postal-commercial solutions across key trade lanes
  - Digital 4PL platform for greater connectivity, customer experience
- ✓ Improved operational efficiency with network redesign and linehaul management

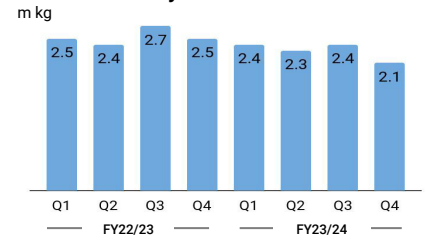


Enhancing China/HK hub operation with new Shenzhen office to tap the Greater Bay Area and wider China market

### Changing mix of commercial vs postal channel revenues



### Lower cross-border volume amidst industry-wide slowdown



# FY23/24 Sustainability Highlights



## Cherishing our Planet

### Net-Zero Goals

Net-Zero Scope 1 & 2 emissions in Singapore by 2030

Net-Zero Scope 1, 2 & 3 emissions globally by 2050



Expansion of onsite

### Solar Generation

at two facilities - SingPost Centre in Singapore and Dandenong South in Australia

### Letterbox and POP Stations

most carbon efficient options in Singapore based on Life Cycle Assessment



**EV trial** with CouriersPlease franchise partners

## Collaborative Partnerships

### Best Innovation Strategy and Commitment to Sustainability

awarded to SingPost at the World Post & Parcel Awards 2023



### Best Carrier in 2023

awarded to CouriersPlease by the National Online Retailers Association (NORA) Solution Partners Awards in Australia

### Adoption of Artificial Intelligence (AI)

across the businesses to improve operational efficiency, workplace safety and security, and enhance customer experience



## Culture of Trust



### Recognised as a Great Place to Work

with Great Place to Work Certification™ achieved in Australia, China, Singapore and Taiwan

**Zero** work-related fatalities for SingPost Group employees

### 8th in Singapore Governance and Transparency Index (SGTI) 2023

among 474 companies evaluated

### Achieved Cyber Trust Mark Certification

awarded by the Cyber Security Agency of Singapore highlighting good cybersecurity practices



## Executing our strategic thrusts over the next 3 years

### Reorganisation of Group

- Corporate restructuring to facilitate future optionalities

### Strategic capital management

- Non-core divestments
- Selective investments

### Transforming urban logistics and deliveries

#### Singapore

- A sustainable commercial framework for postal business
- Optimisation of postal infrastructure

### Achieving scale

#### Australia

- Business integration
- Strategic partners and fund raising

### Building tech-drive excellence to serve cross-border customers

#### International

- Expansion of cross-border networks
- Partnerships in International business

**Transforming into a global logistics enterprise**



## Financial Results

Vincent Yik, Group CFO

# H2 & FY23/24 Financial Highlights

## 01

### **Strong set of results from Group's growth initiatives**

Good performance amidst challenges in operating environment and adverse currency translation impact with over 80% of revenue generated internationally

## 02

### **Improvements across all core businesses**

Singapore business reset; Australia resilient and growing; International business improvements sustained

Freight forwarding contraction on sea freight normalisation post pandemic

## 03

### **Healthy financials; higher absolute final dividend**

Sound balance sheet, cash flows

Higher proposed final dividend on earnings growth

# H2 & FY23/24 Profit & Loss Highlights

| P&L, S\$m                          | FY23/24        | FY22/23        | % change       | H2<br>FY23/24 | H2<br>FY22/23 | % change      |
|------------------------------------|----------------|----------------|----------------|---------------|---------------|---------------|
| <b>Revenue</b>                     | <b>1,686.7</b> | <b>1,872.3</b> | <b>(9.9%)</b>  | <b>859.5</b>  | <b>913.4</b>  | <b>(5.9%)</b> |
| Operating Expenses                 | (1,606.4)      | (1,783.2)      | (9.9%)         | (809.0)       | (862.4)       | (6.2%)        |
| <b>Operating Profit (OP)</b>       | <b>84.9</b>    | <b>93.2</b>    | <b>(8.8%)</b>  | <b>53.5</b>   | <b>51.8</b>   | <b>+3.3%</b>  |
| Share of Associates & JV           | (1.5)          | (0.0)          | n/m            | (0.9)         | (0.1)         | @             |
| Exceptional Items                  | 36.8           | (7.7)          | n/m            | 38.8          | 16.3          | +138.7%       |
| <b>EBIT</b>                        | <b>120.2</b>   | <b>85.5</b>    | <b>+40.6%</b>  | <b>91.4</b>   | <b>68.0</b>   | <b>+34.5%</b> |
| Net Interest & Invt Income         | 10.0           | 2.1            | @              | 5.2           | 2.9           | +80.4%        |
| Finance Expenses                   | (30.4)         | (19.6)         | +54.8%         | (15.8)        | (9.8)         | +62.3%        |
| Income Tax                         | (18.4)         | (29.2)         | (37.0%)        | (12.7)        | (20.0)        | (36.3%)       |
| <b>Profit after Tax</b>            | <b>81.5</b>    | <b>38.8</b>    | <b>+110.2%</b> | <b>68.1</b>   | <b>41.2</b>   | <b>+65.4%</b> |
| <b>Underlying Net Profit (UNP)</b> | <b>41.5</b>    | <b>32.4</b>    | <b>+28.1%</b>  | <b>28.1</b>   | <b>18.3</b>   | <b>+53.2%</b> |

Mainly due to fair value gain on SingPost Centre

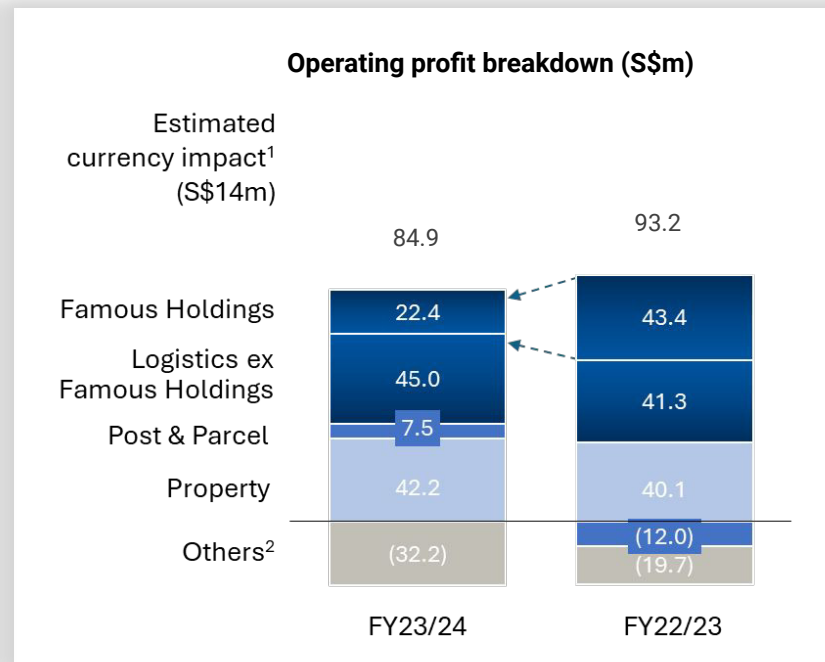
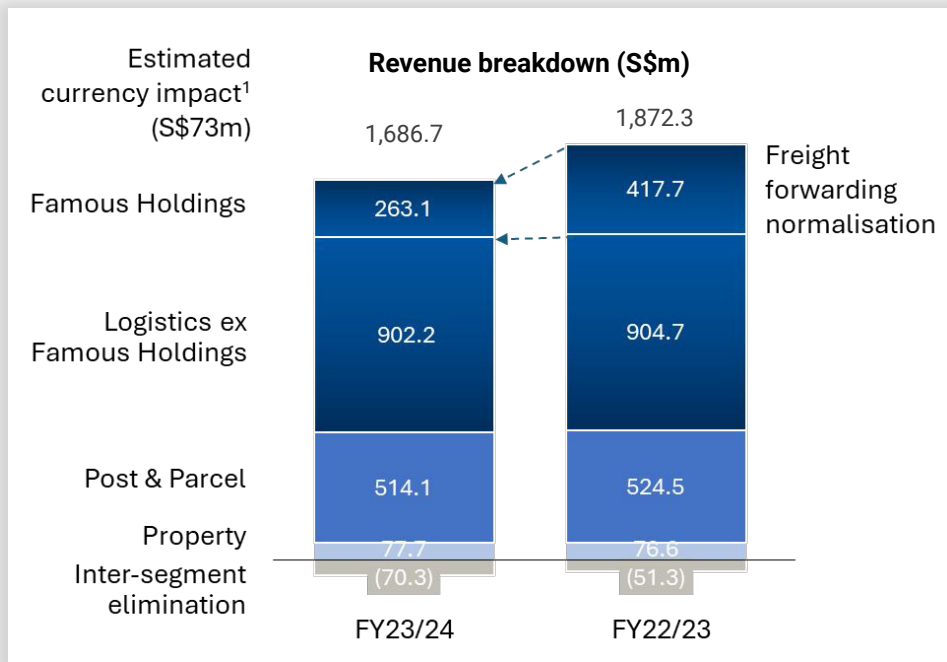
Higher deposit rates, foreign exchange gain on investments

Higher finance expenses with increased borrowings

Utilisation of tax losses within Australia businesses; reversal of unutilised tax provision in previous year

@ denotes more than 300%; n/m denotes not meaningful

# FY23/24 Segment Performance



<sup>1</sup> Estimated assuming constant exchange rates for Australian Dollar, Chinese Yuan and/or relevant currencies from the corresponding periods ended 31 March 2023

<sup>2</sup> Refers to unallocated corporate overhead items



# Logistics: H2 & Full Year FY23/24 Performance



| Segment P&L, S\$m                       | FY23/24 | FY22/23 | % change | H2<br>FY23/24 | H2<br>FY22/23 | % change |
|---|---------|---------|----------|---------------|---------------|----------|
| Revenue                                 | 1,165.3 | 1,322.4 | (11.9%)  | 599.0         | 641.5         | (6.6%)   |
| Australia businesses <sup>1</sup>       | 815.1   | 815.1   | 0.0%     | 424.2         | 413.4         | +2.6%    |
| Freight forwarding                      | 263.1   | 417.7   | (37.0%)  | 127.5         | 183.3         | (30.4%)  |
| Other logistics businesses <sup>2</sup> | 94.7    | 93.4    | +1.4%    | 52.6          | 46.4          | +13.5%   |
| Operating Profit                        | 67.4    | 84.7    | (20.5%)  | 33.8          | 43.2          | (21.7%)  |

<sup>1</sup> FMH, Couriers Please and Border Express

<sup>2</sup> Quantum Solutions and SP eCommerce

Growth in Australia offset by freight forwarding decline

Higher FMH contribution on 4PL growth and inclusion of Border Express; 3PL margin compression due to higher operating costs, lower fuel levies; CouriersPlease growth with full-year volume +13%

Lower freight forwarding contributions from Famous Holdings on continued contraction in sea freight rates and volumes post pandemic

Quantum Solutions - integrated with International cross-border business for greater operational synergy and to offer hybrid postal-commercial solutions to customers

# Post & Parcel: H2 & Full Year FY23/24 Performance



| Segment P&L, S\$m | FY23/24 | FY22/23            | % change | H2<br>FY23/24 | H2<br>FY22/23 | % change |
|-------------------|---------|--------------------|----------|---------------|---------------|----------|
| Revenue           | 514.1   | 524.5 <sup>1</sup> | (2.0%)   | 268.0         | 259.6         | +3.2%    |
| International     | 270.1   | 299.8              | (9.9%)   | 131.5         | 146.2         | (10.0%)  |
| Domestic          | 244.0   | 224.7              | +8.6%    | 136.3         | 113.4         | +20.4%   |
| Operating Profit  | 7.5     | (12.0)             | n/m      | 17.5          | (3.8)         | n/m      |

<sup>1</sup> Reclassification of operational properties from Property segment

Revenue growth in Domestic business due to increase in eCommerce volume and postage uprate wef October 2023

Improvement in International business

- Moderating conveyance costs, stringent cost management and operational synergies with integration with Quantum Solutions
- Rollout of hybrid commercial-postal cross-border solutions mitigated volume decline amidst weak volumes globally

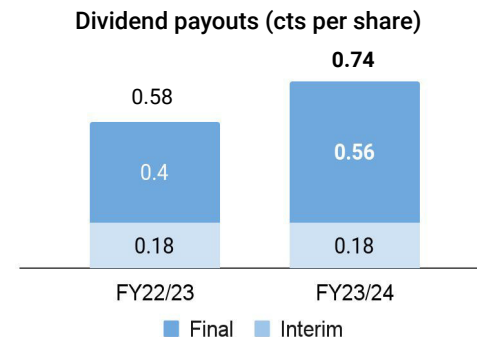
# Financial Position, Capital Management

- ✓ Sound balance sheet
  - Healthy liquidity ratios
  - Cash and cash equivalents of S\$476.7m
  - Higher borrowings for acquisitions of remaining 12% interest in FMH (December 2023) and Border Express (March 2024)
  
- ✓ Capital management focus
  - Exploring opportunities to monetise non-core businesses/assets to reduce debt, invest for growth and return to shareholders
  - Dividend policy from FY24/25 – payout of 30-50% of UNP; sustainable dividend payouts with earnings growth

## Proposed FY23/24 final dividend

Proposed final dividend of 0.56 cents per share

Including interim dividend of 0.18 cents, total dividend of 0.74 cents - 28% YoY increase and 40% of UNP





# Global Logistics Delivery

- TRANSPORT
- DELIVERY
- INDUSTRIAL
- DISTRIBUTION
- PERSONAL
- DESTINATION
- INVENTORY
- CRUISE
- MANUFACTURING
- ANALYSIS
- CUSTOMER

## Annex

*Making Every Delivery Count for People and Planet*



# Property: H2 & Full Year FY23/24 Performance

| Segment P&L, S\$m | FY23/24 | FY22/23           | % change | H2<br>FY23/24 | H2<br>FY22/23 | % change |
|-------------------|---------|-------------------|----------|---------------|---------------|----------|
| Revenue           | 77.7    | 76.6 <sup>1</sup> | +1.4%    | 39.7          | 37.5          | +5.8%    |
| Operating Profit  | 42.2    | 40.2              | +5.0%    | 20.8          | 21.4          | (2.9%)   |

<sup>1</sup> Reclassification of operational properties to Post & Parcel segment

Higher revenue from positive rental reversions at SingPost Centre

Overall occupancy at SingPost Centre was 96.2% compared to 98.2% as at 31 March 2023

Occupancy rates of the retail mall and office space were 99.6% and 94.8% respectively





# Global Logistics Delivery

TRANSPORT  
DELIVERY  
INDUSTRIAL  
DISTRIBUTION  
PERSONAL  
DESTINATION  
INVENTORY  
CARGO  
MANUFACTURING  
ANALYSIS  
CUSTOMERS

**End**

Please refer to the SGXNET announcement dated 10 May 2024 for details.

*Making Every Delivery Count for People and Planet*





## **Full year net profit improves to S\$81.5 million from S\$38.8 million**

- Exceptional gain of S\$36.8 million on property revaluation
- Underlying net profit improved to S\$41.5 million from S\$32.4 million
- Proposed final dividend of 0.56 cents per share

**Singapore, 10 May 2024** – Singapore Post Ltd (“SingPost”) today announced its unaudited results for the second half and full year ended 31 March 2024.

The Group’s transformation into a logistics enterprise has yielded benefits, achieving a net profit of S\$81.5 million for the full year, an increase from S\$38.8 million last year. Group revenue declined from S\$1.87 billion to S\$1.69 billion, largely due to the reduction in sea freight revenues. Operating fundamentals of core businesses have improved, offset by the decline in operating profit from Famous Holdings.

### **Logistics**

Logistics revenue was lower at S\$1.17 billion compared to S\$1.32 billion while operating profit declined to S\$67.4 million from S\$84.7 million for the full year.

The Australia business, comprising FMH and CouriersPlease, posted revenue of A\$921.3 million compared to A\$866.7 million, and operating profit of A\$63.2 million compared to A\$62.3 million, for the full year. The continued growth in the Australia business was underpinned by new customer acquisitions and volume growth, despite challenging market conditions. The results included a 1-month consolidation of Border Express following the completion of the acquisition on 1 March 2024.

The operations of Quantum Solutions have been re-engineered as part of the new International business segment. Besides driving operational efficiency, low yielding warehousing contracts were phased out, resulting in an improved performance.

In the freight forwarding business, the industry-wide contraction in sea freight rates and volumes post pandemic has led to a decline in revenue and profit contributions from Famous Holdings group. Freight forwarding revenue was lower at S\$263.1 million compared to S\$417.7 million, while operating profit decreased to S\$22.4 million from S\$43.4 million for the full year.



## **Post and Parcel**

Post and Parcel revenue for both domestic and international businesses declined to S\$514.1 million from S\$524.5 million for the full year. The segment recorded an operating profit of S\$7.5 million largely contributed by the International business, compared to a segment loss of S\$12.0 million last year.

The Domestic Post & Parcel business posted higher revenue on the back of eCommerce volume growth of 11% for the full year. It also had the benefit of the postage rate adjustment in October 2023 which helped to mitigate the impact of the continued decline in volumes of letter mail and printed papers. In the International Post & Parcel business, the moderating conveyance costs, stringent cost management, as well as operational synergies, contributed to an improved performance.

## **Property**

Property revenue was stable at S\$77.7 million for the full year, compared to S\$76.6 million last year, with operating profit of S\$42.2 million. This was due to positive rental reversions at SingPost Centre. Overall occupancy at SingPost Centre was 96.2% compared to 98.2% as at 31 March 2023, with the occupancy for the retail mall and office space running at 99.6% and 94.8% respectively.

## **Transformation has yielded benefits**

Vincent Phang, Group Chief Executive Officer of SingPost said, "Our transformation continues to yield results in our core businesses as we execute our strategy." SingPost recently announced the outcome of the strategic review of the Group and its portfolio of businesses, with the view to enhancing shareholder returns and ensuring the Group is appropriately valued. Please refer to the SGX announcement dated 19 March 2024 [Board strategic review unveils pathways to growth and unlocking shareholder value](#).

## **Proposed final dividend**

The Board is recommending a final exempt (one-tier) dividend of 0.56 cents per ordinary share for the financial year ended 31 March 2024. Including the interim dividend of 0.18 cents per share paid out in November 2023, total dividend would amount to 0.74 cents per share, or 40% of the underlying net profit. This represents an increase of 28% year on year.

The proposed final dividend is subject to the approval of shareholders at the 32nd Annual General Meeting to be duly convened. The date payable and record date of the final dividend will be announced at a later date.





**MEDIA RELEASE**

**About Singapore Post Limited (SingPost)**

Singapore Post (SingPost) is a leading postal and eCommerce logistics provider in Asia Pacific. The portfolio of businesses spans from national and international postal services to warehousing and fulfilment, international freight forwarding and last mile delivery, serving customers in more than 220 global destinations. Headquartered in Singapore, SingPost has over 4,900 employees, with offices in 13 markets worldwide. Since its inception in 1858, the Group has evolved and innovated to bring about best-in-class integrated logistics solutions and services, making every delivery count for people and planet. [www.singpost.com](http://www.singpost.com)

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**Annex: Financial Highlights for FY23/24 and H2 ended 31 March 2024**

| GROUP RESULTS                                       | Full year<br>FY23/24<br>(S\$M) | Full year<br>FY22/23<br>(S\$M) | % change | H2<br>FY23/24 | H2<br>FY22/23 | % change |
|---|--------------------------------|--------------------------------|----------|---------------|---------------|----------|
| Revenue   | 1,686.7                        | 1,872.3                        | (9.9%)   | 859.5         | 913.4         | (5.9%)   |
| Operating expenses                                  | (1,606.4)                      | (1,783.2)                      | (9.9%)   | (809.0)       | (862.4)       | (6.2%)   |
| Operating profit                                    | 84.9                           | 93.2                           | (8.8%)   | 53.5          | 51.8          | +3.3%    |
| Share of (losses)/profit of<br>associated companies | (1.5)                          | 0.0                            | n/m      | (0.9)         | (0.1)         | @        |
| Exceptional items                                   | 36.8                           | (7.7)                          | n/m      | 38.8          | 16.3          | +138.7%  |
| Profit after tax                                    | 81.5                           | 38.8                           | +110.2%  | 68.1          | 41.2          | +65.4%   |
| Net profit attributable<br>to equity holders        | 78.3                           | 24.7                           | +217.4%  | 66.9          | 34.6          | +93.4%   |
| Underlying net profit                               | 41.5                           | 32.4                           | +28.1%   | 28.1          | 18.3          | +53.2%   |
| Dividend per share (in cents)                       | 0.74                           | 0.58                           | +27.6%   | 0.56          | 0.40          | +40.0%   |

@ denotes more than 300%; n/m denotes not meaningful  
Please refer to the Group's SGX announcement for further details.