

## Fact Sheet

Singapore Post Limited (SingPost) is a leading provider of mail, logistics and retail solutions in Singapore and the Asia Pacific region. It is the designated Public Postal Licensee (PPL) for Singapore providing domestic and international postal services as well as end-to-end mail solutions such as data printing, letter-shopping, delivery and mailroom management. As a logistics provider, SingPost offers domestic and international door-to-door delivery services, including express delivery (*Speedpost*) along with warehousing, fulfilment and distribution services. SingPost owns one of the largest retail distribution networks in Singapore with its extensive tri-channel network of over 60 post offices, 300-odd Self-service Automated Machines (SAM) and the online shopping and shipping portal vPOST. SingPost was listed on the Main Board of the SGX-ST on 13 May 2003. The company has won many awards and accolades. It is the only postal company in the world to have won the Express Mail Service (EMS) Cooperative Certification Gold Level Award by the Universal Postal Union for its *Speedpost* Worldwide Courier Service for 10 consecutive years since 2001. It was also named runners-up in the "Most Transparent Company Award 2010" for the fifth consecutive year in the SIAS Investors' Choice Award.



## Core Business

### Mail



SingPost provides comprehensive services for collecting, sorting and distributing domestic and international mail, including Direct Mail and Mailroom Management services. SingPost's international mail service handles incoming international mail from, and outgoing international mail to, foreign postal administrations. Our Hybrid Mail service is a low-cost, high-speed one-stop service that allows businesses to process and deliver large quantities of data-intensive, personalized documents.

### Logistics



SingPost provides domestic and international door-to-door distribution services, including express delivery services (*Speedpost*), warehousing and fulfilment services. Our *Speedpost* delivery service provides express delivery services for customers sending documents, parcels and freight (*Speedpost* Freight) both within Singapore (*Speedpost* Islandwide) and throughout the world (*Speedpost* Worldwide). We also offer a wide range of value-added services including warehousing and inventory management, product storage, physical inventory checks and monthly and annual inventory reports.

### Retail



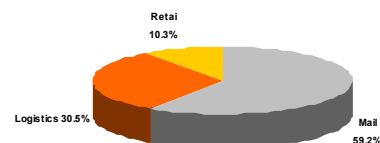
Our extensive multi-channel network of over 60 post offices, more than 250 SAMs and SAMPLUS as well as vPOST our internet portal, provides one-stop, round-the-clock convenience for customers for a wide variety of postal, bill payment, ticketing, government application and payment as well as financial services. We also offer a host of higher-value consumer products and services to meet our customers' fast-changing needs.

## Stock Information

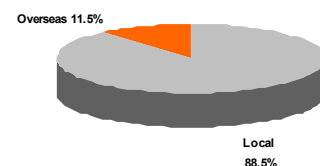
<b>Listed on SGX &amp; POWL in Japan</b>	: 13 May 2003
<b>Issued Capital</b>	: 1.91 billion shares (excl. Treasury shares)
<b>Market Capitalisation</b>	: S\$1.95 billion @ S\$1.02 per share
<b>Free Float</b>	: Approx. 65.87%
<b>Avg. Daily Trading Vol.</b>	: Approx. 3-4 million shares
<b>Index Constituent</b>	: All World Global Index Series; FTSE/ASEAN Global Index; FTSE ST Index; FTSE GWA Asia Pacific x Japan x AU x NZ; FTSE GWA All World
<b>Stock Codes</b>	: Bloomberg (SPOST SP) Reuters (SPOS.SI)
<b>Sector</b>	: Transport, Storage, Communications

## Group Financial Highlights (FY2010/11)

### Revenue Breakdown



### Geographical Breakdown



## Results Highlights

### Q1 FY2011/12: steady performance

Revenue	\$142.3M ↑ 3.0%
Underlying net profit	\$37.4M ↑ 0.3%
Q1 interim dividend	1.25 ¢ per share

## Revenue Breakdown by Segments

Mail	\$97.2M ↑ 1.6%
Logistics	\$51.2M ↑ 10.7%
Retail	\$16.6M ↑ 1.5%

## P&L Highlights

### Steady performance in Q1 FY2011/12

\$M	Q1 FY10/11	Q1 FY11/12	% change	
Revenue	138.2	142.3	+3.0%	Growth in all business segments
Other income	13.8	14.0	+0.8%	Higher rental income offset decline in amortisation of deferred gain on IPR**
Operating expenses	99.5	106.2	+6.7%	
Operating profit	52.5	50.1	(4.6%)	
Share of loss of assoc & JVs	0.1	0.3	@	
Net finance costs	3.1	1.9	(38.0%)	Lower interest expenses, higher interest income
Net profit*	40.7	39.2	(3.5%)	Excluding one-off items, namely amortisation of deferred gain on IPR, Jobs Credit Scheme benefit, excess of net assets purchase for a subsidiary company
Underlying net profit*	37.3	37.4	+0.3%	

\* Profit after tax attributable to equity holders of the Company; underlying net profit excludes one-off items.  
 \*\* Intellectual property rights relating to the investment in Postea, Inc.  
 @ Denotes variance exceeding 300%.

## Financial Position, Cash Flows

### Healthy cash flows

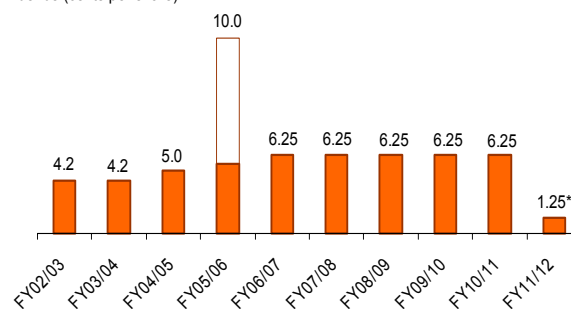
	Q1 FY10/11	Q1 FY11/12
Net cash from operating activities	29.1	37.7
Net cash used in investing activities	(39.3)	(24.4)
Net cash used in financing activities	(2.4)	(6.7)
Net increase/(decrease) in cash	(12.6)	6.6
Cash & cash equivalents	377.6	345.4

### Strong financial position

	@ 31 Mar 2011	@ 30 Jun 2011
Borrowings	\$503.0M	\$504.7M
Net debt	\$164.3M	\$159.3M
Net gearing	0.50x	0.50x
EBITDA to interest expenses	16.3x	18.1x

## Dividends

Dividends (cents per share)



\* Q1 FY2011/12 interim dividend of 1.25 cents per ordinary share will be paid on 31 Aug 11

## Share Price

(since IPO at 13 May 2003)

