



Q1 FY2010/11 Results Presentation

Financial year ending 31 March 2011

28 July 2010



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Forward-looking Statements – Important Note

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 conditions, 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 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 results: Q1 FY2010/11 highlights



Improving performance in core business

Quantum Solutions consolidated for full quarter vs 2 months last FY

Revenue

\$138.2
↑ 13.5%

Net profit

\$40.7M
↑ 3.2%

Q1 interim dividend

1.25¢
per share

Underlying net profit

\$37.3M
↑ 1.0%

Group results: Q1 FY2010/11 P&L highlights



\$M	Q1 FY09/10	Q1 FY10/11	% change
Revenue	121.8	138.2	+13.5%
Other income	10.8	13.8	+27.8%
Operating expenses	84.7	99.5	+17.5%
Operating profit	47.9	52.5	+9.7%
Share of assoc & JVs	1.4	(0.1)	n/m
Net finance costs	1.9	3.1	+67.3%
Net profit*	39.4	40.7	+3.2%
Underlying net profit*	36.9	37.3	+1.0%

* Profit after tax attributable to equity holders of the Company; underlying net profit excludes one-off items.

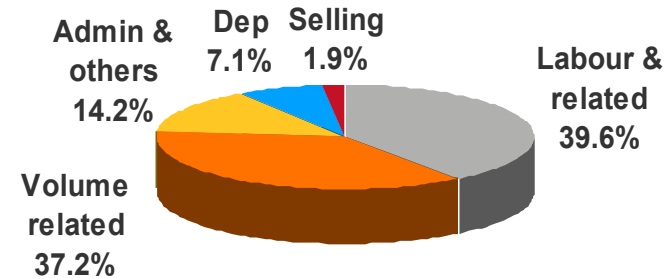
Group results: Q1 FY2010/11 expenses

Higher expenses in tandem with increased business volumes

Total operating expenses

\$99.5M
↑ 17.5%

Excluding Quantum Solutions, expenses rose 12.4%



Labour and related expenses

\$39.4M
↑ 17.5%

Volume-related expenses

\$37.0M
↑ 26.7%

Administrative and other expenses

\$14.1M
↑ 14.4%

Depreciation

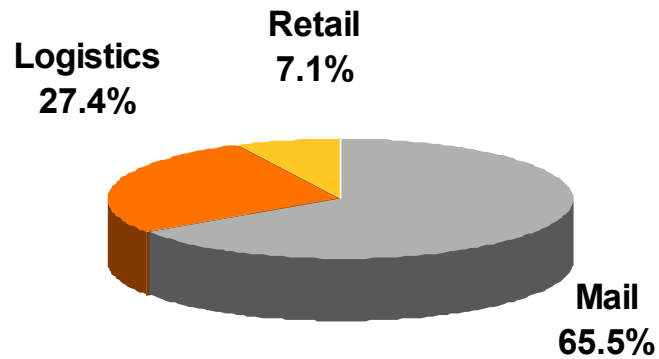
\$7.1M
↓ 5.5%

Selling expenses

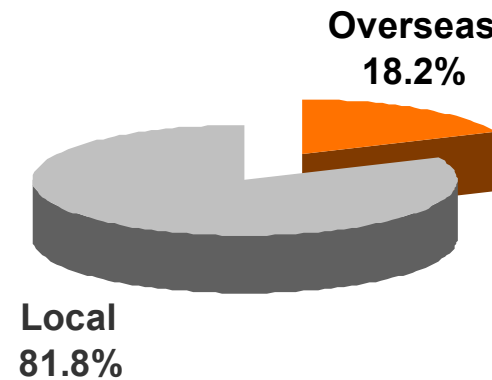
\$1.9M
↓ 10.7%

Group results: revenue breakdown

By business segments



By geographic distribution



Segment results: Mail Q1 FY2010/11



Good performance on back of economic recovery

Revenue

\$95.7M
↑ 11.4%

Operating profit

\$36.2M
↑ 13.1%



Revenue breakdown: growth in domestic, international and hybrid mail

Domestic mail

\$58.9M
↑ 9.0%

Hybrid mail

\$4.8M
↑ 13.0%



International mail

\$30.8M
↑ 17.5%

Philatelic

\$1.1M
↓ 15.4%



Segment results: Logistics Q1 FY2010/11



Boost from Quantum Solutions, transshipment and vPOST;
lower profit due to decline in customised logistics solutions

Revenue

\$46.3M
↑ 34.4%

Operating profit

\$2.4M
↓ 14.2%



Revenue breakdown: ↓ Speedpost and customised logistics
solutions offset by ↑ transshipment and vPOST



Quantum
Solutions

\$27.9M*
↑ 59.2%

Speedpost

\$12.6M
↓ 0.8%

WFD**

\$5.8M
↑ 37.9%



* For full quarter vs about 2 months last year

** Warehousing, Fulfilment and Distribution, vPOST, Transshipment

Segment results: Retail Q1 FY2010/11

Decline due to lower agency services, retail products contributions

Revenue

\$16.3M
↓ 1.2%

Operating profit

\$2.3M
↓ 22.1%



Revenue breakdown: growth in financial services offset by drop in agency services, retail products

Retail – agency, products and others

\$4.5M
↓ 14.7%

Inter-segment

\$6.5M
↑ 1.7%

Financial services

\$5.3M
↑ 9.5%



Financial position, cash flows

Healthy cash flows

	Q1 FY09/10	Q1 FY10/11
Net cash from operating activities	67.7	29.1
Net cash used in investing activities	(18.5)	(39.3)
Net cash used in financing activities	(3.9)	(2.4)
Net increase/(decrease) in cash	45.3	(12.6)
Cash & cash equivalents	184.9	377.6

Strong financial position

	@ 31 Mar 2010	@ 30 Jun 2010
Borrowings	\$503.0M	\$503.7M
Net debt	\$112.8M	\$126.1M
Net gearing	0.38x	0.44x
EBITDA to interest expenses	29.9x	16.7x

Q1 FY10/11 Dividend: 1.25 cents

Transforming to deliver

- Transformational journey to diversify and grow
- Extending core competencies into the region
- Focused on growth opportunities in Singapore and the Asia Pacific region





*The complete set of financial statements is available on
SGXNET and our website at www.singpost.com.*