

INVESTOR RELATIONS

SingPost proactively engages its shareholders and strives to ensure continuous and effective communications with the investment community.

SingPost's Investor Relations (IR) activities and conduct are guided by its Market Disclosure Policy, which contains the principles, guidelines, and procedures governing market disclosure, as well as the IR Policy, which describes the principles and practices for SingPost to provide current and prospective investors with information necessary to make well-informed investment decisions.

SingPost makes timely disclosures of new material information to all shareholders on SGXNet in compliance with the requirements of the Singapore Exchange (SGX) listing rules. Where there is inadvertent disclosure made to a select group, SingPost will make the same disclosure publicly to all others as promptly as possible via SGXNet.

SingPost management and IR teams proactively engage analysts and investors to keep them updated on matters ranging from business strategies, operational and financial performance, as well as material corporate developments. These take the form of one-on-one and group meetings, conference calls, site visits as well as participation in conferences and non-deal roadshows.

SingPost has always utilised both face-to-face and virtual means for such engagements. With the onset of safe distancing measures and travel restrictions during the COVID-19

pandemic, the SingPost management team has utilised virtual platforms to maintain active engagement with the investment community.

In FY20/21, SingPost management and IR teams engaged over 100 investors substantially through video and audio conferences virtual briefings or web conferences. In the past years, SingPost management team would typically organise four overseas non-deal roadshows on top of local meetings and conferences. However, these meetings had to be conducted virtually in FY20/21 due to travel restrictions.

Over the course of the year, SingPost participated in five virtual investor conferences. These included events co-organised by SGX and investment banks, such as the SGX-CLSA Singapore Corporate Virtual Access Day in November 2020.

Besides discussing financial and operational performance, management also spent time updating investors on SingPost's environmental, social and governance (ESG) initiatives.

SingPost continues to recognise the importance of regular engagements with retail shareholders, and holds annual meetings for retail investors with the Securities Investors Association Singapore (SIAS) to provide an opportunity for investors to interact with Management.

In July 2020, in collaboration with SIAS, retail shareholders were invited to a virtual SingPost-SIAS dialogue session. SingPost Group CEO Mr Paul Coutts and Group CFO Mr Richard Lai presented the Group's financial and operational performance via video conference and engaged in a question-and-answer session with the attendees.

In December 2020, members of SingPost management team met with SIAS management to discuss ways to improve investor outreach and further engage retail investors.

SingPost believes in developing and fostering strong relationships with research analysts, who play an important role in communicating key messages to the investing community, media and general public. Nine research firms covered SingPost during the year.

To facilitate better understanding of the Group's business operations, SingPost organises regular site visits for investors and analysts, which traditionally included visits to the SingPost Regional eCommerce Logistics Hub for a first-hand look at the automation systems used by the eCommerce business. With the introduction of safe distancing measures this year, such visits were not possible, hence SingPost has been using virtual platforms to creatively showcase the capabilities of the eCommerce Logistics Hub online.

SingPost conducts briefings for analysts for each financial results announcement. The public may also access an audio webcast or playback of each results briefing, with the transcript published under the IR section of SingPost's website as soon as practicable.

To ensure timely and accurate dissemination of information, the IR section on SingPost's website is regularly updated and contains all SGXNet announcements, periodic financial statements, investor presentations and AGM-related materials, including minutes of the AGM and the full voting results.

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FY20/21 INVESTOR RELATIONS CALENDAR OF EVENTS

H1 FY20/21

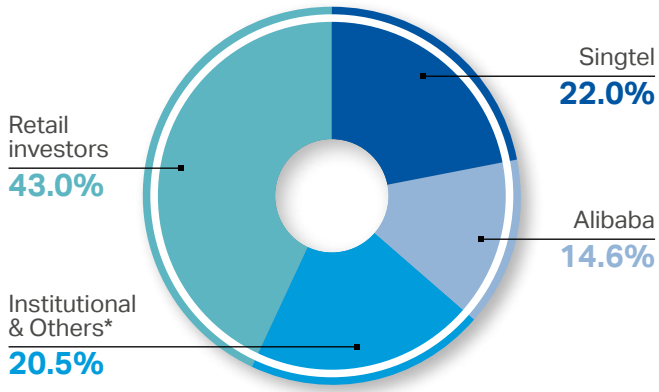
- Q4 and Full Year FY19/20 results briefing to analysts and media
- 28th Annual General Meeting
- Q1 FY20/21 business update release
- SIAS-SingPost shareholder engagement
- Virtual investor meetings
– Singapore
- Virtual investor meetings
– London
- Virtual investor meetings
– Australia

H2 FY20/21

- H1 FY20/21 results briefing to analysts and media
- Q3 FY20/21 business update release
- SGX-CLSA Singapore Corporate Virtual Access Day
- UBS virtual conference
– Profitable last mile eCommerce deliveries in high density areas
- Virtual investor meetings
– Singapore
- Virtual investor meetings
– Kuala Lumpur

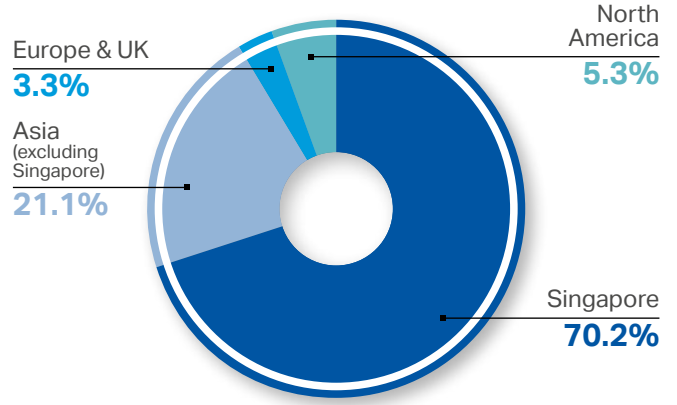
HOLDINGS BY INVESTOR GROUPS

As at 31 March 2021



HOLDINGS BY GEOGRAPHIC DISTRIBUTION

As at 31 March 2021



* Includes shares held by brokers, custodians and nominees

SINGPOST SHARE PRICE AND TRADING VOLUME VS FTSE STRAITS TIMES INDEX

FY20/21

