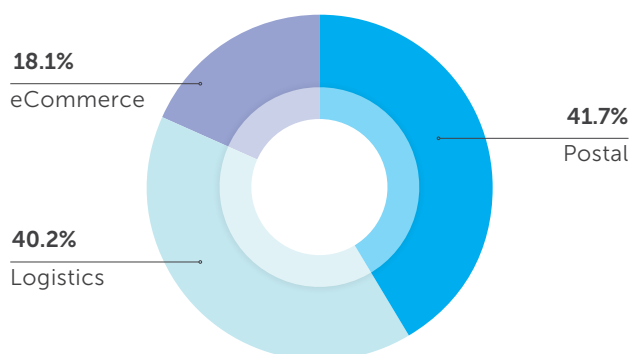


BUSINESS REVIEW

REVENUE BREAKDOWN BY SEGMENTS

The Group reported its financials based on three main operating segments: Postal, Logistics and eCommerce. For the financial year ended 31 March 2018, the Group recorded revenue of S\$1.46 billion, of which the Postal business contributed 41.7 per cent, Logistics contributed 40.2 per cent, and the eCommerce segment contributed 18.1 per cent.

REVENUE BREAKDOWN BY SEGMENTS



ECOMMERCE-RELATED REVENUE

For the financial year ended 31 March 2018, eCommerce-related revenue made up 55.2 per cent of total Group revenue.

This was contributed from all three business segments, such as cross-border eCommerce deliveries under the Postal segment, warehousing and last-mile deliveries under the Logistics segment, and front-end related revenue under the eCommerce segment.

ECOMMERCE-RELATED REVENUE

