

Investor Relations



SingPost's 26th Annual General Meeting.

SingPost is committed to engaging its shareholders through regular, effective and fair communication, in compliance with the listing rules of the Singapore Exchange Securities Trading Limited (SGX-ST), Singapore Code of Corporate Governance and current best practices.

Our Investor Relations (IR) activities and conduct are guided by the IR Policy which outlines the principles and practices to provide shareholders and investors with information necessary to make well-informed investment decisions.

Management and the IR team proactively engage analysts and investors to keep them updated on our business strategy, operational and financial performance, and material corporate developments. These include one-on-one and group meetings, conference calls, site visits as well as participation in conferences and non-deal roadshows.

In FY2018/19, management and IR engaged about 270 investors in the form of meetings and conference calls.

We believe in developing and fostering strong relationships with research analysts, who play an important role in communicating key messages of SingPost to the investing community, media and general public. 11 research firms covered SingPost during the year.

SingPost conducts briefings for analysts for each of the quarterly financial results announcements, as well as for the media for half-year and full-year financial results. The public may access an audio webcast or playback of each of the quarterly results briefing, and a transcript will be published under the IR section of the corporate website (www.singpost.com) as soon as practicable.

To ensure timely and accurate dissemination of information, the IR website is regularly updated and contains all SGXNET announcements, quarterly financial statements, investor presentations and Annual General Meeting (AGM) related materials, including minutes of the AGM and the full voting results.

As part of our IR outreach programme to broaden and diversify SingPost's shareholder base, our team completed five overseas non-deal roadshows or conferences in FY2018/19, on top of local interactions with analysts and investors.

We also organise regular site visits for investors and analysts to facilitate a better understanding of our business operations. This includes visits to our Regional eCommerce Logistics Hub which provides a first-hand experience of the use of automation systems for eCommerce order picking and parcel sorting.

SingPost recognises the importance and value of regular engagement with our retail shareholders. We hold annual meetings for retail investors with the Singapore Investors Association Singapore (SIAS) to provide an opportunity for them to interact with Management.

In June 2018, we held the SingPost-SIAS dialogue session at the SingPost Centre auditorium, with around 240 retail investors in attendance. Our Group CEO, Mr Paul Coutts, presented SingPost's financial and operational performance, and engaged in a question-and-answer session with the attendees.

FY2018/19 Investor Relations

Calendar of Events

We proactively engage with the investment community in a timely and transparent manner to ensure that they are kept updated of the latest developments at SingPost.

Q1 FY2018/19

- Q4 and Full Year FY2017/18 results briefing to analysts and media
- Post-results investor lunch meeting
- 9th Annual dbAccess Asia Conference 2018 – Singapore
- SGX-DBSV Singapore Corporate Day, followed by Non-deal Roadshow – New York, Canada

Q2 FY2018/19

- SingPost-SIAS Dialogue Session
- 26th Annual General Meeting
- Q1 FY2018/19 results briefing to analysts
- Post-results investor lunch meeting
- 25th CLSA Investors' Forum – Hong Kong

Q3 FY2018/19

- SGX-UBS Singapore Corporate Day, followed by Non-deal Roadshow – London, Europe
- Q2 and H1 FY2018/19 results briefing to analysts and media
- Post-results investor lunch meeting
- Non-deal Roadshow – Japan
- Non-deal Roadshow – Kuala Lumpur

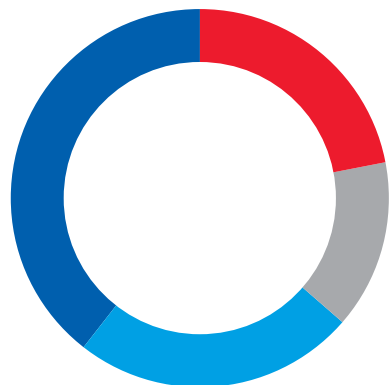
Q4 FY2018/19

- DBS Vickers Pulse of Asia Conference 2019 – Singapore
- Q3 and 9M FY2018/19 results briefing to analysts

Investor Relations

Share Ownership by Investor Groups

As at 31 March 2019

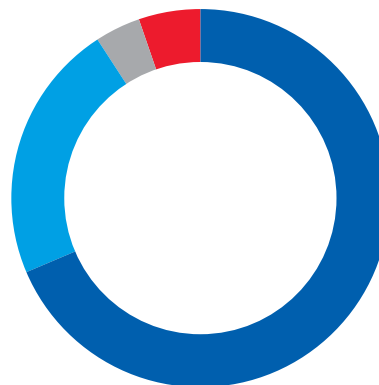


● Singtel	22.0%
● Alibaba Investment Ltd	14.6%
● Institutional & Others*	24.2%
● Retail Investors	39.2%

* Include shares held by brokers, custodians and nominees

Holdings by Geographic Distribution

As at 31 March 2019



● Singapore	68.7%
● Asia excluding Singapore	22.3%
● Europe & UK	3.9%
● North America	5.0%

SingPost Share Price and Trading Volume vs FTSE Straits Times Index (FY2018/19)

Change from
31 March 2018
(%)

Weekly
Volume
(m)

