

INVESTOR RELATIONS



SingPost is committed to engaging its shareholders through regular, effective and open communication, in compliance with the listing rules of the Singapore Exchange Securities Trading Limited ("SGX-ST"), Singapore Code of Corporate Governance 2018 and current best practices.

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

Management and the IR team proactively engage analysts and investors to keep them updated on the business strategy, operational and financial performance, and 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.

In FY2019/20, management and IR engaged over 200 investors through meetings, video and audio conferences, and virtual briefings or webcasts. This included overseas non-deal roadshows covering five cities, on top of local meetings, before travel restrictions were imposed due to COVID-19. Since then, management has moved towards conducting such meetings virtually.

To ensure timely and accurate dissemination of information, the IR section of the corporate 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.

SingPost conducts briefings for analysts for each financial results announcement. The public may access an audio webcast or playback of each of the results briefing, and a transcript will be published under the IR section of the corporate website as soon as practicable.

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.

Regular site visits are also organised for investors and analysts to facilitate better understanding of the Group's business operations. They included visits to the SingPost Regional eCommerce Logistics Hub, giving them a first hand look at automation systems used for eCommerce order picking and parcel sorting.

With the onset of social distancing measures during the COVID-19 pandemic, management has been using virtual platforms to showcase the capabilities of the Logistics Hub.

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

In July 2019, in collaboration with SIAS, retail shareholders were invited to a SingPost-SIAS dialogue session held at the SingPost office. The Group CEO, Mr Paul Coutts, and Group CFO, Mr Richard Lai, presented SingPost's financial and operational performance and engaged in a question-and-answer session with the attendees.

In November 2019, SingPost also participated in the SGX-SIAS Corporate Connect Seminar, an investor education initiative to help retail investors understand listed companies better.

SingPost has always utilised both face-to-face and virtual means, such as webcasts or video briefings or conferences, to engage with investors and analysts, and remains committed in engaging its various stakeholders.

INVESTOR RELATIONS

FY2019/20 Investor Relations CALENDAR OF EVENTS

Q1 FY2019/20

- Q4 and Full Year FY2018/19 results briefing to analysts
 - Post-results investor lunch meeting
 - Maybank Invest Asia Singapore 2019 – Singapore
 - Investor meetings – Kuala Lumpur
 - 10th Annual dbAccess Asia Conference 2019 – Singapore
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Q2 FY2019/20

- SingPost-SIAS Dialogue Session
 - 27th Annual General Meeting
 - Q1 FY2019/20 results briefing to analysts
 - Investor meetings, followed by SGX-UBS Singapore Corporate Day – London, Europe
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Q3 FY2019/20

- Q2 and H1 FY2019/20 results briefing to analysts
 - Post-results investor lunch meeting
 - Investor meetings – Japan
 - SGX-SIAS Corporate Connect Seminar - Singapore
 - Investor meetings – Kuala Lumpur
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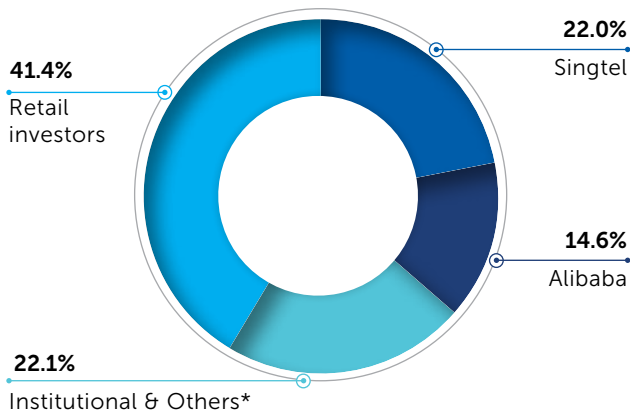
Q4 FY2019/20

- Q3 and 9M FY2019/20 results briefing to analysts and investors



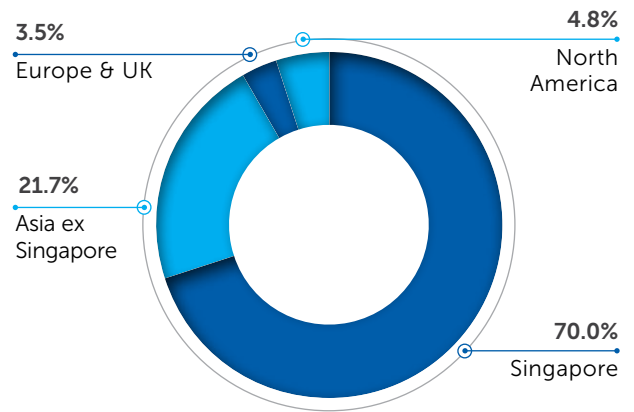
HOLDINGS BY INVESTOR GROUPS

As at 31 March 2020



HOLDINGS BY GEOGRAPHIC DISTRIBUTION

As at 31 March 2020



* Include shares held by brokers, custodians and nominees

SINGPOST SHARE PRICE AND TRADING VOLUME VS FTSE STRAITS TIMES INDEX (FY2019/20)

