

INVESTOR RELATIONS

SingPost strives to ensure effective communication with the investment community, with the aim of helping investors make timely and informed decisions.

Management and the Investor Relations (IR) team proactively engage investors via various platforms to keep them updated on our business strategy as well as operational and financial performance. These include one-on-one and group meetings, conference calls, site visits, investor conferences and non-deal roadshows.

In FY2016/17, management and IR engaged about 420 investors through meetings and conference calls, up from about 240 the year before.

For each of the quarterly results announcement, SingPost conducts briefings to analysts and the media. The public can also access a live audio webcast or playback of the results briefing. A transcript will be published on SingPost's IR website at www.singpost.com the next working day.

The IR website is regularly updated and contains all SGXNET announcements, quarterly financial statements, investor presentations and AGM related materials. From 2016, minutes of the AGM are uploaded on the website along with the full voting results.

During the year, the IR team organises site visits for investors and analysts to gain a better understanding of our business and operations. In November 2016 and March 2017, analysts and investors were invited for a visit to the new Regional eCommerce Logistics Hub, where we showcased the use of automation systems in parcel sorting and order picking.

As part of our IR outreach programme to broaden and diversify SingPost's shareholder base, our team completed three overseas non-deal roadshows and participated in eight local and overseas conferences during the financial year.

We believe in developing and fostering strong relationships with research analysts, who play a significant role in conveying the key messages of SingPost to the investment community. 11 research firms covered us during the year, up from nine last year.

SingPost recognises the importance and value of regular engagement with our retail investors. We organise annual pre-AGM meetings for retail shareholders with the Securities Investors Association Singapore (SIAS), which provides an additional opportunity for our retail shareholders to interact with management.

Our IR activities and conduct are guided by SingPost's Market Disclosure Policy, which contains the principles, guidelines and procedures governing market disclosure. The objectives of the Policy include upholding a high standard of IR communication to ensure transparent, fair and equitable treatment of all shareholders, and protection of shareholders' interests.

FY2016/17 IR CALENDAR OF EVENTS

May 2016

- Q4 and Full Year FY2015/16 results briefing to analysts and media
 - Post-results investor lunch meeting
 - 7th Annual dbAccess Asia Conference 2016 – Singapore
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June 2016

- Non-deal Roadshow – Europe / U.S.
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July 2016

- Pre-AGM meeting for Retail Shareholders with SIAS
 - 24th Annual General Meeting
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August 2016

- Q1 FY2016/17 results briefing to analysts and media
 - Post-results investor lunch meeting
 - Macquarie 7th Annual ASEAN Conference 2016 – Singapore
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September 2016

- 23rd CLSA Investors' Forum – Hong Kong
-

October 2016

- UOB Kay Hian Asian Gems Conference 2016 – Singapore
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November 2016

- Q2 and H1 FY2016/17 results briefing to analysts and media
 - Post-results investor lunch meeting
 - Discover Singapore: SGX-Nomura Corporate Day – Tokyo
 - Morgan Stanley's 15th Annual Asia Pacific Summit – Singapore
 - Non-deal Roadshow – Kuala Lumpur
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January 2017

- Extraordinary General Meeting
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February 2017

- Q3 and 9M FY2016/17 results briefing to analysts and media
 - Post-results investor lunch meeting
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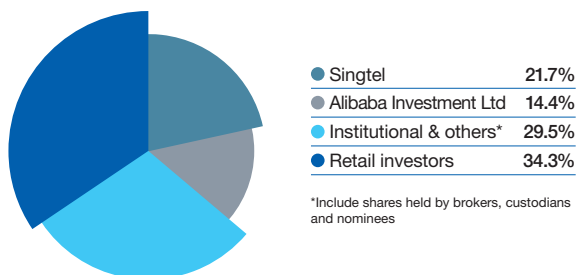
March 2017

- Macquarie-SGX New Digital Economy Corporate Day – Singapore
 - Non-deal Roadshow – Hong Kong
 - Maybank Kim Eng Invest ASEAN 2017 – Singapore
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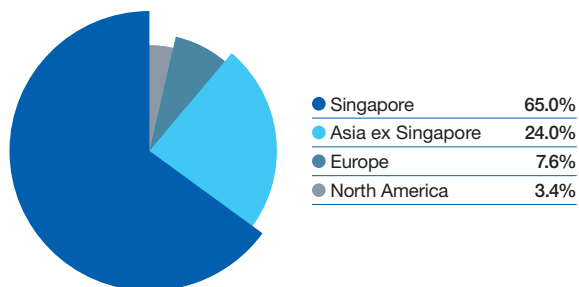
SHARE OWNERSHIP BY INVESTOR GROUPS

As at 31 March 2017



SHARE OWNERSHIP BY GEOGRAPHY

As at 31 March 2017



SINGPOST SHARE PRICE AND TRADING VOLUME VS FSSTI (FY2016/17)

