

## INVESTOR RELATIONS

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

Our investor relations (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 Investor Relations (IR) communication to ensure transparent, fair and equitable treatment of all shareholders, and protection of shareholders' interests.

Management and the 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 FY2017/18, management and IR engaged about 380 investors through meetings and conference calls.

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

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

We organise regular site visits for investors and analysts to gain a better understanding of our business and operations. Since the opening of the Regional eCommerce Logistics Hub, we have hosted visits for more than 80 analysts and investors to see and experience the use of automation systems in order picking and parcel sorting.

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 a total of 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.

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

In June 2017, we held our inaugural large scale SingPost-SIAS dialogue session in conjunction with SIAS. Around 150 retail investors attended the event held at the SingPost Centre auditorium. Our Deputy Group CEO (Corporate Services) and Group CFO, Mervyn Lim, presented SingPost's financial and operational performance and engaged in a question-and-answer session with the attendees.



*SingPost-SIAS dialogue session held in June 2017*

## FY2017/18 IR CALENDAR OF EVENTS

### Q1 FY2017/18

- Q4 and Full Year FY2016/17 results briefing to analysts and media
- Post-results investor lunch meeting
- 8th Annual dbAccess Asia Conference 2017 – Singapore
- SingPost-SIAS Dialogue Session

### Q2 FY2017/18

- 25th Annual General Meeting
- Q1 FY2017/18 results briefing to analysts and media
- Post-results investor lunch meeting
- 24th CLSA Investors' Forum – Hong Kong

### Q3 FY2017/18

- SGX-UBS Corporate Day – London
- Non-deal Roadshow - Europe
- Q2 and H1 FY2017/18 results briefing to analysts and media
- Post-results investor lunch meeting
- Morgan Stanley's 16th Annual Asia Pacific Summit – Singapore
- SGX-Maybank-Mizuho Singapore Corporate Day – Tokyo

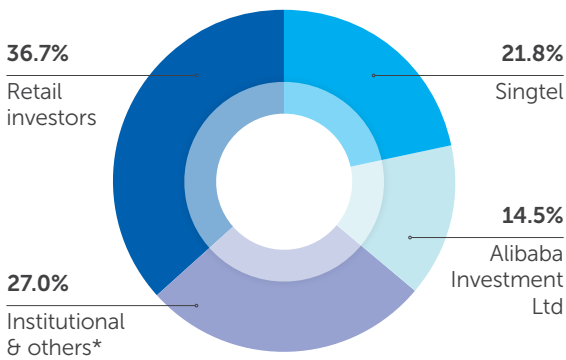
### Q4 FY2017/18

- DBS Vickers Pulse of Asia Conference 2018 – Singapore
- Q3 and 9M FY2017/18 results briefing to analysts and media
- Post-results investor lunch meeting
- Nomura Singapore Corporate Day 2018 – Singapore
- Non-deal Roadshow – Kuala Lumpur
- Non-deal Roadshow – Australia
- Maybank Kim Eng Invest ASEAN Singapore 2018 – Singapore

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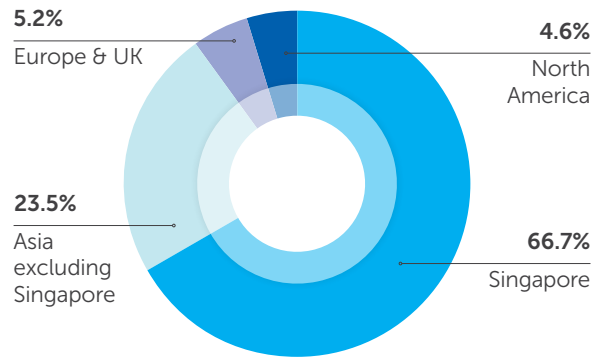
## SHARE OWNERSHIP BY INVESTOR GROUPS

As at 31 March 2018



## SHARE OWNERSHIP BY GEOGRAPHY

As at 31 March 2018



\* Include shares held by brokers, custodians and nominees.

## SINGPOST SHARE PRICE AND TRADING VOLUME VS FSSTI (FY2017/18)

