


General Announcement::Presentation Slides - 22nd Annual General Meeting

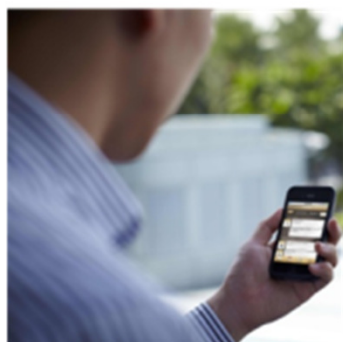
Issuer & Securities

Issuer/ Manager	SINGAPORE POST LIMITED
Securities	SINGAPORE POST LIMITED - SG1N89910219 - S08

Announcement Details

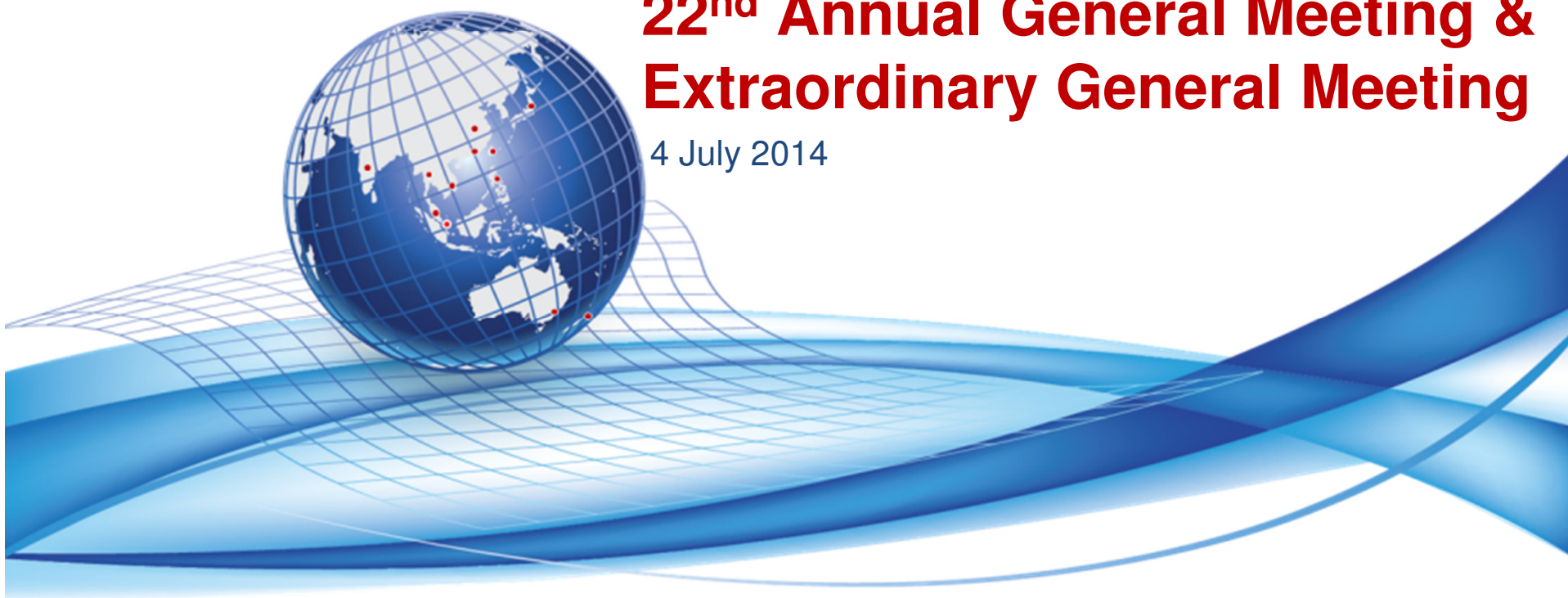
Announcement Title	General Announcement
Date & Time of Broadcast	04-Jul-2014 07:23:36
Status	New
Announcement Sub Title	Presentation Slides - 22nd Annual General Meeting
Announcement Reference	SG140704OTHR45AK
Submitted By (Co./ Ind. Name)	Winston Paul Wong Chi Huang
Designation	Joint Company Secretary
Description (Please provide a detailed description of the event in the box below)	Attached are the presentation materials for a presentation to be made by Dr Wolfgang Baier, Group Chief Executive Officer of Singapore Post Limited ("SingPost"), at the 22nd Annual General Meeting of SingPost to be held today at 10.30am.
Attachments	 2014AGMPresentation.pdf Total size =2994K

Like Tweet

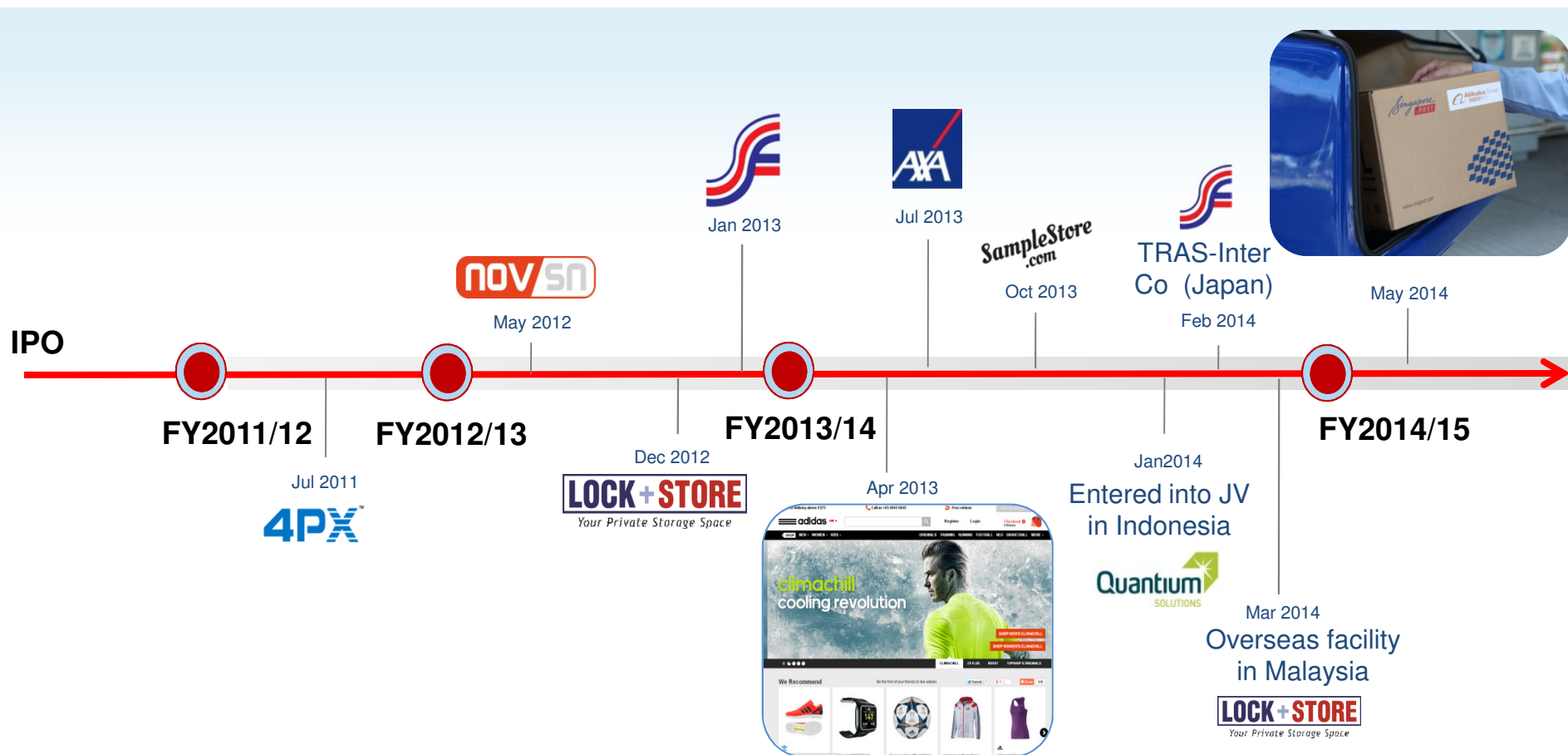


22nd Annual General Meeting & Extraordinary General Meeting

4 July 2014



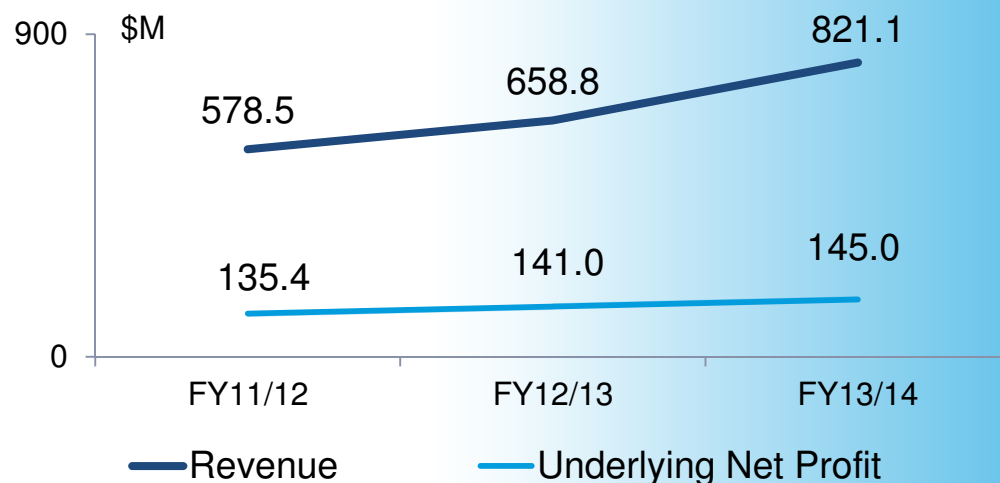
We are in the 3rd year of our accelerated transformation



Strong entry into eCommerce after signing partnership with Alibaba, and winning key customers like Adidas

We are in the 3rd year of our accelerated transformation

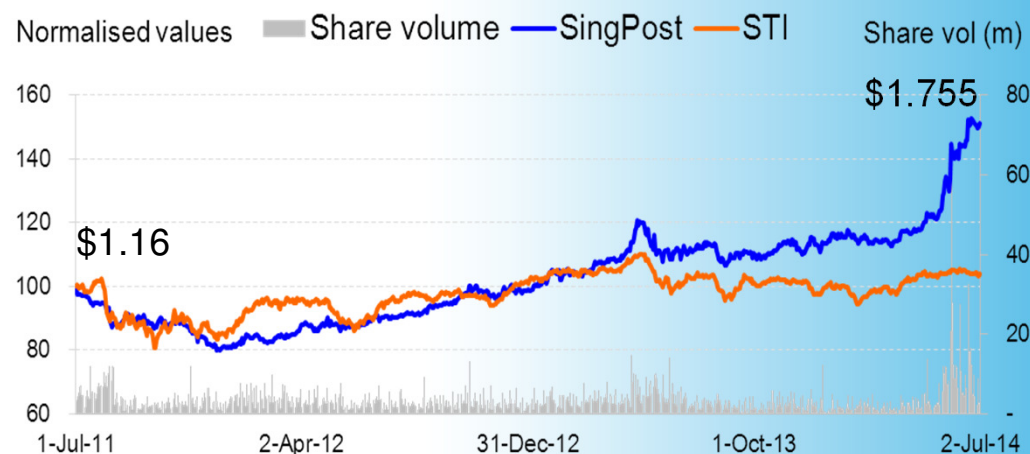
We are realising our strategy of growing revenue...



Initial success in transformation as we continue to invest in the future

Total shareholder return of 320% since 2003; 4.2x initial investment

...and creating value for our shareholders



SingPost's vision and strategy is crystal clear



REGIONAL LEADER IN

E-COMMERCE LOGISTICS



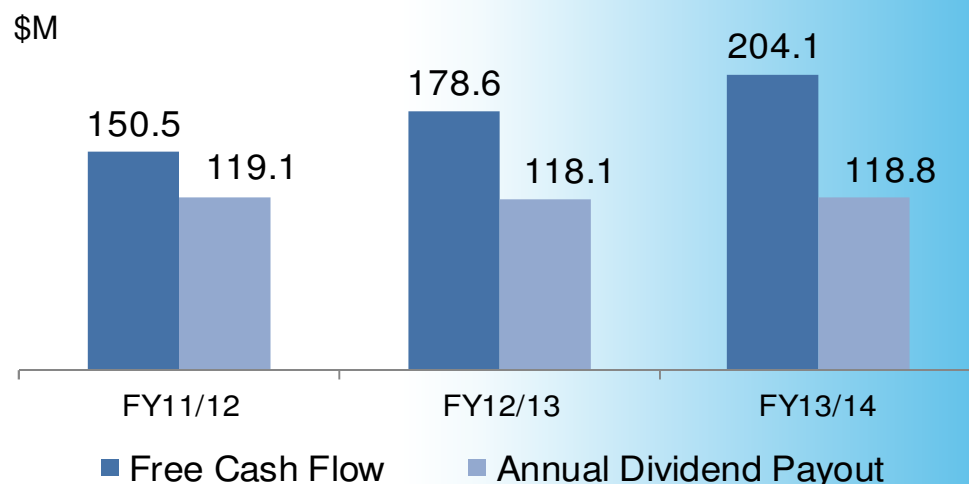
&

TRUSTED COMMUNICATIONS



We continue on our dividend commitment

Our healthy cash flows support dividend payout



Quarterly dividend payouts

Period	Quarterly dividend per share
Q1 interim	1.25 cents
Q2 interim	1.25 cents
Q3 interim	1.25 cents
Q4 final	1.25 cents + variable 1.25 cents
Total	6.25 cents

Barring unforeseen circumstances, SingPost will make a minimum annual dividend payout of 5 cents per share

Over the past 8 years, SingPost has paid out an annual dividend of 6.25 cents per share

And we put continuous emphasis on Corporate Governance

Adhering to All Principles in the Code of Corporate Governance

Board's Conduct of Affairs	Board Composition
Chairman and Chief Executive Officer	Board Membership
Board Performance	Access to Information
Remuneration Policies	Level and Mix of Remuneration
Disclosure on Remuneration	Accountability
Risk Management & Internal Controls	Audit Committee
Internal Audit	Shareholder Rights
Communication with Shareholders	Shareholder Meetings

Full details are in the Annual Report

Detailed Examples

- ✓ Enhanced experience, gender and expertise with new board members
- ✓ Rigorous peer-to-peer review to ensure independence including engaging external expert advisory firm Egon Zehnder
- ✓ Formal process to assess board performance and effectiveness conducted by Egon Zehnder
- ✓ Annual joint Board and Mgmt Strategy Workshop

Consistent shareholder engagement

- ✓ Actively engage with investors
 - Regular one-on-one dialogues
 - Results briefings for media and analysts
 - Timely release of info non-selectively
- ✓ New section in Annual Report on strategies to build a long term sustainable Group
 - Risk Management
 - Innovation & Productivity
 - Labour Practices and Community Giving

Is the transformation finished? Are we there yet?

no

... but we are off to a
good start

World Mail Award 2014
for eCommerce



Ranked No. 1
Postal Agency



EMS Gold Level Award by
Universal Postal Union



To keep up momentum, we need to further invest
and set up SingPost for sustainable, long-term
shareholder value creation



FY2013/14 Highlights

FY2013/14 performance – Good progress in transformation

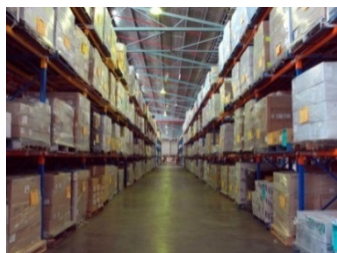
SingPost Group

Revenue	↑ 24.6%
Underlying net profit	↑ 2.9%



Mail

Revenue	↑ 11.5%
Operating profit	↑ 1.0%



Logistics

Revenue	↑ 52.8%
Operating profit	↑ 104.7%



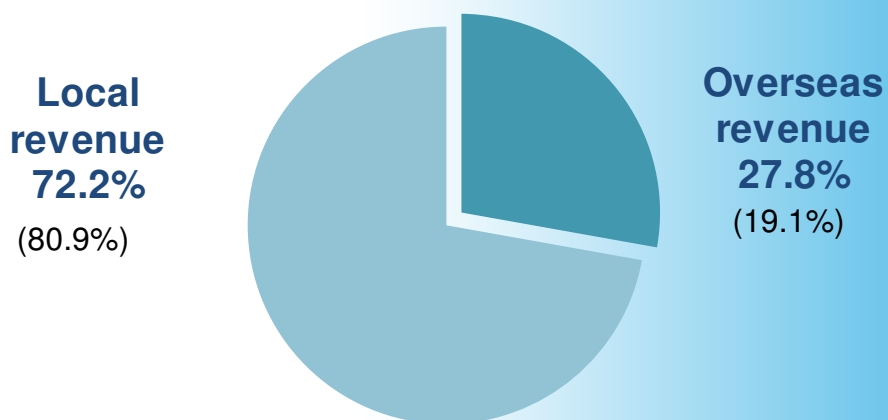
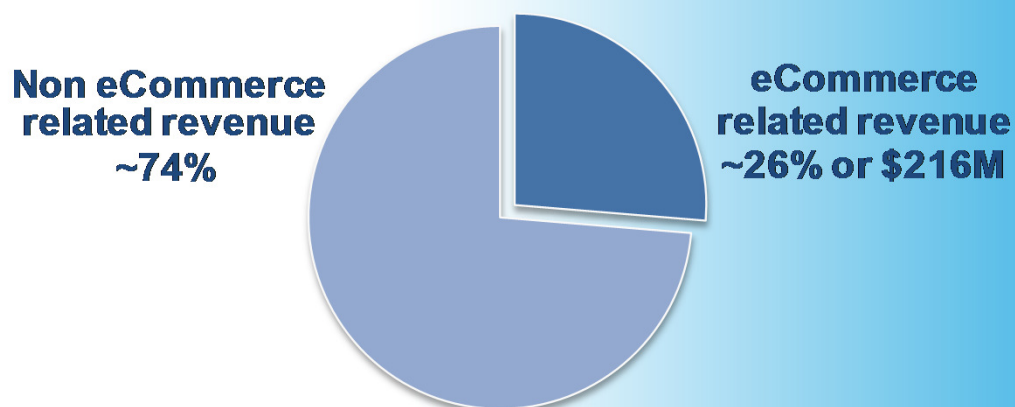
Retail & eCommerce

Revenue	↑ 3.5%
Operating profit	↓ 49.2%

M&A contributions and eCommerce parcel growth mitigated impact of decline in *traditional* letter business

Continued developmental spending for the Group's transformation

FY2013/14 performance – Higher eCommerce and overseas contributions



Group Revenue \$821.1M

Growing eCommerce related contributions across all business segments of Mail, Logistics, Retail & eCommerce

Increasing revenue from overseas markets with regional expansion

Previous financial year figures in brackets

Challenges in operating environment remain

**Second annual
decline in domestic
mail volumes**

**High service quality
expectations as Public
Postal Licensee, despite
declining mail density**



**Continued escalation
in operating costs**

**New areas of logistics
and eCommerce
are very competitive**

Ready for the future – Accelerating growth in regional eCommerce Logistics



Further acceleration of growth efforts in eCommerce Logistics

Continued expansion of the Group's businesses in Asia Pacific

Investment by Alibaba Group & MOU for eCommerce Logistics joint venture

Ready for the future – Continued investments in Trusted Communications



Committed to service obligations and high Quality of Service as Singapore's Public Postal Licensee

\$100M investment in postal infrastructure, service quality and innovation

Building innovative channels in digital communications

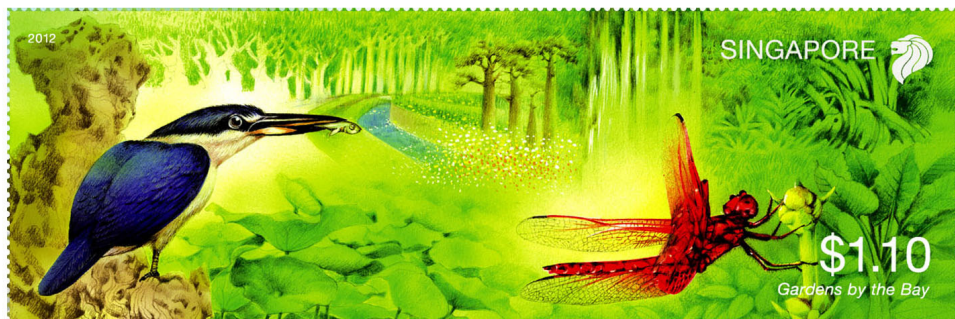
Managing cost challenges with focus on productivity and efficiency



SingPost
Inclusivity Fund
Caring • Changing • Cultivating



SPDigital



Singapore
POST



Thank You