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Introduction

- **Increasing disclosures on business segments to help investors independently assess and make informed decisions**
- **Updates in line with latest SGX Regco column (22 April) recommendations**

“As issuers plans to deal with the wide-ranging effects of COVID-19 on their businesses, issuers’ Boards should keep in mind whether these plans will give rise to material information that must be disclosed”.

Outline

- **Business Review and COVID-19 impact**
 - **Media, Telecommunications, Technology**
 - **Retail, PBSA**
- **Capital Management**
- **Summary**
- **Annex**

Update: Media, Retail, PBSA, Financials

- **Media**

- Digital subscriptions up 4% in Mar over Feb with News Tablet subscriptions
- Providing news content with minimal staff on-site
- Newspaper distribution impacted by labour availability

- **Retail**

- Further rental rebates for Singapore malls with extended circuit breaker period

- **PBSA**

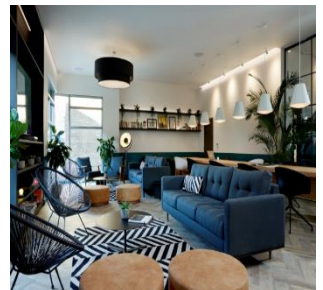
- Refunds of £4.5m at lower end of expected range (20 April 2020); 20% via credits
- Achieved 65% of target revenue (20 April 2020)

- **Financials**

- Estimated S\$46m from Govt Budget measures, bulk from Jobs Support Scheme
- Drawdown S\$325m of additional credit in April
- Cash balances up 60% to approx. S\$800m

- **Others**

- Continue disciplined approach to recycling of capital



Media

Telecommunications
Technology

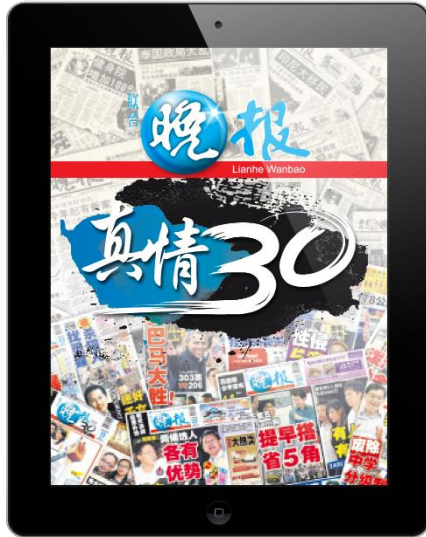
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- PBSA refunds lower than expected
- Occupancy at 60%, higher than previous year's level



**THE STRAITS TIMES
NEWS TABLET**

Update: Managing disruption



Essential service provider




- Keeping minimal staff on-site
- Continuing to deliver quality content

Newspaper distribution affected by labour availability

- Using alternative means to supplement print distribution workforce
- Promote digital subscription



Update: News Tablet subscriptions

Newspaper Title	No. of Subs 8 April, 2020	Change from 1HFY20
THE STRAITS TIMES	10,070 (54% are new)	670  7.1%
ZAOBAO, WANBAO & SHIN MIN	13,860 (75% are new)	160  1.2%
BERITA HARIAN	1,650 (85% are new)	50  3.1%

**Retail/
PBSA**

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Update: Further rental rebates in May by SPH REIT



Landlord actions

- Committed to 100% return of property tax
- In February and March 2020, tenant rebates amounting to approximately S\$4.6 million have been granted to those affected tenants
- Considering extension of support to tenants in view of extended circuit breaker

MAS policy support to prevent breach of gearing limit

- Gearing threshold raised to 50% from 45%
- Deferral of interest coverage requirement

Refinancing outstanding loan due July; no further refinancing until June 2021



Update: Flagship developments in progress



Minimal disruptions to construction from Covid-19, bookings still coming in for our upcoming Oxford and Brighton assets

- Construction has been progressing despite Covid-19 situation, with minimal disruptions
- Construction partners remain committed and are looking into ways to expedite construction progress
- Planning for contingencies if constructions are delayed from an extended UK lockdown
- Digital marketing initiatives and outreach are driving sales locally and internationally during this period

Update: PBSA refunds



Reduction in revenue from rental refunds of £4.5m (20 April) at lower end of our £4-8m expectations

- 20% of this figure in the form of credits, no cashflow impact
- Deadline had been extended by one week for late applicants

Update: PBSA bookings and target revenue



- **Bookings 60% as at 20 April, higher than this time last year for AY 19/20**
- Achieved 65% of target revenue for AY20/21
- Academic Year 20/21 impact less than expected, placement process is continuing with “moderated assessment” grades for students
- Application levels within UK remain steady

Update: Anticipating universities to start on time



UK Government is working to minimise disruptions to the higher education sector. Booking patterns suggest confidence by students in SPH's PBSA

- While 'A' Level exams have been cancelled, a "moderated assessment" system in lieu of exams has been introduced. This enables students to be placed at universities on time
- The Universities and Colleges Admissions Service ("UCAS") is reporting no significant changes to UK applicant behaviour with a recent survey indicating that 9 out of 10 undergraduate applicants in the UK are still looking to start university this autumn
- Guidelines on visas have been issued to provide more support and flexibility for international students

Capital Management

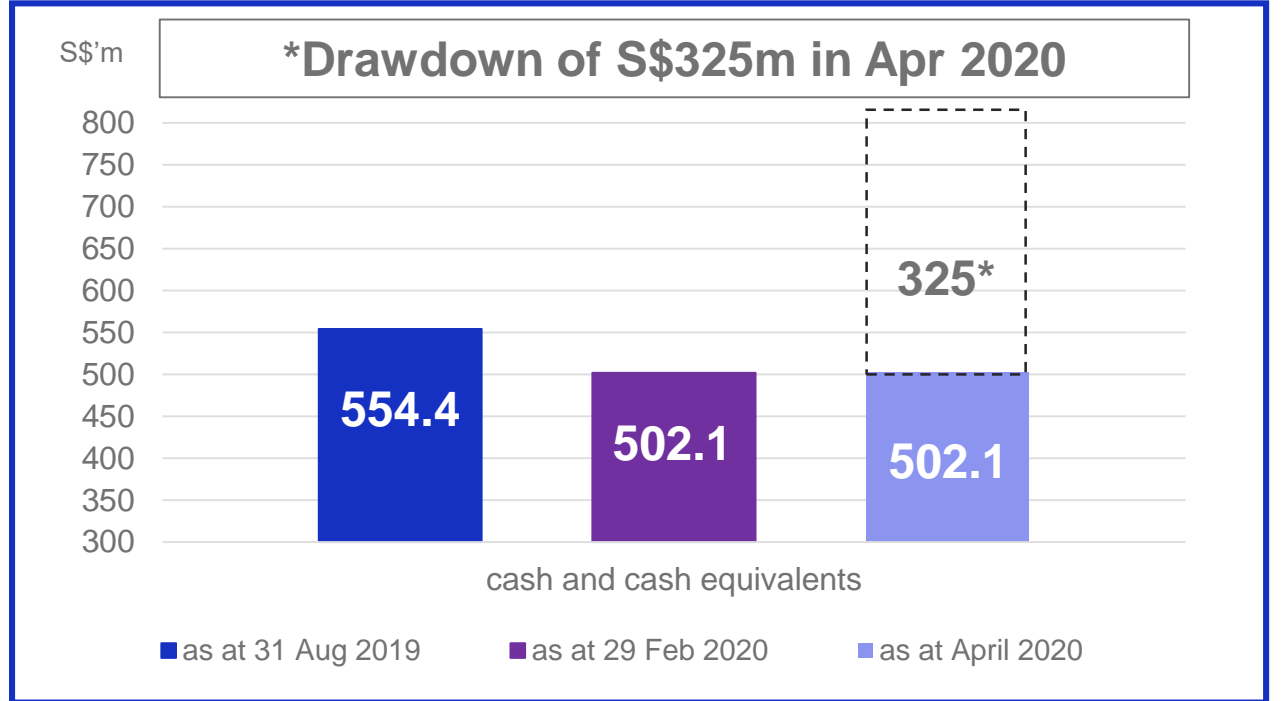
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NEWS
CENTRE

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Update: Gearing ratios and cash balances

Net debt / Total asset 32.1% (31 Mar) <i>31.8% (29 Feb)</i>	Net debt / Equity 50.8% (31 Mar) <i>49.9% (29 Feb)</i>
Weighted average debt to maturity 3.3 yrs (23 Apr) <i>3.1 years (29 Feb 2020)</i>	Interest coverage ratio 4.9x (31 Mar) <i>5.2x (29 Feb 2020)</i>



% of Term Debt Maturing

9%	17%	74%
In less than 1 year	In 2 years	In 3 years and beyond



Summary

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Update: Well-placed to sustain prolonged Covid-19 impact



Resilient balance sheet

- Healthy cash buffer, with additional drawdown of \$325m credit
- Gearing ratios largely unchanged
- Ample liquidity
- Refinancing sole term loan due in FY2020, no further loans due till June 2021
- Receiving \$46m in various Govt budget support measures

Update: Well-placed to sustain prolonged Covid-19 impact



PBSA

- PBSA refunds lower than expected
- Bookings occupancy at 60%, higher than previous year's level

Media

- Digital subscriptions improved 4% in Mar over Feb, with News Tablet subscriptions

Others

- Streamlining of businesses for increased efficiency
- Disciplined review of non-core businesses for non-performance

Thank You

Visit www.sph.com.sg for more information



Annex

Some bright spots in 1H FY2020

- **Media:**

- Straits Times News Tablet, with Zaobao and Berita Harian driving digital circulation growth of 50%, total sales ~25k units@

- **Retail & PBSA: Recurring income up 18%**

- Dec 2019: SPH REIT added second mall in Australia, with 50% stake in Westfield Marion Shopping Centre for A\$670m
- Dec 2019: £448m UK student housing deal, acquiring 2,383 beds and premier Student Castle brand with development capabilities

- **Aged Care: Diversifying away from Singapore**

- Feb 2020: S\$65.8 million deal to acquire 365 beds in Osaka, Hokkaido and Tokyo

- **Strong liquidity position**

- Raised S\$500m from Jan 2020 senior bond issue at 3.2%
- SPH REIT Nov 2019 placement at 5.5% discount, raising S\$164.5m



1H FY2020 Group Financial Highlights

	1H FY20 S\$'000	1H FY19 S\$'000	Change %
<u>Operating revenue</u>	<u>471,434</u>	<u>477,643</u>	<u>(1.3)</u>
<u>Total Costs</u>	<u>(377,556)</u>	<u>(365,276)</u>	<u>3.4</u>
Operating profit [#]	102,733	121,303	(15.3)
FV change on investment prop.	10,527	(12,864)	NM
Share of results of associates, JVs	2,479	9,379	(73.6)
Investment income	7,588	2,433	211.9
<u>Profit before taxation</u>	<u>123,327</u>	<u>120,251</u>	<u>2.6</u>
Net profit attributable to shareholders	77,638	85,614	(9.3)

PBT up 2.6% due to higher contribution from Retail and PBSA, offsetting Media's decline

Operating revenue stable despite Media decline, due to higher revenue from Retail and PBSA

Total Costs well-controlled, increased by 3.4%

- In line with operational needs from scaling of Retail and PBSA business
- Lower Media costs due to control measures

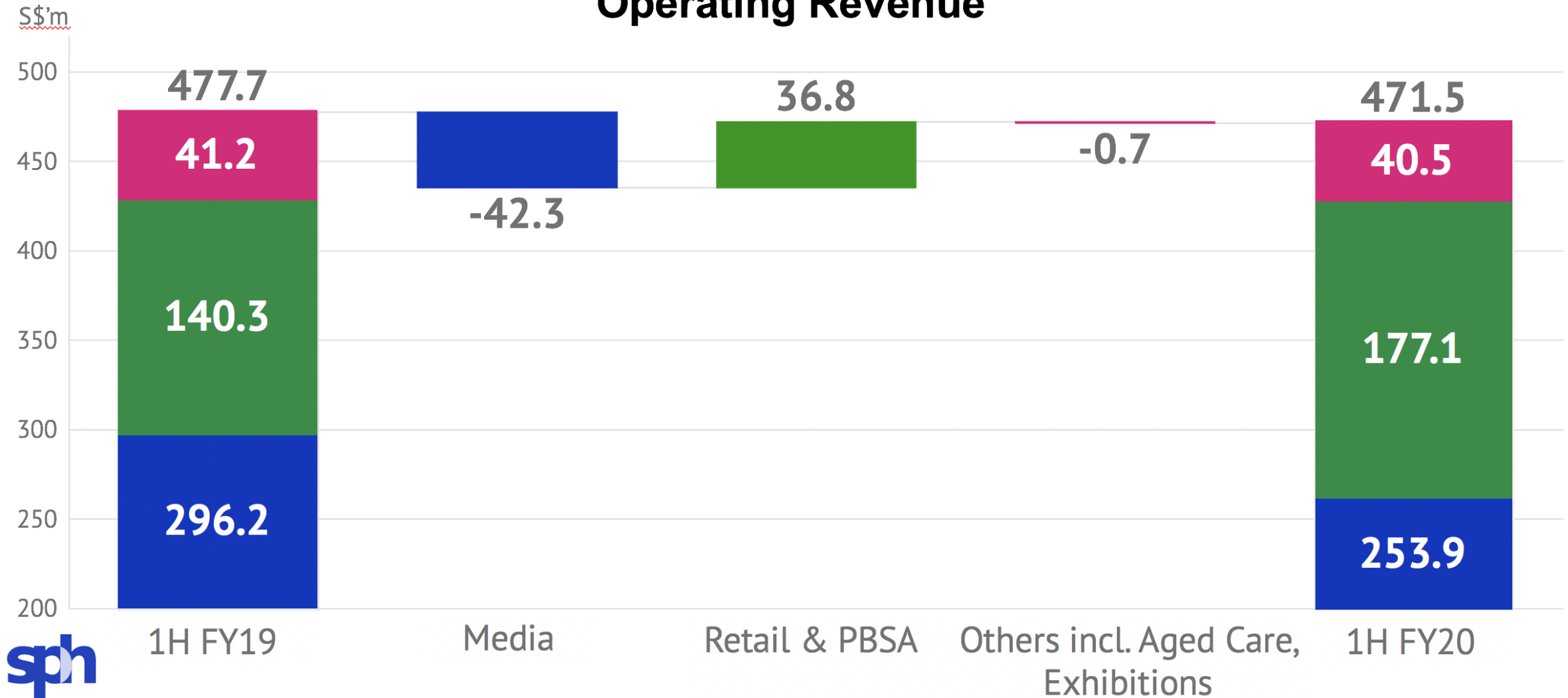


[#] This represents the recurring earnings of the media, property and other businesses.
 NM: Not Meaningful

1H FY2020: Property revenue up 26%

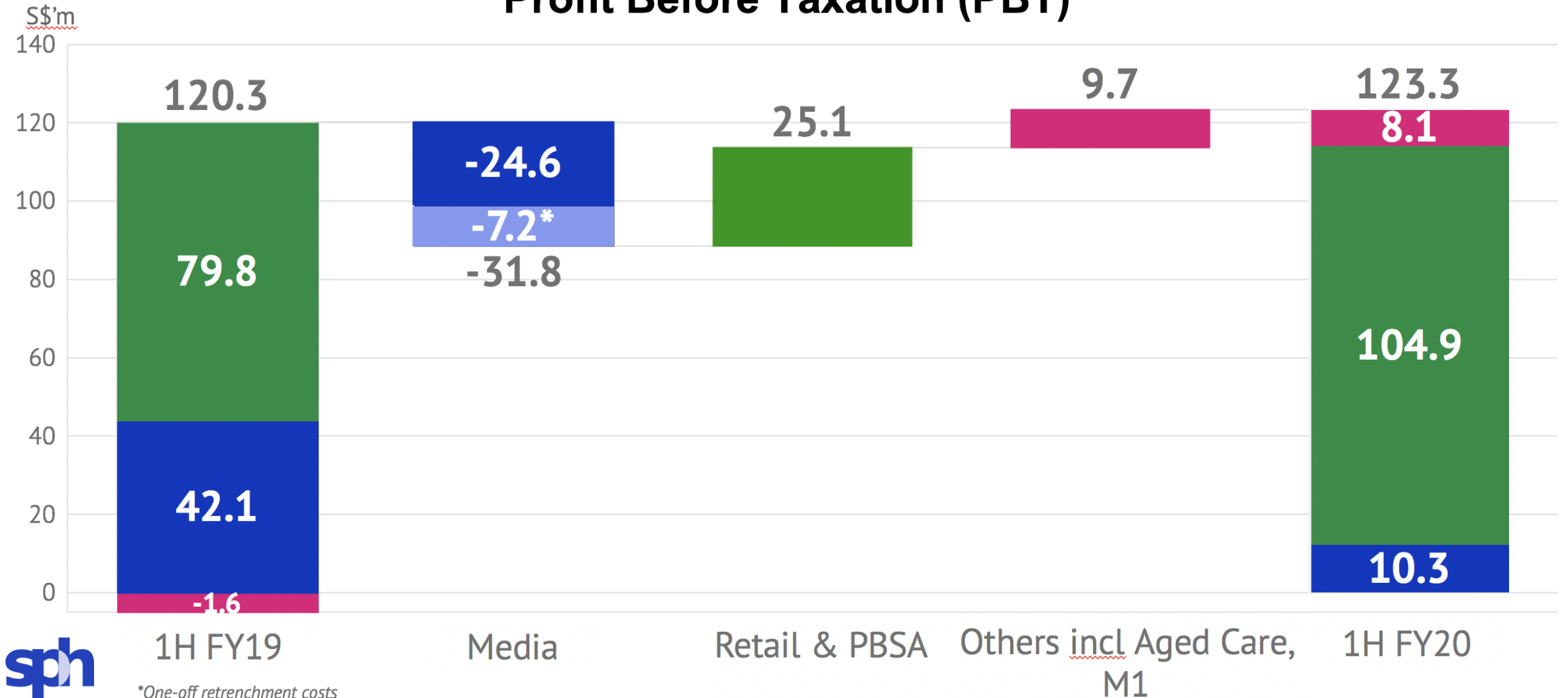
Property-related revenue increases after SPH REIT and PBSA additions

Operating Revenue



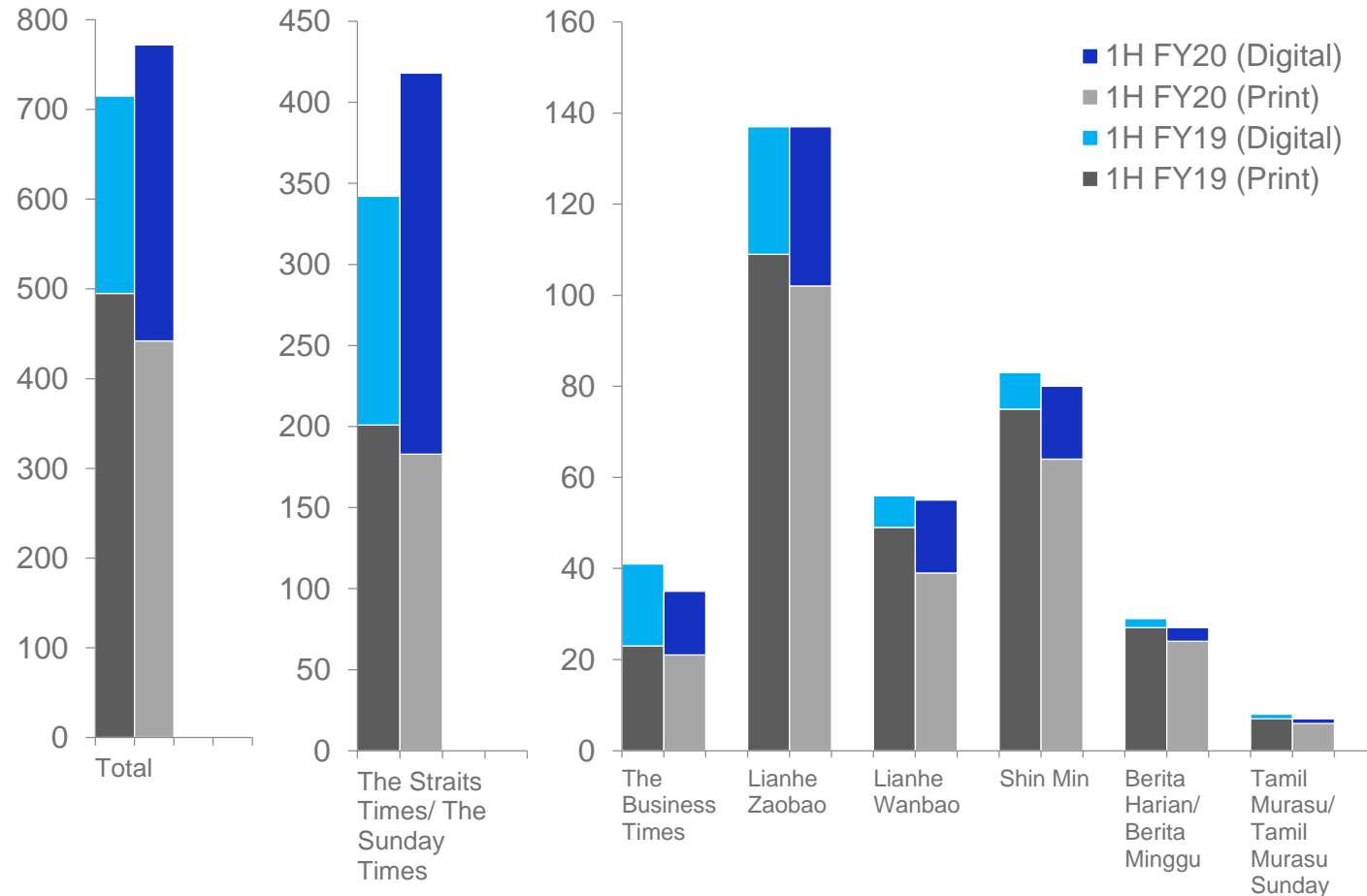
1H FY2020: Property profits offset Media decline

Profit Before Taxation (PBT)



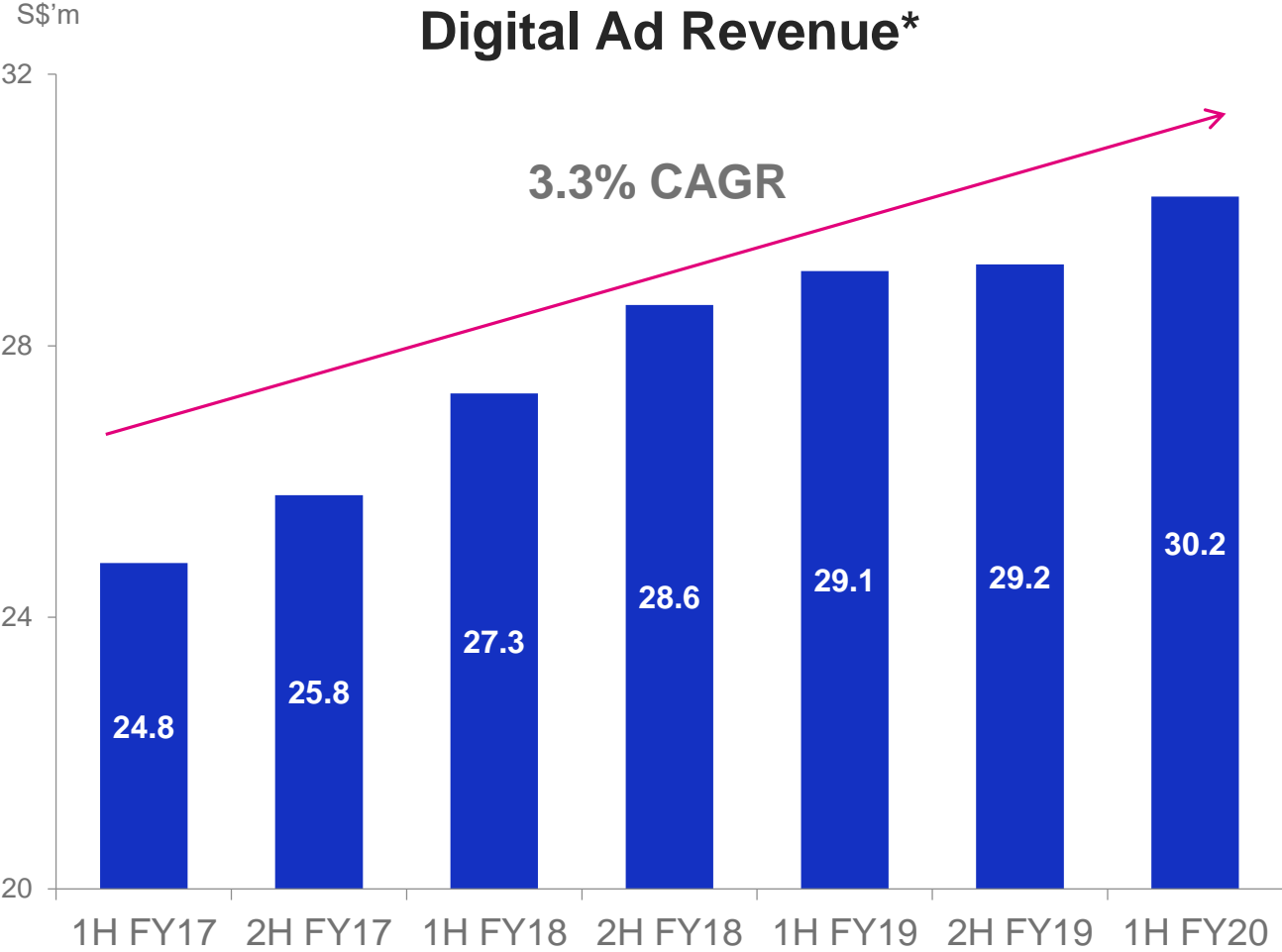
Digital subs successfully driving circulation growth

Daily Average Newspaper Circulation '000



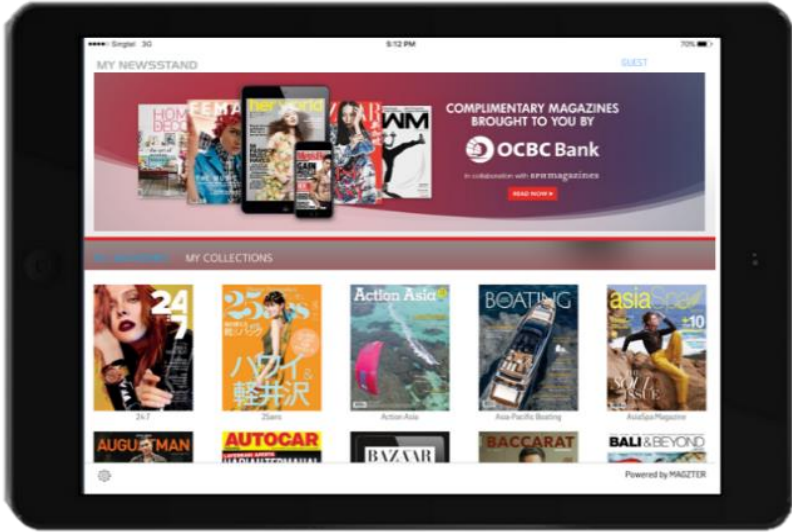
- Strong 8% circulation rise despite print circulation decline
- Digital subscription growth in double digits, driven by News Tablet and other campaigns

Digital Ad revenue growth of 3.3% CAGR



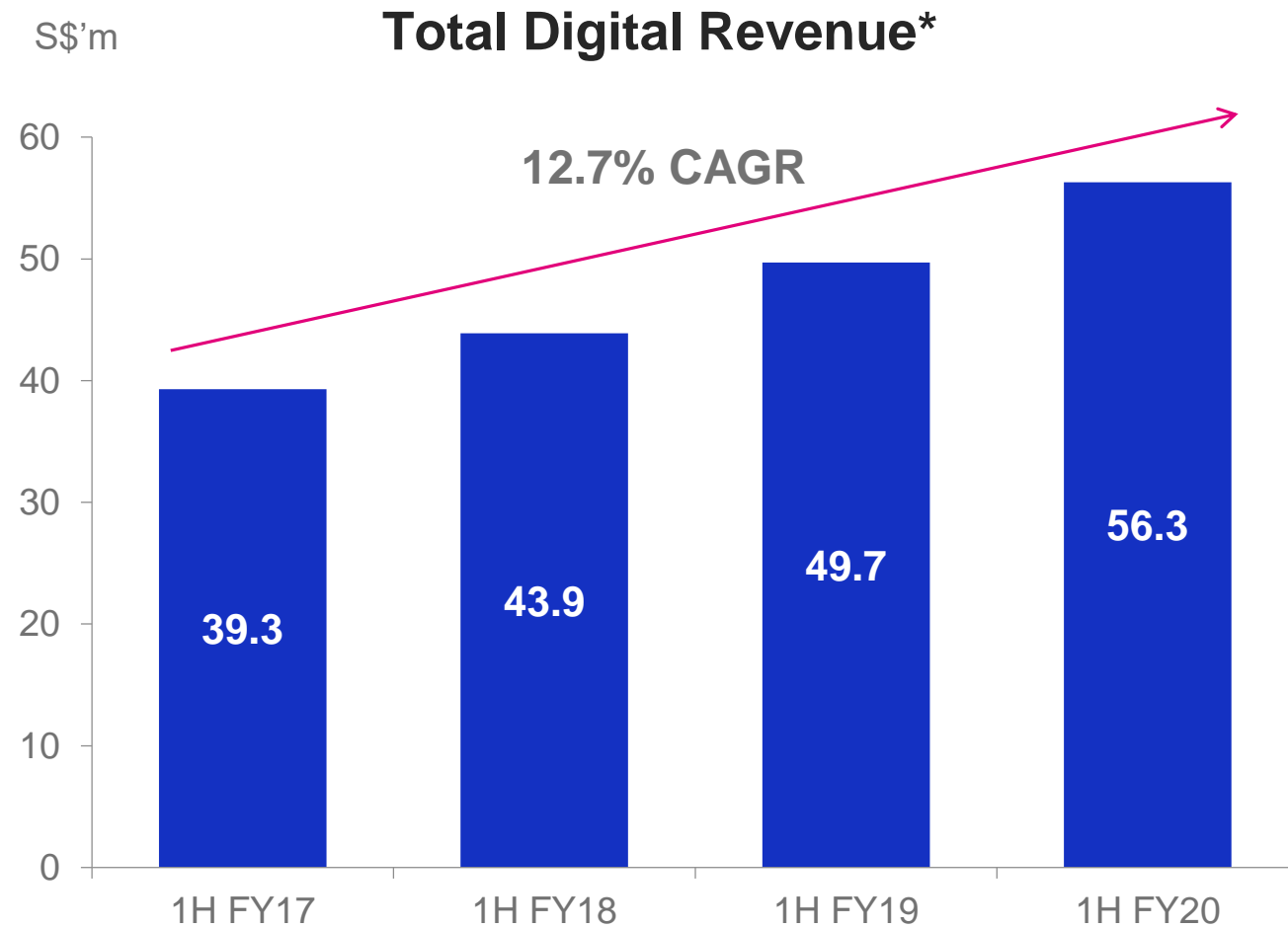
Digital ad revenue shows 3.3% CAGR since 1H FY2017

- Digital ad revenue holding up despite weaker economic sentiment
- 3.8% rise Y-O-Y, compared to 1HFY19



*Total digital ad revenue from ads, online classifieds, magazines and other digital portals (excluding ShareInvestor)

Steady growth rate of 12.7% for digital revenue

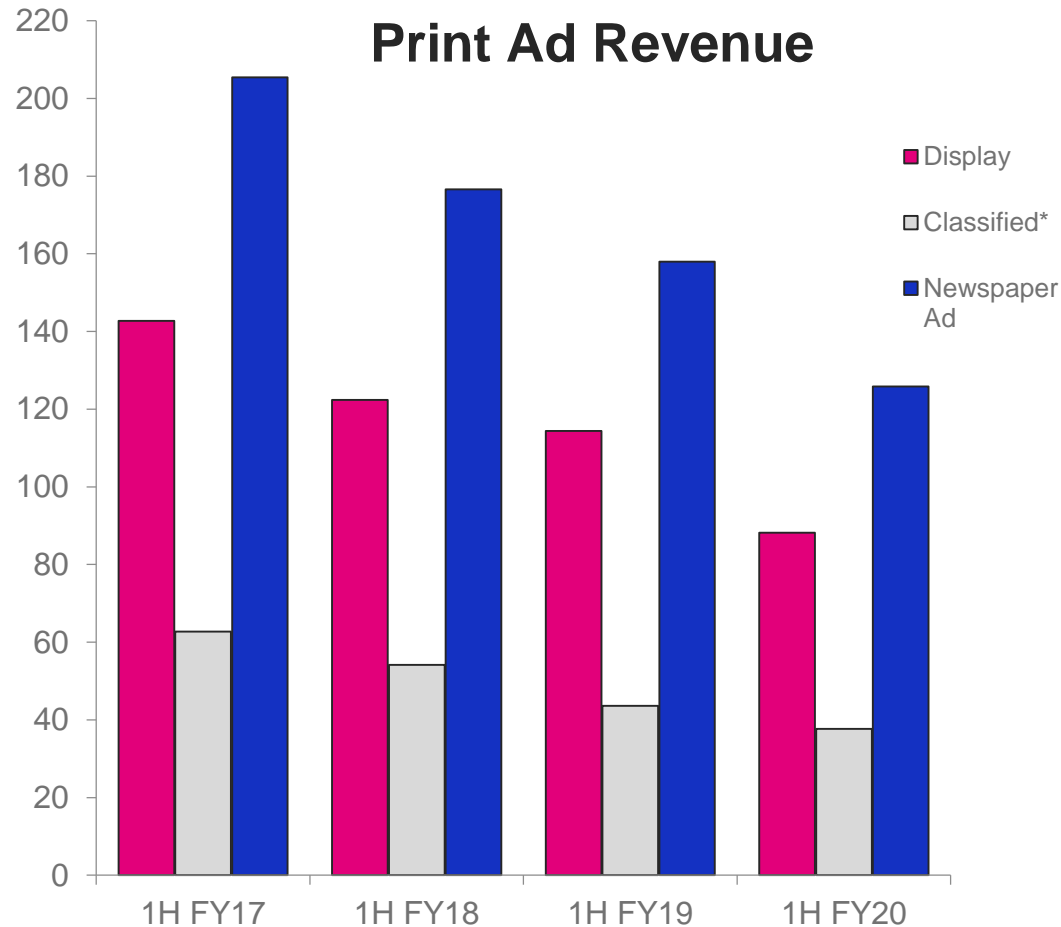


Led by digital circulation growth

- 1H FY20's digital revenue grew 13.3% vs 1H FY19



Managing print Media decline; digital continues to grow



Newspaper Print Ad down worldwide

SPH gaining market share in local ad market

- Adex down 29% and 25%[@] for Dec 2019 and Jan 2020 respectively but SPH's total ad revenue down less, at 21% and 20%

Revamped ZB Classified ads displaying positive results

- Overall Classified decline slowed to 13.6% y-o-y



*Classified includes Recruitment and Notices
@ Nielsen Advertising Spend