

1Q Business Update

For the quarter ended 30 June 2021

12 August 2021



1Q financial highlights

Operating revenue

S\$3,798m

▲ 8% (▲ 2%¹)

EBITDA

S\$997m

▲ 11% (▲ 5%¹)

EBIT
(before associates' contributions)

S\$312m

▲ 19% (▲ 16%¹)

Regional associates' PBT

S\$514m

▲ 38% (▲ 42%¹)

Underlying net profit

S\$451m

▲ 31% (▲ 33%¹)

Net profit

S\$445m

▲ N.M.²

1. Constant currency - assuming constant exchange rates from corresponding quarter in FY2021.

2. Net loss of S\$20m in Q1FY21.

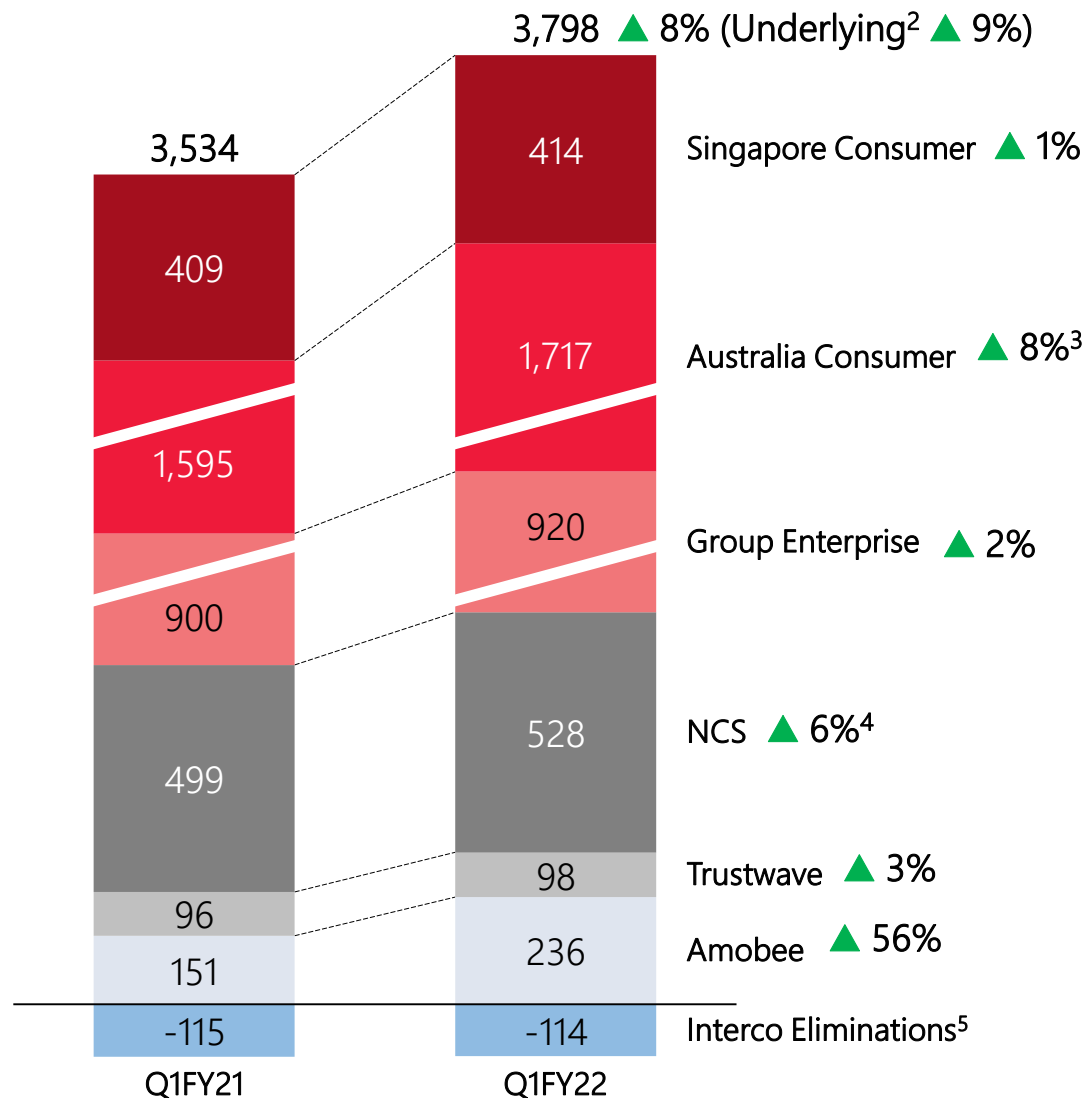
Revenue

\$3,798m

▲ 8%¹ (Underlying² ▲ 9%)

- Broad-based growth across business segments, with improved operating & business environment
- Improvement in Australia. Optus increased mobile ARPU & service revenue, driven by higher penetration of Optus Choice plans
- Robust ICT growth from NCS, data centres, cloud & cyber security services
- Rebound in Amobee revenue with recovery of advertising spending in the US

S\$M



1. Up 2% in constant currency.

2. Excludes Optus' NBN migration revenues (Q1FY22: A\$42m, Q1FY21: A\$108m).

3. Down 3% in A\$ terms.

4. Up 9% excluding Singtel-originated business which has been progressively transferred to Singtel from 1 April 2021 as part of the Singtel Group's restructuring.

5. Elimination of intercompany transactions between Group Enterprise, NCS & Trustwave.

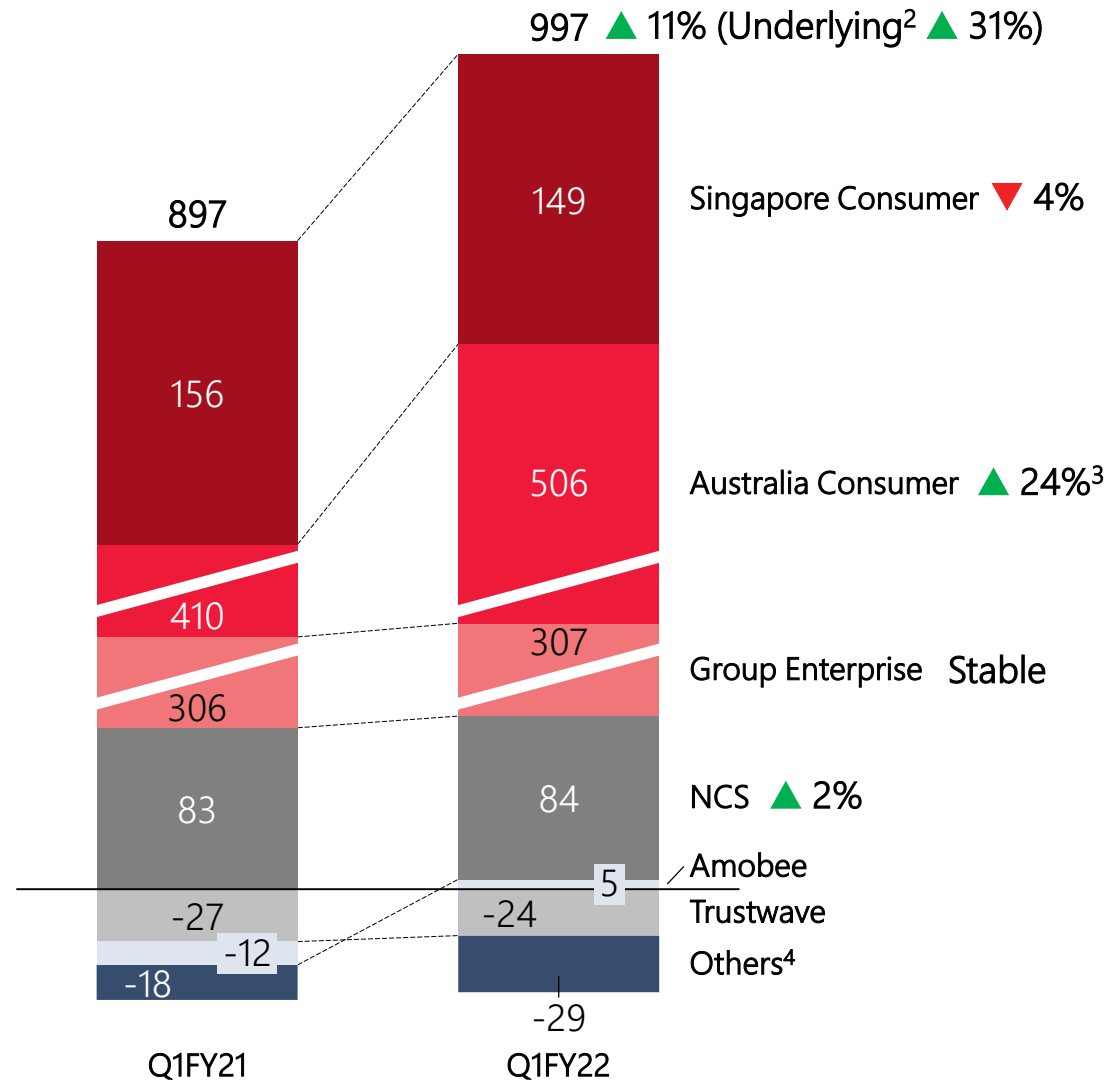
EBITDA

\$997m

▲ 11%¹ (Underlying² ▲ 31%)

- Double-digit growth in EBITDA, underpinned by improvement in Australia
- Solid 31% increase in underlying EBITDA, excluding Optus' NBN migration revenue & Jobs Support Scheme credits in Singapore

S\$M



1. Up 5% in constant currency.

2. Excludes Optus' NBN migration & Jobs Support Scheme credits (JSS) from the Singapore government (Q1FY22: S\$3m, Q1FY21: S\$69m).

3. Up 12% in A\$ terms.

4. Includes intercompany eliminations & corporate.

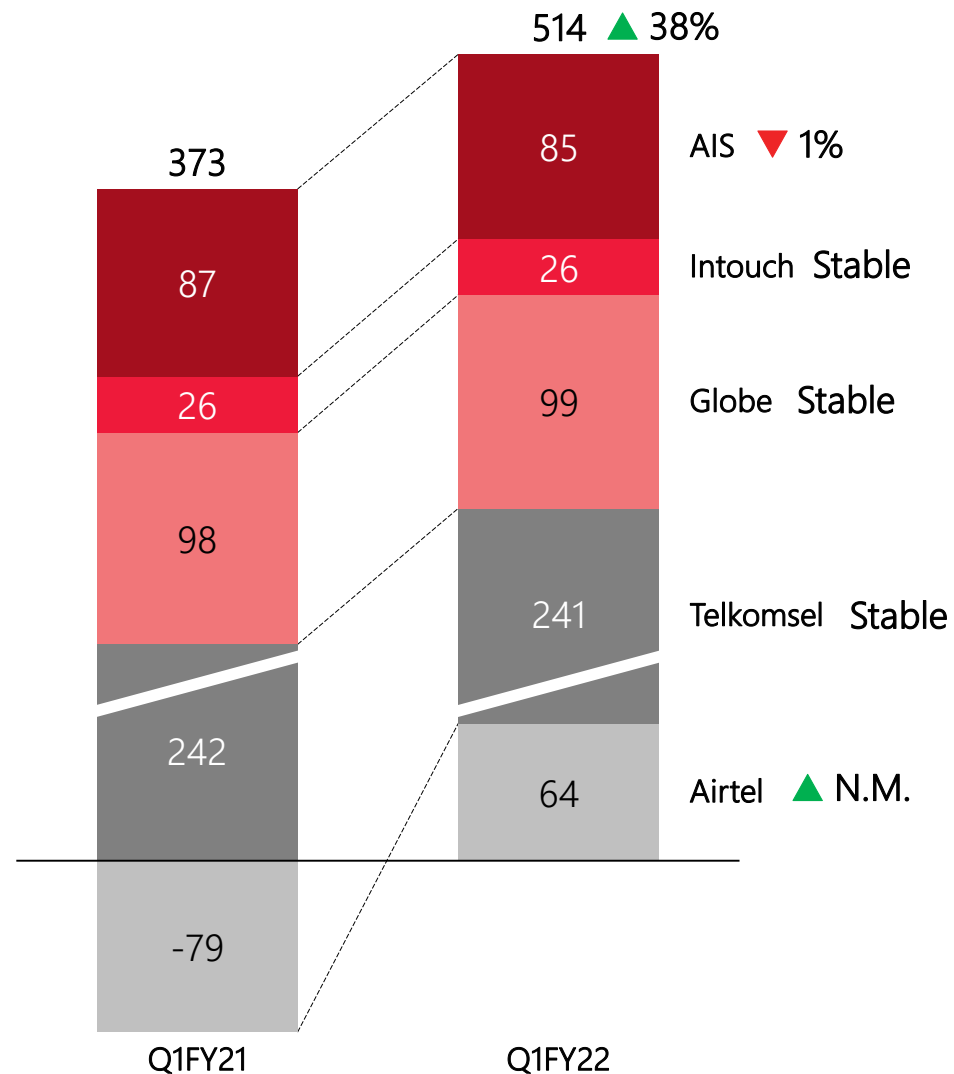
Regional associates' pre-tax profits

S\$514m

▲ 38%¹

- Resilient performance by associates against intense competition & pandemic impact
- Turnaround in Airtel earnings from prior year net loss, led by convincing operating momentum in India & Africa
- Growth in home broadband services with movement restrictions in India, Thailand & the Philippines

S\$M



1. Up 42% in constant currency.



Executing to our
strategic reset



Reinvigorate
the core



Differentiate & win in 5G

Growing mobile revenue

+2%¹

with increased
adoption of 5G
plans

+11%²

with increased
penetration of Optus
Choice plans

Australia's fastest 5G Mobile Network

324 Mbps

median 5G download speed³



5G MEC⁴ trials : mission-critical Enterprise use cases



Singtel MEC



Drones



Virtual reality



Remote
robot control



Data
analytics

1. Singapore Consumer mobile service revenue growth for Q1FY22.
2. Australia Consumer mobile service revenue growth for Q1FY22.
3. Based on Ookla data.
4. Multi-access edge compute.



Reinvigorate
the core

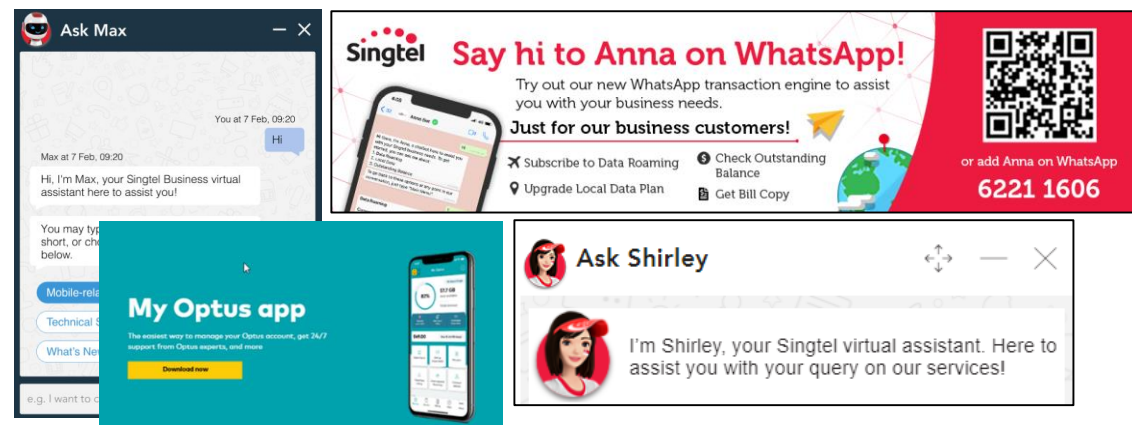
Advance digital transformation

Growing digital sales

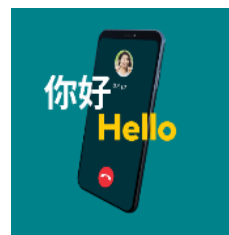
Wide range of digital platforms for custcare

43%

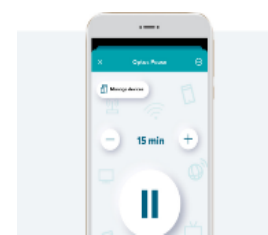
of all sales transactions¹



The Optus Living Network on-demand network features via My Optus



Call Translate



Optus Pause



Game Path



Capitalise on
growth trends



Transform NCS into Asian B2B digital services champion

Specialise

Launch of new NCS

nCS

+9% Q1 revenue
growth²

Hiring of key talent¹



gov+ **telco+**

Digitalise

Digital, Cloud, Platforms & Cyber

+31% **45%**
Q1 revenue growth of NCS revenue



Strategic partnership for
enterprise AI solutions

Regionalise

> 500 talents recruited
in Singapore &
the region³



New wins in high tech
manufacturing sector

1. From L to R: Sam Liew, MD of Gov+, Sami Luukkonen, MD of Telco+, Singtel & Howie Lau, MD, Corporate Development and Partnerships.
2. Excludes Singtel-originated business.
3. From April 2021 to June 2021.



Capitalise on
growth trends

Digital ASEAN opportunity

Telkomsel
PT Telekomunikasi Indonesia

goto

~US\$18b valuation²

Merger of Gojek¹ & Tokopedia to create largest technology group in Indonesia


airtel
money

Africa

US\$500m

raised from strategic investors³

~US\$2.6b

valuation

Grab
Digibank JV



Applied for Malaysian digital bank
licence

SINGTEL
dash

~S\$1b

total transaction
value⁴

~S\$0.6b

remittance
transaction value⁴

~S\$0.3b

AUM for insurance
products

1. Telkomsel has invested US\$450m into Gojek.
2. Based on previous fund raising rounds.
3. Includes strategic investors – Qatar Investment Authority, Mastercard & TPG's Rise Fund.
4. April to June 2021 quarter annualised.



Capitalise on
growth trends

Rapid digitalisation fuelling infrastructure demand



Data Centres

> \$250m

annual revenue with
healthy margins

+19%

Q1 revenue growth



Towers



On track with divestment of up to 70%
of Optus tower assets by 2H 2021



Picture: DC West



Reallocate capital,
unlock value



Picture: Amobee's programmatic TV offering

Strategic review of Amobee & Trustwave

Ongoing and making steady progress

AMOBEE

+56%

Q1 revenue growth on
increased advertising
spend & TV demand

Key management hires



Nick Brien,
CEO



Amit Deodhar
CFO



Niraj Deo,
Chief Product
Officer

Trustwave®

+10%

improvement in losses¹
with revenue growth &
cost controls



injection of Trustwave's
technology services in
Asia into NCS

1. Losses before interest, tax, depreciation & amortisation.



Key achievements

Climate change & environment	 A- leadership score for 4th consecutive year	2,458 MWh of energy generated by our solar panels	1,053 tonnes of carbon emissions reduced
People & future of work	 2021 Bloomberg Gender-Equality Index	 Employer of Choice in Asia at HR Fest Awards 2020	 One of the first companies in Singapore to be part of The Valuable 500
Sustainable value creation	 "OLIVES", Singtel's sustainable financing programme	 Ranked Top Telco ¹	 Issued our first Human Rights & Modern Slavery Statements in Australia

Picture: Singtel Digital Silvers program

1. Ranked Top Telco in the Global Child Forum study 'The State of Children's Rights & the Corporate Sector in Southeast Asia 2020'. 13

