



23rd Annual General Meeting & Extraordinary General Meeting

8 July 2015

Forward Looking Statement – Important Note

The following presentation contains forward looking statements by the management of Singapore Post Limited (“SingPost”) relating to financial trends for future periods, compared to the results for previous periods.

Some of the statements contained in this presentation that are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. Forward looking information is based on management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be construed as a representation as to future performance of SingPost. In particular, such targets should not be regarded as a forecast or projection of future performance of SingPost. It should be noted that the actual performance of SingPost may vary significantly from such statements.

“\$” or “SGD” means Singapore dollars unless otherwise indicated.

REGIONAL LEADER IN

ECOMMERCE
LOGISTICS



&

TRUSTED
COMMUNICATIONS



SP eCommerce



CouriersPlease®



In Asia, we are building an eCommerce logistics backbone for our clients



eCommerce Supply Chain provider in Asia

19 Logistics Centers **13** Countries & Offices **4** Call Centers **8** Languages & Dialects

Own Technology IP,
Rapid Growth



At the same time, Trusted Communications remains critical to SingPost – We invested more than SGD 100m in Mail Infrastructure, Process & People

SGD 60m+
investment into
postal infrastructure
and network



SGD 30m+
investment into
service quality and
innovation



SGD 10m+
investment into
people

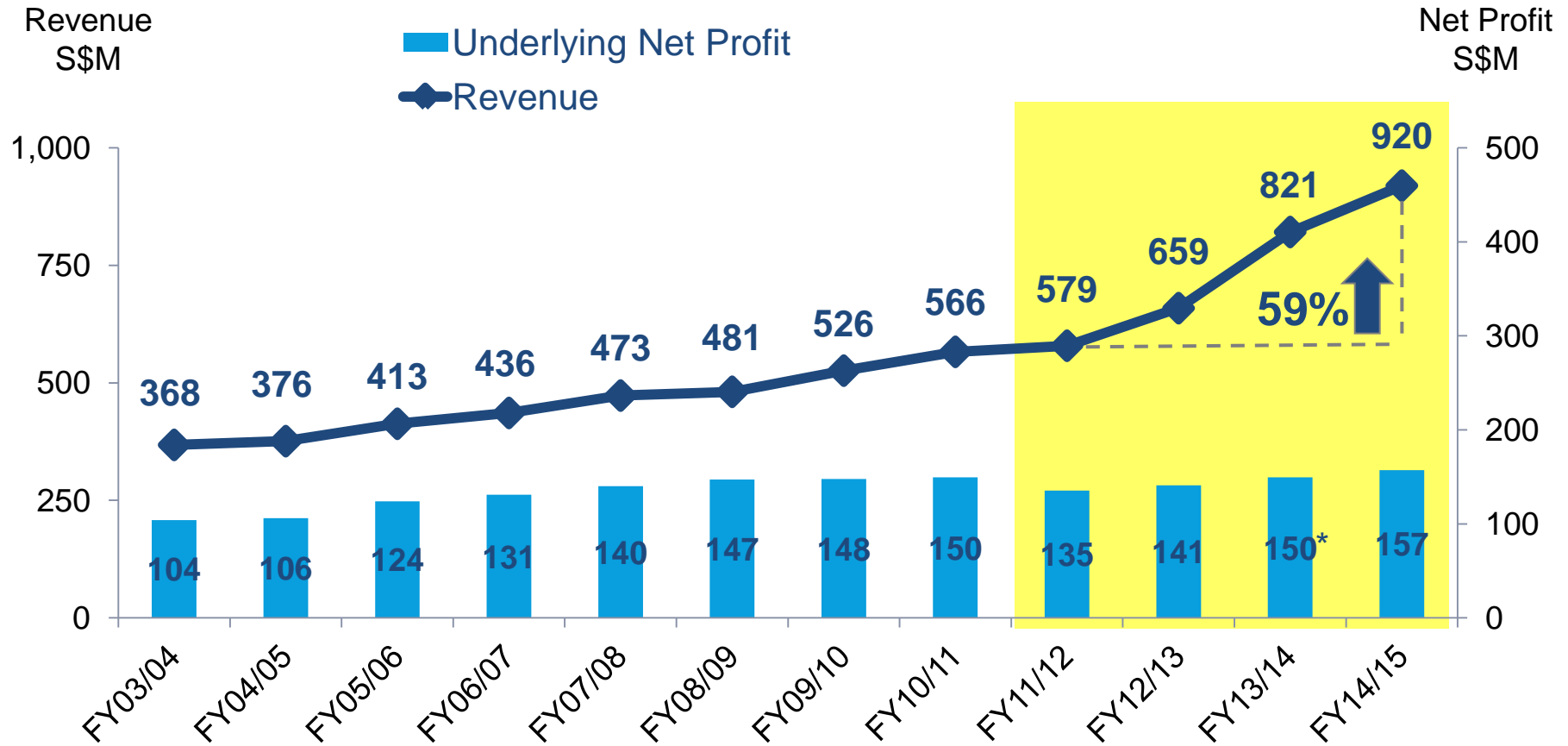


**SingPost
Inclusivity Fund**
Caring • Changing • Cultivating

**Enhancing service quality,
accessibility**

Raising efficiency, productivity

Accelerated revenue growth in the last few years

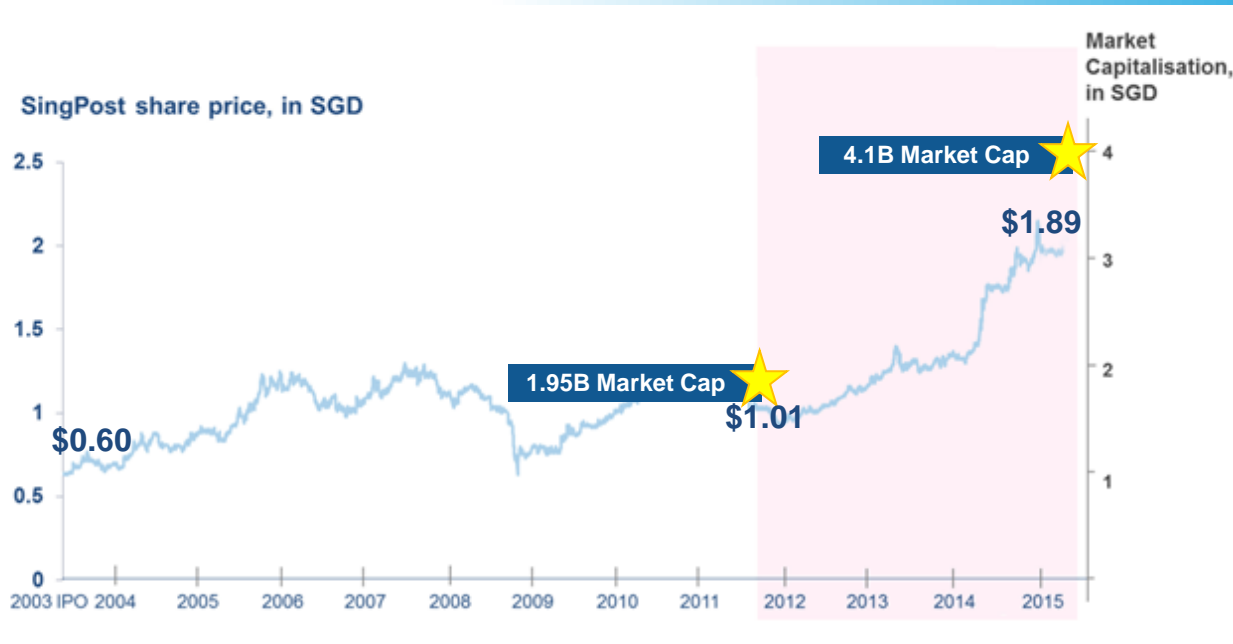


Revenue grew from SGD 579 million to SGD 920 million

*Note: Restated figure after the change in investment properties fair value

Which is also showing in the share price

...and creating value for our shareholders



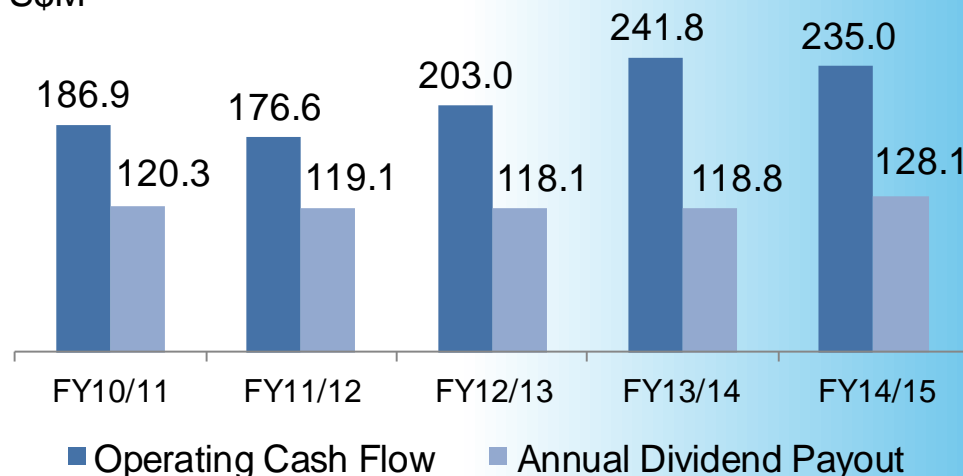
- Total shareholder return of ~ 360% since IPO in 2003; 4.2x initial investment

- Market capitalisation has more than doubled since FY2010/11

And we enhanced our dividend

Our healthy cash flows support dividend payout

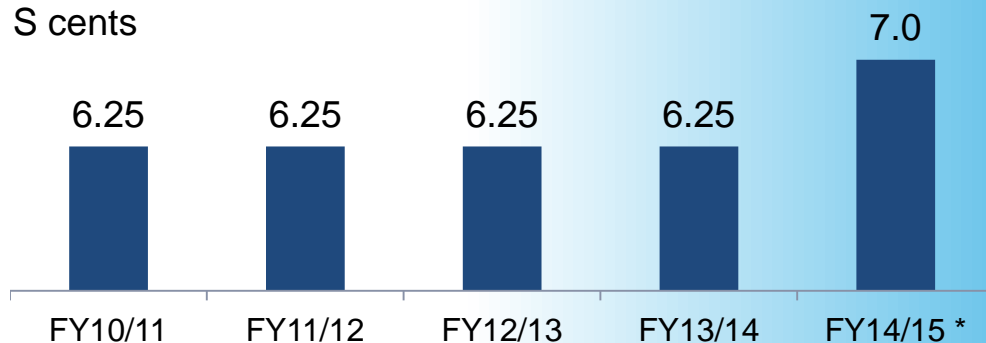
S\$M



Barring unforeseen circumstances, SingPost will make a total annual dividend payout of 7 cents per share from FY2015/16

Dividend declared and proposed

S cents



* Note: The proposed final dividend of 2.5 cents and special dividend of 0.75 cents require shareholders' approval at the 23rd AGM. The payout in FY14/15 reflects dividend of 6.25 cents.

But challenges in operating environment remain

**Domestic traditional
mail volumes
continues to decline**

**High service quality
expectations as Public
Postal Licensee, regardless
of declining mail volume**



**Continued escalation
in operating costs**

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

FY2014/15 performance – Transformation is seen in the numbers

SingPost Group	
Revenue	↑ 12.0%
Underlying net profit	↑ 5.2%



Mail

Revenue	↑ 1.9%
Operating profit	↑ 0.9%



Logistics

Revenue	↑ 26.1%
Operating profit	↑ 52.1%



Retail & eCommerce

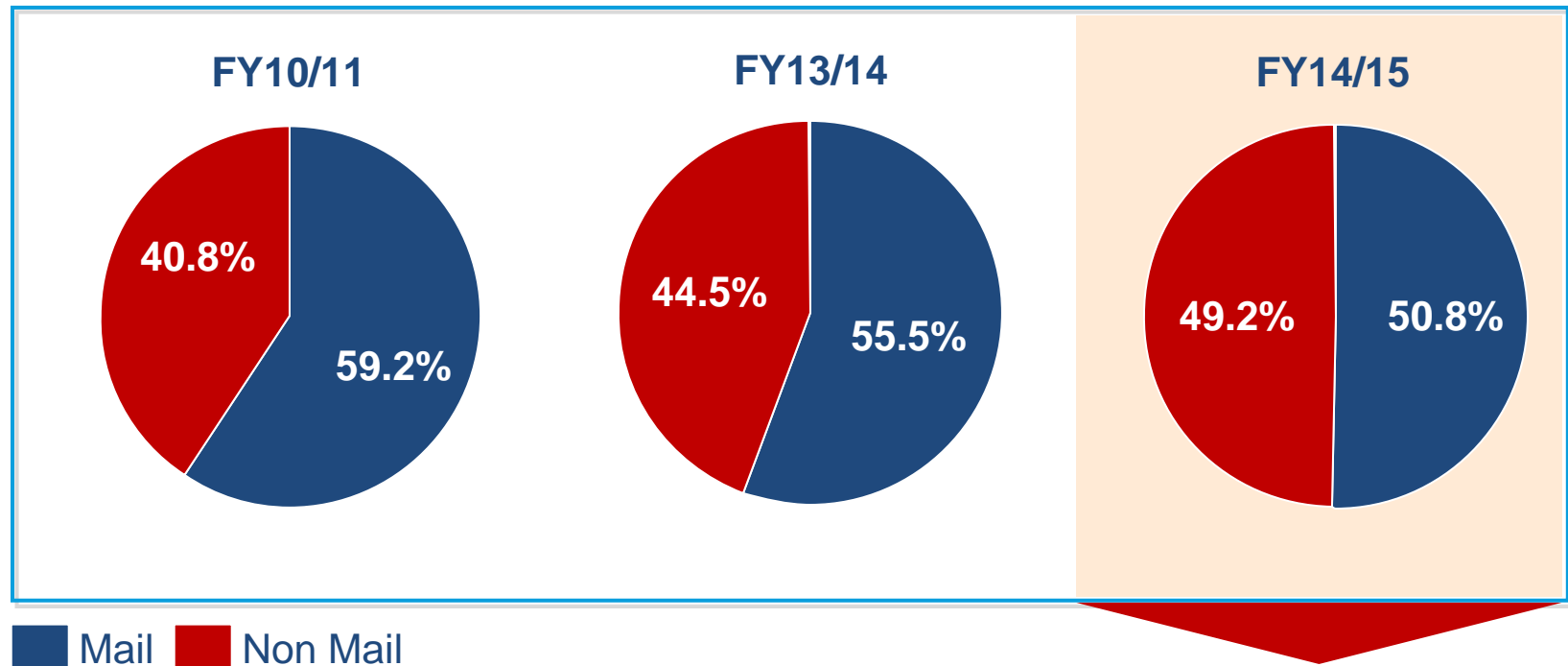
Revenue	↑ 6.2%
Operating profit	↑ 30.1%

- M&A contributions and eCommerce related growth mitigated impact of decline in traditional letter business

- Driving synergies and business development from recent acquisitions

As we rapidly evolve into a much more diverse Group, Mail remains an integral contributor

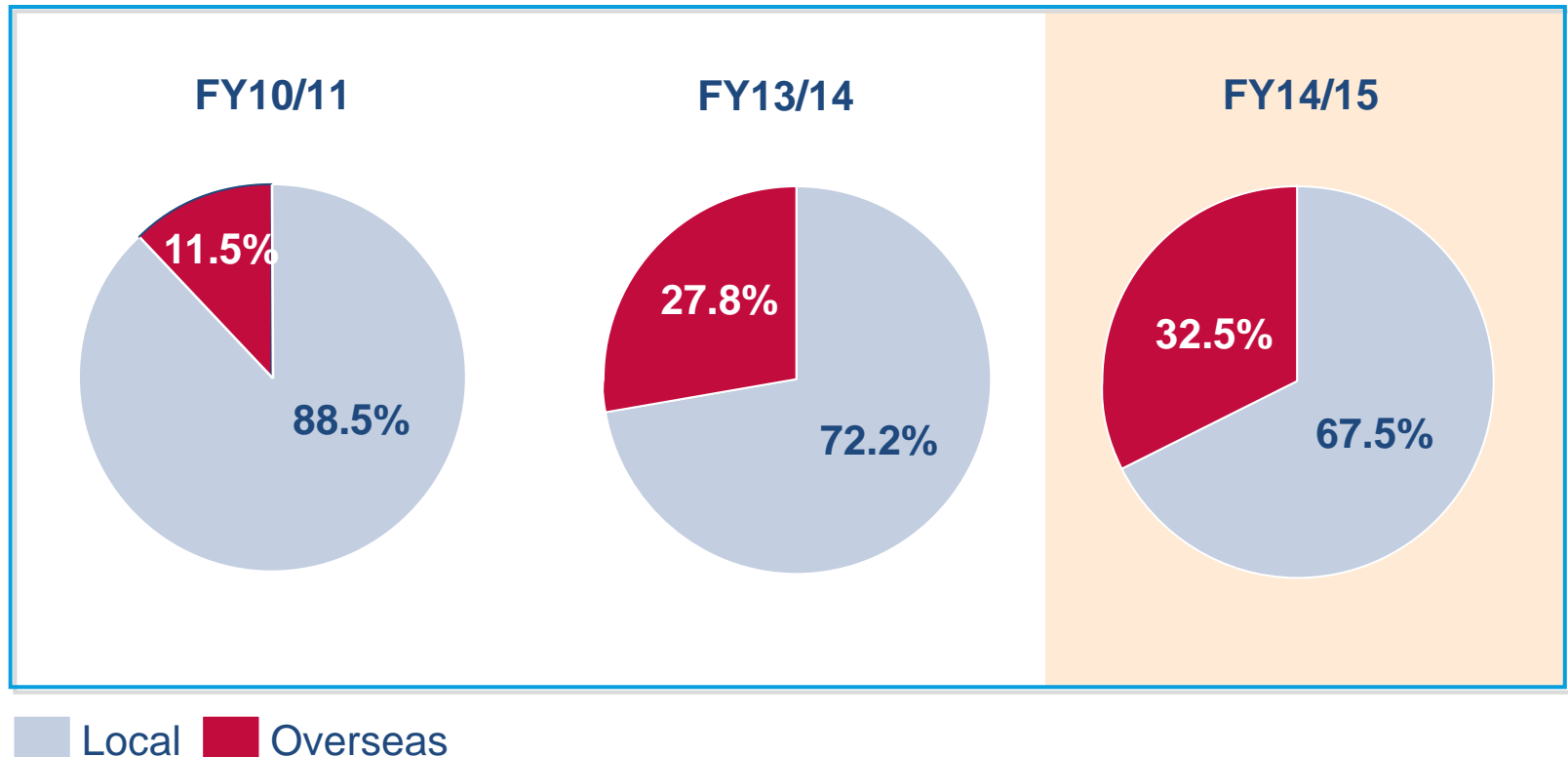
Revenue (%): Mail & Non-Mail



**eCommerce-related Revenue
at approximately 28% of
Group Revenue**

We are becoming more international

Revenue (%): Local vs Overseas



We are getting ready for the future

To build the future, we continue to invest into
People - Infrastructure - Technology

Singapore Postal Upgrade

~SGD 100m



Integrated eCommerce Logistics Hub

~SGD 182m



Regional Mergers & Acquisitions

~SGD 140m



SingPost and Alibaba Group to expand ecommerce logistics cooperation

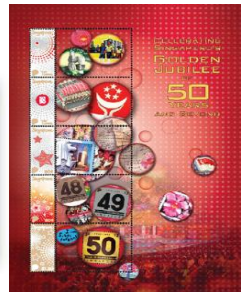
- Alibaba to invest into QS to allow accelerated build up of end-to-end ecommerce logistics network for Asia Pacific ecommerce customers
- Alibaba Group to increase its equity stake in SingPost to 14.51%
- Joint strategic business development framework to improve efficiency and integration in ecommerce logistics



Strategic priorities going forward – continue with the accelerated transformation

- Protect core mail business and deliver on service promise
- Drive ecommerce logistics growth both locally and internationally through organic growth and M&A
- Build a world class organisation to execute our vision





SP eCommerce



Thank You