

24th Annual General Meeting

Chua Sock Koong
Group CEO
29 July 2016



Singtel

Our businesses

Consumer

Connecting over 600 million mobile customers across Asia, Australia & Africa



#1 in India
Leading positions in Africa

Africa



#1 in Thailand



#2 in Philippines



#1 in Indonesia



#2 in Australia

Enterprise



Digital Life



[a·mo·bee]



HCSQ™



DataSpark



Singtel
innov8

Creating long-term sustainable growth

Redefining Digital Strategy, Capturing New Growth

Focus on digital advertising, mobile video services and data analytics



Grow in cloud computing, cyber security & smart cities solutions



Help regional associates navigate digital transformation



Strengthening Our Core Business

Capture value from mobile data growth



Deliver the best integrated network experience



Drive breakthroughs in customer experience



Improve profitability, scale & efficiencies across the Group



Strong core performance amid currency weakness



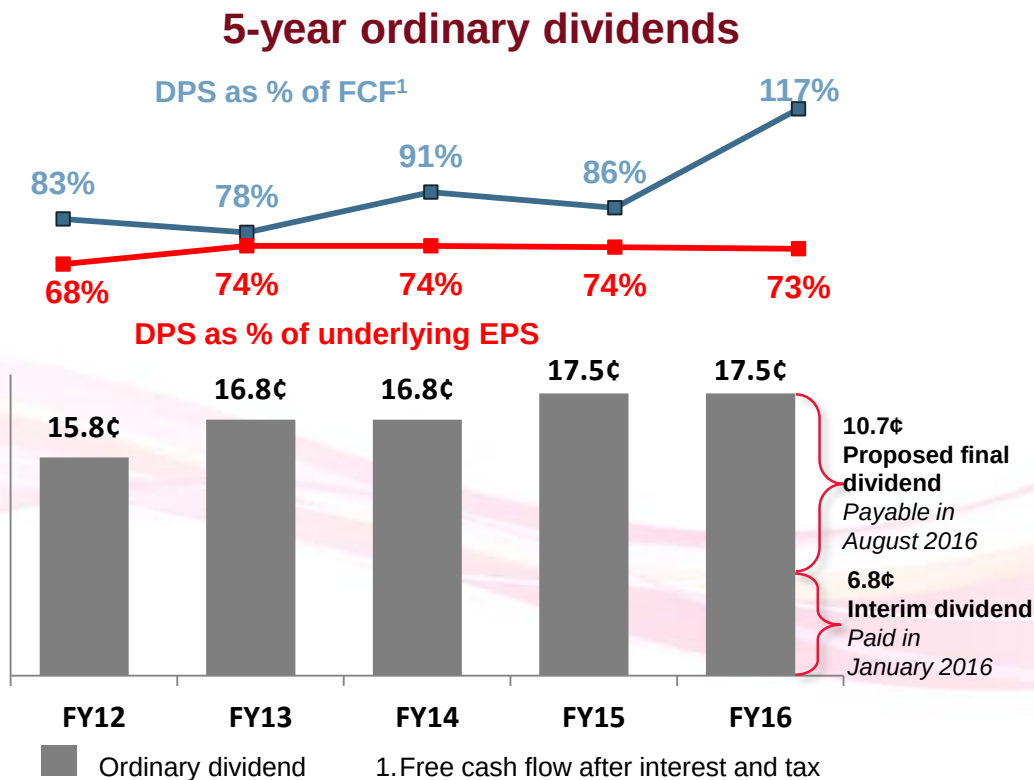
FY16	% change (reported)	% change (constant currency) ¹
Operating revenue S\$16,961m	-2%	+4%
Ex-MTR² S\$17,149m	Stable	+5%
EBITDA S\$5,013m	-2%	+4%
Regional Mobile Associates' pre-tax earnings³ S\$2,604m	+5%	+6%
Underlying net profit S\$3,805m	Stable	+4%
Net profit S\$3,871m	+2%	+6%
Free Cash Flow S\$2,718m	-23%	N.M

1. Assuming constant exchange rates from corresponding periods in FY2015.

2. Mobile Termination Rates in Australia. Regulated reductions with effect from 1 January 2016.

3. Exclude exceptional items.

N.M. – not meaningful.



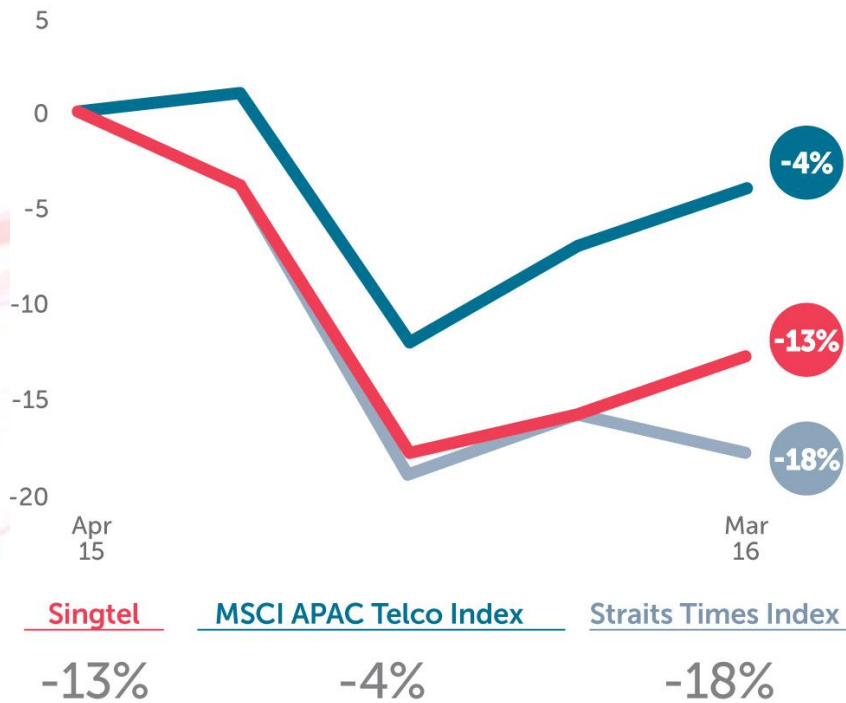
Dividend Policy: 60 – 75% of underlying net profit

Strong shareholder returns

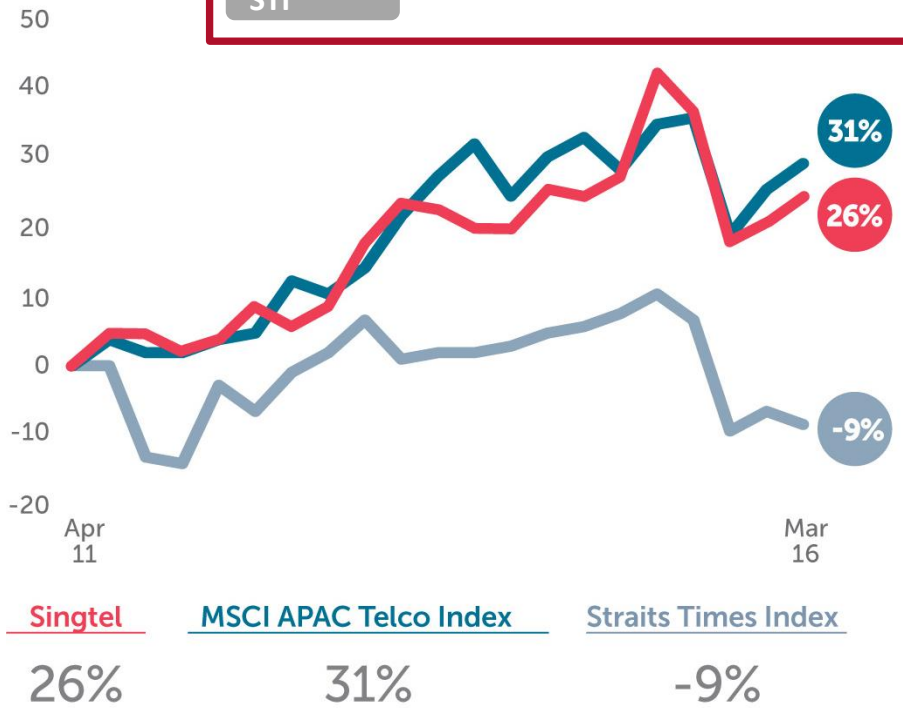


SHARE PRICE CHANGES

1-year



5-year



5-year Annualised Total Shareholder Return (TSR)	
Singtel	10.3%
MSCI APAC Telco Index	9.5%
STI	

Future-Ready Network



First to launch tri-band 4G network with superior speeds of up to 337Mbps



First to launch 10Gbps residential fibre broadband



800 Singtel WiFi hotspots nationwide

Innovative New Services



Positive Experience

Enhanced digital engagements



Bundle benefits with Singtel Circle



Get more when you get together.

Whether you're a family that enjoys more data or more entertainment, you're sure to get more when you bundle together with Singtel Circle.


Enjoy More Savings
Save more on your Mobile, Fibre broadband and Singtel TV bills.


Enjoy Free Data
Enjoy free 4G data every Sunday for the family.


Enjoy Weekend Movie
Catch a Hollywood movie on a weekend.



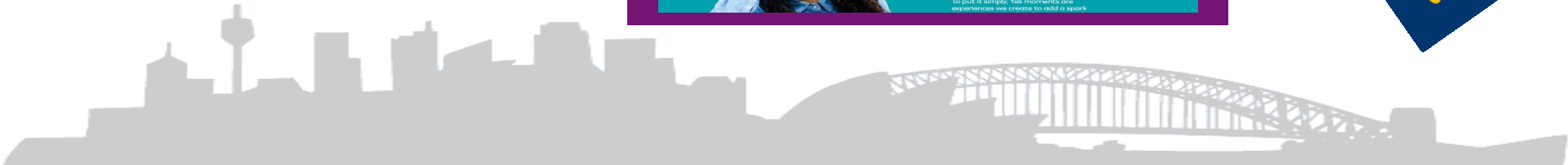
Building a Great Network



Differentiating with Content



Transforming Customer Experience



Associates: Growing data



Globe



TELKOMSEL

21%

198m Data Users¹



**Powering up the
Networks**

78%

Volume of Data Usage¹



**Promoting
Group Synergy**

21% to
65%

Revenue Growth from
Mobile Data¹

Note:

1. Year on year growth in mobile data and digital services across regional mobile associates

Cloud Services



Comprehensive suite of cloud services to increase productivity and lower costs

Cyber Security



Global provider to meet government and enterprise cyber security needs

Smart & Safe Cities



- Innovative solutions for Smart & Safe Cities
- Singapore's Smart Nation Programme

Digital marketing

[a.mo.bee]

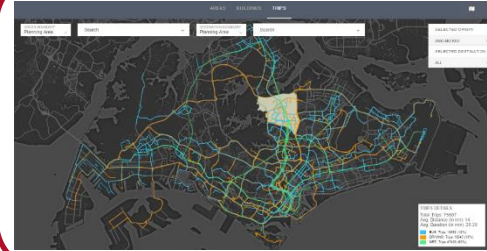


Processing 60 billion bits of content daily...

Provide advertisers media activation managed service across all digital channels

Advanced data analytics & intelligence

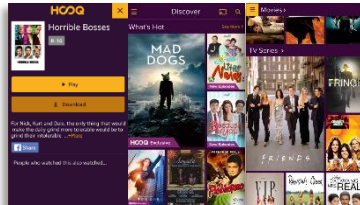
DataSpark



Provide geo-location and content insights to help governments and businesses improve decision making

Premium OTT video service

HOOQ



Content library featuring 35,000 hours of entertainment

Now available in Philippines, Thailand, India and Indonesia

Venture capital & accessing innovation

Singtel innov8



identify trends and insights . incubation and partnerships . branding . investment

Raising the mark of corporate citizenship

We were ranked



**ASEAN Corporate
Governance Scorecard
2015**

**Governance and
Transparency Index
2015**

**FinanceAsia
Best Managed
Company for
Singapore 2015**

We contributed

S\$36m

in **community
investment**

and

S\$20m

to National Gallery Singapore



We spent

32,000

hours in
staff volunteering



We were named as one of the

**2016 WORLD'S MOST
ETHICAL
COMPANIES™**
WWW.ETHISPHERE.COM

for the sixth year running
by Ethisphere Institute

We helped raise SME
productivity and innovation
through ICT with our

**99%
SME
campaign**



We trained more than

100,000

students

in over

200

schools

to be savvy, responsible
members of the online
community through
our digital citizenship
programmes in
Singapore and Australia



