



Financial Results

For the half year ended 30 Sep 2024

Yuen Kuan Moon, Group CEO

13 November 2024

Forward looking statement – Important note

The following presentation contains forward-looking statements by the management of Singapore Telecommunications Limited ("Singtel"), 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 and are subject to known and unknown risks and uncertainties, some of which are outside Singtel's control, that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 Singtel. No reliance should therefore be placed on these forward-looking statements, which are based on the current view of the management of Singtel on future events. The presentation is also not to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.

"S\$" means Singapore dollars and "A\$" means Australian dollars. Any discrepancies between individual amounts and totals are due to rounding.

H1 FY25: Singtel28 bearing fruit

Lift business performance

Strong EBIT growth

OPTUS

+58%

NCS

+40%

Cost optimisation

Singtel SG **OPTUS**

-3%

-3%

in opex

Scaling up

nXera

Strong demand
for DC capacity



Active capital management

Value illumination

Amalgamation approved

GULF

INTOUCH

\$S2.5B² increase in value of
AIS & Intouch stakes

Support higher returns

7.0cts³

Interim dividend,
up 35%



Sustained value realisation

Underlying NPAT

+6% (+9%¹)

EBIT (ex assoc)

+27%

on broad based OpCo growth
& Trustwave divestment

Regional Assoc PAT

Stable¹

1. On constant currency terms.
2. From 16 Jul 2024 announcement to 11 Nov 2024.
3. Comprising 5.6cts core & 1.4cts value realisation dividend (VRD).

H1 FY25 business highlights



Finding new growth



Multiple 5G slicing wins



Telco APIs (Singverify) gaining traction



Build global cloud-centric network for Forbes 50 company



Positioned for growth

+3.4%

growth in postpaid ARPU



New enterprise wins



Approval for regional network sharing arrangement

Growth engines



Scaling up

+2ppt

improvement in NCS EBITDA margin to 11.8%



API exchange platform



Launch of AlaaS



Champion people & sustainability



Singtel Charity Golf raised a record S\$1.5M



Record turnout at Singtel Carnival's 10th anniversary



Launch of SG's first Emissions Factor Registry

1. RE:AI is Singtel's new AI Cloud offering which will provide AI capabilities through cloud-based platforms enabling enterprises to adopt and deploy AI capabilities more efficiently.

H1 FY25 financial highlights

Operating revenue

\$6.99B

Stable (Stable¹)

Ex Trustwave¹ Stable

EBITDA

\$1.95B

▲ 9% (▲ 9%¹)

Ex Trustwave¹ ▲ 6%

EBIT (ex assoc contribution)

\$0.74B

▲ 27% (▲ 27%¹)

Ex Trustwave¹ ▲ 16%

Regional associates' PAT

\$0.82B

▼ 4% (Stable¹)

Underlying net profit

(basis for core dividend payout)

\$1.19B

▲ 6% (▲ 9%¹)

Net profit

\$1.23B

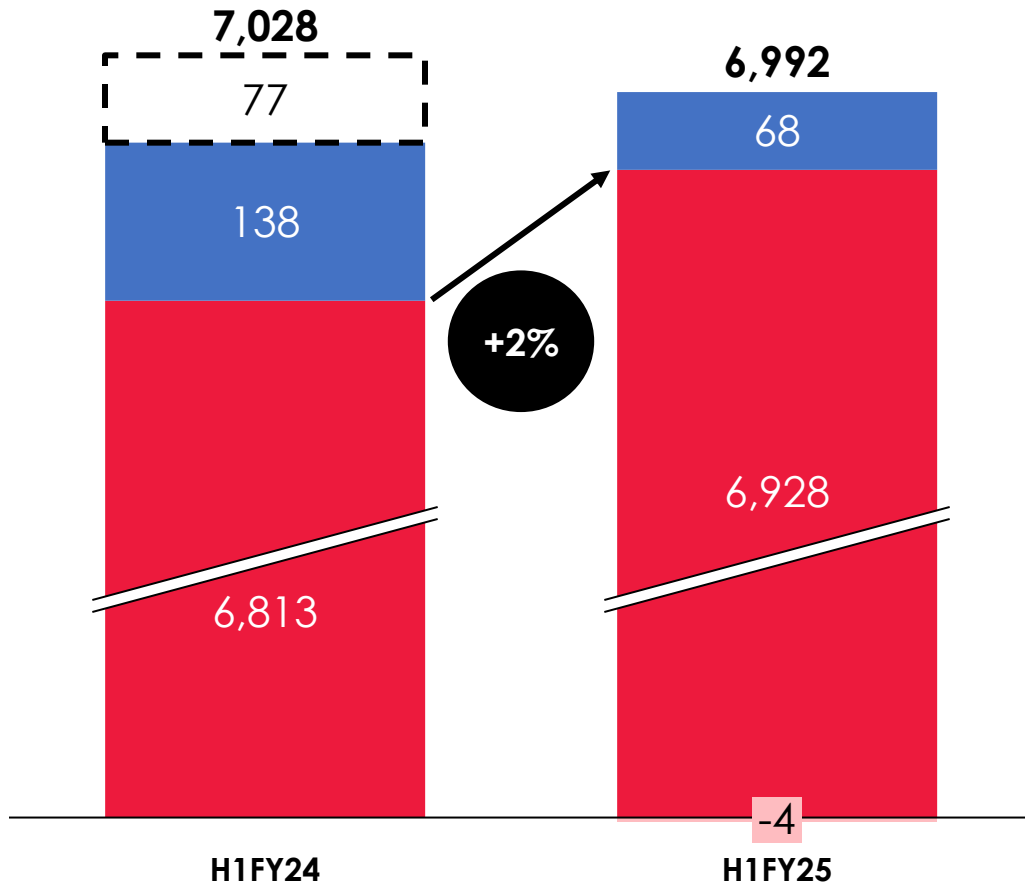
▼ 42% (▼ 41%¹)

Exceptional gain of \$1.2B
from Tsel dilution in H1FY24

1. On constant currency basis.

Positive revenue trend

Revenue (\$M)



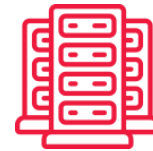
H1FY25 revenue growth



Sustained mobile service growth in SG & AU



Gov+ led growth at NCS



Nxera up mainly on reservation fee & utility pass-through

Strong Optus performance

OPTUS

Revenue

A\$4,022M

Stable

EBIT

A\$223M

YoY ▲ 58%

- Mobile service revenue increased 4% on postpaid repricing
- EBITDA up 7% & EBIT rose 58%
 - Better mobile performance & cost-out
 - Enterprise EBITDA margin improvement

Singtel SG

Revenue

S\$1,877M

Stable

EBIT

S\$439M

Stable

- Mobile service revenue up 4% on roaming & IoT, mitigating legacy decline
- EBITDA up 3% & EBIT stable
 - SME growth & cost-out
 - Offset by higher network & IT depreciation

Robust NCS growth



Revenue

S\$1,431M

YoY ▲ 3%

EBIT

S\$130M

YoY ▲ 40%

- Revenue growth led by digitalisation demand in Gov+
- Improved margins due to higher delivery margin & cost-to-serve optimisation
- Strong bookings of S\$1.5B in H1FY25

Digital InfraCo

Revenue

S\$219M

YoY ▲ 8%

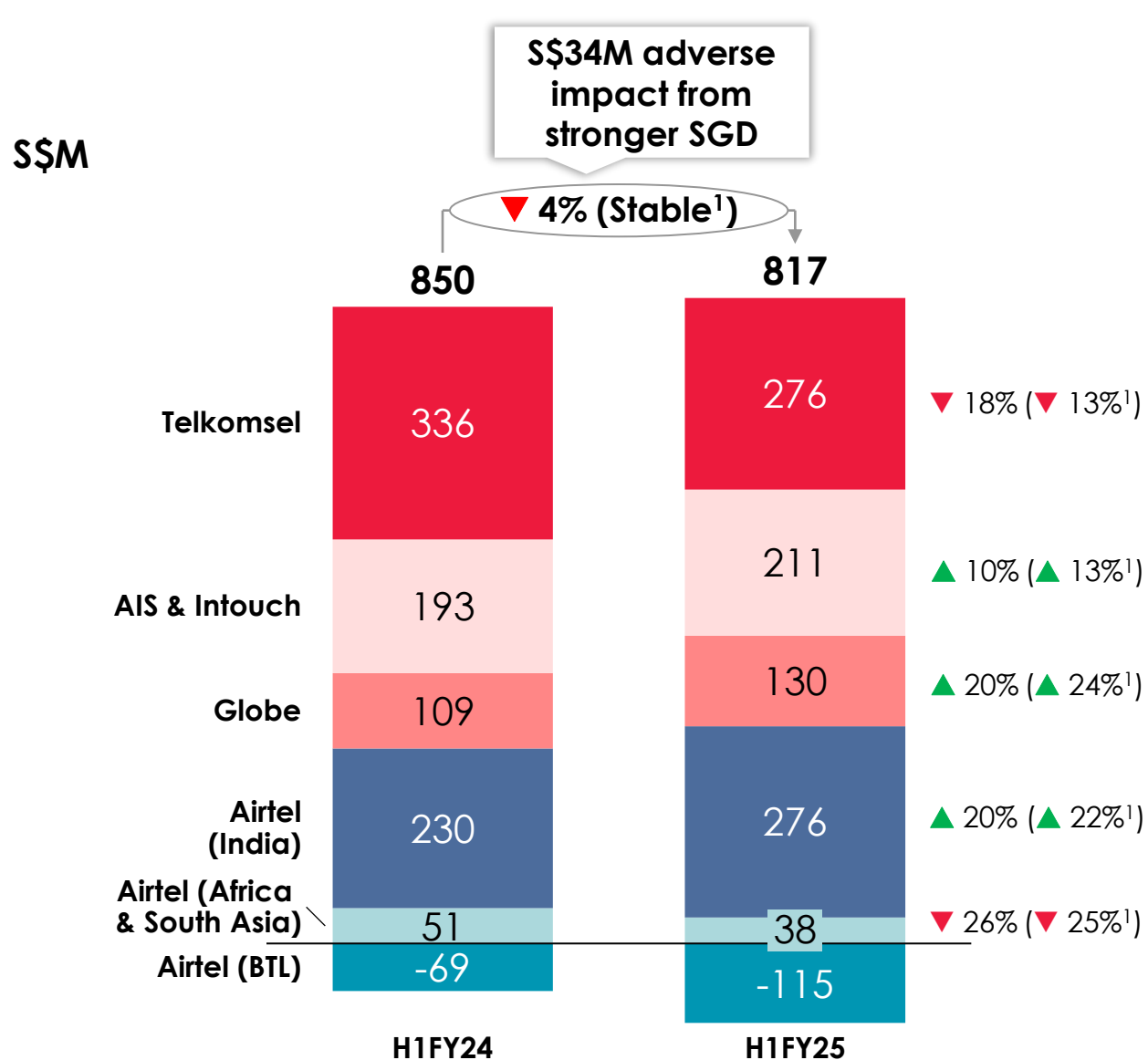
EBIT

S\$39M

Stable

- Revenue growth driven by Nxera's non-recurring customer reservation fee & utility pass-through
- EBIT impacted by lower project-based satellite fees & growth investments

Regional associates' PAT impacted by currency headwinds



Regional associates' PAT

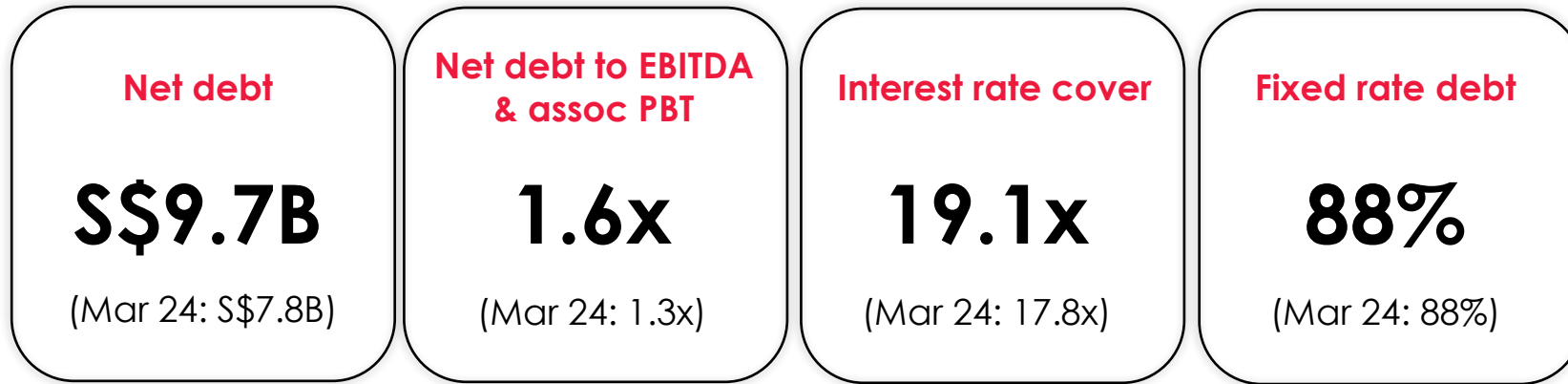
S\$817M

▼ 4% (Stable¹)

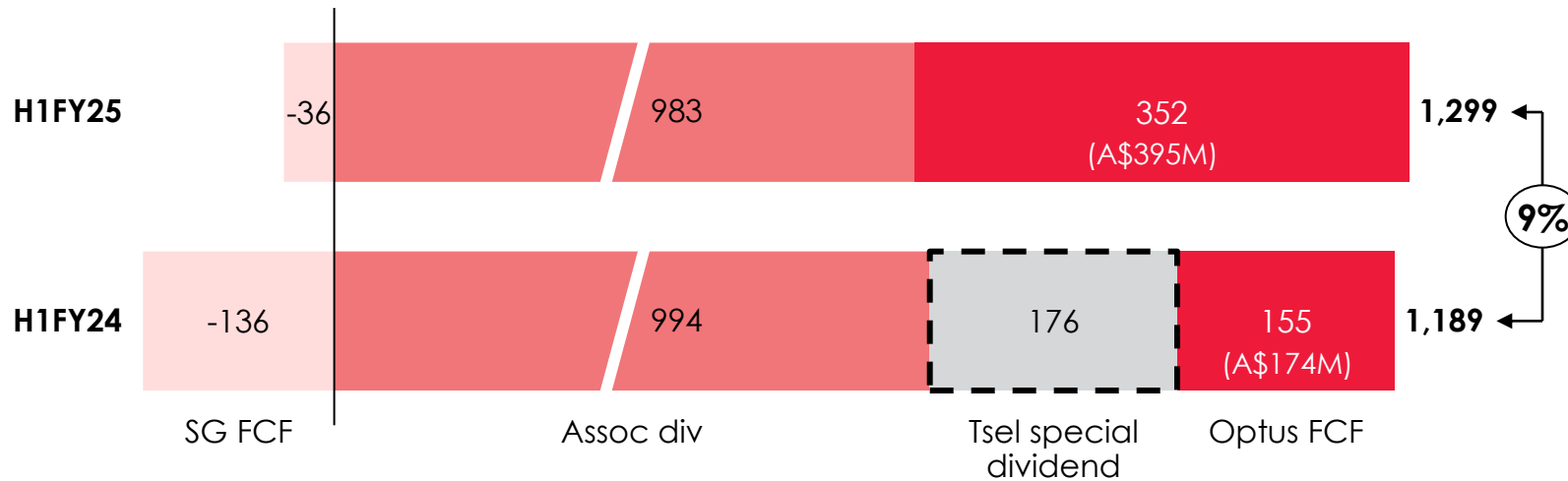
- Improving market dynamics in TH/PH/IN
- **Telkomsel:** Impacted by intense mobile data competition
- **AIS:** Higher FBB revenue & mobile repricing
- **Globe:** Boosted by mobile repricing & Mynt
- **Airtel:** Lower contribution due to higher BTL costs (interest & dividend tax)
 - Airtel India PAT was up 22%¹
 - Full benefit of Jul 24 price ups expected from Q3FY25

1. On constant currency basis.

Strong financial position



Free cash flow¹ (\$M)



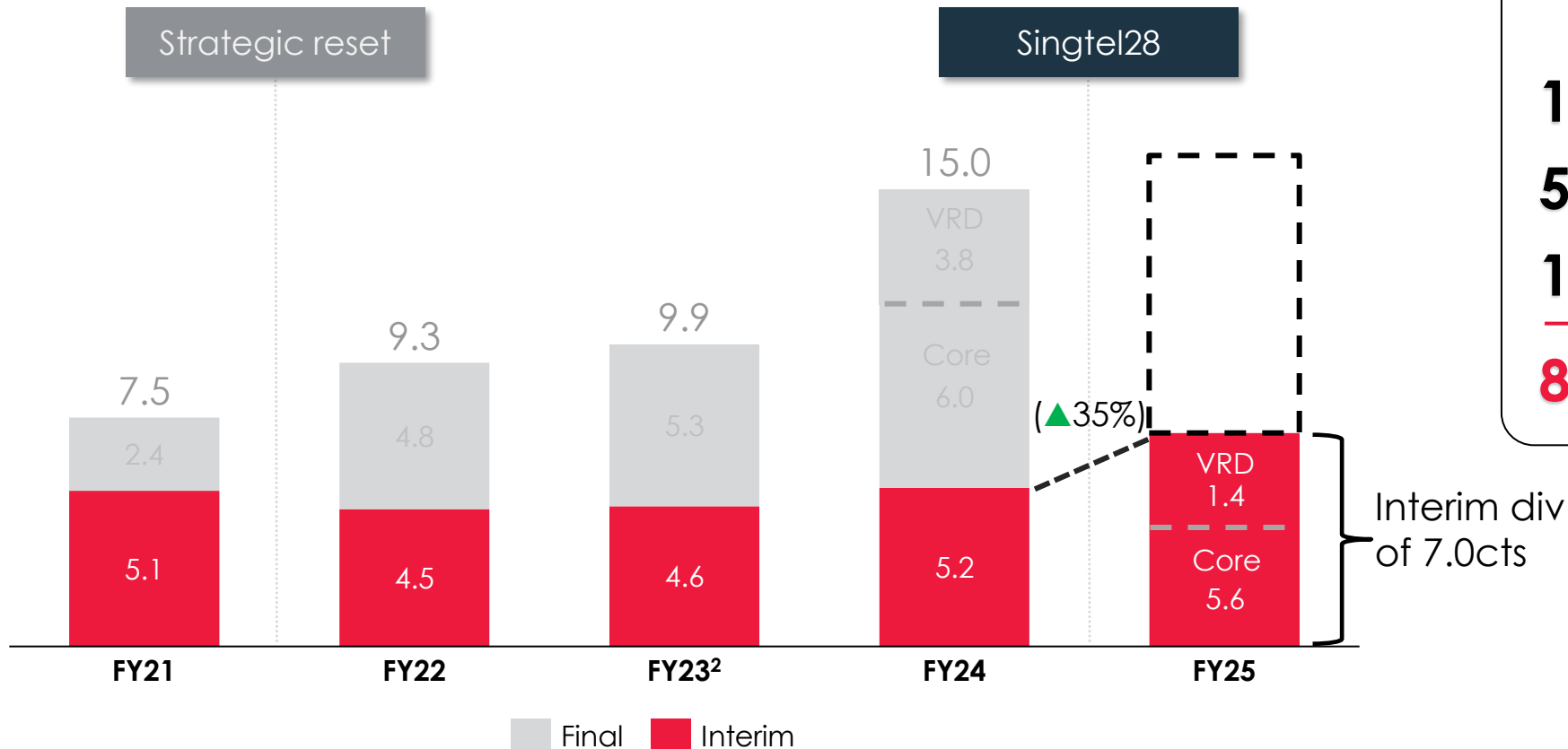
Highlights

- Solid financial position
 - Cash balance of S\$2.7B²
 - Debt is largely hedged
- Net debt increased with payment of 900Mhz spectrum in AU
- Improved FCF for SG & Optus
- Recycled ~S\$0.2B YTD FY25

1. Cash flow from operating activities, including dividends from associates, less cash capital expenditure.
 2. Comprised cash and bank balances & fixed deposits as at 30 Sep 2024.

Progressively increasing dividends; yield ~5%¹

Ordinary Dividends declared (\$ cts)



Ordinary dividend to be paid on 9 Dec 24

- 1.9cts** 2nd tranche of FY24 VRD
- 5.6cts** FY25 interim core
- 1.4cts** FY25 interim VRD

8.9cts

Interim div of 7.0cts

Committed to growing dividends sustainably

1. Based on FY24 total ordinary dividends.
 2. Excludes special dividend of 5.0cts.

Outlook

FY25 outlook

EBIT growth rate

(Ex assoc contributions)

High single digit to
low double digits¹



Low double digits¹

Cost savings²

(Singtel SG & Optus)

S\$0.2B¹

Regional Associates' dividend

S\$1.1B

Value realisation dividend

3-6cts/share



H1FY25

▲ 27%

On track

Met; S\$1.1B in H1

1.4cts (Interim)

1. Based on average exchange rate of A\$1: S\$0.8845.
2. Gross savings before impact of inflation.

H2 focus

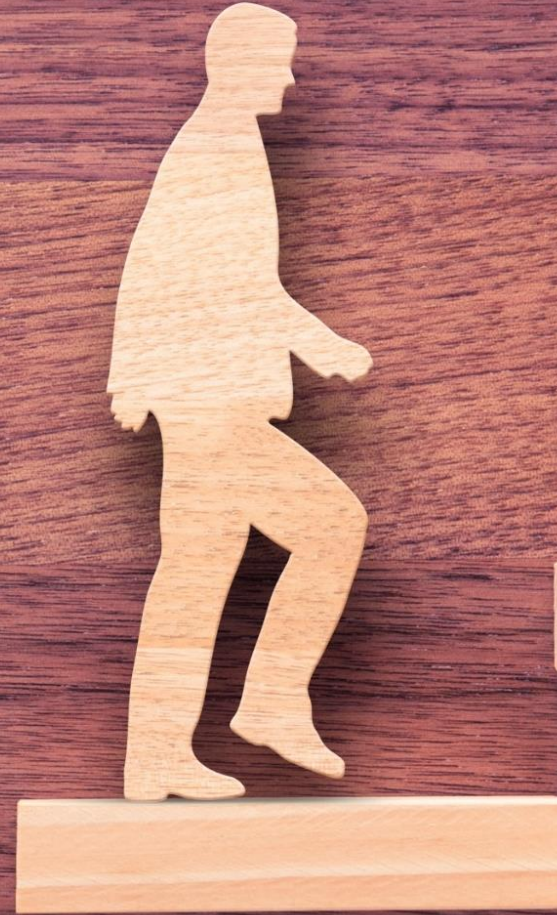
Drive EBIT improvement

- Enterprise growth in SG & AU
- Flow through from mobile price-ups in AU
- Scale growth engines
- Focus on leaner cost structures

Support regional associates

- Capture FBB & enterprise opportunity

Focus on active capital management



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