



For immediate release

COMPLETION OF ISSUANCE AND TRANSFER OF SHARES TO ALIBABA GROUP



Singapore, 31 July 2014 – Further to its SGX announcement on 28 May 2014, SingPost has received all the requisite regulatory approvals in relation to the issuance and transfer of shares to Alibaba Investment Limited. In total, 220.096 million new ordinary shares and existing treasury shares were issued and transferred today to Alibaba Investment Limited, a wholly-owned subsidiary of Alibaba Group Holding Limited, in accordance with the terms of the Investment Agreement. With the completion of the issuance, Alibaba Investment Limited will hold a 10.32% stake in SingPost.

SingPost also wishes to announce that Mr Chen Jun, Vice President in the Alibaba Group and Managing Director, Alibaba Strategic Investment, has been appointed to the SingPost Board as Alibaba's representative effective 31 July 2014.

The companies continue to discuss their strategic business cooperation to create an international e-commerce logistics platform, to tap e-commerce opportunities in Southeast Asia and beyond.

Said Dr Wolfgang Baier, Group Chief Executive Officer of SingPost: "Our teams have been in intensive discussions on the strategic collaboration. We also have a dedicated SingPost team comprising experts in areas such as line haul, delivery networks and sales working closely with Alibaba to establish the necessary infrastructure and frameworks."



Over the past few years, SingPost has been developing its international logistics capabilities, infrastructure and delivery networks, and as well as end-to-end solutions. This is part of its strategy to mitigate declining mail volumes by diversifying its postal business through five business pillars namely Mail, Digital Services, Logistics, eCommerce, Retail & Financial Services.

Added Dr Baier: "Globally, mail volumes have declined by 10-40% over the past five years. Industry research anticipates global volumes to continue declining between 1% and 4% per annum across all segments of mail. Singapore has seen a similar declining trend. For postal companies to survive this structural decline, it is imperative that we invest to increase productivity and enhance customer service and diversify for sustainable growth."

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About Singapore Post Limited
(Reg. No. 199201623M)

Singapore Post (SingPost) is the leading provider of mail, logistics and ecommerce solutions in Singapore and the Asia Pacific region, with operations in more than 10 countries.

As Singapore's national postal service provider, SingPost offers trusted communications through domestic and international postal services as well as end-to-end integrated mail solutions covering secure data printing, letter-shopping, delivery and mailroom management, among others. For over 150 years, SingPost has been delivering a trusted and reliable service to citizens, residents, corporations and businesses in Singapore.

As part of its transformation, SingPost has been steadily expanding beyond Singapore, leveraging its regional platform Quantum Solutions and other subsidiaries and partners. With its regional network and infrastructure, SingPost offers fully integrated ecommerce logistics solutions covering the four areas of freight, customs & regulations management, warehousing & fulfilment, last mile delivery & returns as well as ecommerce web services, to its customers.

SingPost won the World Mail Award for ecommerce in June 2014 and was ranked the top postal agency in the world in an Accenture report. SingPost also gained international acclaim when it was bestowed the Service Provider of the Year 2012 award by Postal Technology International. SingPost is the only company to win the Universal Postal Union's EMS Cooperative award for its Speedpost courier service every year since 2001.

SingPost's subsidiaries and businesses include:

- SP eCommerce (<http://www.specommerce.com/>), an ecommerce enabler that provides brands and retailers with integrated end-to-end ecommerce solutions
- Quantum Solutions (<http://www.quantiumsolutions.com/>) specialises in logistics and fulfilment services to businesses within the Asia Pacific region
- Famous Holdings (<http://www.famous.com.sg/>), an established Singapore-based sea freight consolidator and freight-forwarder with a regional presence in 6 countries
- Lock+Store (<http://www.lockandstore.com/>), a leading self-storage operator in Singapore
- DataPost (<http://www.datapost.com.sg/>), the biggest data print bureau in the region
- Speedpost (<http://www.speedpost.com.sg/>), a leading provider for courier service in Singapore and international shipping to more than 200 destinations across the globe



- vPOST (<http://www.vpost.com.sg/>), one of the largest online shopping and shipping services providers in Southeast Asia
- Omigo Marketplace (<http://www.omigo.com.sg/>), Singapore's online marketplace for consumers to shop and for SMEs and international brands to sell online
- vBOX (<https://www.vbox.com.sg/index.jsp>), a digital mailbox with bill payment services which can be accessed anywhere, anytime

SingPost was listed on the Main Board of the Singapore Exchange in 2003. To learn more about SingPost, please visit www.singpost.com.

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