

## Fact Sheet

SingPost, the designated Public Postal Licensee for Singapore, offers reliable and high quality domestic and international postal services as well as end-to-end mail solutions including data printing, letter-shopping, delivery and mailroom management. It is also the leading logistics provider in the domestic market, with global service offerings to more than 220 territories/countries. SingPost has earned the honour of being the only postal company to have won the EMS Cooperative Certification Gold Level Award by the Universal Postal Union (UPU) for its *Speedpost* Worldwide service for the eight consecutive years since 2001. As the owner of one of the largest retail distribution networks through its tri-channel platform of post offices, Self-service Automated Machines (SAM) and vPOST, its internet portal, SingPost provides convenience to its customers for a wide range of products and services, including agency, postal and financial services. SingPost's regional footprint spans 10 countries/territories in Asia Pacific where it offers cross-border mail services.



### Core Business



### Mail

SingPost provides comprehensive services for collecting, sorting and distributing domestic and international mail, including Direct Mail and Mailroom Management services. SingPost's international mail service handles incoming international mail from, and outgoing international mail to, foreign postal administrations. Our Hybrid Mail service is a low-cost, high-speed one-stop service that allows businesses to process and deliver large quantities of data-intensive, personalized documents.

### Logistics

SingPost provides domestic and international door-to-door distribution services, including express delivery services (Speedpost) and warehousing, fulfilment and distribution services. Our Speedpost delivery service provides express delivery services for customers sending documents, parcels and freight (Speedpost Freight) both within Singapore (Speedpost Islandwide) and throughout the world (Speedpost Worldwide). We also offer a wide range of value-added services including warehousing and inventory management, product storage, physical inventory checks and monthly and annual inventory reports.

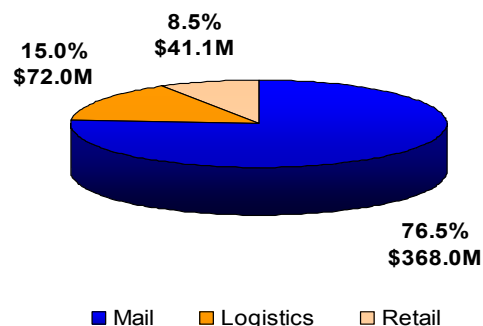
### Retail

Our extensive multi-channel network of over 60 post offices, more than 250 SAMs and SAMPLUS as well as vPOST provide one-stop, round-the-clock convenience for customers for a wide variety of postal, bill payment, ticketing, government application and payment as well as financial services. We also offer a host of higher-value consumer products and services to meet our customers' fast-changing needs.

## Stock Information

<b>Listed on SGX &amp; POWL in Japan</b>	: 13 May 2003
<b>Issued Capital</b>	: 1.93 billion shares
<b>Market Capitalisation</b>	: S\$1.99 billion @ S\$1.03 per share
<b>Free Float</b>	: Approx. 75% (25% held by SingTel)
<b>Avg. Daily Trading Vol.</b>	: Approx. 3-4 million shares
<b>Index Constituent</b>	: All World Global Index Series; FTSE/ASEAN Global Index; FTSE ST Index; FTSE GWA Asia Pacific x Japan x AU x NZ; FTSE GWA All World
<b>Stock Codes</b>	: Bloomberg (SPOST SP) Reuters (SPOS.SI)
<b>Sector</b>	: Transport, Storage, Communications

## Revenue Breakdown (FY2008/09)



## Overview

### Q3 FY2009/10 Results – Highlights

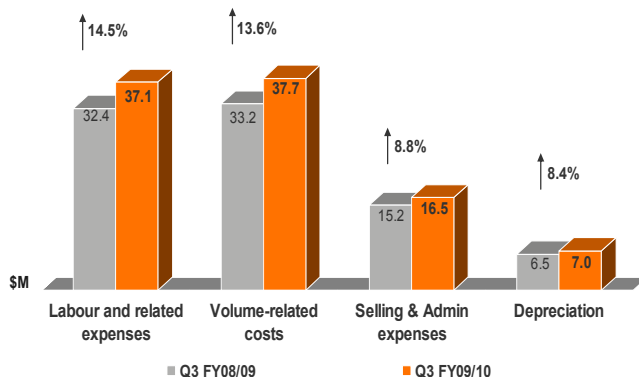
Revenue	12.7%	Improving operating performance; contribution from Quantum Solutions Group
Operating expenses	12.7%	Higher expenses with Quantum Solutions Group
Underlying net profit	6.3%	Excluding benefits from government relief schemes, amortisation of deferred gain on intellectual property rights and other one-off items
Dividend	1.25 cents	Interim dividend payable 26 February 2010

## Profit & Loss

\$M	Q3 FY08/09	Q3 FY09/10	Change	% change
Revenue	124.0	139.6	+15.7	+12.7%
Other income	8.9	13.8	+4.8	+54.1%
Operating expenses	87.2	98.3	+11.1	+12.7%
Operating profit	45.7	55.1	+9.4	+20.6%
Share of assoc & JVs	1.1	(0.3)	(1.5)	(129.8%)
Net finance costs	1.9	1.8	(0.2)	(7.8%)
Profit before tax	44.8	52.9	+8.1	+18.1%
Income tax	8.1	8.6	+0.5	+6.2%
Net profit*	36.6	44.1	+7.6	+20.6%
Underlying net profit*	36.6	38.9	+2.3	+6.3%

\* Profit after tax attributable to equity holders of the Company; underlying net profit excludes one-off items.

## Operating Expenses

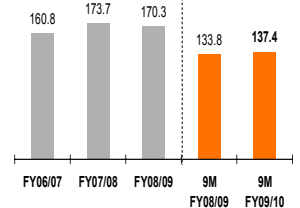


## Financial Position

### Financial Indicators

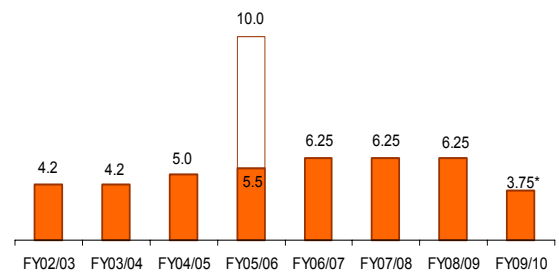
Net debt	\$154.4M
Net gearing	0.56x
EBITDA to interest expenses	29.9x

### Net Cashflow from Operating Activities



## Dividends

Dividends (cents per share)



\* Including Q3 FY2009/10 interim dividend of 1.25 cents per share to be paid on 26 Feb 10

## Share Price

(since IPO at 13 May 2003)

