

# Investor factsheet March 2018

All figures as at 31 March 2018 unless otherwise stated

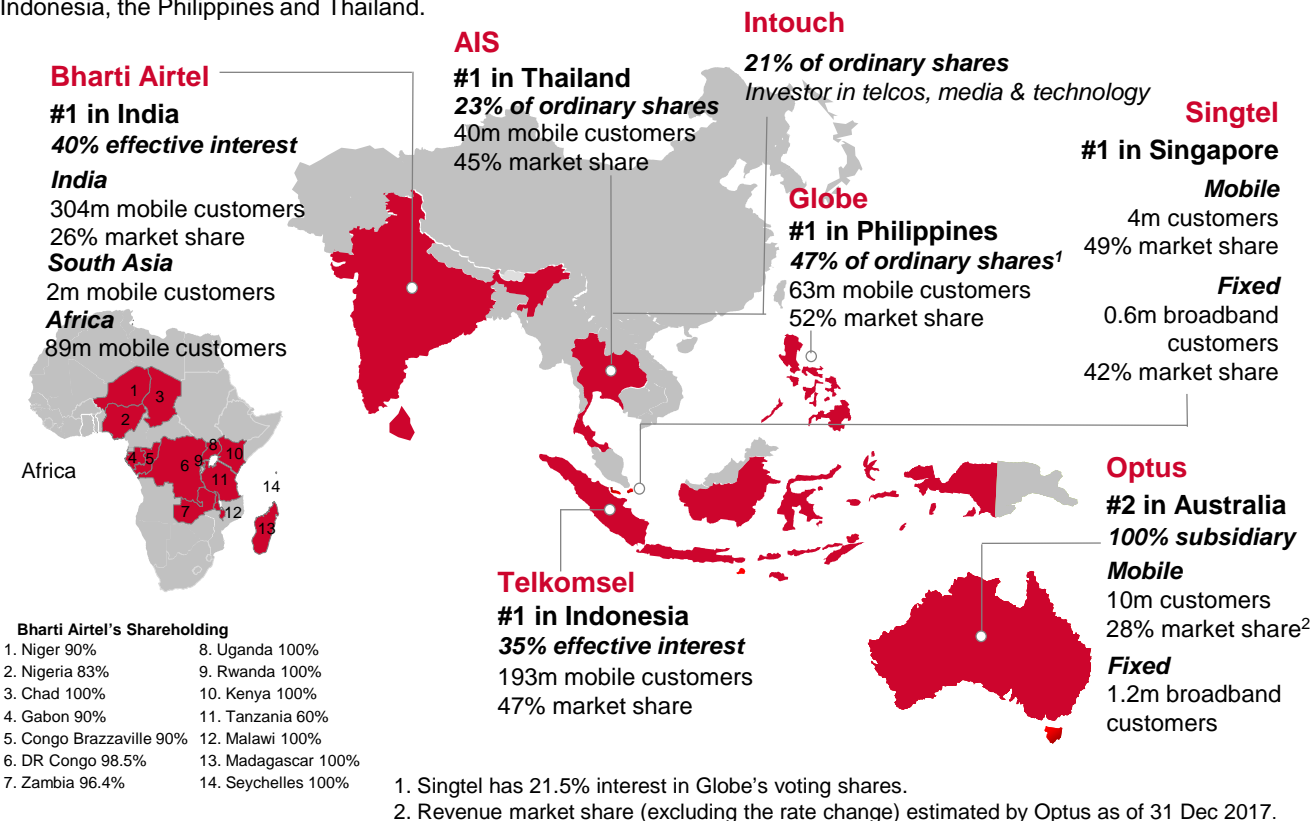


## Overview

The Singtel Group is Asia's leading communications group with operations and investments around the world.

With significant operations in Singapore and Australia (through wholly-owned subsidiary Singtel Optus), the Group provides a wide spectrum of multimedia and infocomms technology (ICT) solutions, including voice, data and video services over fixed and wireless platforms.

The Group has presence in Asia Pacific and Africa with 706 million mobile customers in 21 countries, including India, Indonesia, the Philippines and Thailand.



## Financial Summary

	Financial Year ended 31 March				
	2018	2017	2016	2015	2014
<b>Income Statement (\$ million)</b>					
Group operating revenue	17,532	16,711	16,961	17,223	16,848
Group EBITDA and share of associates' pre-tax profits	7,550	7,884	7,804	7,670	7,357
Net profit after tax <sup>1</sup>	5,451	3,853	3,871	3,782	3,652
Underlying net profit <sup>2</sup>	3,544	3,871	3,805	3,779	3,610
<b>Cash Flow (\$ million)</b>					
Capital expenditure	2,349	2,261	1,930	2,238	2,102
Group free cash flow <sup>3</sup>	3,606	3,054	2,718	3,549	3,249
<b>Per Share Information (\$ cents)</b>					
Earnings per share - underlying net profit	21.71	24.07	23.88	23.71	22.65
Dividend per share - ordinary	17.5	17.5	17.5	17.5	16.8

- Underlying net profit is defined as net profit before exceptional items and exchange differences on capital reductions of certain overseas subsidiaries, net of hedging, as well as significant exceptional items of associates.
- For FY2018, includes exceptional gains of S\$2.0 billion from the divestment of NetLink Trust
- Free cash flow refers to cash flow from operating activities, including dividends from associates, less cash capital expenditure. For FY2017, Group free cash flow includes S\$142 million (A\$134 million) payment to the Australian Taxation Office for amended assessment.

### Important Note

The above info may contain 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 factsheet 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 Singtel. In particular, such targets should not be regarded as a forecast or projection of future performance of Singtel. It should be noted that the actual performance of Singtel may vary significantly from such targets. "\$" means Singapore dollars and "A\$" means Australian dollars unless otherwise indicated. Any discrepancies between individual amounts and totals are due to rounding.

## Stock information

SGX - (S\$)

Singtel share price

Listings	:	Singapore Exchange (SGX)
Shares in issue	:	16.3 billion
Market capitalisation	:	S\$55.0 billion
Financial Year-end	:	31 March
Free float	:	47.7%
Substantial shareholder	:	52.3% (as at 29 May 17)



## Business Segments

The Group is organised by three business segments, Group Consumer, Group Enterprise & Group Digital Life, to serve the evolving needs of its customers and to exploit growth opportunities globally.

To thrive in the digital era, Singtel Group has put in place a dual transformation strategy:

- ▶ **Strengthen the core communications business** – we are focused on improving the economics of our core consumer and enterprise businesses and lifting customer experience to deepen customer relationships and build brand loyalty
- ▶ **Build new growth engines**

Financials are for the quarter ended 31 Mar 2018

### Group Consumer

**Revenue** S\$2,414m

**EBITDA** S\$824m

**Margin** 34.1%

Group Consumer comprises the Singtel Group's consumer-related functions including operations in Singapore (Singtel) and Australia (Optus), and investments in the emerging markets including the Philippines, Thailand, Indonesia and India through our regional mobile associates.



#### ▶ Continue to invest in superior networks & solutions

- > Enabling customers to stay connected anytime anywhere
- > Improving the coverage, speed and reliability of our 4G networks in Singapore & Australia
- > Driving breakthroughs in customer experience

#### ▶ Create innovative and compelling services

- > Differentiated price plans for mobile internet services and bundled home services
- > Leveraging and intelligently analysing our rich sources of data

#### ▶ Drive growth in mobile data services with our regional mobile associates

### Group Enterprise

**Revenue** S\$1,707m

**EBITDA** S\$441m

**Margin** 25.8%

Group Enterprise is Asia's leading telco and ICT services provider offering governments and companies solutions that cover mobile, voice and data infrastructure, managed services, cloud computing, cyber security, IT services and professional consulting.



#### ▶ Develop new opportunities

- > In cloud computing, cyber security and smart city solutions

#### ▶ Drive innovation

- > Enabling enterprise partners to keep their businesses ahead through access to the latest technologies

### Group Digital Life

**Revenue** S\$205m

**EBITDA** Breakeven

**Margin** N.M.



AMOBEE



HCSQ



DataSpark

Group Digital Life drives the Group's efforts to be at the forefront of the digital space. It focuses on opportunities in digital marketing, regional video services and data analytics.

#### ▶ Create new growth avenues and revenue platforms

- > Leveraging the Group's unique assets such as the scale of its regional customer base, payments mechanisms, data analytics engine and extensive customer touch points

## Contact

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