

# Investor factsheet June 2019

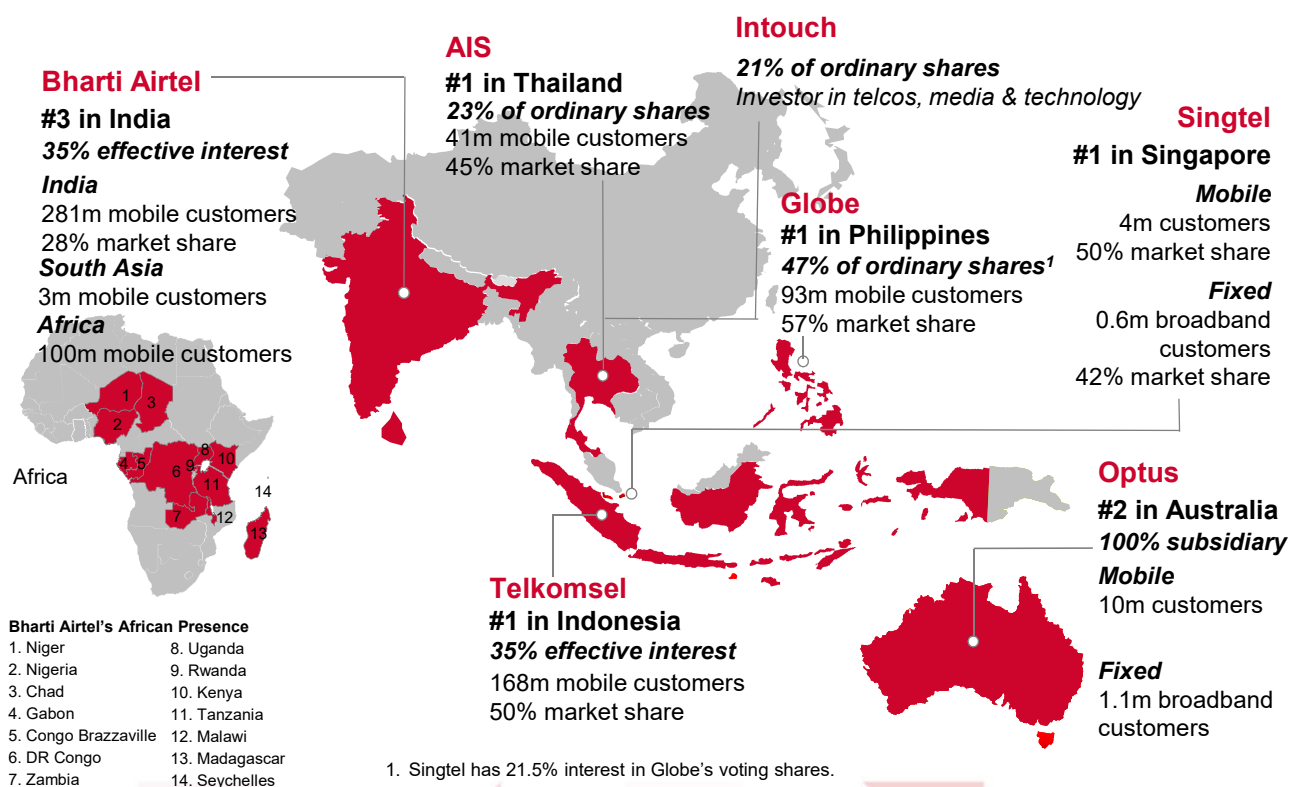
All figures as at 30 June 2019 unless otherwise stated



## Overview

The Singtel Group is Asia's leading communications technology group, providing an extensive range of telecommunications and digital services to consumers and businesses across Asia, Australia, Africa and the US. It serves more than 700 million mobile customers in 21 countries, including Singapore, Australia (via wholly-owned subsidiary Singtel Optus) and the emerging markets of India, Indonesia, the Philippines, Thailand and Africa.

The Group has diversified beyond its core carriage business into InfoCommunications (ICT), cyber security and digital marketing, which jointly contributed S\$4.3 billion or a quarter of its revenue in the financial year ended March 2019. Its carriage business generates steady cash flows, while the digital operations are its growth engines into the future.



## Financial Summary

	Financial Year ended 31 March					
	Post-SFRS(I) <sup>1</sup>		Pre-SFRS(I)			
	2019	2018	2018	2017	2016	2015
<b>Income Statement (\$ million)</b>						
Group operating revenue	17,372	17,268	17,532	16,711	16,961	17,223
Group EBITDA and share of associates' pre-tax profits	6,228	7,511	7,550	7,884	7,804	7,670
Net profit after tax <sup>2</sup>	3,095	5,473	5,451	3,853	3,871	3,782
Underlying net profit <sup>3</sup>	2,825	3,593	3,544	3,871	3,805	3,779
Capital expenditure	1,718	2,349	2,349	2,261	1,930	2,238
Group free cash flow <sup>4</sup>	3,650	3,606	3,606	3,054	2,718	3,549
<b>Per Share Information (\$ cents)</b>						
Earnings per share - underlying net profit	17.31	22.01	21.71	24.07	23.88	23.71
Dividend per share - ordinary	17.5 <sup>5</sup>	17.5	17.5	17.5	17.5	17.5

- FY2018 financials restated from adoption of all applicable Singapore Financial Reporting Standards (International).
- 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.
- Proposed final ordinary dividend of 10.7 cents per share, bringing total dividends to 17.5 cents

### Important Note

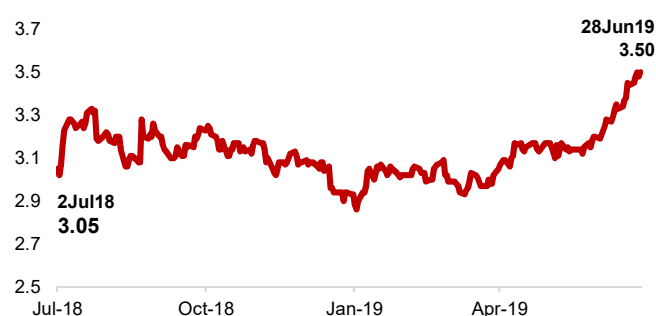
The above info may contain forward looking statements by the management of Singapore Telecommunications Limited ("Singtel"), relating to financial trends for future periods, compared to the results for previous periods. Some of the statements contained in this factsheet that are not historical facts 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

<b>Listings</b>	: Singapore Exchange (SGX)
<b>Shares in issue</b>	: 16.3 billion
<b>Market capitalisation</b>	: S\$49.3 billion
<b>Financial Year-end</b>	: 31 March
<b>Free float</b>	: 47.7%
<b>Substantial shareholder</b>	: 52.5% (as at 27 May 19)

SGX - (S\$)

Singtel share price



Financials are for the quarter ended 30 June 2019

### 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 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
- ▶ **Create "Digital Glue" to consolidate our 700 million customer base**
  - > Ride the wave of data growth and expand into digital content and services by creating ecosystems, e.g., in mobile financial services and gaming

<b>Revenue</b>	S\$2,369m
<b>EBITDA</b>	S\$799m
<b>Margin</b>	33.7%
<b>Share of regional associates PBT</b>	S\$335m

- ▶ **Create innovative and compelling services**
  - > Leveraging and intelligently analysing our rich sources of data
  - > Form exclusive partnerships to create differentiated services for our customers
- ▶ **Improve productivity via digitalization**
  - > Digitalize operating model and realize productivity improvement
  - > Transform customer & employee experience through automation, digitalization and agile way of working
- ▶ **Drive growth in mobile data services with our regional associates**

### 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.

- ▶ **ICT: Key enabler of smart cities and digital enterprises**
  - > Develop new opportunities in cloud computing, cyber security and smart city solutions
- ▶ **Strengthening the core business**
  - > Defend leadership in Singapore and increase share in Asia Pacific
  - > Drive cost transformation

<b>Revenue</b>	S\$1,442m
<b>EBITDA</b>	S\$417m
<b>Margin</b>	28.9%

### 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 to increase scale and profitability in digital marketing, data analysis and premium video services.

<b>Revenue</b>	S\$301m
<b>EBITDA</b>	(S\$12m)
<b>Margin</b>	N.M.

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