

Investor factsheet December 2019

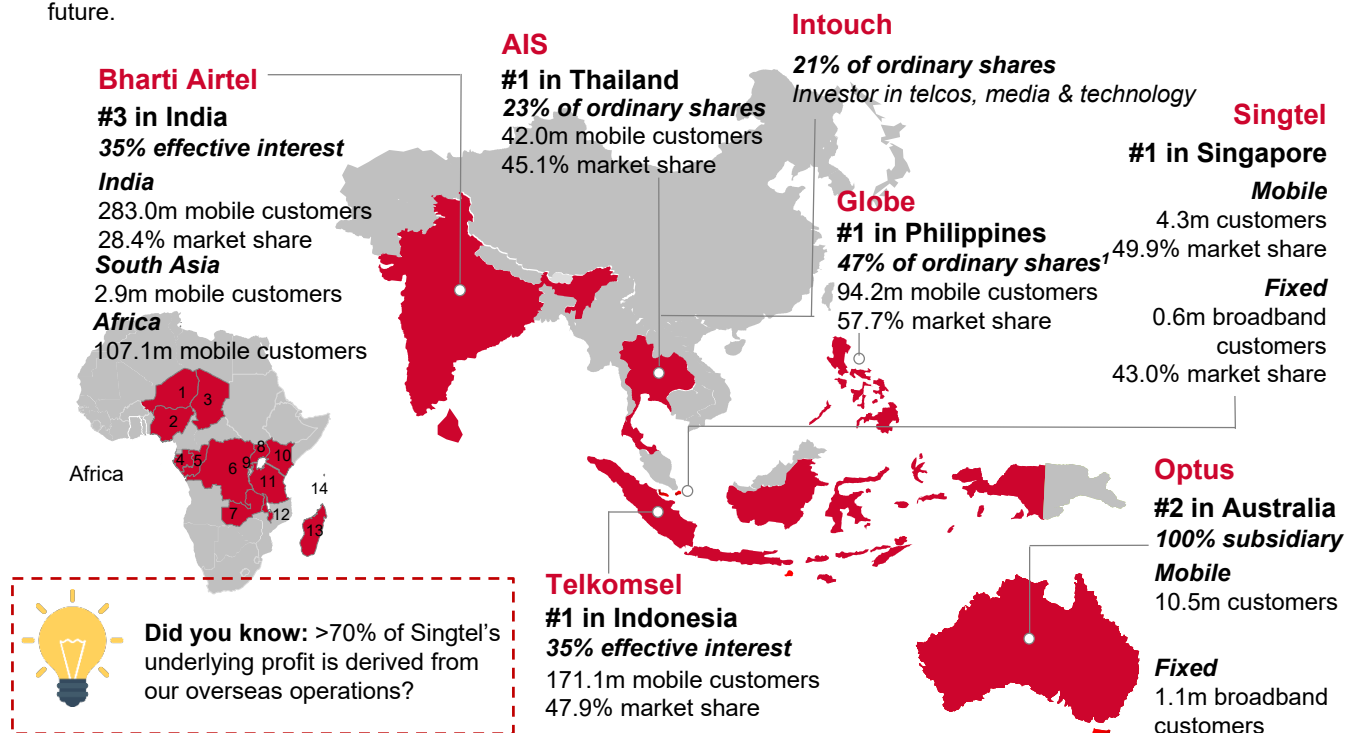
All figures as at 31 December 2019 unless otherwise stated



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



Bharti Airtel's African Presence: 1. Niger, 2. Nigeria, 3. Chad, 4. Gabon, 5. Congo Brazzaville, 6. DR Congo, 7. Zambia, 8. Uganda, 9. Rwanda, 10. Kenya, 11. Tanzania, 12. Malawi, 13. Madagascar, 14. Seychelles

Financial Summary

	Financial Year ended 31 March					
	2019	2018	2018	2017	2016	2015
		Post-SFRS(I) ¹		Pre-SFRS(I)		
Income Statement (S\$ million)						
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 tax²	3,095	5,473	5,451	3,853	3,871	3,782
Underlying net profit³	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 flow⁴	3,650	3,606	3,606	3,054	2,718	3,549
Per Share Information (S cents)						
Earnings per share - underlying net profit	17.31	22.01	21.71	24.07	23.88	23.71
Dividend per share - ordinary	17.5	17.5	17.5	17.5	17.5	17.5

1. FY2018 financials restated from adoption of all applicable Singapore Financial Reporting Standards (International).

2. 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.

3. For FY2018, includes exceptional gains of S\$2.0 billion from the divestment of NetLink Trust

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

Stock information

Listings	: Singapore Exchange (SGX)
Shares in issue	: 16.3 billion
Market capitalisation	: S\$55.0 billion (as at end Dec 2019)
Financial Year-end	: 31 March
Free float	: 47.5%
Substantial shareholder	: 52.5% (as at 27 May 19)

SGX - (S\$)

Singtel share price



Singapore Consumer

Australia Consumer

The Group's consumer-centric operations in Singapore (Singtel) and Australia (Optus),

Invest in superior networks & solutions

- > Enable customers to stay connected anytime anywhere
- > Drive data usage by improving the coverage, speed and capacity of our networks

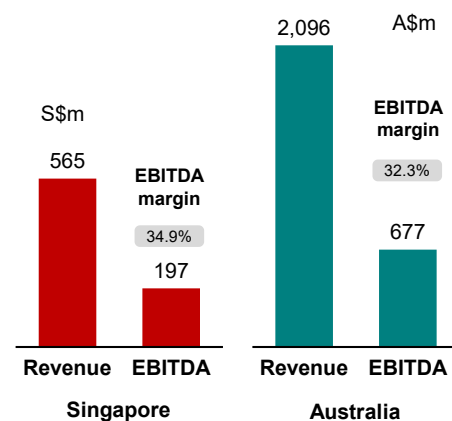
Create innovative and compelling services

- > Leverage and intelligently analyse our rich sources of data
- > Form exclusive partnerships to create differentiated services for our customers

Improve productivity via digitalization

- > Digitalise operating model and realise productivity improvement
- > Transform customer & employee experience through automation, digitalisation and agile way of working

Financials are for the quarter ended 31 December 2019



Group Enterprise

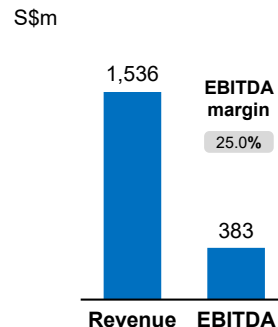
Asia's leading telco and ICT services provider to governments and companies, covering mobile, voice and data infrastructure, managed services, cloud computing, cyber security, IT services and professional consulting.

ICT: Key enabler of smart cities and digital enterprises

- > Develop new opportunities in cloud computing, cyber security and smart city solutions

Strengthen the core business

- > Defend leadership in Singapore and increase share in Asia Pacific
- > Drive cost transformation

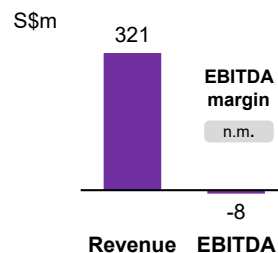


Group Digital Life

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

- > Leverage the Group's unique assets to increase scale and profitability in digital marketing, data analysis and premium video services.



Regional Associates / International Group

Capture value from the Group's investments in regional markets & drive regional initiatives, by leveraging on the Group's scale.

Create "Digital Glue" to consolidate our over 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

S\$393m

Regional associates pre-tax contribution

Contact

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