

Investor factsheet March 2020

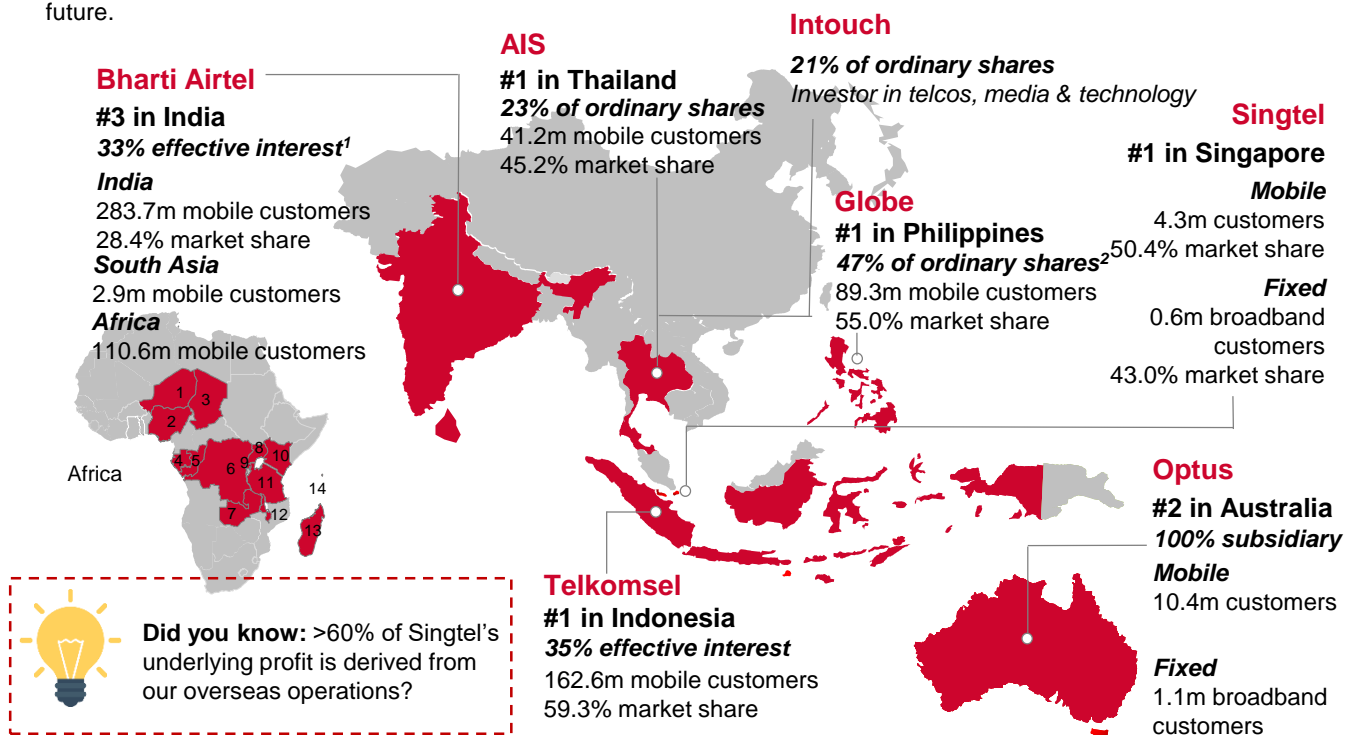
All figures as at 31 March 2020 unless otherwise stated



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 705 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 2020, InfoCommunications (ICT), cyber security and digital marketing jointly contributed S\$4.2 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

- On 26 May, Bharti Telecom Limited, the promoter company of Bharti Airtel, sold a 2.75% stake in Bharti Airtel, bringing Singtel's effective stake to 32%
- Singtel has 21.5% interest in Globe's voting shares

Financial Summary

| | Financial Year ended 31 March | | | | | |
|---|-----------------------------------|--------|--------------------|---------------------|--------|--------|
| | Post-SFRS(I) 2020 ² | 2019 | 2018 ¹ | Pre-SFRS(I) 2018 | 2017 | 2016 |
| Income Statement (S\$ million) | | | | | | |
| Group operating revenue | 16,542 | 17,372 | 17,268 | 17,532 | 16,711 | 16,961 |
| Group EBITDA and share of associates' pre-tax profits | 6,284 | 6,228 | 7,511 | 7,550 | 7,884 | 7,804 |
| Net profit after tax | 1,075 ⁵ | 3,095 | 5,473 ⁴ | 5,451 | 3,853 | 3,871 |
| Underlying net profit ³ | 2,457 | 2,825 | 3,593 | 3,544 | 3,871 | 3,805 |
| Capital expenditure | | | | | | |
| Group free cash flow ⁶ | 2,037 | 1,718 | 2,349 | 2,349 | 2,261 | 1,930 |
| | 3,781 | 3,650 | 3,606 | 3,606 | 3,054 | 2,718 |
| Per Share Information (S cents) | | | | | | |
| Earnings per share - underlying net profit | 15.05 | 17.31 | 22.01 | 21.71 | 24.07 | 23.88 |
| Dividend per share - ordinary | 12.25 | 17.5 | 17.5 | 17.5 | 17.5 | 17.5 |

- FY2018 has been restated for the adoption of Singapore Financial Reporting Standards (International) with effect from 1 April 2018
- FY2020 included the effects of adoption of SFRS (I) 16 with effect from 1 April 2019. No restatement of prior comparative periods
- 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.
- FY2018 included exceptional gains of S\$2.0 billion from the divestment of NetLink Trust
- FY2020 included the Group's share of Airtel's exceptional losses of S\$1.8 billion from regulatory demands
- Free cash flow refers to cash flow from operating activities, including dividends from associates, less cash capital expenditure.

Important Note

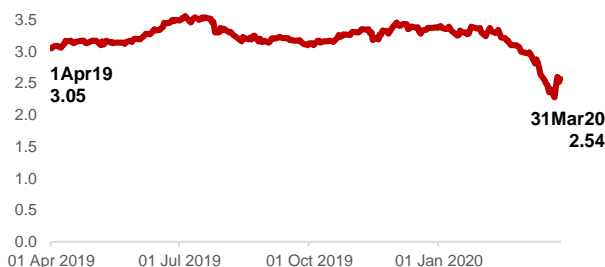
The above info may contain forward looking statements by the management of Singapore Telecommunications Limited ("Singtel"), relating to financial trends for future periods, compared to the results for previous periods. Some of the statements contained in this factsheet that are not historical facts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

SGX - (S\$)

Singtel share price

| | |
|-------------------------|--|
| Listings | : Singapore Exchange (SGX) |
| Shares in issue | : 16.3 billion |
| Market capitalisation | : S\$41.5 billion (as at end Mar 2020) |
| Financial Year-end | : 31 March |
| Free float | : 47.4% |
| Substantial shareholder | : 52.6% (as at 22 May 20) |



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

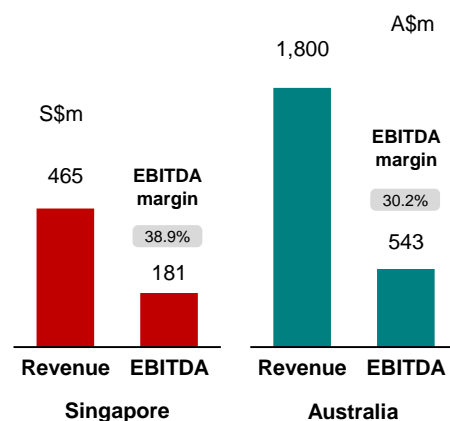
► Create innovative and compelling services

- > 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

For the quarter ended 31 March 2020



Group Enterprise

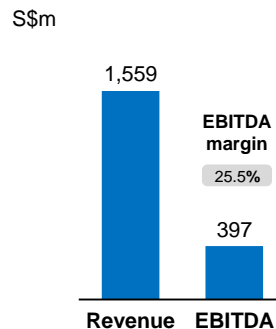
Asia's leading telco and ICT services provider to governments and companies, covering mobile, voice and data infrastructure, managed services, cloud computing, cyber security, IT services and professional consulting.

► 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

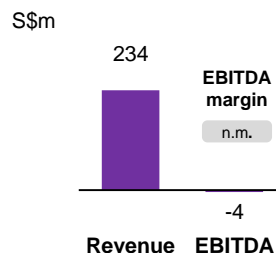


Group Digital Life

Drives the Group's efforts to be at the forefront of the digital space. It focuses on opportunities in digital marketing and data analytics.

► Create new growth avenues and revenue platforms

- > Leverage the Group's unique assets to increase scale and profitability in digital marketing and data analysis



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\$500m

Regional associates pre-tax contribution

Contact

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