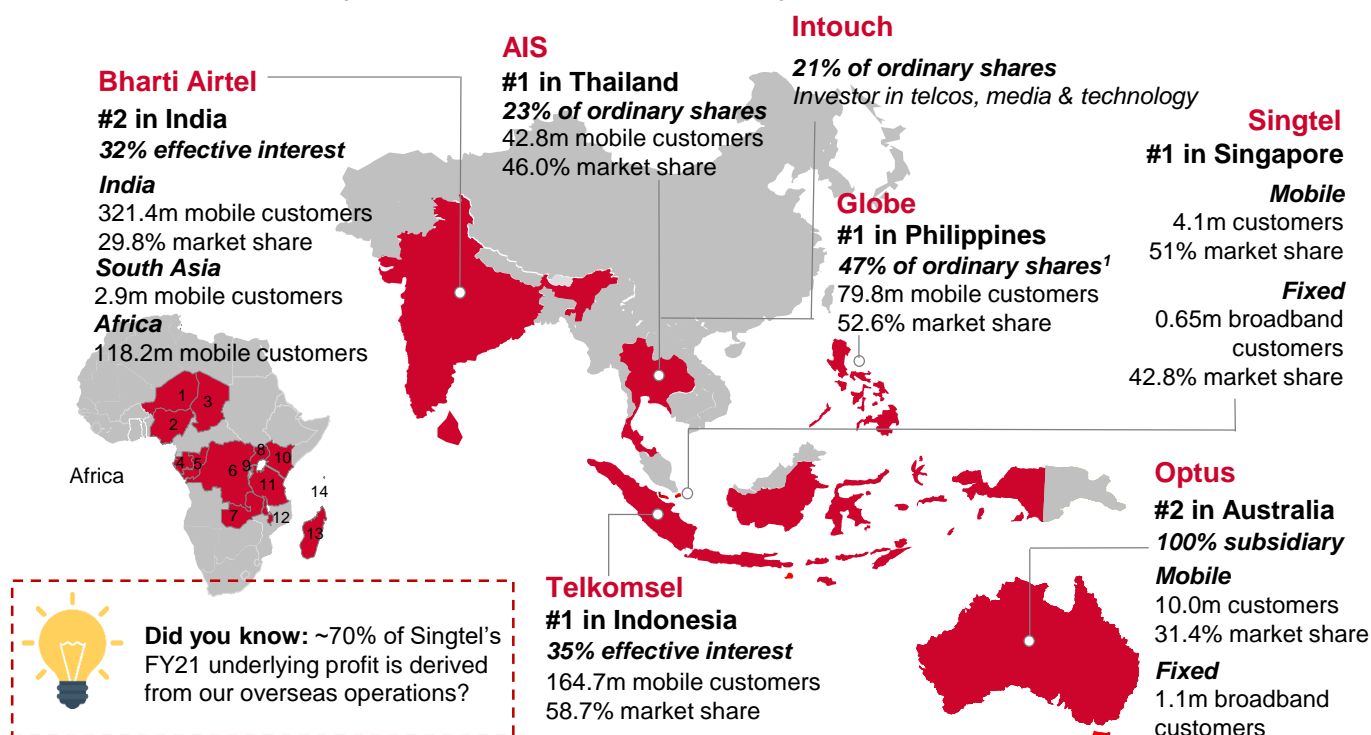


## Overview

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 over 744 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.

Singtel has embarked on a strategic reset aimed at capturing untapped digital growth in the 5G era, sharpening the Group's focus and improving shareholder value. Refer to the next page for more details.



**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

1. Singtel has 21.5% interest in Globe's voting shares

## Financial summary

	Financial Year ended 31 March					
	2021 <sup>1</sup>	2020 <sup>1</sup>	2019	2018	2017	2016
<b>Income Statement (S\$ million)</b>						
Group operating revenue	15,644	16,542	17,372	17,532	16,711	16,961
Group EBITDA and share of associates' pre-tax profits	5,630	6,284	6,228	7,550	7,884	7,804
Net profit after tax	554 <sup>3</sup>	1,075 <sup>2</sup>	3,095	5,451	3,853	3,871
Underlying net profit <sup>4</sup>	1,733	2,457	2,825	3,544	3,871	3,805
Capital expenditure	2,214	2,037	1,718	2,349	2,261	1,930
Group free cash flow <sup>5</sup>	3,395	3,781	3,650	3,606	3,054	2,718
<b>Per Share Information (S cents)</b>						
Earnings per share - underlying net profit	10.59	15.05	17.31	21.71	24.07	23.88
Dividend per share - ordinary	7.5	12.25	17.5	17.5	17.5	17.5

1. FY2021 & FY2020 included the effects of adoption of SFRS (I) 16 with effect from 1 April 2019. No restatement of prior comparative periods

2. FY2020 included the Group's share of Airtel's exceptional losses of S\$1.8 billion from regulatory demands

3. FY2021 included the Group's impairment charges on investments in Amobee and Trustwave

4. 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.

5. 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

<b>Listings</b>	: Singapore Exchange (SGX)
<b>Shares in issue</b>	: 16.5 billion
<b>Market capitalisation</b>	: S\$40.3 billion (as at end Mar 2021)
<b>Financial Year-end</b>	: 31 March
<b>Free float</b>	: 47.4%
<b>Substantial shareholder</b>	: 52.6% (as at 2 Jun 20)

SGX - (S\$)

Singtel share price



## Strategic reset

### Reinvigorate the core

► **Drive 5G adoption & unlock monetisation models**

- > Extend network leadership
- > Co-create new use cases in partnership with enterprise customers



► **Focus on profitable growth**

- > Grow enterprise share & focus on Consumer profitability in Australia



Create value for mobile customers & drive price discipline



Realign fixed business to reseller model under NBN

► **Create innovative & compelling services**

- > Tap into & intelligently analyse our rich sources of data
- > Create differentiated services for our customers



Automation



Digitalisation



Agile ways of working

► **Improve productivity via digitalisation**

- > Digitalise operating model & realise productivity improvement
- > Transform customer & employee experience

### Capitalise on growth trends

► **B2B digital services growth**

- > Transform NCS into Asian B2B digital services champion
- > Expedite NCS' growth in private sector
- > Expand overseas footprint, particularly Australia & Greater China



Healthcare & Transport



Comms, Media & Tech



Financial Services, Industrial & Commercial

► **Digital ASEAN opportunity**

- > Grow multi-local digital ecosystems leveraging customers across our footprint
- > Supported by our deep customer insights, trusted brand & 5G leadership
- > Wide range of digital enablers to tap into



Payments



Digital media



Gaming



Health/education

► **Rapid digitalisation fueling infrastructure demand**

- > Leverage infrastructure assets to unlock value & drive growth
- > Strong pipeline of high quality assets with investments in next-gen infrastructure & green technologies
- > Co-develop sustainable infrastructure with partners
- > Open approach to partnerships & ownership



Tower



Satellite



Data centre



Subsea cables

### Contact

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