



## **Singapore Telecommunications Limited And Subsidiary Companies**

### **MANAGEMENT DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION, RESULTS OF OPERATIONS AND CASH FLOWS FOR THE HALF YEAR ENDED 30 SEPTEMBER 2023**

The financial statements for the half year ended, and as at, 30 September 2023 are unaudited.

*Numbers in all tables may not exactly add due to rounding.*

*For all pages, "@" denotes more than +/- 500%, "\*" denotes less than +/- S\$0.5 million or A\$0.5 million and "\*\*\*" denotes less than +/- 0.05%, unless otherwise indicated.*

*For all tables, a negative sign for year-on-year change denotes a decrease in operating revenue, expense, gain or loss.*

## Table Of Contents

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<b>Section 1 : Group</b>	<b>Pg</b>
Performance At A Glance.....	1
Financial Highlights.....	2
Group Summary Income Statement.....	3
New Organisation Structure.....	4
Review Of Group Operating Performance.....	4
Net Finance Expense.....	6
Exceptional Items (Post-Tax).....	7
Tax Expense.....	8
Summary Statements Of Financial Position .....	9
Capital Management.....	10
Cash Flow .....	11
Dividend Policy And Capital Management.....	13
Interim Ordinary Dividend.....	13
Outlook For The Current Financial Year Ending 31 March 2024.....	14
<b>Section 2 : Optus</b>	
Summary Income Statement.....	15
Financial Performance.....	17
Business Highlights.....	17
<b>Section 3 : Singtel Singapore</b>	
Summary Income Statement.....	19
Financial Performance.....	20
Business Highlights.....	21
<b>Section 4 : NCS</b>	
Summary Income Statement.....	22
Financial Performance .....	23
Business Highlights.....	24
<b>Section 5 : Digital InfraCo</b>	
Summary Income Statement.....	25
Financial Performance.....	26
Business Highlights.....	26
<b>Section 6 : Associates/ Joint Ventures</b>	
Share Of Results Of Associates/ Joint Ventures.....	27
Financial Performance and Business Highlights .....	29
Key Operational Data.....	34
<b>Section 7 : Product Information</b>	
Singapore Product Drivers.....	35
Australia Product Drivers.....	37
<b>Section 8 : Glossary</b> .....	39









**[Table Of Contents \(continued\)](#)**

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- Appendix 1 : Group Operating Revenue And Expenses**
- Appendix 2 : Business Segment Results**
- Appendix 3 : Optus Financials In Australian Dollars**
- Appendix 4 : Group Statements Of Financial Position**
- Appendix 5 : Group Cash Flow Statement**
- Appendix 6 : Currency Risk Management And Other Matters**
- Appendix 7 : Proforma Information And Mobile Customer Base**

## SECTION 1 : GROUP

## PERFORMANCE AT A GLANCE

	Financial Year			Half Year			
	Mar 23 S\$ m	Mar 22 S\$ m	Mar 21 S\$ m	Sep 23 S\$ m	Mar 23 S\$ m	Sep 22 S\$ m	Mar 22 S\$ m
<b>Operating Highlights</b>							
Group mobile customer base (million) <sup>(1)</sup>	775	778	744	765	775	773	778
Mobile customer market share (%)							
- Singapore	45.6	48.0	51.0	44.9	45.6	46.6	48.0
- Australia	31.2	31.1	31.1	31.2	31.2	31.3	31.1
- Airtel India	32.4	31.6	29.8	32.7	32.4	31.8	31.6
- Telkomsel <sup>(2)</sup>	49.1	53.6	58.7	50.0	49.1	50.6	53.6
- AIS	47.8	46.0	46.0	47.0	47.8	45.5	46.0
- Globe	56.4	55.4	52.6	49.8	56.4	56.4	55.4
<b>Group Financials (S\$ million)</b>							
Operating revenue	14,624	15,339	15,644	7,028	7,366	7,259	7,687
Underlying operating revenue <sup>(3)</sup>	14,624	14,347	14,429	7,028	7,366	7,259	7,236
EBITDA	3,686	3,767	3,832	1,787	1,808	1,878	1,839
Share of associates' pre-tax profits	2,287	2,136	1,798	1,195	1,130	1,157	1,090
EBIT	3,399	3,181	2,945	1,775	1,663	1,736	1,562
Underlying net profit	2,053	1,923	1,733	1,121	1,048	1,005	941
Net profit	2,225	1,949	554	2,136	1,055	1,170	995
Free cash flow	2,613	3,081	3,395	1,189	1,018	1,595	1,309
Cash capex	2,162	2,217	2,214	1,077	1,098	1,065	1,114
<b>Key Financial Indicators</b>							
Proportionate EBITDA from outside Singapore (%)	82	81	78	83	82	82	81
Return on invested capital (%) <sup>(4)</sup>	8.3	7.3	6.8				
Return on equity (%)	8.5	7.3	2.1				

**Notes:**

- (1) Comprised mobile customers of Singtel, Optus, Airtel, Telkomsel, Globe and AIS.
- (2) The comparatives for periods on and before September 2021 had not included Hutchison 3 Indonesia's mobile customer base in the calculation of market shares.
- (3) Excluded Optus' NBN migration revenue and contributions from Amobee.
- (4) Return on invested capital is defined as EBIT (post-tax) divided by average capital (excluding Optus goodwill).

**SECTION 1 : GROUP**

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**FINANCIAL HIGHLIGHTS****FOR THE HALF YEAR ENDED 30 SEPTEMBER 2023**

- **Group's results were adversely impacted by the strength of the Singapore Dollar against the Australian Dollar and regional currencies.**
- **Operating revenue and EBITDA fell 3.2% and 4.8% respectively. In constant currency terms<sup>1</sup>, operating revenue grew 1.5% while EBITDA remained stable.**
- **Associates' post-tax profit contributions were up 5.5% from improved performance of Airtel and AIS which partially offset Globe's weaker results as well as GXS Bank's start-up losses.**
- **Underlying net profit was up 12%.**
- **With a higher net exceptional gain mainly from the dilution of Singtel's equity interest in Telkomsel, net profit grew 83% to S\$2.14 billion.**
- **Free cash flow declined 26% due to lower operating cash flow.**

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<sup>1</sup> Assuming constant exchange rates for the Australian Dollar, United States Dollar and/or regional currencies (Indian Rupee, Indonesian Rupiah, Philippine Peso and Thai Baht) from the corresponding period ended 30 September 2022.

**SECTION 1 : GROUP****GROUP SUMMARY INCOME STATEMENT**  
For The Half Year Ended 30 September 2023

	Half Year		YOY	
	30 Sep		Chge %	Chge in cc <sup>(1)</sup> %
	2023 S\$ m	2022 S\$ m		
<b>Operating revenue</b>	<b>7,028</b>	<b>7,259</b>	<b>-3.2</b>	<b>1.5</b>
Operating expenses	(5,368)	(5,456)	-1.6	3.2
	1,660	1,803	-7.9	-3.8
Other income	127	74	70.6	78.5
<b>EBITDA</b>	<b>1,787</b>	<b>1,878</b>	<b>-4.8</b>	<b>-0.5</b>
<b>- EBITDA margin</b>	<b>25.4%</b>	<b>25.9%</b>		
Share of associates' pre-tax profits	1,195	1,157	3.3	9.0
<b>EBITDA and share of associates' pre-tax profits</b>	<b>2,982</b>	<b>3,034</b>	<b>-1.7</b>	<b>3.1</b>
Depreciation	(1,067)	(1,140)	-6.5	-1.0
Amortisation of intangibles	(141)	(158)	-11.1	-5.1
	(1,207)	(1,299)	-7.0	-1.5
<b>EBIT</b>	<b>1,775</b>	<b>1,736</b>	<b>2.2</b>	<b>6.5</b>
<i>EBIT (before associates' contributions)</i>	<i>580</i>	<i>579</i>	<i>0.1</i>	<i>1.5</i>
Net finance expense	(128)	(196)	-34.6	-29.5
<b>Profit before exceptional items and tax</b>	<b>1,646</b>	<b>1,540</b>	<b>6.9</b>	<b>11.1</b>
Taxation	(521)	(530)	-1.7	2.5
<b>Profit after tax</b>	<b>1,125</b>	<b>1,010</b>	<b>11.4</b>	<b>15.6</b>
Minority interests	(4)	(5)	-12.5	-12.5
<b>Underlying net profit</b>	<b>1,121</b>	<b>1,005</b>	<b>11.6</b>	<b>15.8</b>
Exceptional items (post-tax)	1,015	165	@	@
<b>Net profit</b>	<b>2,136</b>	<b>1,170</b>	<b>82.6</b>	<b>85.1</b>

"@" denotes more than +/- 500%.

Unless otherwise stated, the presentation of income statements in this document is consistent with prior periods.

**Note:**

- (1) Assuming constant exchange rates for the Australian Dollar, United States Dollar and/ or regional currencies from the corresponding period ended 30 September 2022.

## SECTION 1 : GROUP

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### NEW ORGANISATION STRUCTURE

For accounting purposes, the Group's business segment reports from 1 April 2023 are prepared based on the new organisation structure. The consumer and enterprise telco businesses in Singapore are consolidated under Singtel Singapore and infrastructure businesses are under Digital InfraCo. The comparatives had been restated to be consistent with the presentation in the current period.

### REVIEW OF GROUP OPERATING PERFORMANCE

#### For The Half Year Ended 30 September 2023

For the first half of the year ended 30 September 2023, the Group's operating revenue and EBITDA declined 3.2% and 4.8% respectively as the Australian Dollar depreciated by a steep 8%. In constant currency terms, operating revenue would rise 1.5% and EBITDA would be stable, reflecting weakness in enterprise businesses across Singapore and Australia.

The first half of the year was challenging amid structural market declines in Enterprise Fixed, weak consumer sentiment and inflationary pressures. However, Optus continued to make progress in executing its strategy and delivered sustained performance momentum. Overall operating revenue was up 1.4%, led mainly by its mobile business. Mobile service revenue increased 3.4% driven mainly by customer growth, higher postpaid ARPU and increased content revenue from the FIFA Women's World Cup. Enterprise fixed carriage declined steeply due to churn and price erosion. With a rise in operating expenses mainly from increases in cost of goods sold, content rights and energy costs, EBITDA fell 3.2%. Energy costs spiked following expiry of a fixed price contract.

Singtel Singapore's operating revenue fell 3.3% due mainly to a sharp decline in ICT revenue as businesses held back their spend amid weak business sentiment. In addition, ICT revenue was boosted by some one-off significant projects in the same period last year. Mobile service revenue grew 2.3% lifted by customer growth, higher roaming and 5G services despite increased data price competition and a shift in the market to lower end plans. Equipment sales revenue was lower on increased popularity of SIM only plans and longer device replacement cycles. With lower operating expenses, EBITDA declined 1.2%.

NCS continued its strong growth momentum in the first half of the year. Operating revenue grew 8.8% driven mainly by higher demand for digitalisation, application development, cybersecurity services and adoption of technology such as generative AI. Strong bookings of S\$1.4 billion were recorded, boosted by new wins and contract renewals in various sectors. With higher operating revenue and concerted cost optimisation efforts, EBITDA was up 24% with improved margins.

Digital InfraCo's operating revenue rose a strong 13%, mainly from its data centre business which benefited from price uplifts as well as fees earned from project-based satellite deployment services. EBITDA was up 4.7% as revenue growth was partly offset by higher staff and administrative expenses.

The Group's equity share of associates' profits were adversely impacted by the weakening of the regional currencies which ranged from 2% to 9%. Pre-tax and post-tax contributions from the associates were up 3.3% and 5.5% respectively, and would have increased by 9.0% and 11% respectively in constant currency terms. The increases were mainly due to improved performance of Airtel and AIS which partially offset Globe's weaker results as well as GXS Bank's start-up losses.

## SECTION 1 : GROUP

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Airtel Group reported double-digit increases in operating revenue and EBITDA led by operations in India. Airtel Africa, however, was negatively impacted by the devaluation of the Nigerian Naira in June 2023 and inflationary cost pressures. Telkomsel reported improved results boosted by first-time recognition of contributions from its recently integrated IndiHome broadband business from 1 July 2023 and growth in data and digital services. However, its contributions to the Group declined due to 6% depreciation of the Indonesian Rupiah and a reduction in Singtel's equity interest from 1 July 2023<sup>2</sup>. AIS' robust performance was driven by higher service revenue and effective cost management, coupled with lower depreciation. Globe reported higher operating revenue, but its profits fell, mainly due to increases in depreciation and interest charges.

Depreciation and amortisation charges decreased by 7.0%. In constant currency terms, depreciation and amortisation charges would have declined 1.5% due to a lower asset base.

Net finance expense fell 35% mainly due to higher interest income on increases in both interest rate and fund size, as the Group invested the proceeds from capital recycling initiatives in Singapore Treasury bills and fixed deposits.

Consequently, underlying net profit was up 12% to S\$1.12 billion.

The net exceptional gains in the first half of the year amounted to S\$1.02 billion mainly due to a non-cash dilution gain of S\$1.21 billion from a reduction in Singtel's effective equity interest in Telkomsel.

With a higher net exceptional gain, net profit grew 83% to S\$2.14 billion.

Free cash flow for the first half of the year was S\$1.19 billion, down 26% from the last corresponding period mainly on lower operating cash flow from lower EBITDA and working capital movements.

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<sup>2</sup> In Singapore Dollar terms, the contributions from IndiHome largely offset the impact from Singtel's reduced stake.



**SECTION 1 : GROUP****NET FINANCE EXPENSE**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Net interest expense</b>			
- Interest expense	(213)	(207)	3.0
- Interest income	58	10	485.9
	<b>(155)</b>	<b>(197)</b>	<b>-21.3</b>
<b>Other finance income</b>			
- Investment income/ (loss) <sup>(1)</sup>	7	(8)	nm
- Foreign exchange gain	22	11	97.2
- Net fair value loss <sup>(2)</sup>	(2)	(2)	5.3
	<b>26</b>	<b>1</b>	<b>@</b>
<b>Net finance expense</b>	<b>(128)</b>	<b>(196)</b>	<b>-34.6</b>

"@" denotes more than +/- 500% and "nm" denotes not meaningful.

**Notes:**

- (1) Included dividend income from 'Fair Value through Other Comprehensive Income' investments and other investment gains/ losses.
- (2) Comprised mainly adjustments for hedging instruments and other financial instruments including options measured at fair values under SFRS(I) 9, *Financial Instruments*.

Interest income rose mainly on increases in both interest rate and fund size, as the Group invested the proceeds from capital recycling initiatives in Singapore Treasury bills and fixed deposits.

Foreign exchange gain arose mainly from revaluation of monetary assets on appreciation of the US Dollar.

**SECTION 1 : GROUP****EXCEPTIONAL ITEMS (POST-TAX) <sup>(1)</sup>**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Dilution gain on Telkomsel	1,205	-	nm
Net gain on disposal of partial stake in Airtel	-	1,014	nm
Impairment of goodwill of Optus	-	(1,004)	nm
Dilution gain on Airtel	65	221	-70.7
Provision for Trustwave	(57)	-	nm
Provision for costs related to cyber attacks	-	(142)	nm
Staff restructuring costs	(21)	(7)	181.1
Release of deferred gain on disposal of Indara Corporation Pty Ltd	-	84	nm
Release of cumulative translation loss from equity upon sale of Amobee	-	(31)	nm
Gain on sale of assets	13	-	nm
Others <sup>(2)</sup>	(6)	(9)	-34.8
	<b>1,199</b>	<b>126</b>	<b>@</b>
Tax credit/ (expense) on exceptional items	4	(63)	nm
<b>Group exceptional items (post-tax)</b>	<b>1,203</b>	<b>63</b>	<b>@</b>
Share of Airtel's exceptional (losses)/ gains	(208)	15	nm
Share of Telkomsel's exceptional gains	-	77	nm
Share of Globe's exceptional gains	20	10	96.1
<b>Share of associates' exceptional (losses)/ gains (post-tax)</b>	<b>(188)</b>	<b>102</b>	<b>nm</b>
<b>Net exceptional gains (post-tax)</b>	<b>1,015</b>	<b>165</b>	<b>@</b>

"nm" denotes not meaningful and "@" denotes more than +/- 500%.

**Notes:**

- (1) Exceptional items are material non-recurring items for which separate disclosure is considered necessary to avoid distortion of reported results of performance.
- (2) 'Others' comprised mainly certain provisions, accelerated depreciation of Comcentre's assets and dilution gain on Globe. In the last corresponding period, 'Others' comprised mainly impairment of assets, accelerated depreciation of Comcentre's assets and dilution gain on Globe.

On 1 July 2023, Telkomsel completed the integration of IndiHome (B2C segment), the largest fixed broadband provider in Indonesia which was previously owned by its holding company PT Telkom Indonesia (Persero) Tbk. As a result, Singtel's effective equity interest in Telkomsel fell from 35.0% to 29.6% and a dilution gain of S\$1.21 billion was recognised. Following the above integration, Singtel completed the subscription of new shares in Telkomsel at a cash consideration of S\$247 million, thereby increasing its effective equity interest in Telkomsel to 30.1%.

In the first half of the year, the Group recognised a dilution gain of S\$65 million arising from a reduction in Singtel's effective equity interest in Airtel from 29.4% to 29.2% after shares were issued by Airtel following the conversion of its foreign currency convertible bonds.

Further to the strategic review of Trustwave Holdings, Inc ("**Trustwave**"), the Group entered into a conditional share purchase agreement to sell all of its equity interest in Trustwave. Completion is expected by December 2023. An exceptional loss provision of S\$57 million was made as at 30 September 2023 in relation to the sale of Trustwave.

**SECTION 1 : GROUP**

Airtel's one-off items included provisions for additional tax expense and interest charge in relation to a judgement passed by the Supreme Court in India that variable license fee is capital in nature and not revenue expenditure for the purpose of computation of taxable income. Other exceptional losses included foreign exchange loss arising from a steep devaluation of the Nigerian Naira against the US Dollar, and a fair value loss from its foreign currency convertible bonds<sup>3</sup> compared to a gain in the last corresponding period.

The exceptional gain at Globe was from the sale and leaseback of its telecommunication towers.

**TAX EXPENSE**

	Half Year		YOY
	30 Sep		
	2023	2022	Chge
	S\$ m	S\$ m	%
<b>Income tax expense</b>			
Optus	6	17	-67.8
Singtel and other subsidiaries	65	70	-7.3
Total (a)	70	87	-19.2
Share of associates' tax expense (b)	338	345	-1.8
Withholding taxes on associates' dividend income <sup>(1)</sup>	113	98	14.4
<b>Total</b>	<b>521</b>	<b>530</b>	<b>-1.7</b>
Profit before exceptional items and tax	1,646	1,540	6.9
Exclude:			
Share of associates' pre-tax profits	(1,195)	(1,157)	3.3
<b>Adjusted pre-tax profit (c)</b>	<b>451</b>	<b>383</b>	<b>17.9</b>
<b>Effective tax rate of Singtel and subsidiaries (a)/(c)</b>	<b>15.6%</b>	<b>22.7%</b>	
Share of associates' pre-tax profits (d)	1,195	1,157	3.3
<b>Effective tax rate of associates (b)/(d)</b>	<b>28.3%</b>	<b>29.8%</b>	

**Note:**

(1) Withholding taxes are deducted at source when dividends are remitted by the overseas associates. For accounting purposes, the dividend income and related withholding taxes are accrued when declared by the associates. Dividend income has no impact on the income statement of the Group as they are eliminated at the Group. The cash inflows upon the receipt of dividend are shown on page 12.

<sup>3</sup> Airtel records the fair value adjustment in equity under Indian Accounting Standards. However, Singtel records the share of such fair value gain or loss in income statement under Singapore Financial Reporting Standards. Fair value loss typically occurs when Airtel's share price increases in the measurement period (and vice versa).

**SECTION 1 : GROUP**

Income tax in the last corresponding period included a one-off adjustment. As a result, income tax expense was lower.

**SUMMARY STATEMENTS OF FINANCIAL POSITION**

	As at		
	30 Sep	31 Mar	30 Sep
	2023	2023	2022
	S\$ m	S\$ m	S\$ m
Current assets (excluding cash)	5,409	5,428	5,340
Cash and cash equivalents <sup>(1)</sup>	2,597	3,154	3,524
Non-current assets	39,092	37,947	38,530
<b>Total assets</b>	<b>47,099</b>	<b>46,530</b>	<b>47,394</b>
Current liabilities	6,938	8,299	7,993
Non-current liabilities	12,950	12,217	11,892
<b>Total liabilities</b>	<b>19,888</b>	<b>20,516</b>	<b>19,885</b>
<b>Net assets</b>	<b>27,211</b>	<b>26,014</b>	<b>27,509</b>
Share capital	4,573	4,573	4,573
Retained earnings	26,055	24,857	25,402
Currency translation reserve (loss)	(3,975)	(3,750)	(2,948)
Other reserves	(473)	(688)	(535)
<b>Equity attributable to shareholders</b>	<b>26,180</b>	<b>24,992</b>	<b>26,492</b>
Perpetual Securities	1,013	1,013	1,013
Minority interests and other reserve	18	9	4
<b>Total Equity</b>	<b>27,211</b>	<b>26,014</b>	<b>27,509</b>

**Note:**

(1) Comprised cash and bank balances, fixed deposits and Singapore Treasury bills.

The Group continued to be in a strong financial position as at 30 September 2023. Singtel's ratings of A1 by Moody's and A by S&P Global Ratings remain strong among its peers in the global telecommunications industry.

The currency translation loss was higher from 31 March 2023 due mainly to translation losses for Airtel, Intouch, AIS and Telkomsel.

**SECTION 1 : GROUP****CAPITAL MANAGEMENT**

	As at		
	30 Sep	31 Mar	30 Sep
	2023	2023	2022
	S\$ m	S\$ m	S\$ m
Gross debt			
Current debt	561	983	1,258
Non-current debt	10,702	9,911	9,931
Gross debt as reported in statement of financial position	<b>11,263</b>	<b>10,893</b>	<b>11,189</b>
Related net hedging liability <sup>(1)</sup>	503	590	277
<b>Hedged gross debt</b>	<b>11,765</b>	<b>11,483</b>	<b>11,466</b>
Less: Cash and cash equivalents <sup>(2)</sup>	(2,597)	(3,154)	(3,524)
<b>Net debt</b>	<b>9,168</b>	<b>8,329</b>	<b>7,941</b>
<b>Gross debt gearing ratio <sup>(3)</sup></b>	<b>30.2%</b>	<b>30.6%</b>	<b>29.4%</b>
<b>Net debt gearing ratio</b>	<b>25.2%</b>	<b>24.3%</b>	<b>22.4%</b>
<b>Net debt to EBITDA and share of associates' pre-tax profits <sup>(4)</sup></b>	<b>1.54X</b>	<b>1.39X</b>	<b>1.31X</b>
<b>Interest cover:</b>			
<b>EBITDA and share of associates' pre-tax profits/ net interest expense <sup>(5)</sup></b>	<b>19.3X</b>	<b>16.8X</b>	<b>15.4X</b>

**Notes:**

(1) The net hedging liability relates to the fair values of cross currency and interest rate swaps.

(2) Comprised cash and bank balances, fixed deposits and Singapore Treasury bills.

(3) Gross debt gearing ratio refers to the ratio of gross debt to gross capitalisation. Gross capitalisation is the aggregate of gross debt and equity.

(4) Net debt to EBITDA and share of associates' pre-tax profits is calculated on an annualised basis.

(5) Net interest expense refers to interest expense less interest income.

As at 30 September 2023, net debt was S\$839 million higher compared to half a year ago due to higher funding needs for the Group's operations. With a higher net debt, the gearing ratio increased to 25.2% from 24.3%.

**SECTION 1 : GROUP****CASH FLOW**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Operating cash flow (before dividends from associates)	1,095	1,617	-32.3
Dividends/ Distributions received from associates (net of withholding tax)	1,170	1,043	12.2
Net cash inflow from operating activities	2,265	2,660	-14.8
Net cash (outflow for)/ inflow from investing activities	(684)	474	nm
Net cash outflow for financing activities	(1,406)	(1,759)	-20.1
Net change in cash and cash equivalents	176	1,375	-87.2
Exchange effects on cash and cash equivalents	(5)	(25)	-80.2
Cash and cash equivalents at beginning of period <sup>(1)</sup>	1,644	2,149	-23.5
<b>Cash and cash equivalents at end of period <sup>(1)</sup></b>	<b>1,815</b>	<b>3,499</b>	<b>-48.1</b>
<b>Group cash capex</b>			
Optus	743	720	3.2
Singtel and other subsidiaries	334	345	-3.2
	<b>1,077</b>	<b>1,065</b>	<b>1.1</b>
<b>Group free cash flow (before associates' dividends/ distributions)</b>	<b>19</b>	<b>552</b>	<b>-96.6</b>
Dividends/ Distributions received from associates (net of withholding tax)	1,170	1,043	12.2
<b>Group free cash flow</b>	<b>1,189</b>	<b>1,595</b>	<b>-25.5</b>

"nm" denotes not meaningful.

**Note:**

(1) For purpose of statutory reporting, cash and cash equivalents excluded restricted cash relating to the provision of mobile money remittance and payment services in Singapore and fixed deposits with original maturity longer than three months.

**SECTION 1 : GROUP**

Cash Dividends/ Distributions from Associates/ Joint Ventures	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Telkomsel <sup>(1)</sup>	824	681	21.0
AIS <sup>(2)</sup>	224	212	5.4
Globe <sup>(3)</sup>	81	87	-6.8
Intouch <sup>(4)</sup>	95	99	-3.9
Airtel <sup>(5)</sup>	39	41	-5.9
<b>Regional associates</b>	<b>1,263</b>	<b>1,120</b>	<b>12.7</b>
<b>Other associates</b>			
NetLink NBN Trust/ NetLink Trust <sup>(6)</sup>	25	25	2.0
Others	12	13	-6.3
	37	38	-0.8
<b>Total (before tax)</b>	<b>1,300</b>	<b>1,158</b>	<b>12.3</b>
Withholding taxes	(130)	(115)	13.3
<b>Dividends/ Distributions received from associates/ joint ventures (net of withholding tax)</b>	<b>1,170</b>	<b>1,043</b>	<b>12.2</b>

**Notes: Dividend policy, and receipts after 30 September 2023**

- (1) Telkomsel declared a full year ordinary dividend of 95% on its FY2022 net profit (FY2021: 95%) excluding exceptional gain on its tower sales, as well as special dividends.
- (2) AIS' dividend policy is to pay dividend at a minimum of 70% of its net profit. AIS declared a full year dividend of 88% on its FY2022 net profit (FY2021: 85%).
- (3) Globe's dividend policy is to pay 60%-75% of prior year's core net profit. Globe will pay its next quarterly dividend of PHP 25 per common share in December 2023. The Group's share of this dividend is approximately S\$41 million.
- (4) Intouch's dividend policy is to pass through dividends received from its associates and subsidiaries after the deduction of operating expenses, subject to its financial needs or unless the payment of dividends would materially affect its operations.
- (5) Airtel does not have a fixed dividend policy.
- (6) NetLink NBN Trust's policy is to distribute 100% of its cash available for distribution (CAFD), which includes distributions from its wholly-owned subsidiary NetLink Trust ("NLT"). NLT's distribution policy is to distribute at least 90% of its distributable income to NetLink NBN Trust after setting aside reserves and provisions for, amongst others, future capital expenditure, debt repayment and working capital as may be required. On 3 November 2023, NetLink NBN Trust declared a distribution of S\$0.0265 per unit for its distribution period for the half year ended 30 September 2023 which will be payable in December 2023. The Group's share of this distribution is approximately S\$26 million.

Net cash inflow from operating activities (before associates' dividend receipts) for the first half of the year fell 32% to S\$1.10 billion, primarily from a lower EBITDA and working capital movements. In the last corresponding period, Optus also received a one-off prepayment of S\$161 million (A\$165 million) from a supplier under a partnership agreement in relation to Optus Insurance business. Dividends from the associates increased mainly due to timing. Consequently, total cash flow from operations declined 15% to S\$2.27 billion.

## SECTION 1 : GROUP

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Net cash outflow from investing activities amounted to S\$684 million. Capital expenditure comprised S\$743 million (A\$835 million) for Optus and S\$334 million for the rest of the Group. Optus' capital investments consisted of A\$441 million for mobile network and A\$394 million for fixed and other expenditure. Other major capital investments comprised S\$56 million for mobile network and S\$278 million for fixed and other expenditure. Other investing cash outflows included S\$670 million of placement in fixed deposits with maturity of more than three months and S\$247 million for subscription of new shares for an additional 0.5% direct stake in Telkomsel. An amount of S\$1.40 billion was received from the maturity of the Group's investments in Singapore Treasury bills.

The Group's free cash flow fell 26% to S\$1.19 billion mainly on lower operating cash flow.

Net cash financing outflow of S\$1.41 billion for the first half year were mainly payments of S\$875 million for final dividend and S\$413 million for special dividend, as well as net interest payments for borrowings and swaps of S\$199 million partly mitigated by net proceeds from borrowings of S\$110 million.

### DIVIDEND POLICY AND CAPITAL MANAGEMENT

Singtel is committed to a sustainable dividend policy in line with earnings and cash flow generation. Barring unforeseen circumstances, it plans to pay ordinary dividends at between 70% and 90% of underlying net profit.

The Group assesses returns to shareholders in a holistic manner, with payouts funded by operating cashflow<sup>4</sup> and any excess proceeds from capital recycling after funding growth initiatives and repaying debt.

This policy will be reviewed regularly to reflect the progress of the Group's transformation.

Singtel is also committed to an optimal capital structure, which enables investments for growth, while maintaining financial flexibility and investment-grade credit ratings.

### INTERIM ORDINARY DIVIDEND

On 8 November 2023, the Board approved an interim ordinary dividend of 5.2 cents per share for the half year ended 30 September 2023, totalling S\$859 million which represents 77% of the Group's underlying net profit for the first half year.

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<sup>4</sup> Including dividends from associates.



**SECTION 1 : GROUP**

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**OUTLOOK FOR THE CURRENT FINANCIAL YEAR ENDING 31 MARCH 2024**

The macroeconomic environment remains challenging as persistent inflation, high interest rates and slow economic growth continue to dampen business and consumer sentiment. Continued currency headwinds are also expected from the strong Singapore Dollar relative to the Australian and regional currencies.

However, the Group is well-positioned to navigate these challenges given its strong balance sheet. The Group will continue executing to its strategy of improving margins in the core business, scaling growth engines such as NCS and Digital InfraCo, and recycling capital to fund growth.

Dividends from the regional associates are expected to be approximately S\$1.3 billion. The Group's core capital expenditure is expected to be around S\$2.1 billion, comprising A\$1.6 billion (S\$1.4 billion) for Optus and S\$0.7 billion for the rest of the Group<sup>5</sup>. This reflects the Group's multi-year investments in 5G networks in Australia as well as cyber security, green and digital transformation initiatives. The Group will also invest approximately S\$0.5 billion in data centres and satellites, including a satellite to replace ST-2 by 2028<sup>6</sup>.

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<sup>5</sup> Excluding acquisitions and disposals.

<sup>6</sup> This investment will be fully funded by customers' receipts ahead of milestone payments to vendors.

**SECTION 2 : OPTUS****OPTUS**

**Optus** offers mobile, equipment sales, fixed voice and data, satellite, ICT and managed services in Australia.

**SUMMARY INCOME STATEMENT**

**For The Half Year Ended 30 September 2023**

	Half Year		YoY Chge %
	30 Sep		
	2023 A\$m	2022 A\$m	
<b>Operating revenue</b>	<b>4,018</b>	<b>3,963</b>	<b>1.4</b>
Operating expense	(3,062)	(2,962)	3.4
	956	1,001	-4.5
Other income	75	64	17.6
<b>EBITDA</b>	<b>1,031</b>	<b>1,065</b>	<b>-3.2</b>
<b>- margin</b>	<b>25.7%</b>	<b>26.9%</b>	
Depreciation & amortisation	(890)	(901)	-1.2
<b>EBIT</b>	<b>141</b>	<b>164</b>	<b>-13.9</b>

**SECTION 2: OPTUS**

	Half Year		YoY Chge %
	30 Sep		
	2023 A\$m	2022 A\$m	
Incoming	97	102	-5.1
Outgoing	1,849	1,780	3.9
Total Mobile Service	1,947	1,882	3.4
Equipment	675	681	-0.9
<b>Total Mobile Revenue</b>	<b>2,621</b>	<b>2,563</b>	<b>2.3</b>
NBN Broadband	494	482	2.4
Fixed Wireless Access ("FWA")	82	87	-5.9
Others <sup>(1)</sup>	42	42	0.5
<b>Total Home Revenue</b>	<b>618</b>	<b>611</b>	<b>1.1</b>
<b>Total Wholesale, Fleet and Enterprise Fixed</b>	<b>779</b>	<b>789</b>	<b>-1.3</b>
<b>Operating revenue</b>	<b>4,018</b>	<b>3,963</b>	<b>1.4</b>

**Note:**

(1) Comprised revenue from subscription-based TV services.

	Half Year		YoY Chge %
	30 Sep		
	2023 A\$m	2022 A\$m	
Cost of sales	1,135	1,097	3.5
Selling & administrative <sup>(1)</sup>	650	605	7.5
Traffic expenses	593	587	1.1
Staff costs	514	512	0.2
Repair & maintenance	142	126	12.4
Others	28	35	-19.2
<b>Operating expenses</b>	<b>3,062</b>	<b>2,962</b>	<b>3.4</b>

**Note:**

(1) Selling and administrative expenses included utility charges of A\$75 million (H1 FY2023: A\$51 million) for the half year ended 30 September 2023.

## SECTION 2: OPTUS

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### FINANCIAL PERFORMANCE

#### For The Half Year Ended 30 September 2023

The first half of the year was challenging amid structural market declines in Enterprise Fixed, weak consumer sentiment and inflationary pressures. However, Optus continued to make progress in executing its strategy and delivered sustained performance momentum.

Overall Optus' operating revenue was up 1.4%, led mainly by its mobile business.

Mobile service revenue increased 3.4%, driven by customer growth, higher postpaid ARPU and increased content revenue from the FIFA Women's World Cup. Mobile ARPU fell slightly due largely to a higher mix of lower ARPU prepaid customers, reflecting increased demand for lower price plans.

Home revenue grew 1.1%. NBN revenue was up 2.4% due to price increases but FWA revenue fell 5.9% impacted by price competition.

Wholesale, Fleet and Enterprise Fixed revenue declined 1.3% as a result of a steep decline in Enterprise fixed carriage due to churn and price erosion and lower NBN resale revenue from the strategic exit of the business. The declines were partially offset by higher satellite revenue.

Operating expenses rose 3.4%, mainly from higher cost of goods sold and content rights. Energy costs also increased following the expiry of a fixed price contract.

As a result, EBIT fell 14%, reflecting a 3.2% decline in EBITDA and lower depreciation.

### BUSINESS HIGHLIGHTS

The mobile customer base grew 167,000 in the first half, led by strong prepaid growth of 108,000 mainly from amaysim, as well as postpaid growth of 62,000. The NBN and FWA customer base grew by 4,000 each in the last six months.

Optus welcomed the decision by the Australian Competition Tribunal to uphold the Australian Competition and Consumer Commission's rejection of the proposed Telstra and TPG regional network sharing arrangement. This reinforces the importance of infrastructure-based competition and investment in the communications sector that will have lasting benefits for regional Australia.

In the latest Opensignal report<sup>7</sup>, Optus was awarded the fastest 5G mobile download speed award for the fifth time in a row, a testament to Optus' focus on 5G speed leadership. Optus was also the most awarded telco and claimed five leadership positions, namely for overall experience in video, live video, games, 5G video and live video.

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<sup>7</sup> Opensignal Awards – Australia: Mobile Network Experience Report October 2023.

## **SECTION 2 : OPTUS**

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Optus delivered best-in-class broadcast throughout the FIFA Women's World Cup 2023, with more than 40,000 customers joining Optus Sport in the first half year. Optus Sport is available on SubHub, an innovative platform which enables customers to manage their household subscriptions and save on fees.

Optus' customer centric approach continues to drive positive engagement, with nearly 500,000 customers utilising innovative Living Network features such as Optus Pulse, Optus Pause and Donate Your Data.

Optus announced its new multi-year technology partnership with globally integrated real estate group, Lendlease. Optus' reliable and trusted mobile network will enable Lendlease to collaborate and monitor data in real-time, enabling efficient decision-making and streamlined project management.

Optus also announced a landmark collaboration with SpaceX to deliver mobile connectivity using SpaceX's Starlink satellite constellation. Optus plans to roll out SMS from late 2024, with voice and data also on the horizon from late 2025.

**SECTION 3 : SINGTEL SINGAPORE****SINGTEL SINGAPORE**

Singtel Singapore offers mobile, fixed voice and data, pay television, content and digital services, ICT as well as equipment sales.

**SUMMARY INCOME STATEMENT**  
**For The Half Year Ended 30 September 2023**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Operating revenue</b>	<b>1,893</b>	<b>1,959</b>	<b>-3.3</b>
Operating expenses	(1,210)	(1,251)	-3.3
	683	707	-3.5
Other income <sup>(2)</sup>	58	42	37.1
<b>EBITDA</b>	<b>741</b>	<b>750</b>	<b>-1.2</b>
<b>- margin</b>	<b>39.1%</b>	<b>38.3%</b>	
Depreciation & amortisation	(299)	(290)	2.9
<b>EBIT</b>	<b>442</b>	<b>460</b>	<b>-3.8</b>

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Mobile service	640	625	2.3
Sale of equipment	252	266	-5.4
Mobile	892	891	**
Data and Internet <sup>(3)</sup>	651	659	-1.3
ICT <sup>(4)</sup>	132	183	-27.8
Fixed voice	103	111	-7.1
Pay TV <sup>(5)</sup>	70	80	-11.4
Others <sup>(6)</sup>	45	34	32.3
<b>Operating revenue</b>	<b>1,893</b>	<b>1,959</b>	<b>-3.3</b>

\*\*\* denotes less than +/- 0.05%.

**Notes:**

- (1) The figures above are before elimination of intercompany transactions with NCS, Digital InfraCo and Trustwave.
- (2) Included trade foreign currency exchange differences, rental income, gain/loss on disposal of scrap copper and property, plant and equipment, and other miscellaneous recoveries. The net trade foreign exchange gain amounted to S\$0.5 million (H1 FY2023: S\$3 million of loss) for the half year ended 30 September 2023.
- (3) Included sale of home equipment, local leased circuits, fixed broadband and Singtel Internet exchange.
- (4) Included data centres and colocation services, managed and network services, and value-added reselling and services.
- (5) Included sale of TV equipment.
- (6) Included mobile digital business, revenue from mobile network cabling works and projects, facility rentals and other miscellaneous revenue.

**SECTION 3 : SINGTEL SINGAPORE**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Cost of sales	398	469	-15.2
Staff costs	257	246	4.2
Selling & administrative <sup>(1)</sup>	246	246	0.1
Traffic expenses	214	205	4.1
Repair & maintenance	84	80	4.2
Others	13	5	159.0
<b>Operating expenses</b>	<b>1,210</b>	<b>1,251</b>	<b>-3.3</b>

**Note:**

(1) Selling and administrative expenses included utility charges of S\$34 million (H1 FY2023: S\$36 million) for the half year ended 30 September 2023.

**FINANCIAL PERFORMANCE****For The Half Year Ended 30 September 2023**

Singtel Singapore's operating revenue fell 3.3% due mainly to a sharp decline in ICT revenue as businesses held back their spend amid weak business sentiment. In addition, ICT revenue was boosted by some one-off significant projects in the same period last year.

Overall mobile revenue was stable. Service revenue grew 2.3%, lifted by customer growth, higher roaming and 5G services despite increased data price competition and a shift in the market to lower end plans. Equipment sales contracted 5.4% with the increased popularity of SIM only plans and longer device replacement cycles.

Data and Internet was down 1.3% due to competitive pricing pressure and lower volume as businesses consolidated their networks. Demand for lower-margin Software Defined WAN services increased as legacy services declined.

Fixed voice was 7.1% lower as usage declined with continued voice to data substitution.

Pay TV revenue fell 11% following the cessation of Premier League but the impact was offset by lower content cost.

Total operating expenses fell 3.3% in line with lower operating revenue. Traffic expenses increased due to higher roaming traffic. Other operating expenses rose as a result of higher cable diversion cost with corresponding higher cable diversion income.

Consequently, EBITDA declined 1.2%. EBIT was down 3.8% after including higher depreciation charges from network and digital investments.

## SECTION 3 : SINGTEL SINGAPORE

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### BUSINESS HIGHLIGHTS

In September 2023, Singtel launched a one-stop *Cyber Elevate Programme* for small and medium enterprises (“**SMEs**”) at the Singtel Cyber Security institute (CSI). The programme, which is the first-of-its-kind in Singapore, is specifically designed to equip SMEs with the necessary capabilities and skillsets to prepare, detect, respond and recover from cyber attacks at affordable rates. To further support SMEs in their cyber preparedness journey, Singtel will also be offering a complimentary one-year cloud backup service concurrently with this programme.

In a first for the region, Singtel inked a strategic partnership to offer Zscaler’s security solutions in Asia. The partnership will enable Singtel to provide more dedicated, holistic managed security services to help enterprise customers bolster cyber resilience.

Singtel also announced a collaboration with SAP to develop an end-to-end Intelligent Edge Aggregator solution that will add greater cloud functionality and computing capabilities to network architecture. This will help enable enterprise customers to quickly access and integrate SAP software with their back-end processes at the cloud server edge to gain real-time insights.

On the consumer services front, Singtel launched Singapore’s best value 5G phone plans with generous phone discounts, loyalty vouchers, large data bundles, worldwide roaming and enhanced security in September 2023. It also introduced Singapore’s first fully digital 5G Tourist eSIM, offering travellers to Singapore the most convenient way to enjoy the world’s best 5G coverage experience.



**SECTION 4 : NCS****NCS**

**NCS**, a leading technology services firm with a growing presence in Asia Pacific, partners with governments and enterprises to advance communities through technology. Combining the industry experience and domain expertise of its 12,000-strong team across 58 specialisations, NCS provides differentiated and end-to-end technology services to clients through its Gov+, Enterprise and Telco+ strategic business groups, together with its NEXT capabilities in digital, data, cloud and platforms, as well as core offerings in applications, infrastructure, engineering and cyber.

**SUMMARY INCOME STATEMENT**  
For The Half Year Ended 30 September 2023

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Operating revenue</b>	1,396	1,283	8.8
Operating expenses	(1,259)	(1,171)	7.5
Other expense <sup>(2)</sup>	137	112	22.3
	(1)	(2)	-65.0
<b>EBITDA</b>	<b>136</b>	<b>110</b>	<b>24.1</b>
- Margin	9.7%	8.5%	
- Margin (excluding reselling business)	10.8%	9.4%	
Depreciation & amortisation <sup>(3)</sup>	(43)	(56)	-23.0
<b>EBIT</b>	<b>93</b>	<b>53</b>	<b>74.1</b>
<b>Operating revenue by SBG <sup>(4)</sup></b>			
Gov+	894	882	1.4
Enterprise	387	309	25.0
Telco+	115	92	25.9
	<b>1,396</b>	<b>1,283</b>	<b>8.8</b>
<b>Operating revenue by line of business <sup>(5)</sup></b>			
Applications	588	530	11.0
Infrastructure	589	585	0.7
Cyber	140	102	36.6
Engineering	80	66	20.5
	<b>1,396</b>	<b>1,283</b>	<b>8.8</b>
<b>Digital, Data, Cloud, Platforms &amp; Cyber as % of total operating revenue <sup>(6)</sup></b>	<b>51%</b>	<b>50%</b>	

**Notes:**

(1) The above results are based on the standalone results of NCS group, which include revenue earned as a vendor to other entities in the Singtel Group. Certain products and services purchased by these Singtel entities from NCS are subsequently sold to third parties.

**SECTION 4 : NCS**

- (2) Included trade foreign exchange differences, rental income, gain/loss on disposal of property, plant and equipment, and other miscellaneous recoveries. The net trade foreign exchange loss amounted to S\$3 million (H1 FY2023: S\$4 million) for the half year ended 30 September 2023.
- (3) Included amortisation of acquired intangibles of S\$8 million (H1 FY2023: S\$15 million) for the first half year ended 30 September 2023.
- (4) SBG refers to Strategic Business Group. Gov+, Enterprise and Telco+ focus on growing NCS' business in:
- Public service, Defence and Homeland Security;
  - Healthcare, Transport, Financial, Industrial and Commercial sectors; and
  - Communications, Media and Technology sectors respectively.
- (5) Applications comprised bespoke and packaged business application implementation and management services, SAP solutions, Microsoft solutions, enterprise application delivery, operational excellence and testing services. Infrastructure comprised enterprise infrastructure management services ranging from infrastructure architecture and service management, systems and database administration, network integration and management, data centre and business continuity planning, end user computing and service desk operation. Cyber comprised security architecture, threat monitoring, cyber access management, end point and network security. Engineering comprised implementation and management of telecommunications infrastructure, aviation communications, intelligent building systems, secured communications, video technology and analytics, sensors, internet of things (IoT) solutions as well as command and control systems.
- (6) Refers to capabilities in Digital (Digital transformation and digital experience), Data (Data and AI strategy, big data and AI/ML application), Cloud (Cloud strategy and cloud innovation), Platforms (Gen AI, IoT, robotics automation, video intelligence) and Cyber.

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Staff costs	603	556	8.5
Cost of sales	593	552	7.3
Selling & administrative	48	51	-5.4
Repair, maintenance and others	15	12	29.7
<b>Operating expenses</b>	<b>1,259</b>	<b>1,171</b>	<b>7.5</b>

**FINANCIAL PERFORMANCE****For The First Half Year Ended 30 September 2023**

NCS continued its strong operating performance and growth momentum in the first half of the year. Operating revenue rose 8.8% or 9.8% in constant currency terms. This growth was driven by demand from digitalisation, application development, cyber and increased adoption of technology (such as generative AI).

Revenue from Gov+ SBG was stable. Revenues from Enterprise and Telco+ SBGs grew 25% and 26% respectively and altogether contributed 36% of total operating revenue, up from 31% in the same period last year. Contributions from its global business remained stable at 14% of total operating revenue.

NCS booked S\$1.4 billion in orders in the first half of the year, boosted by new wins and contract renewals in various sectors.

EBITDA was up 24%, driven by strong revenue growth and concerted cost optimisation efforts.

## SECTION 4 : NCS

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EBIT increased a robust 74% due to the EBITDA improvement as well as lower depreciation and amortisation, mainly related to project capex end-of-life and reduced amortisation charges for acquired intangibles.

### **BUSINESS HIGHLIGHTS**

NCS drove deeper engagement with government clients, such as through the NCS Gov+ Cloud Conference which focused on harnessing key trends for the sector. It also made strong progress in piloting generative AI in contact centres for the public service.

NCS has also grown partnerships and solutions in mission critical areas such as aviation, inking MOUs with leading technology providers Leidos and Solace. In addition, a strategic partnership with Singapore Post, a leading postal and eCommerce logistics provider in Asia Pacific, was announced to drive innovation and accelerate their digital transformation.

With the strong market interest in generative AI and digital trust, NCS announced several key partnerships with industry leaders Dell Technologies, Mandiant, Visa, as well as AI Singapore, Assurity Trusted Solutions, Globe Group (Philippines) and Singapore Institute of Directors in cybersecurity, generative AI and other technologies to enable organisations to thrive in a rapidly evolving business landscape.

To drive discussions and collaborations on harnessing generative AI, digital trust and other technologies to achieve the right impact, NCS convened over 1,000 clients, partners, speakers, and industry members at the inaugural Impact Forum in September 2023, themed “Asking the Right Questions”.

During the Singapore-Guangdong Collaboration Council meeting held in Singapore, NCS signed an agreement to jointly build on NCS Greater Bay Newtech Delivery Centre (GBnDC) with China-Singapore Guangzhou Knowledge City.

In Australia, NCS continued to grow its presence by leveraging its regional scale, comprehensive end-to-end services and expanded digital capabilities. It showcased those strengths at key industry events such as the CIO Summit, Customer Owned Banking Association Convention and Digital Twin and Smart Cities Briefing.

**SECTION 5 : DIGITAL INFRACO****DIGITAL INFRACO**

**Digital InfraCo**<sup>8</sup> provides regional data centre and satellite carrier services, as well as offers Paragon, Singtel's all-in-one digital acceleration platform for 5G multi-access edge compute (MEC) and cloud orchestration.

**SUMMARY INCOME STATEMENT**  
For The Half Year Ended 30 September 2023

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Data Centre <sup>(2)</sup>	144	132	8.7
Satellite and Paragon platform	59	48	23.8
<b>Operating revenue</b>	<b>203</b>	<b>180</b>	<b>12.6</b>
Operating expenses	(93)	(73)	26.5
	110	107	3.1
Other income <sup>(3)</sup>	2	*	nm
<b>EBITDA</b>	<b>112</b>	<b>107</b>	<b>4.7</b>
<b>- margin</b>	<b>55.3%</b>	<b>59.5%</b>	
Depreciation & amortisation	(73)	(76)	-3.6
<b>EBIT</b>	<b>39</b>	<b>32</b>	<b>24.3</b>
<b>Regional Data Centre</b>			
<b>Operating revenue</b> <sup>(2)</sup>	<b>144</b>	<b>132</b>	<b>8.7</b>
<b>EBITDA</b>	<b>82</b>	<b>86</b>	<b>-4.1</b>
<b>- margin</b>	<b>57.1%</b>	<b>64.7%</b>	
<b>EBIT</b>	<b>23</b>	<b>29</b>	<b>-21.5</b>

\*\*\* denotes less than +/-S\$0.5 million, and "nm" denotes not meaningful.

**Notes:**

- (1) The figures above are before elimination of intercompany transactions with Singtel Singapore and NCS.
- (2) Included revenue from utilities pass-through.
- (3) Included trade foreign exchange differences, and other miscellaneous recoveries. The net trade foreign exchange gain amounted to S\$0.6 million (H1 FY2023: S\$0.1 million).

<sup>8</sup> Previously part of Singtel's enterprise business.

**SECTION 5 : DIGITAL INFRACO**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Utilities	32	33	-3.6
Selling, administrative & property	24	12	110.3
Staff costs	19	11	62.3
Traffic expenses	10	12	-14.7
Others	8	5	44.4
<b>Operating expenses</b>	<b>93</b>	<b>73</b>	<b>26.5</b>

**FINANCIAL PERFORMANCE****For The Half Year Ended 30 September 2023**

Digital InfraCo's operating revenue rose a strong 13% driven by growth in data centre and satellite services. Data centre services grew 8.7% mainly from price uplifts. Satellite revenue was up 23% due to fees earned from project-based satellite deployment services.

Operating expenses increased 27%. Staff costs rose mainly due to increased investments in capabilities to support pipeline projects and regional development work amid a competitive labour market. Professional fees were also higher on account of the restructuring of the data centre business and sale of a stake in the regional data centre business to KKR.

Consequently, EBITDA was up 4.7%. With lower depreciation charges from assets fully-depreciated during the period, EBIT grew a robust 24%.

**BUSINESS HIGHLIGHTS**

In September 2023, global investment firm KKR agreed to invest up to S\$1.1 billion for a 20% stake in the regional data centre business with an enterprise value of S\$5.5 billion. KKR will have the option to increase its stake to 25% by 2027. The transaction is expected to be completed by December 2023. In addition to capital, Singtel will also be able to tap on KKR's expertise in investing in data centres and critical telecommunications infrastructure globally to accelerate the expansion of the regional data centre business across ASEAN.

In August 2023, Singtel began building DC Tuas, Singapore's highest power density, hyper-connected green data centre. DC Tuas is expected to be operational in 2025 along with two new data centre projects in Thailand and Indonesia by Singtel's associates. Upon completion, the total data centre capacity of these three data centres will increase from 62MW to more than 155MW.

**SECTION 6: ASSOCIATES / JOINT VENTURES****ASSOCIATES/ JOINT VENTURES**

The Group has presence in Africa, India, Indonesia, the Philippines, and Thailand through its associates, Bharti Airtel, Telkomsel, Globe, AIS and Intouch.

Pre-tax profit contribution <sup>(1)</sup>	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Regional associates</b>			
Telkomsel <sup>(2)</sup>			
- operating results	430	455	-5.5
- fair value gain	1	1	-28.6
	431	456	-5.5
AIS			
- operating results	169	144	17.3
- fair value gain/(loss)	1	(5)	nm
	171	139	22.6
Intouch <sup>(3)</sup>			
- operating results	74	52	40.5
- fair value gain	*	5	nm
- amortisation of acquired intangibles	(6)	(6)	7.1
	68	52	30.8
Globe <sup>(2)</sup>			
- operating results	140	169	-16.9
- fair value gain	1	3	-73.5
	141	172	-18.0
Bharti Telecom ("BTL")/ Bharti Airtel ("Airtel") Airtel <sup>(2)(4)</sup>			
- operating results (India and South Asia)	643	542	18.7
- operating results (Africa) <sup>(4)</sup>	287	310	-7.3
- net finance costs	(427)	(435)	-1.7
- fair value loss	(72)	(70)	3.4
	431	348	24.0
BTL <sup>(4)</sup>	(54)	(11)	375.4
	377	336	12.1
	<b>1,187</b>	<b>1,155</b>	<b>2.8</b>
<b>Other Singtel associates</b>			
NetLink NBN Trust/ NetLink Trust ("NLT") <sup>(5)</sup>	30	31	-2.3
Other associates <sup>(6)</sup>	(22)	(29)	-24.3
<b>Singtel share of pre-tax profit <sup>(2)</sup></b>	<b>1,195</b>	<b>1,157</b>	<b>3.3</b>
<b>Optus share of pre-tax profit</b>	<b>*</b>	<b>*</b>	<b>nm</b>
<b>Group share of pre-tax profit <sup>(2)</sup></b>	<b>1,195</b>	<b>1,157</b>	<b>3.3</b>
<b>Group share of tax expense <sup>(2)</sup></b>	<b>338</b>	<b>345</b>	<b>-1.8</b>
<b>Effective tax rate</b>	<b>28.3%</b>	<b>29.8%</b>	

**SECTION 6 : ASSOCIATES/ JOINT VENTURES**

Post-tax profit contribution <sup>(1)</sup>	Half Year				YOY Chge %
	30 Sep				
	2023		2022		
	S\$ m	% <sup>(7)</sup>	S\$ m	% <sup>(7)</sup>	
<b>Regional associates</b>					
Telkomsel <sup>(2)</sup>	336	30	350	35	-3.9
AIS	138	12	113	11	22.4
Intouch <sup>(3)</sup>					
- ordinary results	59		46		28.9
- amortisation of acquired intangibles	(5)		(5)		6.7
	55	5	42	4	31.3
Globe <sup>(2)</sup>	109	10	133	13	-18.0
BTL/ Airtel					
Airtel <sup>(2)(4)</sup>					
- ordinary results (India and South Asia)	224		137		63.7
- ordinary results (Africa) <sup>(4)</sup>	57		60		-4.7
	281		197		42.9
BTL <sup>(4)</sup>	(69)		(25)		179.6
	213	19	172	17	23.4
	<b>850</b>	<b>76</b>	<b>809</b>	<b>81</b>	<b>5.1</b>
<b>Other Singtel associates</b>					
NLT <sup>(5)</sup>	27	2	28	3	-3.2
Other associates <sup>(6)</sup>	(21)	(2)	(24)	(2)	-14.3
<b>Singtel share of post-tax profit <sup>(2)</sup></b>	<b>857</b>	<b>76</b>	<b>813</b>	<b>81</b>	<b>5.4</b>
<b>Optus share of post-tax profit</b>	<b>*</b>	<b>**</b>	<b>(1)</b>	<b>**</b>	<b>nm</b>
<b>Group share of post-tax profit <sup>(2)</sup></b>	<b>857</b>	<b>76</b>	<b>812</b>	<b>81</b>	<b>5.5</b>

Post-tax profit contribution (in constant currency) <sup>(8)</sup>	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Regional associates</b>			
- operating results	1,333	1,226	8.7
- fair value losses	(75)	(66)	13.7
- amortisation of acquired intangibles of Intouch	(6)	(6)	8.9
	1,252	1,155	8.5
Other associates	8	2	315.0
<b>Group share of pre-tax profit</b>	<b>1,261</b>	<b>1,157</b>	<b>9.0</b>
Group share of tax expense	(359)	(345)	4.3
<b>Group share of post-tax profit</b>	<b>901</b>	<b>812</b>	<b>11.0</b>

"nm" denotes not meaningful, "\*\*" denotes less than +/- S\$0.5 million and "\*\*\*" denotes less than +/- 0.05%.

## SECTION 6 : ASSOCIATES/ JOINT VENTURES

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### Notes:

- (1) The accounts of the associates are prepared based on local accounting standards. Where applicable and material, the accounting policies of the associates have been restated for compliance with the Group's accounting policies.
- (2) Share of results excluded the Group's share of the associates' one-off items which have been classified as exceptional items of the Group.
- (3) Singtel holds an equity interest of 24.99% in Intouch which has an equity interest of 40.4% in AIS. In June 2022, its stake in Intouch was increased from 21.2% to 24.99%.
- (4) As at 30 September 2023, Singtel holds an equity interest of 49.4% (31 March 2023: 49.4%) in BTL and an effective equity interest of 29.2% (31 March 2023: 29.4%) in Airtel. Airtel's equity interest in Airtel Africa remained unchanged at 56.0% from 31 March 2023.
- (5) Singtel holds an equity interest of 24.8% in NetLink NBN Trust, the holding company of NetLink Trust. The share of results included Singtel's amortisation of deferred gain of S\$10 million (H1 FY2023: S\$10 million) for the half year ended 30 September 2023 on assets previously transferred to NetLink Trust, but excluded the fair value adjustments recorded by NetLink NBN Trust in respect of its acquisition of units in NetLink Trust.
- (6) Included the share of results of GXS Bank, Singapore Post Limited, APT Satellite International Company Limited and Indara Corporation Pty Ltd. GXS Bank holds the digital bank licence in Singapore.
- (7) Shows the post-tax underlying profit contribution of the associates to the Group's underlying net profit.
- (8) Assuming constant exchange rates for the regional currencies (Indian Rupee, Indonesian Rupiah, Philippine Peso and Thai Baht) from the corresponding period ended 30 September 2022.

## FINANCIAL PERFORMANCE AND BUSINESS HIGHLIGHTS

The Group's equity share of associates' profits for the first half of the year were adversely impacted by the weakening of the regional currencies against the Singapore Dollar. Pre-tax and post-tax contributions from the associates were up 3.3% and 5.5% respectively, and would have increased by 9.0% and 11% respectively in constant currency terms. The increases were mainly due to improved performance of Airtel and AIS which partially offset Globe's weaker results as well as GXS Bank's start-up losses.

Airtel Group reported double-digit increases in operating revenue and EBITDA led by operations in India. Airtel Africa, however, was negatively impacted by the devaluation of the Nigerian Naira in June 2023 and inflationary cost pressures. Telkomsel reported improved results boosted by first-time recognition of contributions from its recently integrated IndiHome broadband business from 1 July 2023 and growth in data and digital services. However, its contributions to the Group declined due to 6% depreciation of the Indonesian Rupiah and the reduction in Singtel's equity interest from 1 July 2023<sup>9</sup>. AIS' robust performance was driven by higher service revenue and effective cost management, coupled with lower depreciation. Globe reported higher operating revenue but its profits fell, mainly due to increases in depreciation and interest charges.

The Group's combined mobile customer base was stable from 30 September 2022. The decline in Globe was partly mitigated by the growth at Airtel.

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<sup>9</sup> In Singapore Dollar terms, the contributions from IndiHome largely offset the impact from Singtel's reduced stake.



## SECTION 6 : ASSOCIATES/ JOINT VENTURES

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### ***PT Telekomunikasi Selular (“Telkomsel”)***

Telkomsel is the leading integrated telecommunications operator in Indonesia.

On 1 July 2023, Telkomsel completed the integration of IndiHome (B2C segment), the largest fixed broadband provider in Indonesia which was previously owned by its holding company PT Telkom Indonesia (Persero) Tbk. Following this integration, Singtel completed the subscription of new shares in Telkomsel. Consequently, Singtel’s effective equity interest in Telkomsel fell from 35.0% to 30.1%.

Operating revenue was up 15%, boosted by first-time recognition of contributions from IndiHome from 1 July 2023 and growth in data and digital services. The increases were partially offset by accelerated declines in legacy voice and SMS services. Data revenue rose due to price increases, higher usage and improved customer mix.

With higher operating revenue, EBITDA was up 4%.

Telkomsel’s net profit increased by 9% after including stable depreciation charges and higher interest expenses from leases.

In Singapore Dollar terms, Telkomsel’s pre-tax and post-tax contributions declined by 5.5% and 3.9% respectively as the Indonesian Rupiah depreciated significantly by 6% and Singtel’s equity interest fell from 1 July 2023.

Telkomsel’s mobile customer base was stable from a year ago as it continued to focus on acquiring and retaining higher value customers.

On 21 July 2023, Telkomsel launched its first fixed-mobile convergence product, Telkomsel One, which combines fixed and mobile broadband offerings. With Telkomsel One, customers get to enjoy a seamless broadband connectivity experience which is supported by integrated application, touchpoint, and billing.

### ***Advanced Info Service (“AIS”)***

AIS, a major telecommunications operator in Thailand, is listed on the Stock Exchange of Thailand.

AIS’ service revenue (excluding interconnect and equipment rental) rose 2% with growth across all services. Mobile service revenue was higher, lifted by an increase in ARPU on the back of a gradual recovery in tourism sector. However, AIS’ mobile customer base fell from a year ago, reflecting stringent regulatory controls on new registrations and AIS’ focus on acquiring quality customers. Fixed broadband revenue continued to grow strongly, driven by accelerated expansion into up-country areas and boost in ARPU through content bundling.

EBITDA improved 6% on service revenue growth and effective cost management. After including lower network depreciation charges from its fully depreciated 3G network assets and a foreign exchange gain as compared to a loss in the same period last year, AIS’ net profit rose 24%. In Singapore Dollar terms, its post-tax contribution for the first half of the year was up 22% due to a 2% depreciation of Thai Baht against the Singapore Dollar.

## SECTION 6 : ASSOCIATES/ JOINT VENTURES

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As at 30 September 2023, AIS had 44 million mobile customers including 8.5 million of 5G customers representing 19% of its total base. Total 5G coverage reached 87% of the population with continuous investment. Fibre customer base grew 14% from a year ago to 2.4 million with the expansion of fibre coverage and connectivity to more suburban areas.

In September 2023, AIS acquired 700 MHz spectrum licence from National Telecom Public Company Limited (“**NT**”) for THB14.9 billion (~S\$555 million). At the same time, AIS agreed to lease 5G telecommunications equipment on 13,500 sites and provide national roaming service to NT.

### *Intouch Holdings (“Intouch”)*

Intouch is listed on the Stock Exchange of Thailand and has investments in telecommunications via its 40.4% equity interest in AIS, as well as in internet, media and advertising businesses.

Intouch’s net profit contribution for the first half of the year was up a strong 31% driven mainly by AIS’ stronger performance. An increase in Singtel’s equity interest in Intouch from 21% to 24.99% in June last year also lifted its profit contribution.

### *Globe Telecom, Inc (“Globe”)*

Globe is listed on the Philippine Stock Exchange.

Service revenue grew 3% driven by increases in mobile data usage, digital business and postpaid fixed broadband which were partially offset by declines in legacy mobile voice and SMS, as well as legacy fixed and fixed wireless broadband.

In June 2023, Globe launched GFiber Prepaid, the Philippine’s first fully digital prepaid fibre experience from application to consumption to tap on the under-penetrated mass market.

EBITDA declined 1% with increased network charges.

With higher depreciation from network expansion and upgrades, and increased finance charges from borrowings and tower leases, which were partly mitigated by a higher share of equity gains from its associate Globe Fintech Innovations, Inc., Globe’s net profit declined 13%. In Singapore Dollar terms, its post-tax contribution for the first half year fell 18% as the Philippine Peso depreciated significantly by 5%.

As at 30 September 2023, Globe’s mobile customer base was 38% lower from a year ago. This was due to churn of non-active SIMs following the end of the mandatory registration in July 2023. The reduction has no impact on revenue.

Globe was named the “Most Reliable Mobile Network in the Philippines” for the quarter ended June 2023, its fifth consecutive win.

In the first half of the year, Globe recorded a gain on the sale and leaseback of its telecommunication towers. Singtel’s share of this gain of S\$20 million was classified under the exceptional items of the Group (see page 7).

## SECTION 6 : ASSOCIATES/ JOINT VENTURES

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### **Airtel Group<sup>10</sup>**

Airtel is listed on the Indian Stock Exchanges - National Stock Exchange and the Bombay Stock Exchange. It is a leading integrated telecommunications company with presence in 17 countries across Asia and Africa.

#### **India and Sri Lanka (“India and South Asia”)**

Airtel continued to report solid revenue growth and improved margins.

Operating revenue grew 12%. Mobile service revenue also grew 12% led by strong 4G customer additions and increased data usage. Airtel exited the current quarter with an industry leading ARPU of Rs. 203. Airtel Business revenue rose on increased demand for data and core connectivity-related solutions while Homes business revenue was lifted by all-time high customer additions.

EBITDA rose 17% on the back of higher operating revenue and improved margins.

Including higher depreciation and amortisation charges and a higher equity share of Indus’ profit, the Group’s share of pre-tax operating profit (before finance costs and fair value adjustments) from India and South Asia amounted to S\$643 million, 19% higher than the last corresponding period.

#### **Africa**

Airtel Africa Plc, the holding company of its African operations, is listed on the London Stock Exchange and Nigeria Stock Exchange. Airtel Africa was added to the FTSE 250 index and MSCI Small Cap index in 2019, as well as FTSE 100 index in January 2022.

Telecommunications and mobile money services are available across the 14 African countries<sup>11</sup> that Airtel has a presence.

Airtel Africa reported growth in operating revenue and EBITDA of 2% and 4% respectively, negatively impacted by the devaluation of the Nigerian Naira in June 2023 and inflationary cost pressures. In constant currency terms, operating revenue and EBITDA were up strongly by 20% and 21% respectively. Voice revenue rose on the back of network expansion, while data revenue grew from increasing data penetration and higher usage. Airtel Money revenue also increased, mainly from growth in its customer base and higher ARPU as its distribution network expanded.

After including higher depreciation and amortisation charges from increased investments in mobile network and a 9% depreciation of the Indian Rupee, the Group’s share of Airtel Africa’s pre-tax operating profit (before finance costs and fair value adjustments) declined 7.3% to S\$287 million<sup>12</sup>.

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<sup>10</sup> Airtel’s results as equity accounted by Singtel are based on IFRS.

<sup>11</sup> Namely Nigeria, Chad, Congo B, DRC, Gabon, Madagascar, Niger, Kenya, Malawi, Seychelles, Tanzania, Uganda, Zambia and Rwanda.

<sup>12</sup> The fair value loss from the devaluation of Nigerian Naira on 14 June 2023 has been classified as an exceptional item in the current period.

## SECTION 6 : ASSOCIATES/ JOINT VENTURES

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On 29 August 2023, Airtel Uganda Limited, a wholly-owned subsidiary of Airtel Africa, announced its intention for Initial Public Offer by listing 8 billion ordinary shares representing 20% of Airtel Uganda Limited on the Uganda Securities Exchange. The offer closed on 27 October 2023, with the announcement of allocation on 6 November 2023, and the admission to listing on 7 November 2023.

### **Airtel Group including Bharti Telecom Ltd (“BTL”)**

Airtel Group, comprising businesses in India, Africa and Sri Lanka reported growth in operating revenue, EBITDA and EBIT of 11%, 15% and 21% respectively.

After including increased net finance cost mainly due to higher interest expense and fair value losses largely caused by the devaluation of African currencies especially the Nigerian Naira, and 9% depreciation of the Indian Rupee, the Group’s share of post-tax profit increased 43% to S\$281 million.

BTL’s net loss widened on higher finance expenses from increased borrowings.

Including BTL, Airtel Group’s total post-tax profit contributions grew 23% to S\$213 million from the last corresponding period.

Consistent with the prior periods, the Group’s share of Airtel’s exceptional items is classified at the Group. Airtel’s one-off items included provisions for additional tax expense and interest charge in relation to a judgement passed by the Supreme Court in India that variable license fee is capital in nature and not revenue expenditure for the purpose of computation of taxable income. Other exceptional losses included foreign exchange loss arising from a steep devaluation of the Nigerian Naira against the US Dollar, and a fair value loss from its foreign currency convertible bonds<sup>13</sup> compared to a gain in the last corresponding period (see page 7).

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<sup>13</sup> Airtel records the fair value adjustment in equity under Indian Accounting Standards. However, Singtel records the share of such fair value gain or loss in income statement under Singapore Financial Reporting Standards. Fair value loss typically occurs when Airtel’s share price increases in the measurement period (and vice versa).

## SECTION 6 : ASSOCIATES/ JOINT VENTURES

## KEY OPERATIONAL DATA

	Airtel <sup>(1)</sup>	Telkomsel	AIS	Intouch	Globe
<b>Singtel's investment:</b>					
Year of initial investment	2000	2001	1999	2016	1993
Effective economic interest (%)	29.2%	30.1%	23.3% <sup>(2)</sup>	24.99%	46.7% <sup>(3)</sup>
Investment to date	S\$4.80 bil <sup>(4)</sup>	S\$2.18 bil	S\$1.20 bil	S\$1.86 bil	S\$1.22 bil
Closing market share price <sup>(5)</sup>	INR 926	NA	THB 228 <sup>(6)</sup>	THB 74 <sup>(6)</sup>	PHP 1,793
Market capitalisation					
- Total	S\$88.56 bil	NA	S\$25.32 bil	S\$8.83 bil	S\$6.22 bil
- Singtel holding	S\$25.99 bil	NA	S\$5.90 bil	S\$2.21 bil	S\$2.91 bil
<b>Operational Performance :</b>					
Mobile customer market share, 30 Sep 2023 <sup>(7)</sup>	32.7%	50.0%	47.0%	NM	49.8%
Market position <sup>(8)</sup>	#2	#1	#2	NM	#2
Mobile customers ('000)					
- Aggregate	493,014	158,300	44,450	NM	54,731
- Proportionate	130,896	47,648	10,362	4,492	25,569
Growth in mobile customers (%) <sup>(9)</sup>	5.9%	-1.0%	-2.7%	NM	-37.7%
Credit ratings					
- Sovereign (Moody's/ S&P Global)	Baa3/BBB-	Baa2/BBB	Baa1/BBB+	Baa1/BBB+	Baa2/BBB+
- Company (Moody's/ S&P Global)	Baa3/BBB-	Baa1/NA	NA/BBB+	NA	NA

**Notes:**

(1) The mobile customer market share and market position pertain to India market only.

(2) Based on direct equity interest only.

(3) Singtel has 22.3% interest in Globe's voting shares.

(4) Excludes Singtel's direct equity investment of 3.9% in Airtel Africa as of 30 September 2023, which is accounted as a 'Fair Value through Other Comprehensive Income' investment in the Group's statement of financial position.

(5) Based on closing market price in local currency as of 30 September 2023

(6) Based on local market price quoted on the Stock Exchange of Thailand.

(7) Based on actual or latest data available as of 30 September 2023.

(8) Based on number of mobile customers and based on actual or latest data available as of 30 September 2023.

(9) Compared against 30 September 2022 and based on aggregate number of mobile customers.

"NA" denotes not applicable.

"NM" denotes not meaningful.

Please refer to **Appendix 6** for the currency rate movements of the regional associates.

**SECTION 7 : PRODUCT INFORMATION****SINGAPORE PRODUCT DRIVERS**

	Quarter			Half Year		YOY Chge %
	30 Sep 2023	30 Jun 2023	30 Sep 2022	30 Sep 2023 2022		
<b>Mobile</b>						
Mobile revenue (S\$'M) <sup>(1)</sup>	462	430	461	892	891	**
Mobile service revenue (S\$'M) <sup>(2)</sup>	323	317	317	640	625	2.3
Number of mobile customers (000s)						
Prepaid	1,443	1,421	1,385	1,443	1,385	4.2
Postpaid	2,965	2,931	2,880	2,965	2,880	3.0
<b>Total</b>	<b>4,408</b>	<b>4,352</b>	<b>4,265</b>	<b>4,408</b>	<b>4,265</b>	<b>3.4</b>
Average revenue per customer per month <sup>(3)(4)</sup> (S\$ per month)						
Prepaid	11	12	13	12	13	-10.1
Postpaid	33	32	33	32	32	0.3
<b>Blended</b>	<b>25</b>	<b>25</b>	<b>26</b>	<b>25</b>	<b>26</b>	<b>-2.7</b>
Data usage (GB per month) <sup>(5)</sup>	10	10	10	10	9	8.6
Postpaid external churn per month <sup>(6)</sup>	1.1%	0.9%	1.0%	1.0%	0.9%	
<b>Mobile customer market share <sup>(7)</sup></b>	<b>44.9%</b>	<b>45.4%</b>	<b>46.6%</b>	<b>44.9%</b>	<b>46.6%</b>	

“\*\*\*” denotes less than +/- 0.05%.

**Notes:**

- (1) Comprised mobile service revenue and sales of mobile equipment.
- (2) This is determined net of bill rebates and prepaid sales discount, and includes mobile revenue earned from international telephone calls and broadband bundles.
- (3) Based on average number of subscribers, calculated as the simple average of opening and closing number of subscribers.
- (4) Average Revenue Per User (ARPU) includes revenue earned from international telephone calls and excludes wholesale. For prepaid, ARPU is computed net of sales discounts.
- (5) Data usage of postpaid smartphone customers and excludes wholesale.
- (6) Calculated by expressing the number of postpaid subscribers who deactivate or disconnect their service (both voluntary and the Company's initiated churn) as a percentage of average number of subscribers.
- (7) The mobile customer market share data as at 30 September 2023 was based on management's estimates.

**SECTION 7 : PRODUCT INFORMATION**

	Quarter			Half Year		YOY Chge %
	30 Sep 2023	30 Jun 2023	30 Sep 2022	30 Sep 2023      2022		
<b>Fixed Broadband</b>						
Fixed broadband revenue (S\$'M) <sup>(1)</sup>	125	127	121	252	242	3.9
Fixed broadband lines (000s)	676	671	663	676	663	2.0
<b>Pay TV</b>						
Singtel TV revenue (S\$'M)	36	35	35	70	80	-11.4
Average revenue per residential TV customer per month (S\$ per month)	35	33	33	34	35	-4.8

**Note:**

(1) Comprised broadband service revenue and sales of equipment.

## SECTION 7 : PRODUCT INFORMATION

## AUSTRALIA PRODUCT DRIVERS

	Quarter			Half Year		YOY Chge %
	30 Sep	30 Jun	30 Sep	30 Sep		
	2023	2023	2022	2023	2022	
<b>Mobile</b>						
Optus' mobile revenue (A\$'M) <sup>(1)</sup>	1,340	1,282	1,315	2,621	2,563	2.3
Optus' mobile service revenue (A\$'M)	986	961	947	1,947	1,882	3.4
Number of mobile customers (000s) <sup>(2)</sup>						
Prepaid	3,456	3,404	3,258	3,456	3,258	6.1
Postpaid	5,985	5,954	5,908	5,985	5,908	1.3
Connected devices <sup>(3)</sup>	1,078	1,076	1,065	1,078	1,065	1.2
<b>Total</b>	<b>10,519</b>	<b>10,435</b>	<b>10,231</b>	<b>10,519</b>	<b>10,231</b>	<b>2.8</b>
Average revenue per customer per month <sup>(2)(4)</sup> (A\$ per month)						
Prepaid	19	19	19	19	20	-5.4
Postpaid	42	41	41	42	40	3.1
Connected devices <sup>(3)</sup>	13	13	13	13	14	-10.0
<b>Blended</b>	<b>31</b>	<b>31</b>	<b>31</b>	<b>31</b>	<b>31</b>	<b>-0.1</b>
Data usage (GB per month) <sup>(2)(5)</sup>	17	17	15	17	14	16.7
Mobile customer market share <sup>(6)</sup>	31.2%	31.2%	31.3%	31.2%	31.3%	
Retail postpaid churn rate per month <sup>(7)</sup>	1.3%	1.3%	1.2%	1.3%	1.2%	

**Notes:**

- (1) Comprised mobile service revenue (both outgoing and incoming) and sales of equipment.
- (2) Comparatives have been restated.
- (3) Defined as data-only SIMs and included customers on both prepaid and postpaid plans.
- (4) Based on average number of customers, calculated as the simple average of opening and closing number of customers.
- (5) Based on postpaid handset monthly usage and includes Wholesale and amaysim.
- (6) Based on latest available market share either as at the end of June or December.
- (7) Churn calculation excluded customers transferred from postpaid to prepaid.



**SECTION 7 : PRODUCT INFORMATION**

Australia	Quarter			Half Year		YOY Chge %
	30 Sep 2023	30 Jun 2023	30 Sep 2022	30 Sep 2023	2022	
<b>Home</b>						
Blended Home ARPU (A\$)	73	72	73	72	72	0.8
Home customers (000s) <sup>(1)</sup>						
NBN	1,112	1,111	1,111	1,112	1,111	**
Fixed Wireless Access (FWA)	212	210	209	212	209	1.6
<b>Total</b>	<b>1,324</b>	<b>1,321</b>	<b>1,320</b>	<b>1,324</b>	<b>1,320</b>	<b>0.3</b>
Optus Sport customers (000s)	970	885	922	970	922	5.2

\*\*\* denotes less than +/- 0.05%.

**Note:**

(1) Referred to retail customers who took up broadband (including fixed/ 4G/ 5G Internet) and/ or voice.

**SECTION 8: GLOSSARY**

<b>“ACCC”</b>	Australian Competition And Consumer Commission.
<b>“ACMA”</b>	Australian Communications and Media Authority.
<b>“ARPU”</b>	Average revenue per user.
<b>“Associate”</b>	Refers to an associate and/or a joint venture company under Singapore Financial Reporting Standards (International).
<b>“ATO”</b>	Australian Taxation Office.
<b>“EI”</b>	Exceptional items, which refer to items of income or expense within profit or loss from ordinary activities that are of such size, nature or incidence that their separate disclosure is considered necessary to explain the performance for the financial period.
<b>“EBIT”</b>	Earnings before interest and tax.
<b>“EBITDA”</b>	Earnings before interest, tax, depreciation and amortisation, and does not include the share of pre-tax results of associates.
<b>“EBITDA margin”</b>	Ratio of EBITDA over operating revenue.
<b>“EPS”</b>	Earnings per share.
<b>“Free Cash Flow”</b>	Free cash flow refers to cash flow from operating activities less cash capital expenditure.
<b>“ICT”</b>	Infocomm technology.
<b>“IFRS”</b>	International Financial Reporting Standards.
<b>“IMDA”</b>	Infocomm Media Development Authority.
<b>“NA”</b>	Not applicable.
<b>“NBN”</b>	National Broadband Network.
<b>“ND”</b>	Not disclosed.
<b>“NM”</b>	Not meaningful.
<b>“NPS”</b>	Net Promoter Score. This is a widely used metric to measure customer experience by scoring the willingness of customers to recommend a brand following an interaction with the company.
<b>“Optus”</b>	Singtel Optus Pty Limited, Singtel’s wholly-owned subsidiary.
<b>“OTT”</b>	Over-the-top.
<b>“Regional associates”</b>	Comprises Airtel, AIS, Intouch, Telkomsel and Globe.
<b>“SFRS(I)”</b>	Singapore Financial Reporting Standards (International).
<b>“SMS”</b>	Short message service.
<b>“SME”</b>	Small and medium-sized enterprises.
<b>“TIO”</b>	Refers to Telecommunications Industry Ombudsman in Australia.
<b>“Underlying net profit”</b>	Defined as net profit before exceptional items.
<b>“VPN”</b>	Virtual Private Network.

**GROUP OPERATING REVENUE**

By Products and Services	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Mobile service (includes international call revenue)	2,370	2,451	-3.3
Sale of equipment	864	938	-7.9
Mobile	3,234	3,388	-4.6
Infocomm Technology (ICT)	1,902	1,866	2.0
Data and Internet	1,554	1,659	-6.3
Fixed voice	174	196	-11.3
Pay television	102	115	-11.2
Others	62	36	70.9
<b>Total</b>	<b>7,028</b>	<b>7,259</b>	<b>-3.2</b>

Operating Revenue Mix	Half Year	
	30 Sep	
	2023 %	2022 %
Mobile service (includes international call revenue)	33.7	33.8
Sale of equipment	12.3	12.9
Mobile	46.0	46.7
Infocomm Technology (ICT)	27.1	25.7
Data and Internet	22.1	22.8
Digital businesses	0.0	0.0
Fixed voice	2.5	2.7
Pay television	1.4	1.6
Others	0.9	0.5
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

**GROUP OPERATING EXPENSES**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
Cost of sales <sup>(1)</sup>	1,938	2,018	-4.0
Staff costs	1,475	1,463	0.8
Selling & administrative <sup>(2)</sup>	942	948	-0.7
Traffic expenses	752	785	-4.2
Repair & maintenance	238	232	2.6
Others	24	10	135.0
<b>Total</b>	<b>5,368</b>	<b>5,456</b>	<b>-1.6</b>

As a percentage of operating revenue	Half Year	
	30 Sep	
	2023 %	2022 %
Cost of sales <sup>(1)</sup>	27.6	27.8
Staff costs	21.0	20.2
Selling & administrative <sup>(2)</sup>	13.4	13.1
Traffic expenses	10.7	10.8
Repair & maintenance	3.4	3.2
Others	0.3	0.1
<b>Total</b>	<b>76.4</b>	<b>75.2</b>

**Notes:**

- (1) Cost of sales included cost of goods sold and direct service costs such as costs of content and programming.
- (2) Selling and administrative expenses included utility charges of S\$136 million (H1 FY2023: S\$122 million) for the half year ended 30 September 2023.

**GROUP STAFF COSTS**

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$m	
<b>Staff costs</b>			
Optus	457	497	-8.1
Singtel and other subsidiaries	1,018	966	5.4
<b>Group</b>	<b>1,475</b>	<b>1,463</b>	<b>0.8</b>

	Half Year		YOY Chge %
	30 Sep		
	2023	2022	
<b>Average number of staff</b>			
Optus	6,914	6,851	0.9
Singtel and other subsidiaries	17,290	17,056	1.4
<b>Group <sup>(1)</sup></b>	<b>24,204</b>	<b>23,907</b>	<b>1.2</b>
<b>Headcount as at end of period</b>			
Optus	6,857	6,921	-0.9
Singtel and other subsidiaries	17,255	17,030	1.3
<b>Group <sup>(1)</sup></b>	<b>24,112</b>	<b>23,951</b>	<b>0.7</b>

**Note:**

(1) Headcount for staff deployed in capital projects are included in the table above, though the related staff costs are capitalised as part of the cost of property, plant and equipment.

## BUSINESS SEGMENT RESULTS

For accounting purposes, the Group's business segment reports from 1 April 2023 are prepared based on the new organisation structure. The consumer and enterprise telco businesses in Singapore are consolidated under Singtel Singapore and infrastructure businesses are under Digital InfraCo. The comparatives had been restated to be consistent with the presentation in the current half year.

The segments are as follows –

**Optus** offers mobile, equipment sales, fixed voice and data, satellite, ICT and managed services in Australia.

**Singtel Singapore** offers mobile, fixed voice and data, pay television, content and digital services, ICT as well as equipment sales in Singapore.

**NCS** provides differentiated and end-to-end technology services to clients through its Gov+, Enterprise and Telco+ strategic business groups, together with its NEXT capabilities in digital, data, cloud and platforms, as well as core offerings in applications, infrastructure, engineering and cyber.

**Digital InfraCo** provides regional data centre and satellite carrier services, as well as offers Paragon, Singtel's all-in-one digital acceleration platform for 5G multi-access edge compute (MEC) and cloud orchestration.

**Trustwave** provides cybersecurity services mainly in the U.S.

**Corporate** comprises the costs of Group functions not allocated to the business segments.

	Quarter			YOY		QOQ
	30 Sep 2023 S\$ m	30 Jun 2023 S\$ m	30 Sep 2022 <sup>(1)</sup> S\$ m	Chge %	Chge in cc <sup>(2)</sup> %	Chge %
	<b>Operating revenue <sup>(3)</sup></b>					
Optus	1,787	1,785	1,899	-5.9	1.7	0.1
Singtel Singapore <sup>(4)</sup>	957	937	1,004	-4.7	-4.7	2.1
NCS	716	681	685	4.4	5.3	5.2
Digital InfraCo	100	103	92	8.5	8.5	-2.4
Trustwave	38	38	41	-5.7	-3.2	0.5
Less: Intercompany eliminations	(56)	(56)	(46)	21.6	21.6	1.3
<b>Group</b>	<b>3,541</b>	<b>3,488</b>	<b>3,675</b>	<b>-3.7</b>	<b>0.5</b>	<b>1.5</b>
<b>EBITDA <sup>(3)</sup></b>						
Optus	461	456	502	-8.2	-0.8	1.1
Singtel Singapore <sup>(4)</sup>	366	375	373	-1.9	-1.9	-2.2
NCS	62	75	40	54.9	54.9	-17.4
Digital InfraCo	51	61	52	-2.3	-2.3	-16.1
Trustwave	(23)	(25)	(29)	-20.3	-16.9	-9.1
Corporate	(31)	(35)	(40)	-23.3	-23.3	-12.1
Less: Intercompany eliminations	(1)	(4)	2	nm	nm	-65.8
<b>Group</b>	<b>885</b>	<b>902</b>	<b>900</b>	<b>-1.7</b>	<b>2.2</b>	<b>-1.9</b>
<b>EBIT (before associates' contributions) <sup>(3)</sup></b>						
Optus	70	56	74	-5.0	2.1	25.9
Singtel Singapore <sup>(4)</sup>	210	232	226	-6.9	-6.9	-9.6
NCS	42	51	6	@	@	-18.4
Digital InfraCo	15	25	15	-2.0	-2.0	-41.8
Trustwave	(27)	(29)	(34)	-20.8	-17.6	-8.9
Corporate	(41)	(45)	(50)	-18.6	-18.6	-8.5
Less: Intercompany eliminations	11	10	15	-26.5	-26.5	16.8
<b>Group</b>	<b>280</b>	<b>300</b>	<b>251</b>	<b>11.4</b>	<b>12.9</b>	<b>-6.6</b>

"nm" denotes not meaningful and "@" denotes more than +/- 500%.

**Notes:**

- (1) Segment results have been restated to be consistent with the organisation chart in FY2024.
- (2) Assuming constant exchange rates for the Australian Dollar and United States Dollar from the corresponding quarter ended 30 September 2022.
- (3) Based on statutory view, which include transactions with other entities in the Singtel Group.
- (4) Comprised consumer and enterprise telco businesses.

**BUSINESS SEGMENT RESULTS (HALF YEAR)**

	Half Year		YOY	
	30 Sep		Chge %	Chge in cc <sup>(2)</sup> %
	2023 S\$ m	2022 <sup>(1)</sup> S\$ m		
<b>Operating revenue<sup>(3)</sup></b>				
Optus	3,572	3,843	-7.1	1.4
Singtel Singapore <sup>(4)</sup>	1,893	1,959	-3.3	-3.3
NCS	1,396	1,283	8.8	9.8
Digital InfraCo	203	180	12.6	12.6
Trustwave	77	85	-10.0	-7.5
Less: Intercompany eliminations	(112)	(91)	23.9	23.9
<b>Group</b>	<b>7,028</b>	<b>7,259</b>	<b>-3.2</b>	<b>1.5</b>
<b>EBITDA<sup>(3)</sup></b>				
Optus	917	1,033	-11.2	-3.2
Singtel Singapore <sup>(4)</sup>	741	750	-1.2	-1.2
NCS	136	110	24.1	23.7
Digital InfraCo	112	107	4.7	4.7
Trustwave	(49)	(58)	-15.8	-12.8
Corporate	(65)	(69)	-5.1	-5.1
Less: Intercompany eliminations	(5)	5	nm	nm
<b>Group</b>	<b>1,787</b>	<b>1,878</b>	<b>-4.8</b>	<b>-0.5</b>
<b>EBIT (before associates' contributions)<sup>(3)</sup></b>				
Optus	126	159	-20.8	-13.9
Singtel Singapore <sup>(4)</sup>	442	460	-3.8	-3.8
NCS	93	53	74.1	72.9
Digital InfraCo	39	32	24.3	24.3
Trustwave	(56)	(67)	-16.5	-13.6
Corporate	(85)	(90)	-4.8	-4.8
Less: Intercompany eliminations	21	32	-36.0	-36.0
<b>Group</b>	<b>580</b>	<b>579</b>	<b>0.1</b>	<b>1.5</b>

"nm" denotes not meaningful.

**Notes:**

- (1) Segment results have been restated to be consistent with the organisation chart in FY2024.
- (2) Assuming constant exchange rates for the Australian Dollar and United States Dollar from the corresponding period ended 30 September 2022.
- (3) Based on statutory view, which include transactions with other entities in the Singtel Group.
- (4) Comprised consumer and enterprise telco businesses.



**OPTUS FINANCIALS IN AUSTRALIAN DOLLARS  
(BASED ON STATUTORY VIEW)****OPTUS SUMMARY INCOME STATEMENT  
For The Half Year Ended 30 September 2023**

	Half Year		YOY Chge %
	30 Sep		
	2023 A\$ m	2022 A\$ m	
<b>Operating revenue</b>	<b>4,018</b>	<b>3,963</b>	<b>1.4</b>
Operating expenses	(3,062)	(2,962)	3.4
Other income	75	64	17.6
<b>EBITDA - margin</b>	<b>1,031 25.7%</b>	<b>1,065 26.9%</b>	<b>-3.2</b>
Share of results of joint ventures	*	*	nm
<b>EBITDA and share of results of joint ventures</b>	<b>1,031</b>	<b>1,065</b>	<b>-3.2</b>
Depreciation & amortisation	(890)	(901)	-1.2
<b>EBIT</b>	<b>141</b>	<b>164</b>	<b>-13.9</b>
Net finance expense	(122)	(102)	20.0
<b>Profit before exceptional items and tax</b>	<b>19</b>	<b>62</b>	<b>-69.2</b>
Taxation	(6)	(20)	-69.1
<b>Underlying net profit</b>	<b>13</b>	<b>42</b>	<b>-69.2</b>
Exceptional items (post-tax)	(12)	(100)	-88.1
<b>Net profit/ (loss)</b>	<b>1</b>	<b>(57)</b>	<b>nm</b>

“\*” denotes less than +/- A\$0.5 million and “nm” denotes not meaningful

**OPTUS SUMMARY STATEMENTS OF FINANCIAL POSITION**

	As at		
	30 Sep	31 Mar	30 Sep
	2023	2023	2022
	A\$ m	A\$ m	A\$ m
Current assets (excluding cash)	2,903	2,937	2,890
Cash and cash equivalents	75	98	69
Non-current assets	16,692	16,493	16,200
<b>Total assets</b>	<b>19,670</b>	<b>19,528</b>	<b>19,159</b>
Current liabilities	3,614	4,345	4,520
Non-current liabilities	6,367	5,514	4,914
<b>Total liabilities</b>	<b>9,980</b>	<b>9,859</b>	<b>9,434</b>
<b>Net assets</b>	<b>9,689</b>	<b>9,669</b>	<b>9,726</b>
Share capital	5,317	5,317	5,317
Retained earnings and other reserves	4,373	4,352	4,409
<b>Equity attributable to shareholders</b>	<b>9,689</b>	<b>9,669</b>	<b>9,726</b>

**CAPITAL MANAGEMENT**

	As at		
	30 Sep	31 Mar	30 Sep
	2023	2023	2022
	A\$ m	A\$ m	A\$ m
Gross debt			
Current debt	500	961	950
Non-current debt	5,915	5,006	4,368
Gross debt as reported in statement of financial position	<b>6,414</b>	<b>5,967</b>	<b>5,318</b>
Related net hedging liability	66	94	129
<b>Hedged gross debt</b>	<b>6,480</b>	<b>6,061</b>	<b>5,447</b>
Less: Cash and cash equivalents	(75)	(98)	(69)
<b>Net debt</b>	<b>6,406</b>	<b>5,963</b>	<b>5,378</b>

## OPTUS CASH FLOW STATEMENT

### For The Half Year Ended 30 September 2023

	Half Year		YOY Chg %
	30 Sep		
	2023 A\$ m	2022 A\$ m	
<b>Net cash inflow from operating activities</b>			
<b>Profit before exceptional items and tax</b>	19	62	-69.2
Non-cash items	999	997	0.1
<b>Operating cash flow before working capital changes</b>	1,018	1,060	-4.0
Changes in operating assets and liabilities	(8)	199	nm
<b>Operating cash flow</b>	<b>1,009</b>	<b>1,258</b>	<b>-19.8</b>
<b>Net cash outflow for investing activities</b>			
Accrued capital expenditure	(661)	(626)	5.7
Changes in creditors' balances	(174)	(116)	50.0
Cash capital expenditure	(835)	(742)	12.6
Loan to holding company <sup>(1)</sup>	(133)	(56)	137.9
Payment for purchase of spectrum	(107)	(79)	35.1
Payment for purchase of other intangibles	(37)	(2)	@
Others	2	(2)	nm
	<b>(1,111)</b>	<b>(881)</b>	<b>26.1</b>
<b>Net cash inflow/ (outflow) for financing activities</b>			
Net increase/ (decrease) in loans and bonds	390	(792)	nm
Lease payments	(183)	(161)	13.7
Net increase/ (decrease) in borrowings	207	(953)	nm
Net interest paid on borrowings and swaps	(121)	(112)	7.7
Purchase of Singtel shares	(8)	(7)	12.1
	<b>78</b>	<b>(1,072)</b>	<b>nm</b>
<b>Net change in cash and cash equivalents</b>	<b>(23)</b>	<b>(695)</b>	<b>-96.7</b>
Optus cash and cash equivalents at beginning	98	764	-87.2
<b>Optus cash and cash equivalents at end</b>	<b>75</b>	<b>69</b>	<b>7.9</b>
<b>Optus free cash flow</b>	<b>174</b>	<b>517</b>	<b>-66.3</b>
<b>Cash capex to operating revenue</b>	<b>21%</b>	<b>19%</b>	

"nm" denotes not meaningful and "@" denotes more than +/- 500%

**Note:**

(1) The intercompany amounts are eliminated at Singtel Group level.

## GROUP STATEMENTS OF FINANCIAL POSITION

	As at		
	30 Sep 2023 S\$ m	31 Mar 2023 S\$ m	30 Sep 2022 S\$ m
<b>Current assets</b>			
Cash and cash equivalents <sup>(1)</sup>	1,827	1,668	3,524
Trade and other receivables	4,949	5,013	4,914
Inventories	287	346	364
Subsidiary held for sale <sup>(2)</sup>	153	-	-
Derivative financial instruments	21	69	62
Other assets <sup>(3)</sup>	770	1,487	-
	<b>8,007</b>	<b>8,583</b>	<b>8,864</b>
<b>Non-current assets</b>			
Property, plant and equipment	10,259	10,385	10,238
Right-Of-Use ("ROU") assets	3,143	3,000	3,200
Intangible assets	10,904	10,990	11,276
Associates	2,284	2,373	2,493
Joint ventures	10,369	9,415	9,296
Fair value through other comprehensive income ("FVOCI") investments	918	734	803
Deferred tax assets	385	305	316
Derivative financial instruments	237	158	291
Other non-current receivables	594	588	619
	<b>39,092</b>	<b>37,947</b>	<b>38,530</b>
<b>Total assets</b>	<b>47,099</b>	<b>46,530</b>	<b>47,394</b>
<b>Current liabilities</b>			
Trade and other payables	4,620	5,310	5,086
Advance billings	771	794	783
Current tax liabilities	797	731	814
Interim dividend payable	-	413	-
Borrowings (unsecured)	22	471	741
Borrowings (secured)	538	512	517
Derivative financial instruments	6	48	31
Subsidiary held for sale <sup>(2)</sup>	163	-	-
Net deferred gain <sup>(4)</sup>	21	21	21
	<b>6,938</b>	<b>8,299</b>	<b>7,993</b>
<b>Non-current liabilities</b>			
Borrowings (unsecured)	8,004	7,142	6,993
Borrowings (secured)	2,698	2,768	2,938
Derivative financial instruments	710	729	518
Advance billings	415	426	265
Net deferred gain <sup>(4)</sup>	346	346	366
Deferred tax liabilities	550	543	534
Other non-current liabilities	228	263	278
	<b>12,950</b>	<b>12,217</b>	<b>11,892</b>
<b>Total liabilities</b>	<b>19,888</b>	<b>20,516</b>	<b>19,885</b>
<b>Net assets</b>	<b>27,211</b>	<b>26,014</b>	<b>27,509</b>
<b>Share capital and reserves</b>			
Share capital	4,573	4,573	4,573
Reserves	21,607	20,419	21,919
<b>Equity attributable to shareholders of the Company</b>			
Perpetual securities	26,180	24,992	26,492
	1,013	1,013	1,013
	<b>27,193</b>	<b>26,005</b>	<b>27,505</b>
Minority interests and other reserve	18	9	4
<b>Total equity</b>	<b>27,211</b>	<b>26,014</b>	<b>27,509</b>

**Notes:**

- (1) Comprised cash and bank balances, and fixed deposits with original maturity of three months or less.
- (2) As at 30 September 2023, Trustwave has been classified as 'subsidiary held for sale'. The sale is expected to be completed by December 2023.
- (3) Comprised investment in Singapore Treasury bills, and fixed deposits with original maturity of more than three months.
- (4) Relates to deferred gain on transfer of certain assets to NetLink Trust.

## GROUP CASH FLOW STATEMENT

### For The Half Year Ended 30 September 2023

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Net cash inflow from operating activities</b>			
<b>Profit before exceptional items and tax</b>	<b>1,646</b>	<b>1,540</b>	<b>6.9</b>
Non-cash items	139	346	-60.0
<b>Operating cash flow before working capital changes</b>	<b>1,785</b>	<b>1,885</b>	<b>-5.3</b>
<b>Changes in operating assets and liabilities</b>	<b>(579)</b>	<b>(174)</b>	<b>232.1</b>
	1,206	1,711	-29.5
Cash paid to employees under performance share plans	-	*	nm
Tax paid on operating activities	(111)	(94)	17.6
<b>Operating cash flow before dividends from associates</b>	<b>1,095</b>	<b>1,617</b>	<b>-32.3</b>
Dividends/ Distributions received from associates	1,300	1,158	12.3
Withholding tax paid on dividends received	(130)	(115)	13.3
	<b>2,265</b>	<b>2,660</b>	<b>-14.8</b>
<b>Net cash (outflow)/ inflow from investing activities</b>			
<i>Accrued capital expenditure</i>	(819)	(832)	-1.5
<i>Changes in creditors' balances</i>	(258)	(233)	10.5
Cash capital expenditure	(1,077)	(1,065)	1.1
Proceeds from investment in Singapore Treasury bills	1,400	-	nm
Deferred proceeds/ Proceeds from disposal of subsidiaries, net of cash balances	13	262	-95.1
Payment for purchase of spectrum	(97)	(76)	26.3
Payment for purchase of other intangibles	(45)	(11)	315.9
Investment in joint ventures/associates	(247)	(474)	-47.8
Proceeds from disposal of joint ventures	-	2,533	nm
Proceeds from disposal of FVOCI investments	9	16	-46.3
Investment in FVOCI investments	(16)	(60)	-73.6
Deferred payment/ Payment for acquisition of subsidiaries, net of cash acquired	(7)	(558)	-98.7
Payment for acquisition of minority interests	(7)	(6)	19.0
Fixed deposits with original maturity longer than three months	(987)	-	nm
Proceeds from bank deposits with original maturity longer than three months	317	-	nm
Loan to associates	-	(96)	nm
Proceeds from disposal of property, plant and equipment	23	2	@
Investment income from FVOCI investments	7	6	4.8
Withholding tax paid on interest received on intercompany loans	(12)	(5)	118.9
Others	42	5	@
	<b>(684)</b>	<b>474</b>	<b>nm</b>
<b>Net cash outflow from financing activities</b>			
Net increase/ (decrease) in loans and bonds	340	(503)	nm
Lease payments	(231)	(212)	8.9
Net increase / (decrease) in borrowings	110	(714)	nm
Net interest paid on borrowings and swaps	(199)	(198)	0.3
Final dividend paid to shareholders	(875)	(793)	10.4
Special dividend paid to shareholders	(413)	-	nm
Distribution paid on perpetual securities	(17)	(16)	0.6
Purchase of performance shares	(14)	(27)	-46.3
Others	2	(11)	nm
	<b>(1,406)</b>	<b>(1,759)</b>	<b>-20.1</b>
<b>Net increase in cash and cash equivalents</b>	<b>176</b>	<b>1,375</b>	<b>-87.2</b>
Exchange effects on cash and cash equivalents	(5)	(25)	-80.2
<b>Group cash and cash equivalents at beginning of period <sup>(1)</sup></b>	<b>1,644</b>	<b>2,149</b>	<b>-23.5</b>
<b>Group cash and cash equivalents at end of period <sup>(1)</sup></b>	<b>1,815</b>	<b>3,499</b>	<b>-48.1</b>
<b>Group free cash flow (before associates' dividends/ distributions)</b>	<b>19</b>	<b>552</b>	<b>-96.6</b>
Dividends/ Distributions received from associates (net of withholding tax)	1,170	1,043	12.2
<b>Group free cash flow</b>	<b>1,189</b>	<b>1,595</b>	<b>-25.5</b>
<b>Cash capex to operating revenue</b>	<b>15%</b>	<b>15%</b>	

“\*” denotes less than +/- S\$0.5 million, “@” denotes more than +/- 500% and “nm” denotes not meaningful.

**Note:**

(1) For purpose of statutory reporting, cash and cash equivalents excluded restricted cash relating to the provision of mobile money remittance and payment services in Singapore and fixed deposits with original maturity longer than three months.

## CURRENCY RISK MANAGEMENT AND OTHER MATTERS

The Group maintains a policy to substantially hedge all known foreign currency exposures related to commercial commitments or transactions. These commitments or transactions include payment of operating expenses, traffic settlement, capital expenditure, interest and debt. Translation risks of foreign currency EBITDA and net investments are not hedged unless approved by the Finance and Investment Committee.





The Group has borrowings denominated in foreign currencies that have primarily been hedged into the functional currency of the respective borrowing entities using cross currency swaps in order to reduce the foreign currency exposure on these borrowings. As the hedges are perfect, any change in the fair value of the cross currency swaps has minimal impact on profit and equity.





Financial instruments such as foreign currency forward contracts and cross currency swaps are used only to hedge underlying commercial exposures and are not held or sold for speculative purposes. All hedging transactions are reviewed regularly.




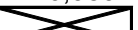






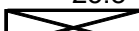





## CREDIT RATINGS

	<b>Singtel</b>	<b>Optus</b>
S&P Global Ratings	A (stable)	A- (stable)
Moody's Investors Service	A1 (stable)	A3 (stable)

**MAJOR CURRENCY AVERAGE EXCHANGE RATES**

<b>1 Australian Dollar buys:</b>	<b>H1</b>	<b>H2</b>	<b>Full Year</b>
Derived weighted average exchange rate for:			
Operating revenue			
<u>SGD</u>			
FY2024	0.8889		
FY2023	0.9696	0.9111	0.9972
<i>Change (last corresponding period)</i>	<b>-8.3%</b>		

<b>1 United States Dollar buys:</b>	<b>H1</b>	<b>H2</b>	<b>Full Year</b>
Derived weighted average exchange rate for:			
Operating revenue			
<u>SGD</u>			
FY2024	1.3450		
FY2023	1.3867	1.3588	1.3732
<i>Change (last corresponding period)</i>	<b>-3.0%</b>		

<b>1 Singapore Dollar buys:</b>	<b>H1</b>	<b>H2</b>	<b>Full Year</b>
<u><b>Rupiah</b></u>			
FY2024	11,236		
FY2023	10,638	11,364	10,989
<i>Change (last corresponding period)</i>	<b>5.6%</b>		
<u><b>Indian Rupee</b></u>			
FY2024	61.3		
FY2023	56.5	60.6	58.5
<i>Change (last corresponding period)</i>	<b>8.5%</b>		
<u><b>Baht</b></u>			
FY2024	25.9		
FY2023	25.5	25.8	25.6
<i>Change (last corresponding period)</i>	<b>1.6%</b>		
<u><b>Peso</b></u>			
FY2024	41.5		
FY2023	39.4	41.2	40.2
<i>Change (last corresponding period)</i>	<b>5.3%</b>		

**PROFORMA INFORMATION**

The following tables show unaudited proforma proportionate financial information which has been derived from the Income Statements of the Group prepared on a statutory basis.

Proportionate presentation is not required by SFRS(I) and is not intended to replace the financial statements prepared in accordance with SFRS(I). However, since the associates are not consolidated on a line-by-line basis, proportionate information is provided as supplemental data to facilitate a better appreciation of the relative contribution from the Group's operations in Australia, Singapore and other regional markets.

	Half Year		YOY Chge %
	30 Sep		
	2023 S\$ m	2022 S\$ m	
<b>Group operating revenue</b>			
Optus	3,572	3,843	-7.1
Singapore	3,118	3,051	2.2
Other overseas subsidiaries	339	365	-7.0
	<b>7,028</b>	<b>7,259</b>	<b>-3.2</b>
<b>Proportionate share of associates' revenue</b>			
Regional associates	6,790	6,976	-2.7
Singapore associates	425	279	52.2
Other overseas associates	52	33	59.6
	<b>7,267</b>	<b>7,288</b>	<b>-0.3</b>
<b>Total proportionate revenue</b>	<b>14,295</b>	<b>14,547</b>	<b>-1.7</b>
<b>% of overseas revenue to total proportionate revenue</b>	<b>75%</b>	<b>77%</b>	
<b>Group EBITDA</b>			
Optus	917	1,033	-11.2
Singapore	940	961	-2.2
Other overseas subsidiaries	(70)	(116)	-40.2
	<b>1,787</b>	<b>1,878</b>	<b>-4.8</b>
<b>Proportionate share of associates' EBITDA</b>			
Regional associates	3,689	3,683	0.2
Singapore associates	33	37	-12.4
Other overseas associates	38	17	129.5
	<b>3,759</b>	<b>3,736</b>	<b>0.6</b>
<b>Total proportionate EBITDA</b>	<b>5,546</b>	<b>5,614</b>	<b>-1.2</b>
<b>% of overseas EBITDA to total proportionate EBITDA</b>	<b>83%</b>	<b>82%</b>	
<b>Contributions to total proportionate EBITDA</b>			
Regional associates	67%	66%	
Australia	17%	18%	
Singapore	18%	18%	
Others	-1%	-2%	
	<b>100%</b>	<b>100%</b>	



**MOBILE CUSTOMER BASE**

Number of mobile customers (000s)	Total Number		
	30 Sep 2023	31 Mar 2023	30 Sep 2022
Singtel	4,408	4,309	4,265
Optus	10,519	10,352	10,231
	<b>14,927</b>	<b>14,661</b>	<b>14,496</b>
<b>Regional Associates</b>			
Airtel			
- India	342,305	335,412	327,798
- Africa	147,666	140,048	134,660
- South Asia	3,043	3,054	2,961
	493,014	478,514	465,419
Telkomsel	158,300	151,067	159,836
AIS	44,450	46,121	45,662
Globe	54,731	84,215	87,874
	<b>750,495</b>	<b>759,917</b>	<b>758,791</b>
<b>Group</b>	<b>765,422</b>	<b>774,578</b>	<b>773,287</b>