

ANNUAL REPORT 2014

Group Five-year Financial Summary

	Financial Year Ended 31 March				
	2014	2013	2012	2011	2010
Income Statement (\$ million)					
Group operating revenue	16,848	18,183	18,825	18,071	16,871
SingTel	6,912	6,732	6,551	6,401	5,995
Optus	9,936	11,451	12,275	11,670	10,876
Optus (A\$ million)	8,466	8,934	9,368	9,284	8,949
Group EBITDA	5,155	5,200	5,219	5,119	4,847
SingTel	2,223	2,147	2,128	2,183	2,224
Optus	2,932	3,053	3,091	2,937	2,623
Optus (A\$ million)	2,502	2,381	2,357	2,334	2,153
Share of associates' pre-tax profits	2,201	2,106	2,005	2,141	2,410
Group EBITDA and share of associates' pre-tax profits	7,357	7,306	7,223	7,260	7,257
Group EBIT	5,224	5,178	5,222	5,291	5,379
Net profit after tax	3,652	3,508	3,989	3,825	3,907
Underlying net profit ⁽¹⁾	3,610	3,611	3,676	3,800	3,910
Exchange rate (1 A\$ against S\$) ⁽²⁾	1.174	1.282	1.310	1.257	1.215
Cash Flow (\$ million)					
Group free cash flow ⁽³⁾	3,249	3,759	3,462	4,038	3,406
Singapore	1,181	1,491	1,170	1,436	1,290
Optus	1,020	1,367	1,451	1,519	1,258
Optus (A\$ million)	903	1,068	1,111	1,206	1,015
Associates' dividends (net of withholding tax)	1,048	900	841	1,084	858
Capital expenditure	2,102	2,059	2,249	2,005	1,923
Balance Sheet (\$ million)					
Total assets	39,320	39,984	40,418	39,282	37,952
Shareholders' funds	23,868	23,965	23,428	24,328	23,493
Net debt	7,534	7,477	7,860	6,023	6,311
Key Ratios					
Proportionate EBITDA from outside Singapore (%)	76	77	78	76	74
Return on invested capital (%) ⁽⁴⁾	11.6	11.8	12.0	12.5	14.0
Return on equity (%)	15.3	14.8	16.7	16.0	17.8
Return on total assets (%)	9.2	8.7	10.0	9.9	11.0
Net debt to EBITDA and share of associates' pre-tax profits (number of times)	1.0	1.0	1.1	0.8	0.9
EBITDA and share of associates' pre-tax profits to net interest expense (number of times)	28.7	24.5	20.7	21.8	23.5
Per Share Information (S cents)					
Earnings per share - basic	22.92	22.02	25.04	24.02	24.55
Earnings per share - underlying net profit ⁽¹⁾	22.65	22.66	23.07	23.86	24.56
Net assets per share	149.80	150.42	147.08	152.75	147.55
Dividend per share - ordinary	16.8	16.8	15.8	15.8	14.2
Dividend per share - special	—	—	—	10.0	—

"SingTel" refers to the SingTel Group excluding Optus.

Notes:

⁽¹⁾ Underlying net profit is defined as net profit before exceptional items and exchange differences on capital reductions of certain overseas subsidiaries, net of hedging, as well as significant exceptional items of associates.

⁽²⁾ Average A\$ rate for translation of Optus' operating revenue.

⁽³⁾ Free cash flow refers to cash flow from operating activities, including dividends from associates, less cash capital expenditure.

⁽⁴⁾ Return on invested capital is defined as EBIT (post-tax) divided by average capital.

Group Five-year Financial Summary

FIVE-YEAR FINANCIAL REVIEW

FY2014

The Group delivered a resilient performance against industry challenges and currency headwinds. Operating revenue was S\$16.85 billion, 7.3% lower than FY2013 with the Australian Dollar weakening 8% against the Singapore Dollar. In constant currency terms, revenue would have declined 2.3% with lower mobile revenue in Australia and a cautious business climate. EBITDA was

relatively stable at S\$5.16 billion but in constant currency terms increased 4.5% on an improved cost structure.

The associates' pre-tax contributions rose 4.5% to S\$2.20 billion and would have increased strongly by 13% excluding the currency translation impact. The regional mobile associates registered robust demand for mobile

data services, with earnings growth led by Airtel India.

Underlying net profit was stable at S\$3.61 billion and net profit including exceptional items grew 4.1% to S\$3.65 billion. In constant currency terms, underlying net profit and net profit would have increased 5.9% and 10% respectively from FY2013.

FY2013

The Group delivered resilient earnings amid significant industry changes while it continued to invest in transformational initiatives to drive long-term growth. Operating revenue was S\$18.18 billion, 3.4% lower than FY2012 due to lower mobile revenue in Australia. EBITDA was stable at S\$5.20 billion. In constant currency terms, revenue declined 2.1%

but EBITDA grew 1.0% on strong cost management.

The associates' pre-tax contributions grew 5.0% to S\$2.11 billion. Excluding the currency translation impact, the associates' pre-tax contributions would have increased strongly by 12%, underpinned by double-digit earnings growth from Telkomsel and AIS.

Underlying net profit was S\$3.61 billion, a decrease of 1.8% from FY2012. Excluding currency translation impact, underlying net profit rose 1.4%. Including net exceptional losses mainly from disposal of Warid Pakistan in FY2013, net profit declined 12% to S\$3.51 billion in FY2013.

FY2012

The Group's operating revenue grew 4.2% to S\$18.83 billion, underpinned by robust mobile growth in Singapore and 4% appreciation of the Australian Dollar. EBITDA rose 1.9% to S\$5.22 billion with lower customer acquisition costs in Australia partly offset by investments in mio TV content and higher mobile

acquisition and retention costs in Singapore.

The associates' pre-tax contributions declined 6.4% to S\$2.01 billion. Excluding currency translation impact, the associates' pre-tax contributions would have been stable, driven by strong profit growth from Telkomsel and AIS partially offset by Airtel's lower earnings.

Underlying net profit was S\$3.68 billion, 3.3% lower than FY2011. Including net exceptional gains and an exceptional net tax credit of S\$270 million on the increase in value of assets transferred to an associate, net profit grew 4.3% to S\$3.99 billion.

FY2011

The Group's operating revenue grew 7.1% to S\$18.07 billion, led by a robust mobile performance and a 3% strengthening of the Australian Dollar. EBITDA increased 5.6% to S\$5.12 billion with growth from Optus.

The associates' pre-tax contributions declined 11% to S\$2.14 billion. Both Telkomsel and Globe reported lower profits on increased competitive pressures. Airtel's earnings were impacted by higher depreciation and amortisation charges, and losses from

its newly acquired African operations in June 2010, as well as related acquisition financing and transaction costs.

Underlying net profit was S\$3.80 billion, a decrease of 2.8% from FY2010. Including net exceptional gains, net profit declined 2.1% to S\$3.83 billion.

FY2010

The Group's operating revenue grew strongly by 13% to S\$16.87 billion and EBITDA increased 9.4% to S\$4.85 billion, reflecting strong operational performance and an 8% appreciation of the Australian Dollar.

The associates' pre-tax contributions rose 18% to S\$2.41 billion. The growth was driven by strong turnaround in Telkomsel's operational performance and the associates' fair value gains on their foreign currency liabilities.

The Group's net profit grew 13% to S\$3.91 billion in FY2010.