

01 About SingTel

Singapore Telecommunications Limited (SingTel) is Asia's leading communications group providing a portfolio of services including voice and data solutions over fixed, wireless and Internet platforms as well as infocomm technology and pay TV. The Group has presence in Asia and Africa with 445 million mobile customers in 26 countries, including Bangladesh, India, Indonesia, Pakistan, the Philippines and Thailand. We also have a vast network of offices throughout Asia Pacific, Europe and the United States.

SingTel is listed on both the Singapore Exchange (SGX) and the Australian Securities Exchange (ASX).

We employ about 23,500 people worldwide, with about 13,500 employees in Singapore and 10,000 in Australia.

Overview of SingTel's Business Operations



SingTel's Singapore business*

- Market leader in Singapore
- Biggest mobile operator with 3.58 million customers and 45.9% market share
- Leading broadband operator with 545,000 customers and 45.3% market share
- Biggest fixed-line operator with **1.69 million** telephone lines, representing **83.8%** market share
- Fast-growing IPTV service provider with **368,000** customers
- Largest professional IT service provider in Singapore with 20% market share
- Leading satellite service provider with four satellite teleports

* As at 31 March 2012

SingTel's Financial Performance FY2012

For the full year ended 31 March 2012, the Group's revenue increased 4.2% to S\$18.83 billion and net profit increased 4.3% to S\$3.99 billion. The Group's free cash flow was S\$3.46 billion, which was 14% lower due to higher capital expenditure and special dividends received from AIS a year ago. Cash flows from the Singapore business was S\$1.17 billion.

Revenue from SingTel Singapore grew 2.3% to S\$6.6 billion. Our mobile services continued to be a key driver with revenue growth of 7.3% to S\$1.92 billion, driven by strong postpaid customer acquisitions. EBITDA was stable at S\$2.24 billion, reflecting investments in mio TV content and higher mobile customer connections. Net profit rose 19.4% to S\$1.57 billion after including the exceptional tax credit on transfer of assets to an associate.

For the full year, Optus saw a 0.9% increase in operating revenue to A\$9.37 billion while EBITDA grew 1.0% from revenue growth and prudent cost management. Net profit increased 1.5% to A\$787 million.

The Group's share of pre-tax ordinary profit from the regional mobile associates declined 6.2% to S\$1.9 billion on weaker regional currencies and higher fair value losses. The Group and our regional mobile associates continued to register strong customer growth and had 445 million mobile customers as at 31 March 2012, a 10.7% increase from a year ago.

SingTel has a strong track record of cash returns to shareholders. The ordinary dividends paid and proposed in respect of the financial year ended 31 March 2012 represent 68% of underlying net profit. Our total shareholder payout is S\$27 billion over the last 10 years or 76% of earnings over the same period.

Key financial highlights	Group (S\$m)	Growth (%)	Singapore (S\$m)	Growth (%)
Revenue	18,825	4.2	6,551	2.3
Retained earnings	24,434	(0.5)	N.A.	N.A.
Net profit	3,989	4.3	1,572	19.4
Operating costs (excluding staff costs)	11,397	4.7	3,474	3.1
Staff costs	2,313	5.3	985	9.3
Dividends to shareholders	2,518*	(38.7)**	N.A.	N.A.
Tax expense	978	(16.4)	(183)***	N.M.

* The final ordinary dividend in respect of the financial year ended 31 March 2012 totalling approximately S\$1.4 billion as proposed by the Directors are subject to approval at the Annual General Meeting in July 2012

** Due to a special dividend of approximately S\$1.6 billion in the previous year

*** Due to an exceptional tax credit of \$\$270 million on the increase in value of assets transferred to an associate

N.A. denotes Not Available, N.M. denotes Not Meaningful