

STRATEGIC REVIEW FOR FY2023/24

Strategic Reset:

Transformation Towards a Sustainable Future

SingPost is guided by our purpose – making every delivery count for people and planet. To that end, the Group is on a transformation journey to pivot to logistics while building on our pervasive postal capabilities locally and worldwide. The Group is also driving innovation and digitalisation to leverage our core competencies and advantages across our markets.



Over the past few years, SingPost had transitioned from a traditional postal organisation to a technology-driven international logistics enterprise, with significant revenue streams generated overseas.

This progressive development has yielded positive results for the Group and established a strong foundation for growth to capitalise on the burgeoning eCommerce growth worldwide as an international logistics enterprise. However, despite the growth of our business and operations, the share price failed to reflect SingPost's true value, prompting the need for strategic realignment.

Strategic Review to Unlock Shareholder Value

To navigate these challenges and unlock shareholder value, SingPost initiated a comprehensive strategic review to enhance shareholder returns and ensure the Group's valuation accurately reflected our intrinsic worth.

SingPost completed our strategic review and announced in March 2024 the clear pathways it will undertake to excel in the evolving logistics industry. By capitalising on its strengths, adopting new technological advancements, and making sustainability a priority, the Group will be in a solid position to lead as a technology-driven logistics enterprise, generating sustainable growth and value for its shareholders in the years to come.

Pathways for Growth

The strategic review culminated in the identification of five key thrusts that SingPost will undertake to drive growth and unlock value over the next three years:

1. Reorganisation of the Group

SingPost will reorganise into three distinct business units: Singapore, Australia, and International. This restructuring aims to empower each unit to operate independently in their respective markets, fostering agility and market leadership.

2. Strategic Management of Capital

Active capital management will be a priority, with a focus on optimising returns and recycling capital from non-core assets. This approach will support growth investments, debt reduction, and shareholder value enhancement.

3. Transforming Urban Logistics in Singapore

The Singapore business unit will focus on becoming the country's leading provider of delivery services, leveraging its postal network to capture the burgeoning eCommerce market. Efforts will be made to enhance service efficiency and sustainability.

4. Achieving Scale in Australia

In Australia, SingPost will capitalise on its hybrid logistics capabilities to strengthen its position among the top logistics companies. Strategic partnerships and M&A opportunities will be pursued to maximise value and establish an independent valuation benchmark.

5. Building Technology-Driven Excellence for Cross-Border Customers

The International business unit will prioritise serving cross-border eCommerce customers through innovative solutions like the ARRIV platform. Expansion of eCommerce hubs in key geographies will enhance supply chain connectivity and customer experience.

Progressing with Promise and Purpose

SingPost is committed to making every delivery count for people and planet. The Group is moving forward with promise and purpose, with a bright future ahead.

SingPost is well-positioned to lead the logistics industry with innovation, efficiencies, synergies, and sustainability. With every parcel delivered and every connection made, we are charting a course towards a future defined by growth, resilience, and shareholder value.