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Miscellaneous	
* Asterisks denote mandatory information	
Name of Announcer *	SINGAPORE POST LIMITED
Company Registration No.	199201623M
Announcement submitted on behalf of	SINGAPORE POST LIMITED
Announcement is submitted with respect to *	SINGAPORE POST LIMITED
Announcement is submitted by *	Leong Chee Sian (Ms)
Designation *	Company Secretary
Date & Time of Broadcast	29-Mar-2006 07:12:56
Announcement No.	00003

**>> Announcement Details**  
 The details of the announcement start here ...

Announcement Title \*

Description

**Attachments:**  [CSFB-PresentationSlides.pdf](#)  
 Total size = **235K**  
 (2048K size limit recommended)"/>

# Singapore Post Limited

## Company Presentation

29-31 March 2006

Credit Suisse Asian Investment Conference

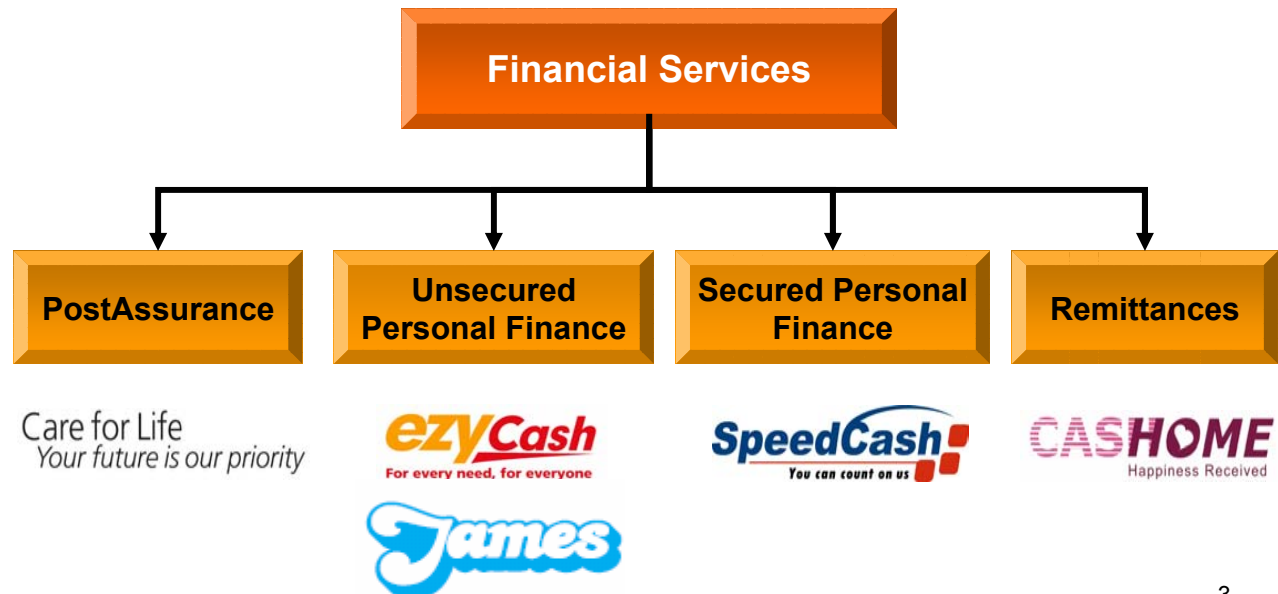
Hong Kong

# **Business Highlights**

# Business Activities Update

Initiatives	Launch date / Promotion period	
<b><i>Speedpost Express</i></b>	Soft launched December 05	<ul style="list-style-type: none"> <li>◆ New express courier service offering, with international delivery by DHL</li> <li>◆ Marketing to both retail and corporate customers</li> </ul>
<b>SingPost Mall – <i>vSHOP, vConcierge</i></b>	Soft launched December 05	<ul style="list-style-type: none"> <li>◆ Enhanced service offerings on <i>vPOST</i> with <i>vSHOP</i> (online shopping mall)</li> <li>◆ Tie-up with Comerxia, US-based website aggregator for <i>SHOP@USA</i>, with exclusivity for shipping to Asia Pacific region</li> </ul>
<b>Festive season promotions</b>	November – February 05	<ul style="list-style-type: none"> <li>◆ Retail product promotions during festive season (Christmas catalogue, Chinese New Year lucky draws)</li> <li>◆ Matching festive card and stamp set (Christmas and Chinese New Year cards)</li> </ul>
<b>“<i>Yours Always</i>” – SingPost first-ever TV drama</b>	21 Mar 06	<ul style="list-style-type: none"> <li>◆ “Below the line marketing” – TV viewers vote for story ending with purchase of limited edition MyStamps</li> </ul>

- ◆ Rollout of financial services at post offices on track
- ◆ Ministry of Law and Monetary Authority of Singapore reviewing money-lending regime
- ◆ Launch of new unsecured loan product – “James”
  - “B” market segment: working population earning more than S\$2,500 per month



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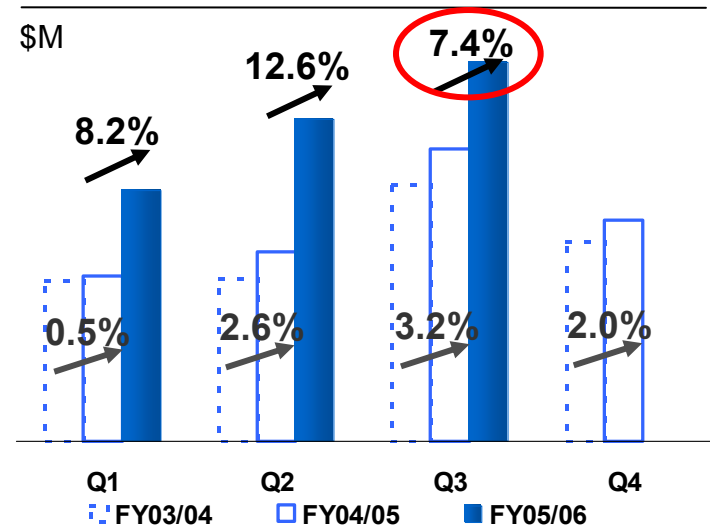
## **Q3 & 9-Month FY05/06 Financial Results Summary**

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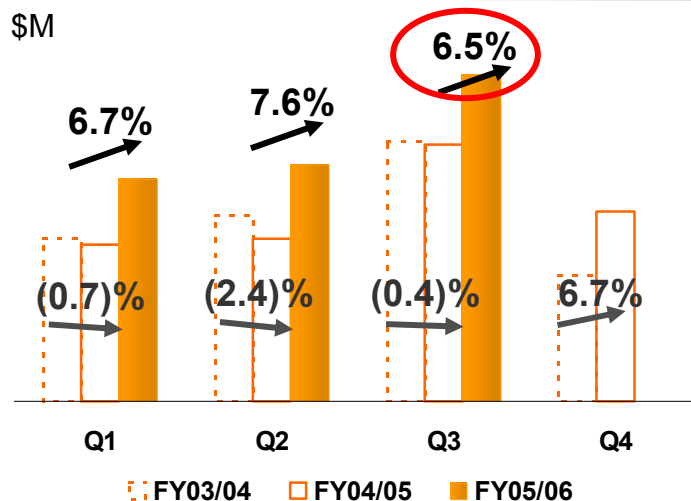
# Quarterly Performance Overview

- ◆ Firm growth in operating revenue sustained
- ◆ Strong underlying net profit growth, underpinned by improved business performance and operating leverage

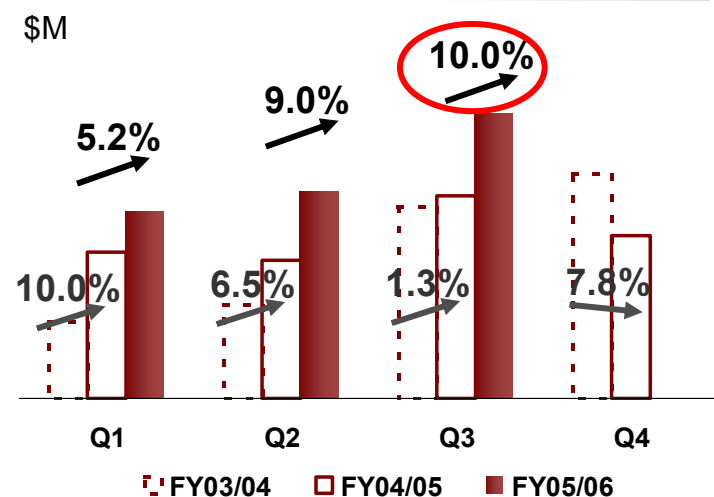
### Quarterly Operating Revenue



### Quarterly EBITDA\*



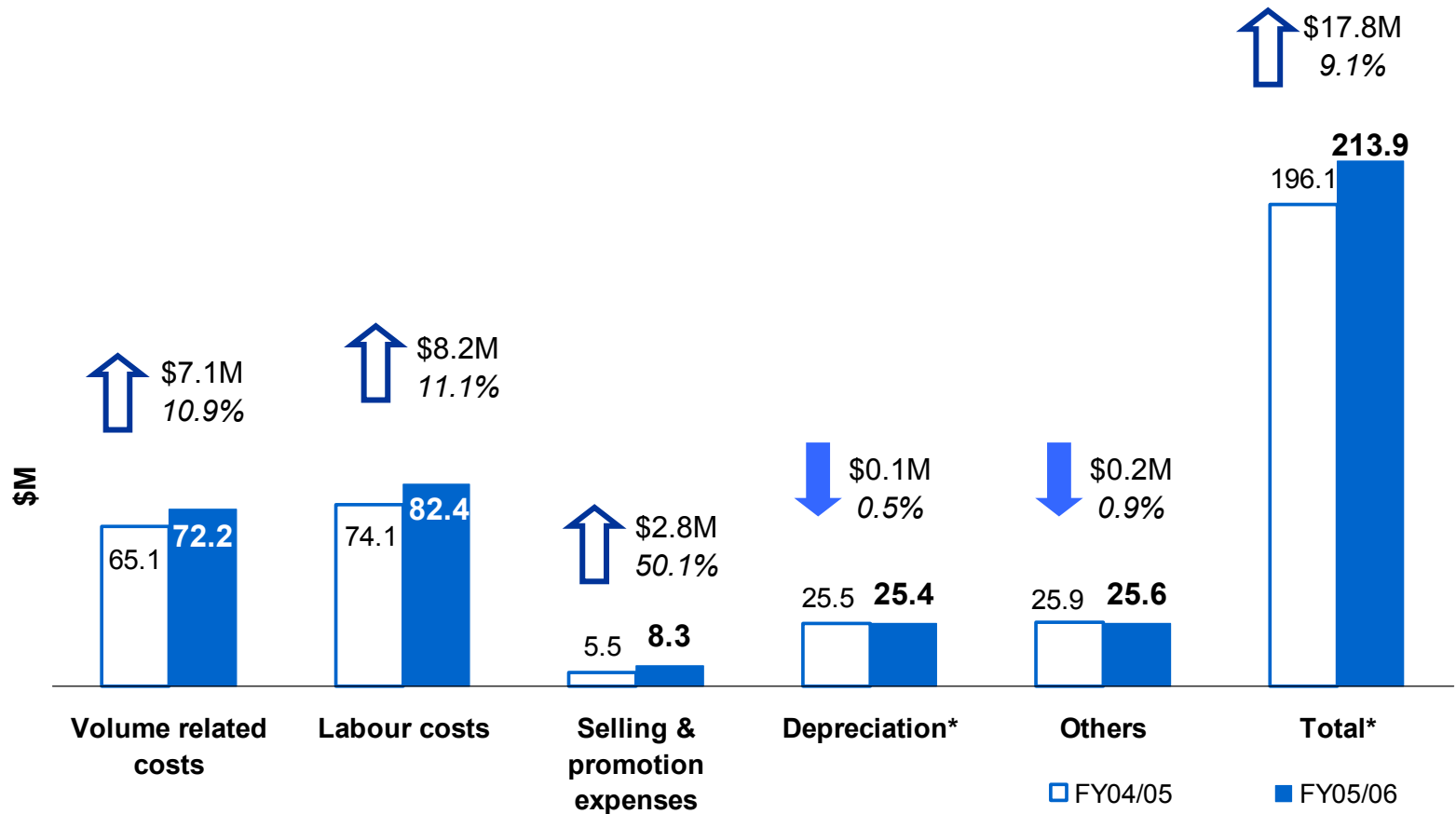
### Quarterly Net Profit\*



\* Excluding exceptional items and depreciation impact from change in assets' useful lives

# 9M FY05/06 Operating Expenses

◆ **Costs increased in tandem with business growth**



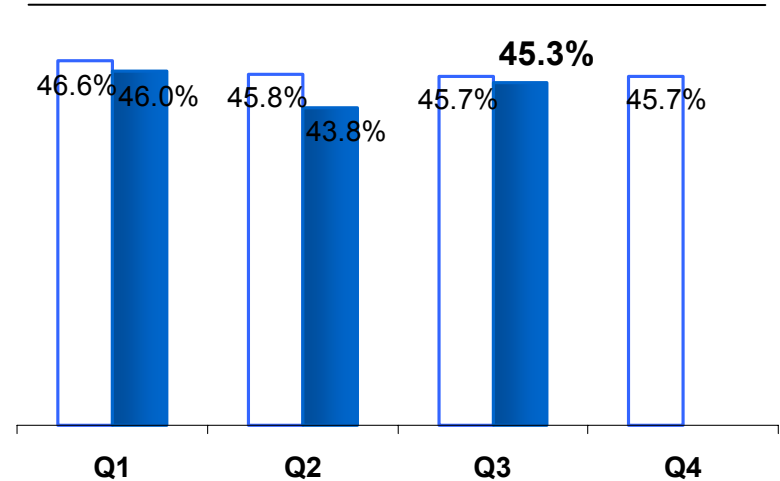
\* Excluding depreciation impact from change in assets' useful lives



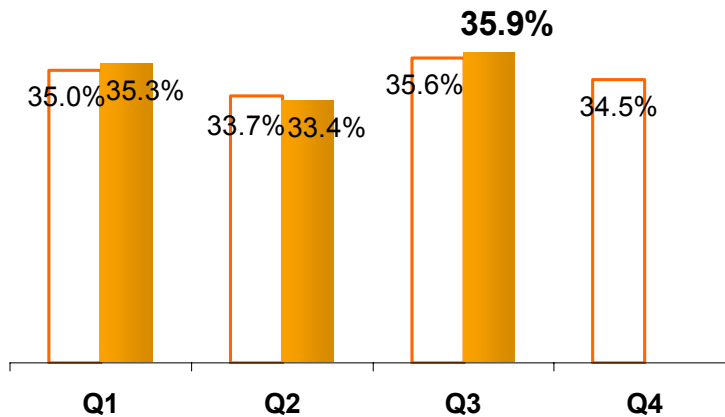
# Quarterly Profit Margins

◆ Underlying profit margins remain strong

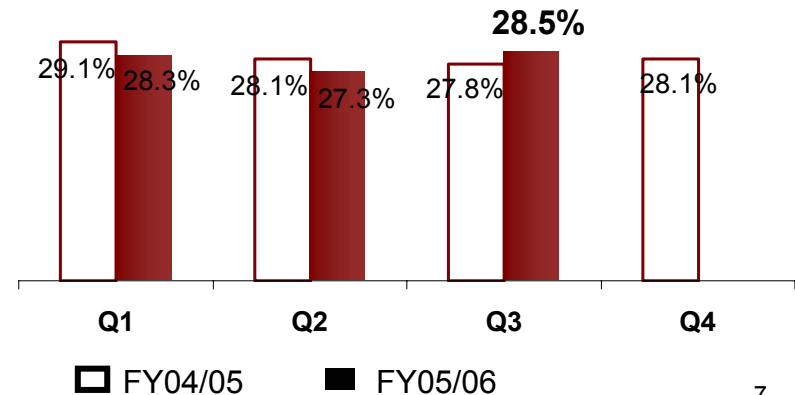
EBITDA Margins\*



Operating Profit Margins\*



Net Profit Margins\*



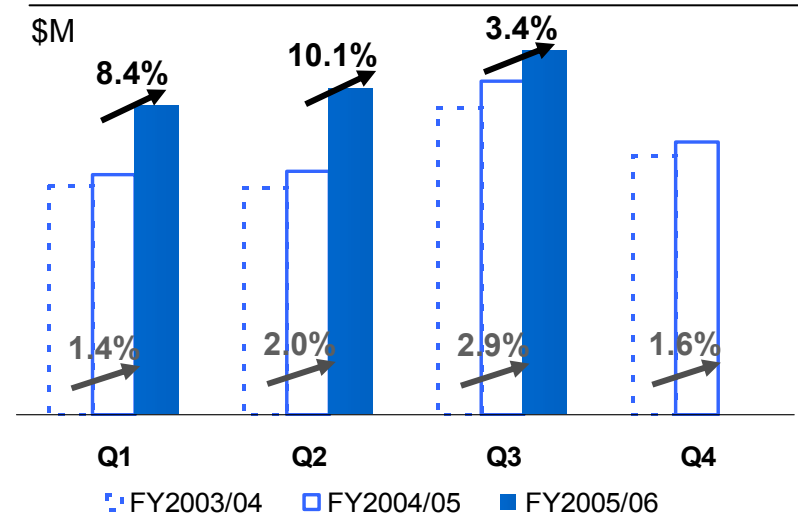
\* Excluding exceptional items and depreciation impact from change in assets' useful lives

# Mail – 9M FY05/06 Overview

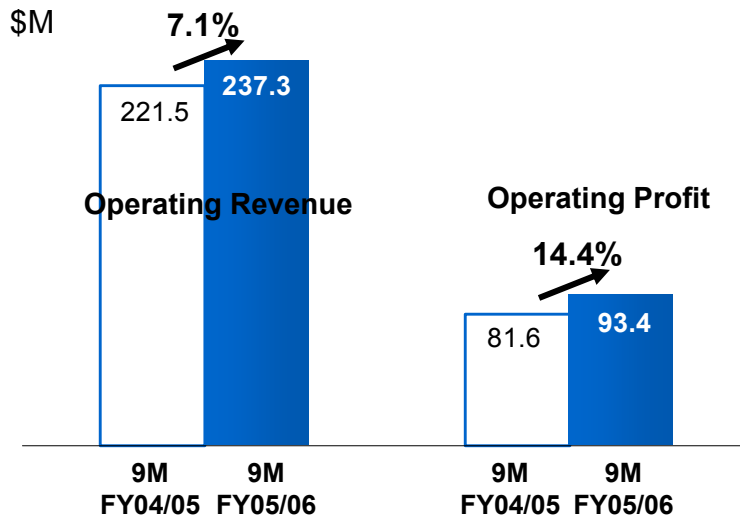


- ◆ Firm 7.1% increase in Mail revenue and double-digit operating profit growth of 14.4%
- ◆ Growth across business lines – domestic, international & hybrid

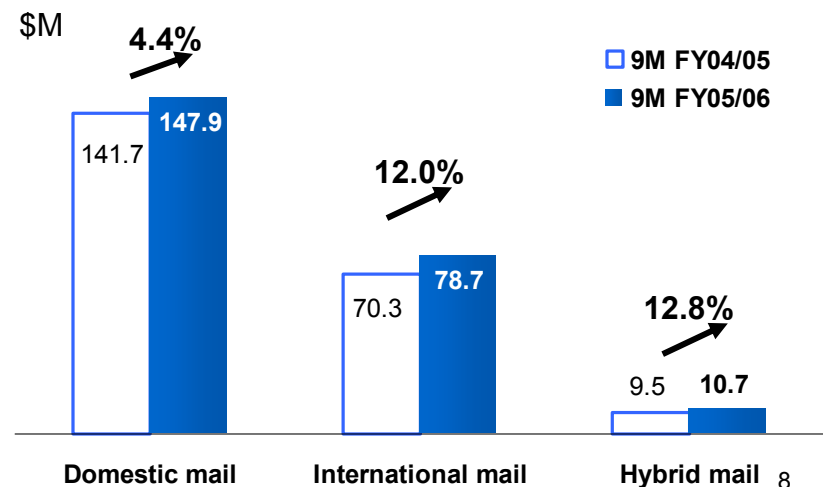
## Quarterly Revenue



## 9-Month Operating Revenue & Profit



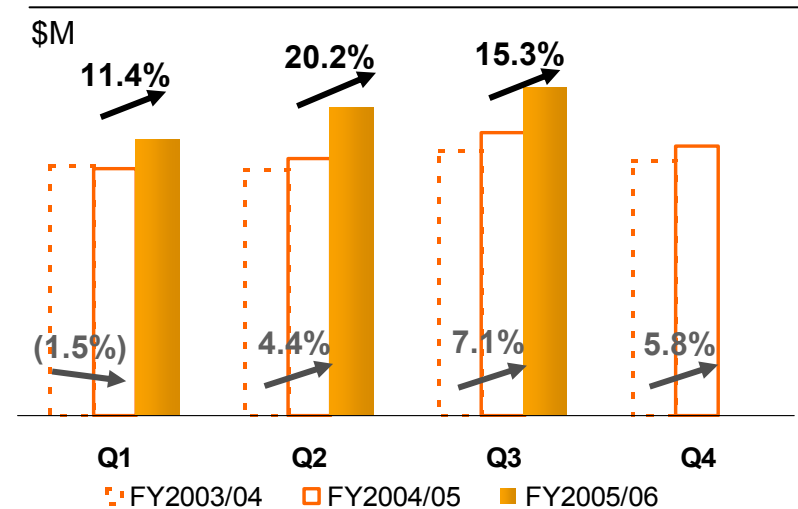
## 9-Month Revenue Breakdown



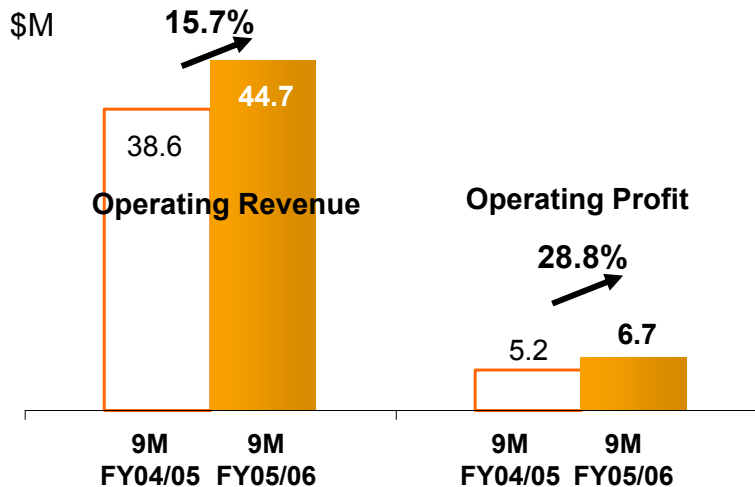
# Logistics – 9M FY05/06 Overview

- ◆ Double-digit growth in operating revenue and profit
- ◆ Boost from new clients, as well as fuel & security surcharge implemented in Dec 2004

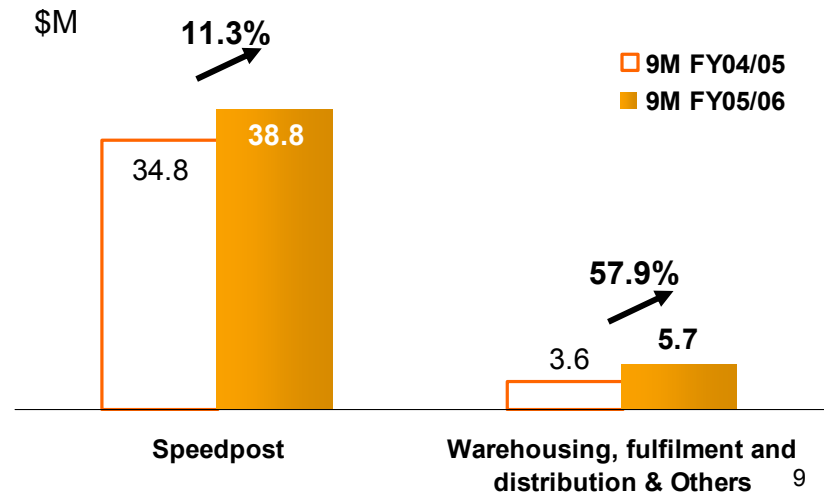
## Quarterly Revenue



## 9-Month Operating Revenue & Profit



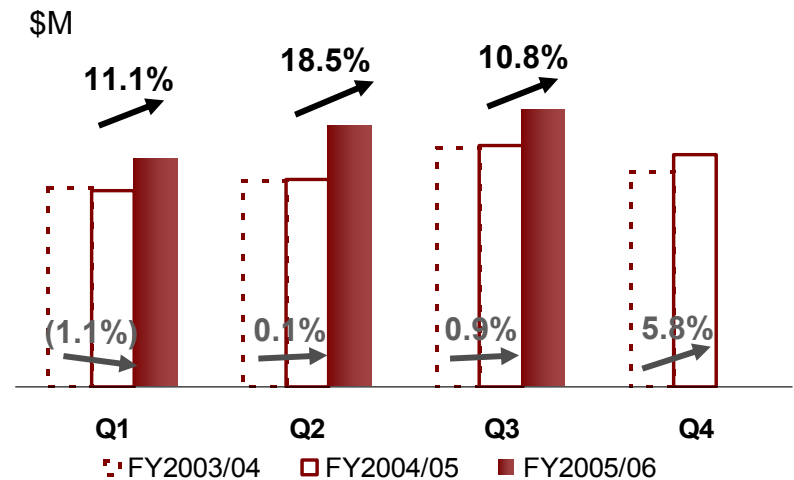
## 9-Month Revenue Breakdown



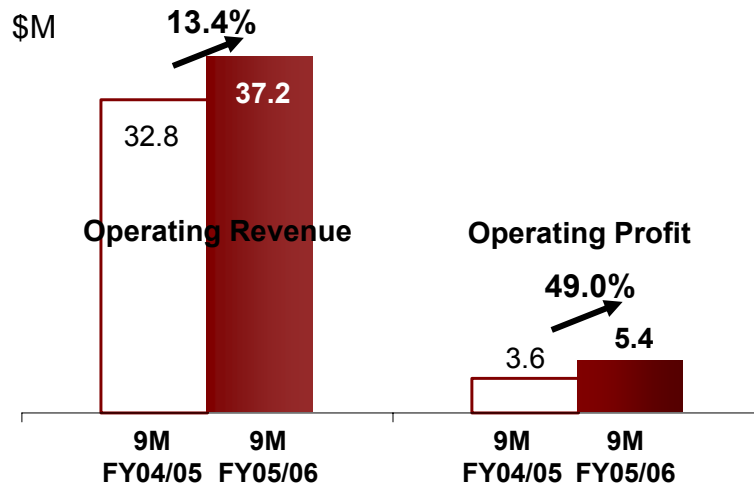
# Retail – 9M FY05/06 Overview

- ◆ Double-digit growth in Retail operating revenue and profit
- ◆ Financial services accounted for \$3.2m, or 72%, of Retail revenue growth

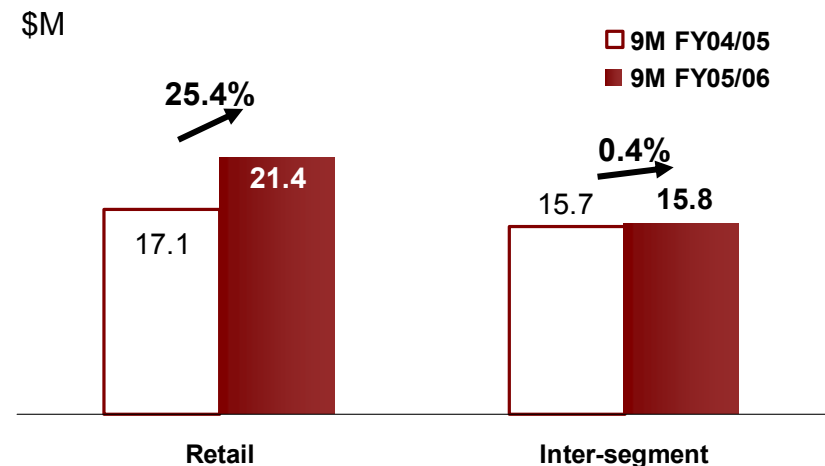
## Quarterly Revenue



## 9-Month Operating Revenue & Profit



## 9-Month Revenue Breakdown



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**Thank You**

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