Financial Statements and Related Announcement::Third Quarter Results

Issuer & Securities

Issuer/ Manager	SINGAPORE POST LIMITED
Securities	SINGAPORE POST LIMITED - SG1N89910219 - S08
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Announcement Details

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Additional Details

For Financial Period Ended	31/12/2016

Attachments	SGXNET-Q3FY201617.pdf ResultsPresentationQ3FY201617.pdf Press Release.pdf Total size =2357K

SINGAPORE POST LIMITED
AND ITS SUBSIDIARIES

(Registration number: 199201623M)

SGXNET ANNOUNCEMENT
UNAUDITED RESULTS FOR THE
THIRD QUARTER AND NINE MONTHS
ENDED 31 DECEMBER 2016

PART I INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2 & Q3), HALF YEAR AND FULL YEAR RESULTS

(1)(a)(i) Statement of comprehensive income for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Consolidated Income Statement

	FY2016/17 Q3 S$'000	FY2015/16 Q3 S$'000	Variance %	**FY2016/17 9M S$'000**	FY2015/16 9M S$'000	Variance %
Revenue	**369,388**	316,184	16.8%	**1,024,493**	833,963	22.8%
Other income and gains / (losses) (net)						
- Rental and property-related income	**9,123**	9,253	(1.4%)	**27,767**	29,887	(7.1%)
- Miscellaneous	**(1,812)**	3,018	N.M.	**7,341**	46,168	(84.1%)
Labour and related expenses	**(88,357)**	(73,985)	19.4%	**(260,989)**	(220,828)	18.2%
Volume-related expenses[1]	**(196,203)**	(151,876)	29.2%	**(519,043)**	(375,740)	38.1%
Administrative and other expenses	**(37,656)**	(33,657)	11.9%	**(108,358)**	(102,471)	5.7%
Depreciation and amortisation	**(12,891)**	(10,203)	26.3%	**(35,022)**	(23,347)	50.0%
Selling expenses	**(3,499)**	(3,150)	11.1%	**(9,094)**	(7,066)	28.7%
Finance expenses	**1,653**	(393)	N.M.	**(296)**	(7,610)	(96.1%)
Total expenses	**(336,953)**	(273,264)	23.3%	**(932,802)**	(737,062)	26.6%
Share of (loss) / profit of associated companies and joint ventures	**(208)**	242	N.M.	**704**	3,612	(80.5%)
Profit before income tax	**39,538**	55,433	(28.7%)	**127,503**	176,568	(27.8%)
Income tax expense	**(8,490)**	(10,769)	(21.2%)	**(26,999)**	(30,385)	(11.1%)
Total profit	**31,048**	44,664	(30.5%)	**100,504**	146,183	(31.2%)
Net profit attributable to:						
Equity holders of the Company	**31,354**	43,504	(27.9%)	**98,649**	143,531	(31.3%)
Non-controlling interests	**(306)**	1,160	N.M.	**1,855**	2,652	(30.1%)
Operating Profit [2]	**37,296**	54,599	(31.7%)	**124,808**	176,794	(29.4%)
Underlying Net Profit [3]	**31,411**	43,947	(28.5%)	**94,244**	121,772	(22.6%)

Earnings per share for profit attributable to the equity holders of the Company during the period / year: [4]				
- Basic	**1.28 cents**	1.84 cents	**4.04 cents**	6.15 cents
- Diluted	**1.28 cents**	1.84 cents	**4.04 cents**	6.12 cents

Notes
1 Volume-related expenses comprise mainly of traffic expenses and cost of sales.
2 Operating profit for the purposes of paragraph 8 "Review of the performance of the Group" is defined as profit before interest, tax and share of profit or loss of associated companies and joint ventures.
3 Underlying net profit is defined as profit after tax and non-controlling interests, before one-off items such as gains and losses on sale of investments, property, plant and equipment and M & A related professional fees.
4 Earnings per share were calculated based on net profit attributable to equity holders of the Company less distribution attributable to perpetual securities holders, divided by the weighted average number of ordinary shares outstanding (excluding treasury shares).

N.M. Not meaningful.

Consolidated Statement of Comprehensive Income

	FY2016/17 Q3 S$'000	FY2015/16 Q3 S$'000	Variance %	**FY2016/17 9M S$'000**	FY2015/16 9M S$'000	Variance %
Total profit	**31,048**	44,664	(30.5%)	**100,504**	146,183	(31.2%)
Other comprehensive income / (loss) (net of tax):						
Items that may be reclassified subsequently to profit or loss:						
Available for sale financial assets - fair value losses	**(33)**	(79)	(58.2%)	**(26)**	(697)	(96.3%)
Currency translation differences arising from consolidation						
- Gains	**20,375**	5,342	281.4%	**19,609**	1,330	@
- Transfers to profit & loss arising from disposals of subsidiaries and associates	**-**	-	-	**(332)**	(2,026)	(83.6%)
Other comprehensive income / (loss) for the period (net of tax)	**20,342**	5,263	286.5%	**19,251**	(1,393)	N.M.
Total comprehensive income for the period*	**51,390**	49,927	2.9%	**119,755**	144,790	(17.3%)
Total comprehensive income attributable to:						
Equity holders of the Company	**51,452**	46,792	10.0%	**118,859**	139,342	(14.7%)
Non-controlling interests	**(62)**	3,135	N.M.	**896**	5,448	(83.6%)
	51,390	49,927	2.9%	**119,755**	144,790	(17.3%)

* As shown in the Statement of changes in equity on pages 8 and 9.

Underlying Net Profit Reconciliation Table

	FY2016/17 Q3 S$'000	FY2015/16 Q3 S$'000	Variance %	**FY2016/17 9M S$'000**	FY2015/16 9M S$'000	Variance %
Profit attributable to equity holders of the Company	**31,354**	43,504	(27.9%)	**98,649**	143,531	(31.3%)
Loss / (gain) on disposal of property, plant and equipment	**42**	141	(70.2%)	**(4)**	(1,166)	(99.7%)
Gain on sale of investments	**-**	-	-	**-**	(32,943)	N.M.
Gain on dilution of interest in an associated company	**-**	-	-	**(4,892)**	-	N.M.
M & A related professional fees	**15**	302	(95.0%)	**491**	12,350	(96.0%)
Underlying Net Profit	**31,411**	43,947	(28.5%)	**94,244**	121,772	(22.6%)

N.M. Not meaningful.
@ Denotes variance exceeding 300%.

(1)(a)(ii) The following items have been included in arriving at profit before income tax:

	FY2016/17 Q3 S$'000	FY2015/16 Q3 S$'000	Variance %	**FY2016/17 9M S$'000**	FY2015/16 9M S$'000	Variance %
Other operating income and interest income#	**7,311**	12,271	(40.4%)	**35,108**	76,055	(53.8%)
Interest on borrowings	**2,348**	2,194	7.0%	**6,510**	5,632	15.6%
Depreciation and amortisation	**13,005**	10,555	23.2%	**35,416**	24,401	45.1%
Allowance for doubtful debts and bad debts (written back) / written off	**(33)**	124	N.M.	**(244)**	510	N.M.
Foreign exchange gains – net	**86**	3,539	(97.6%)	**2,395**	3,841	(37.6%)
(Loss) / gains on sale / dilution gain of investments, property, plant and equipment	**(42)**	**(141)**	(70.2%)	**5,240**	**34,510**	(84.8%)
Stock obsolescence	**81**	-	N.M.	**141**	-	N.M.

Including one-off gains and losses on sale of investments, property, plant and equipment.
N.M. Not meaningful.
@ Denotes variance exceeding 300%.

(1)(b)(i) Statement of financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

	The Group		The Company	
	Dec-16	Mar-16	**Dec-16**	Mar-16
	S$'000	S$'000	**S$'000**	S$'000
ASSETS				
Current assets				
Cash and cash equivalents	**229,054**	126,640	**93,616**	49,626
Financial assets	**3,830**	8,127	**3,483**	7,780
Trade and other receivables	**228,140**	210,287	**190,840**	194,719
Derivative financial instruments	**498**	846	**547**	846
Inventories	**4,439**	4,499	**204**	367
Other current assets	**17,264**	17,206	**5,479**	4,915
	483,225	367,605	**294,169**	258,253
Non-current assets				
Financial assets	**38,050**	38,083	**37,791**	37,832
Trade and other receivables	**7,051**	5,351	**600,707**	563,193
Investments in associated companies and joint ventures	**151,300**	146,401	**14,348**	14,348
Investments in subsidiaries	**-**	-	**357,779**	356,229
Investment properties	**816,611**	745,844	**832,580**	760,842
Property, plant and equipment	**569,151**	517,376	**237,091**	241,943
Intangible assets	**604,307**	583,193	**227**	227
Deferred income tax assets	**5,114**	5,544	**-**	-
Other non-current asset	**4,872**	6,408	**-**	-
	2,196,456	2,048,200	**2,080,523**	1,974,614
Total assets	**2,679,681**	2,415,805	**2,374,692**	2,232,867
LIABILITIES				
Current liabilities				
Trade and other payables	**424,871**	385,712	**275,431**	274,432
Current income tax liabilities	**31,808**	35,918	**26,974**	29,950
Deferred income [1]	**7,380**	7,268	**7,380**	7,268
Derivative financial instruments	**2,901**	801	**2,901**	759
Borrowings	**198,533**	71,090	**179,182**	33,000
	665,493	500,789	**491,868**	345,409
Non-current liabilities				
Trade and other payables	**29,981**	30,190	**-**	-
Borrowings	**216,362**	209,182	**202,496**	203,044
Deferred income [1]	**51,355**	56,785	**51,355**	56,785
Deferred income tax liabilities	**58,540**	57,356	**20,549**	19,199
	356,238	353,513	274,400	279,028
Total liabilities	**1,021,731**	854,302	**766,268**	624,437
NET ASSETS	**1,657,950**	1,561,503	**1,608,424**	1,608,430
EQUITY				
Capital and reserves attributable to the Company's equity holders				
Share capital	**452,679**	448,775	**452,679**	448,775
Treasury shares	**(1,227)**	(2,116)	**(1,227)**	(2,116)
Other reserves	**68,743**	7,258	**36,338**	34,713
Retained earnings	**723,718**	749,647	**770,100**	780,232
Ordinary equity	**1,243,913**	1,203,564	**1,257,890**	1,261,604
Perpetual securities [2]	**350,534**	346,826	**350,534**	346,826
	1,594,447	1,550,390	**1,608,424**	1,608,430
Non-controlling interests	**63,503**	11,113	**-**	-
Total equity	**1,657,950**	1,561,503	**1,608,424**	1,608,430

Notes

1 Mainly relates to the postassurance collaboration with AXA Life Insurance Singapore Private Limited.

2 Perpetual securities amounting to S$350 million were issued by the Company on 2 March 2012. The perpetual securities are cumulative and distributions are at the option of the Company, subject to terms and conditions of the securities issue. Based on accounting rules in FRS32 "Financial Instruments: Disclosure and Presentation", the perpetual securities are presented within equity.

(1)(b)(ii) In relation to the aggregate amount of the group's borrowings and debt securities.

	Dec-16	Mar-16
	S$'000	S$'000
Amount repayable in one year or less, or on demand		
- Borrowings (secured)	**2,351**	11,667
- Borrowings (unsecured)	**196,182**	59,423
Amount repayable after one year:		
- Borrowings (secured)	**13,866**	6,138
- Borrowings (unsecured)	**202,496**	203,044
	414,895	280,272

The Group's unsecured borrowings comprised mainly S$200 million 10-year Fixed Rate Notes issued in March 2010. The Fixed Rate Notes is listed on the SGX-ST and carry a fixed interest rate of 3.5% per annum.

Details of any collateral.

Secured borrowings comprised bank loans and are secured over investment properties, or guaranteed by a director of a subsidiary with non-controlling interests.

(1)(c) Statement of cash flows (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

	The Group			
	FY2016/17 Q3 S$'000	FY2015/16 Q3 S$'000	**FY2016/17 9M S$'000**	FY2015/16 9M S$'000
Cash flows from operating activities				
Total profit	**31,048**	44,664	**100,504**	146,183
Adjustments for:				
Income tax expense	**8,490**	10,769	**26,999**	30,385
Amortisation of deferred income	**(2,264)**	(1,826)	**(5,905)**	(5,599)
Amortisation of intangible assets	**1,775**	1,751	**3,885**	2,453
Depreciation	**11,230**	8,804	**31,531**	21,948
Gains on sale of investments, property, plant and equipment	**42**	141	**(5,240)**	(34,510)
Share-based staff costs	**869**	708	**2,782**	3,179
Interest expense	**2,348**	2,194	**6,510**	5,632
Interest income	**(797)**	(986)	**(2,287)**	(3,772)
Share of loss / (profit) of associated companies and joint ventures	**208**	(242)	**(704)**	(3,612)
	21,901	21,313	**57,571**	16,104
Operating cash flow before working capital changes	**52,949**	65,977	**158,075**	162,287
Changes in working capital, net of effects from acquisition and disposal of subsidiaries				
Inventories	**454**	239	**60**	17
Trade and other receivables	**(40,747)**	(28,377)	**(19,828)**	(43,710)
Trade and other payables	**53,074**	26,241	**43,742**	(16,969)
Cash generated from operations	**65,730**	64,080	**182,049**	101,625
Income tax paid	**(13,138)**	(14,061)	**(29,572)**	(29,668)
Net cash provided by operating activities	**52,592**	50,019	**152,477**	71,957
Cash flows from investing activities				
Additions to intangible assets	**(4,484)**	-	**(5,270)**	-
Acquisition of subsidiaries, net of cash acquired	**-**	(233,139)	**-**	(256,434)
Additions to property, plant and equipment and Investment properties	**(47,973)**	(59,219)	**(158,836)**	(229,931)
Contingent consideration paid in relation to acquisition of a subsidiary	**-**	-	**(528)**	-
Disposal of a subsidiary, net of cash disposed of	**-**	-	**(1,568)**	50,962
Dividends received from associated company	**-**	-	**1,660**	1,208
Proceeds from partial divestment of a subsidiary	**85,927**	-	**85,927**	-
Investment in associated companies	**-**	14	**-**	(13,261)
Interest received	**453**	1,099	**1,947**	4,103
Loan to an associated company	**-**	-	**(1,521)**	(1,360)
Secured loan to a shareholder of an associated company	**-**	-	**-**	(10,881)
Payment relating to purchase of a business	**-**	-	**-**	(250)
Proceeds from disposal of property, plant and equipment	**140**	44	**1,894**	1,539
Proceeds on maturity of financial assets	**-**	2,250	**4,250**	17,250
Purchase of financial assets	**-**	-	**-**	(28,321)
Repayment of loans by associated companies	**135**	138	**6,605**	1,436
Net cash provided by / (used in) investing activities	**34,198**	(288,813)	**(65,440)**	(463,940)
Cash flows from financing activities				
Distribution paid to perpetual securities	**-**	-	**(7,499)**	(7,499)
Dividends paid to shareholders	**(21,648)**	(32,375)	**(108,180)**	(134,576)
Interest paid	**(2,531)**	(288)	**(7,122)**	(4,326)
Proceeds from issuance of ordinary shares	**391**	8,020	**3,662**	15,854
Proceeds from bank loan	**220,514**	250,413	**522,031**	253,113
Repayment of bank term loan	**(212,476)**	(128,518)	**(387,515)**	(129,660)
Net cash (used in)/provided by financing activities	**(15,750)**	97,252	**15,377**	(7,094)
Net increase/(decrease) in cash and cash equivalents	**71,040**	(141,542)	**102,414**	(399,077)
Cash and cash equivalents at beginning of financial period	**158,014**	326,605	**126,640**	584,140
Cash and cash equivalents at end of financial period	**229,054**	185,063	**229,054**	185,063

Significant non-cash transactions

In the current financial period, contingent consideration amounting to S$2,060,000 (9M FY2015/16: NIL) in relation to the acquisition of subsidiaries in prior financial years was settled by way of offset against escrow deposits for the acquisition of those subsidiaries.

(1)(d)(i) Statement of changes in equity (for the issuer and group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

The Group – Q3

	Attributable to ordinary shareholders of the Company							Non-	
	Share capital	Treasury shares	Retained earnings	Other reserves	Total	Perpetual securities	Total	controlling interests	Total equity
	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000
Balance at 1 October 2016	**452,259**	**(1,227)**	**722,952**	**8,181**	**1,182,165**	**346,785**	**1,528,950**	**12,071**	**1,541,021**
Partial divestment of subsidiary	**-**	**-**	**(5,191)**	**39,624**	**34,433**	**-**	**34,433**	**51,494**	**85,927**
Dividends	**-**	**-**	**(21,648)**	**-**	**(21,648)**	**-**	**(21,648)**	**-**	**(21,648)**
Total comprehensive income / (loss) for the period	**-**	**-**	**27,605**	**20,098**	**47,703**	**3,749**	**51,452**	**(62)**	**51,390**
	452,259	**(1,227)**	**723,718**	**67,903**	**1,242,653**	**350,534**	**1,593,187**	**63,503**	**1,656,690**
Employee share option scheme:									
- Value of employee services	**-**	**-**	**-**	**869**	**869**	**-**	**869**	**-**	**869**
- New shares issued	**420**	**-**	**-**	**(29)**	**391**	**-**	**391**	**-**	**391**
Balance at 31 December 2016	**452,679**	**(1,227)**	**723,718**	**68,743**	**1,243,913**	**350,534**	**1,594,447**	**63,503**	**1,657,950**
Balance at 1 October 2015	438,440	(2,203)	673,005	1,190	1,110,432	346,785	1,457,217	5,988	1,463,205
Dividends	-	-	(32,375)	-	(32,375)	-	(32,375)	-	(32,375)
Total comprehensive income for the period	-	-	39,754	3,288	43,042	3,750	46,792	3,135	49,927
	438,440	(2,203)	680,384	4,478	1,121,099	350,535	1,471,634	9,123	1,480,757
Employee share option scheme:									
- Value of employee services	-	-	-	708	708	-	708	-	708
- New shares issued	8,703	-	-	(683)	8,020	-	8,020	-	8,020
- Treasury shares re-issued	-	87	-	(87)	-	-	-	-	-
Balance at 31 December 2015	**447,143**	**(2,116)**	**680,384**	**4,416**	**1,129,827**	**350,535**	**1,480,362**	**9,123**	**1,489,485**

The Group – 9M

	Attributable to ordinary shareholders of the Company								
	Share capital	Treasury shares	Retained earnings	Other reserves	Total	Perpetual securities	Total	Non-controlling interests	Total equity
	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000
Balance at 1 April 2016	**448,775**	**(2,116)**	**749,647**	**7,258**	**1,203,564**	**346,826**	**1,550,390**	**11,113**	**1,561,503**
Partial divestment of a subsidiary	**-**	**-**	**(5,191)**	**39,624**	**34,433**	**-**	**34,433**	**51,494**	**85,927**
Distribution paid on perpetual securities	**-**	**-**	**-**	**-**	**-**	**(7,499)**	**(7,499)**	**-**	**(7,499)**
Dividends	**-**	**-**	**(108,180)**	**-**	**(108,180)**	**-**	**(108,180)**	**-**	**(108,180)**
Total comprehensive income for the year	**-**	**-**	**87,442**	**20,210**	**107,652**	**11,207**	**118,859**	**896**	**119,755**
	448,775	**(2,116)**	**723,718**	**67,092**	**1,237,469**	**350,534**	**1,588,003**	**63,503**	**1,651,506**
Employee share option scheme:									
- Value of employee services	**-**	**-**	**-**	**2,782**	**2,782**	**-**	**2,782**	**-**	**2,782**
- New shares issued	**3,904**	**-**	**-**	**(242)**	**3,662**	**-**	**3,662**	**-**	**3,662**
- Treasury shares re-issued	**-**	**889**	**-**	**(889)**	**-**	**-**	**-**	**-**	**-**
Balance at 31 December 2016	**452,679**	**(1,227)**	**723,718**	**68,743**	**1,243,913**	**350,534**	**1,594,447**	**63,503**	**1,657,950**
Balance at 1 April 2015	429,980	(2,831)	682,639	7,448	1,117,236	346,826	1,464,062	3,675	1,467,737
Reclass to capital reserve	-	-	(2)	2	-	-	-	-	-
Distribution paid on perpetual securities	-	-	-	-	-	(7,499)	(7,499)	-	(7,499)
Dividends	-	-	(134,576)	-	(134,576)	-	(134,576)	-	(134,576)
Total comprehensive income / (loss) for the year	-	-	132,323	(4,189)	128,134	11,208	139,342	5,448	144,790
	429,980	(2,831)	680,384	3,261	1,110,794	350,535	1,461,329	9,123	1,470,452
Employee share option scheme:									
- Value of employee services	-	-	-	3,179	3,179	-	3,179	-	3,179
- New shares issued	17,163	-	-	(1,309)	15,854	-	15,854	-	15,854
- Treasury shares re-issued	-	715	-	(715)	-	-	-	-	-
Balance at 31 December 2015	447,143	(2,116)	680,384	4,416	1,129,827	350,535	1,480,362	9,123	1,489,485

The Company – Q3

	Attributable to ordinary shareholders of the Company						
	Share capital S$'000	Treasury shares S$'000	Retained earnings S$'000	Other reserves S$'000	Total S$'000	Perpetual securities S$'000	Total S$'000
Balance at 1 October 2016	**452,259**	**(1,227)**	**758,605**	**35,531**	**1,245,168**	**346,785**	**1,591,953**
Dividends	**-**	**-**	**(21,648)**	**-**	**(21,648)**	**-**	**(21,648)**
Total comprehensive income / (loss) for the period	**-**	**-**	**33,143**	**(33)**	**33,110**	**3,749**	**36,859**
	452,259	**(1,227)**	**770,100**	**35,498**	**1,256,630**	**350,534**	**1,607,164**
Employee share option scheme:							
- Value of employee services	**-**	**-**	**-**	**869**	**869**	**-**	**869**
- New shares issued	**420**	**-**	**-**	**(29)**	**391**	**-**	**391**
Balance at 31 December 2016	**452,679**	**(1,227)**	**770,100**	**36,338**	**1,257,890**	**350,534**	**1,608,424**
Balance at 1 October 2015	438,440	(2,203)	707,365	6,401	1,150,003	346,785	1,496,788
Dividends	-	-	(32,375)	-	(32,375)	-	(32,375)
Total comprehensive income / (loss) for the period	-	-	40,515	(79)	40,436	3,750	44,186
	438,440	(2,203)	715,505	6,322	1,158,064	350,535	1,508,599
Employee share option scheme:							
- Value of employee services	-	-	-	708	708	-	708
- New shares issued	8,703	-	-	(683)	8,020	-	8,020
- Treasury shares re-issued	-	87	-	(87)	-	-	-
Balance at 31 December 2015	447,143	(2,116)	715,505	6,260	1,166,792	350,535	1,517,327

The Company – 9M

	Attributable to ordinary shareholders of the Company						
	Share capital	Treasury shares	Retained earnings	Other reserves	Total	Perpetual securities	Total
	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000	S$'000
Balance at 1 April 2016	**448,775**	**(2,116)**	**780,232**	**34,713**	**1,261,604**	**346,826**	**1,608,430**
Distribution paid on perpetual securities	**-**	**-**	**-**	**-**	**-**	**(7,499)**	**(7,499)**
Dividends	**-**	**-**	**(108,180)**	**-**	**(108,180)**	**-**	**(108,180)**
Total comprehensive income / (loss) for the period	**-**	**-**	**98,048**	**(26)**	**98,022**	**11,207**	**109,229**
	448,775	**(2,116)**	**770,100**	**34,687**	**1,251,446**	**350,534**	**1,601,980**
Employee share option scheme:							
- Value of employee services	**-**	**-**	**-**	**2,782**	**2,782**	**-**	**2,782**
- New shares issued	**3,904**	**-**	**-**	**(242)**	**3,662**	**-**	**3,662**
- Treasury shares re-issued	**-**	**889**	**-**	**(889)**	**-**	**-**	**-**
Balance at 31 December 2016	**452,679**	**(1,227)**	**770,100**	**36,338**	**1,257,890**	**350,534**	**1,608,424**
Balance at 1 April 2015	429,980	(2,831)	688,597	5,802	1,121,548	346,826	1,468,374
Distribution paid on perpetual securities	-	-	-	-	-	(7,499)	(7,499)
Dividends	-	-	(134,576)	-	(134,576)	-	(134,576)
Total comprehensive income / (loss) for the period	-	-	161,484	(697)	160,787	11,208	171,995
	429,980	(2,831)	715,505	5,105	1,147,759	350,535	1,498,294
Employee share option scheme:							
- Value of employee services	-	-	-	3,179	3,179	-	3,179
- New shares issued	17,163	-	-	(1,309)	15,854	-	15,854
- Treasury shares re-issued	-	715	-	(715)	-	-	-
Balance at 31 December 2015	447,143	(2,116)	715,505	6,260	1,166,792	350,535	1,517,327

(1)(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

During the 3rd quarter ended 31 December 2016, the Company issued 327,000 ordinary shares at prices ranging from S$1.07 to S$1.45 upon the exercise of options granted under the Singapore Post Share Option Scheme.

As at 31 December 2016, there were unexercised options for 26,428,000 (31 December 2015: 48,215,000) unissued ordinary shares under the Singapore Post Share Option Scheme (including Performance Option Plan but excluding Restricted Share Plan) and unvested shares for 2,800,421 (31 December 2015: 1,650,832) unissued ordinary shares under the Restricted Share Plan.

As at 31 December 2016, the Company held 1,181,409 treasury shares (31 December 2015: 2,045,709).

(1)(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.

As at 31 December 2016, total issued shares excluding treasury shares were 2,164,894,209 (31 March 2016: 2,160,955,909).

(1)(d)(iv) A statement showing all sales, transfers, disposal, cancellation and / or use of treasury shares as at end of the current financial period reported on.

During the third quarter ended 31 December 2016, no treasury share was re-issued.

(2) Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice.

The figures have not been audited nor reviewed.

(3) Where figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter).

Not applicable.

(4) Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

Except as disclosed under paragraph 5 below, the Group has applied the same accounting policies and methods of computation in the financial statements for the current reporting period compared with the audited financial statements for the financial year ended 31 March 2016.

(5) If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

On 1 April 2016, the Group adopted the new or amended FRS and Interpretations to FRS ("INT FRS") that are mandatory for application from that date. Changes to the Group's accounting policies have been made as required, in accordance with the transitional provisions in the respective FRS and INT FRS.

The adoption of these new or amended FRS and INT FRS did not result in substantial changes to the Group's and Company's accounting policies and had no material effect on the amounts reported for the current or prior financial years.

(6) Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends.

	The Group			
	FY2016/17 Q3	FY2015/16 Q3	**FY2016/17 9M**	FY2015/16 9M
Based on weighted average number of ordinary shares in issue	**1.28 cents**	1.84 cents	**4.04 cents**	6.15 cents
On fully diluted basis	**1.28 cents**	1.84 cents	**4.04 cents**	6.12 cents

(7) Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the current financial period reported on and immediately preceding financial year.

	The Group		The Company	
	Dec-16	Mar-16	**Dec-16**	Mar 16
Net asset value per ordinary share based on issued share capital of the Company at the end of the financial period (cents)	**76.58**	72.26	**74.30**	74.43

	The Group		The Company	
	Dec-16	Mar-16	**Dec-16**	Mar 16
Ordinary equity per ordinary share based on issued share capital of the Company at the end of the financial period (cents)	**57.46**	55.70	**58.10**	58.38

(8) Review of the performance of the group.

Third Quarter And Nine Months Ended 31 December 2016

Revenue

	FY16/17 Q3 S$'000	FY15/16 Q3 S$'000	Variance %	FY16/17 9M S$'000	FY15/16 9M S$'000	Variance %
Postal	**143,352**	139,305	2.9%	**407,339**	400,283	1.8%
Logistics	**171,252**	162,247	5.6%	**482,065**	458,374	5.2%
eCommerce	**81,132**	39,228	106.8%	**210,390**	55,114	281.7%
Inter-segment eliminations*	**(26,348)**	(24,596)	(7.1%)	**(75,301)**	(79,808)	5.6%
Total	**369,388**	316,184	16.8%	**1,024,493**	833,963	22.8%

Inter-segment eliminations relate to the elimination of inter-segment billings for internal services to better reflect the profitability of each business segment.

Group revenue grew 16.8% and 22.8% respectively in the third quarter and nine months ended 31 December 2016, largely due to the inclusion of the US eCommerce subsidiaries.

In the Postal segment, Domestic mail revenue declined in line with lower letter mail volumes, in particular with financial institutions pushing e-statements. This was offset by growth in International mail revenue which was driven by higher cross-border eCommerce related deliveries, especially with higher volumes from the Alibaba Group. Consequently, Postal revenue rose slightly in the third quarter and nine months respectively.

Logistics revenue rose by 5.6% and 5.2% for third quarter and nine months respectively, driven by higher contribution from Couriers Please and Quantium Solutions from increased eCommerce-related activities.

eCommerce revenue rose with the inclusion of new US subsidiaries, TradeGlobal from 14 November 2015 and Jagged Peak from 8 March 2016.

Other Income

Rental and property-related income decreased 1.4% and 7.1% in the third quarter and nine months respectively. This was due to lower retail rental revenue with the redevelopment of Singapore Post Centre ("SPC") retail mall, which is due for completion by mid-2017.

Miscellaneous other income was a loss of S$1.8 million and a gain of S$7.3 million in the third quarter and nine months respectively, compared to gains of S$3.0 million and S$46.2 million in the comparative periods. The drop in Q3 was due to trade-related translation differences whilst the decline in 9M was due to one-off gains from the disposals of Novation Solutions and DataPost HK in Q1 last year and DataPost in Q2 last year.

Total Expenses

Total expenses increased 23.3% and 26.6% in the third quarter and nine months over the same periods last year, as a result of the inclusion of new subsidiaries.

Labour and related expenses were higher mainly due to additional headcount from new subsidiaries.

The increase in volume-related expenses reflects the change in business mix as part of the Group's transformation, with higher International mail terminal dues as well as higher cost of sales and outsourced services related to TradeGlobal and Jagged Peak respectively.

For Q3 and 9M, administrative and other expenses increased 11.9% and 5.7% respectively due to higher property-related expenses such as warehouse rental costs from new subsidiaries, which were partially offset by lower M&A related professional fees.

Depreciation and amortisation expenses were higher due largely to depreciation cost from the Regional eCommerce Logistics Hub, which attained TOP in April 2016.

Finance expenses decreased S$2.0 million and S$7.3 million in third quarter and nine months respectively due to favourable non-trade related foreign translation differences compared to the same period last year.

Operating Profit

	FY16/17 Q3 S$'000	FY15/16 Q3 S$'000	**Variance %**	**FY16/17 9M S$'000**	FY15/16 9M S$'000	**Variance %**
Postal	**38,545**	41,250	(6.6%)	**113,925**	120,408	(5.4%)
Logistics	**8,837**	12,665	(30.2%)	**21,043**	27,224	(22.7%)
eCommerce	**(8,406)**	1,812	N.M.	**(18,685)**	(2,227)	@
Property & others #	**(1,680)**	(1,128)	48.9%	**8,525**	31,389	(72.8%)
Operating Profit	**37,296**	54,599	(31.7%)	**124,808**	176,794	(29.4%)

Others refer to the commercial property rental operations, unallocated corporate overhead items and one-off items.

N.M. Not meaningful.
@ Denotes variance exceeding 300%.

Operating profit decreased 31.7% in Q3 with lower contribution from all three segments. For 9M, operating profit under "Property & others" included one-off gains from the divestment of Novation Solutions (S$8.4 million) in Q1 and DataPost (S$24.9 million) in Q2 last year.

Postal operating profit declined 6.6% and 5.4% in Q3 and 9M respectively, largely due to the decline in contribution from Domestic mail, and the shift in revenue mix towards lower margin international transhipment mail.

In Logistics, operating profit decreased 30.2% and 22.7% in Q3 and 9M respectively. These reflect costs incurred in relation to the new Regional eCommerce Logistics Hub, as well as pricing pressures in the eCommerce Logistics space.

Operating losses from eCommerce segment were S$8.4 million and S$18.7 million in Q3 and 9M, impacted by higher costs and challenges in the US eCommerce business. In particular, TradeGlobal's performance was impacted by cost pressures arising from tight competition in the Cincinnati area for seasonal fulfilment labour. Additionally, TradeGlobal's performance in Q3 was impacted by developments at two of its key customers, one of which decided to insource its eCommerce freight operations while another filed for bankruptcy under Chapter 11 of the US Bankruptcy Code. On the other hand, Jagged Peak showed good growth in volumes and revenue, and generated positive earnings for the Group.

Property & others segment profit decreased mainly due to one-off gains from divestments of subsidiaries last year.

Share of profit of associated companies and joint ventures

Share of profit of associated companies and joint ventures decreased with lower contributions from associated companies such as 4PX, which incurred higher depreciation cost as a result of business expansion. The share of profits from GD Express declined due to a lower equity shareholding percentage following a partial divestment last year.

Net Profit and Underlying Net Profit

Third quarter and nine month net profit attributable to equity holders declined 27.9% and 31.3% respectively.

Excluding one-off items, underlying net profit declined 28.5% from S$43.9 million to S$31.4 million in Q3 due mainly to operating losses in the US eCommerce business, costs related to the Regional eCommerce Logistics Hub as well as a decline in Postal operating profit due to lower domestic letter mail volumes.

Underlying net profit declined 22.6% from S$121.8 million to S$94.2 million in the nine months due largely to operating losses in the US eCommerce business, costs related to the Regional eCommerce Logistics Hub, loss of rental income arising from the SPC retail mall redevelopment as well as a decline in Postal operating profit.

Balance Sheet

The Group's total assets amounted to S$2.7 billion as at 31 December 2016, compared to S$2.4 billion as at 31 March 2016 on higher cash, investment properties, property, plant and equipment, intangible assets and trade receivables.

Total liabilities were S$1.0 billion, compared to S$854.3 million as at 31 March 2016. The increase was mainly due to higher short-term borrowings and trade and other payables. A foreign subsidiary has tax-related contingent liabilities which are yet to be determined.

Due to an increase in short-term borrowings, the Group showed a net current liability position of S$182.3 million, compared to S$133.2 million as at 31 March 2016. The cash and short-term funds were largely utilised for residual expenditure on committed capex for construction of the SPC retail mall and Regional eCommerce Logistics Hub. This resulted in the Group holding higher non-current assets that were funded by cash and short term borrowings. The Group has sufficient banking lines for its funding needs.

As at 31 December 2016, the Group was in a net debt position[1] of S$185.8 million. Total borrowings increased from S$280.3 million as at 31 March 2016 to S$414.9 million as at 31 December 2016. Interest coverage ratio[2] remained healthy at 24.7 times, compared to 42.1 times last year. The decrease was due to higher interest on borrowings incurred for the current period as well as the inclusion of the one-off divestment gains for the comparative period last year.

Ordinary shareholders' equity was stable as at 31 December 2016 at S$1.2 billion, compared to the opening position as at 31 March 2016.

[1] Cash and cash equivalents less borrowings
[2] EBITDA to interest expense

Cash Flow

Net cash inflow from operating activities for the nine months amounted to S$152.5 million, compared to S$72.0 million last year. Operating cash inflow before working capital changes was down S$4.2 million and working capital improved S$84.6 million due to lower receivables and higher trade and other payables largely for settlement of terminal dues.

Net cash outflow for investing activities was S$65.4 million, compared to S$463.9 million for the same nine months last year. Capital expenditure of S$158.8 million in the period comprised committed capital expenditures for the ongoing redevelopment of SPC retail mall and the construction of the Regional eCommerce Logistics Hub. This was partially offset by proceeds from the partial divestment of Quantium Solutions International.

Net cash inflow from financing activities was S$15.4 million, compared to net cash outflow of S$7.1 million last year, largely due to net proceeds from bank loans which have a positive carry.

(9) Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

Not applicable.

(10) A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

SingPost continues to build its capabilities to transform from a Singapore postal company into a leading eCommerce logistics provider, which is fundamental to securing its future. SingPost has been working to integrate acquisitions and this will remain a priority.

In the Postal segment, Domestic mail remains under pressure with declining volumes but the impact was partially offset by growth from International mail volumes. The shift in revenue mix towards International mail will lead to a decline in margins on a blended basis.

While the Logistics segment is expected to benefit from growing eCommerce trends, the industry faces tight operating margins. The focus is to increase volumes on the network so as to derive operating leverage from economies of scale but this will take time.

The Regional eCommerce Logistics Hub obtained TOP in April 2016 and enhanced SingPost's eCommerce logistics capabilities in the region. The facility has resulted in higher depreciation and operating expenses. This is a long-term investment, and there will not be any immediate benefits to the bottom line.

The eCommerce segment operates in an environment where margins are under pressure amid intense competition and changing consumer behaviour. The Group is facing challenges in the operating environment in the US. For the nine months ended 31 December 2016, TradeGlobal has not achieved the underlying profit assumptions of the business plan which supported the investment. TradeGlobal incurred a significant loss instead of a projected profit in the third quarter peak season and it is expected to make a loss for the full year. The business is being restructured to improve its performance.

Due to the poor performance of TradeGlobal, the Board of SingPost is of the view that there is a risk of significant impairment to TradeGlobal's carrying value. The Board will also be conducting a review of all the investments of SingPost. Impairments, if any, will be assessed based on the full financial year results and future plans for the businesses.

The redevelopment of SPC retail mall is expected to be completed around mid-2017, and leasing of the mall is on track. The Group continues to forgo rental income during the redevelopment.

For the rest of FY2016/17, there will be residual capital expenditure committed for the redevelopment of the SPC retail mall.

On 11 January 2017, SingPost completed the issuance of new shares to the Alibaba Group. This increased Alibaba's stake in SingPost to 14.4 per cent, up from 10.2 per cent, and has deepened the strategic partnership.

(11) Dividends

Current financial period reported on

Interim dividend
For the third quarter ended 31 December 2016, the Board of Directors has declared an interim dividend of 0.5 cent per ordinary share (tax exempt one-tier).

The interim quarterly dividend of 0.5 cent per ordinary share will be paid on 9 March 2017. The transfer book and register of members of the Company will be closed on 27 February 2017 for the preparation of dividend warrants. Duly completed registrable transfers of the ordinary shares in the capital of the Company received by the Company's registrar up to 5.00 pm on 24 February 2017 will be registered to determine members' entitlements to the dividend.

Corresponding period of the immediately preceding financial year

Interim dividend
An interim dividend of 1.50 cents per ordinary share (tax exempt one-tier) for the third quarter ended 31 December 2015 was declared on 4 February 2016 and paid on 4 March 2016.

Dividend Policy

The dividend policy is based on a payout ratio ranging from 60% to 80% of underlying net profit for each financial year, paid quarterly.

(12) If no dividend has been declared (recommended), a statement to that effect.

Not applicable.

(13) Group Segment Information

Segment information is presented based on the information reviewed by the chief operating decision maker for performance measurement and resource allocation.

From 1 April 2016, SingPost Group has reclassified the reporting of certain business units into three business segments, namely Postal, Logistics and eCommerce:

- Postal segment comprises the core postal business of the Group. This includes both Domestic mail and International mail, as well as products and services transacted at the post offices. The comparative period last year included DataPost and Novation Solutions, the hybrid mail businesses which were divested during the financial year ended 31 March 2016.

- Logistics segment comprises the Logistics businesses of the Group. This includes Quantium Solutions, Couriers Please, SP Parcels, Famous Holdings and other logistics entities.

- eCommerce segment comprises the front-end related eCommerce businesses. This includes SP eCommerce in Asia Pacific and the US, as well as TradeGlobal and Jagged Peak.

The segment revenue and profit figures in paragraph 8 have been reclassified for comparative purposes.

Other operations include the provision of commercial property rental and corporate costs of the Group not allocated to the reportable operating segments. These are disclosed under "Property & others". The comparative period last year included investment gains from the divestments of certain subsidiaries.

The measurement of segment results is in line with the basis of information presented to management for internal management reporting purpose.

(14) Interested Person Transactions

During the third quarter and nine months ended 31 December 2016, the following interested person transactions were entered into by the Group:

	Aggregate value of all interested person transactions during the financial period (excluding transactions less than S$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)		Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S$100,000)	
	FY2016/17 Q3 S$'000	FY2015/16 Q3 S$'000	**FY2016/17 Q3 S$'000**	FY2015/16 Q3 S$'000
Sales				
Singapore Telecommunications Group	**-**	-	**12,565***	1,298*
	-	-	**12,565**	1,298
Purchases				
SATS Group	**-**	-	**-**	400*
SembCorp Group	**-**	-	**300***	3,267
	-	-	**300**	3,667
Total interested person transactions	**-**	-	**12,865**	4,965

	Aggregate value of all interested person transactions during the financial period (excluding transactions less than S$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)		Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S$100,000)	
	FY2016/17 9M S$'000	FY2015/16 9M S$'000	**FY2016/17 9M S$'000**	FY2015/16 9M S$'000
Sales				
Mediacorp Group	**-**	-	**-**	799*
Postea Group	**-**	-	**-**	198*
Singapore Airlines Group	**-**	-	**-**	1,704*
Singapore Telecommunications Group	**-**	-	**14,366***	2,952*
Starhub Group	**-**	-	**759**	860
	-	-	**15,125**	6,513
Purchases				
Certis Cisco Group	**-**	-	**450**	162*
PSA Corporation Limited	**-**	-	**-**	1,808*
SATS Group	**-**	-	**-**	57,239*
SembCorp Group	**-**	-	**5,524***	3,267
Singapore Airlines Group	**-**	-	**4,588**	1,540
	-	-	**10,562**	64,016
Total interested person transactions	**-**	-	**25,687**	70,529

Note
All the transactions set out in the above table were based on the Group's interested person transactions register. They were either based on contractual values for the duration of the contracts (which vary from 27 days to 15 years) or annual values for open-ended contracts.

*Include contracts of duration exceeding one year.

(15) Confirmation by the Board pursuant to rule 720(1) of the Listing Manual

The Board had received undertakings from all its directors and executive officers in the format as set out in Appendix 7.7 in pursuant to Rule 720(1) of the listing manual of the Singapore Exchange Securities Trading Limited.

(16) Confirmation by the Board pursuant to rule 705(5) of the Listing Manual

On behalf of the Board of Directors of the Company, we, the undersigned, hereby confirm to the best of our knowledge that nothing has come to the attention of the Board of Directors of the Company which may render the financial statements for the third quarter and nine months ended 31 December 2016 to be false or misleading.

On behalf of the Board of Directors

MR SIMON CLAUDE ISRAEL	**MR SOO NAM CHOW**
Chairman	Director

Singapore
10 February 2017

Q3 & 9M FY2016/17 Financial Results

10 February 2017

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Q3 & 9M FY2016/17 Financials

eCommerce-Related Revenues

Segmental Results

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Supplementary Information

"$" means Singapore dollars unless otherwise indicated.

Q3 FY2016/17: Underlying net profit declined 28.5%, due largely to investments in business transformation and decline in domestic letter mail volumes

Q3 FY2016/17 P&L, $M

	Q3 FY16/17	Q3 FY15/16	YoY % change
Revenue	369.4	316.2	+16.8%
Other income and gains			
Rental and property-related income	9.1	9.3	(1.4%)
Miscellaneous	(1.8)	3.0	N.M.
Total expenses	337.0	273.3	+23.3%
Operating Profit	37.3	54.6	(31.7%)
Share of associated companies & JVs	(0.2)	0.2	N.M.
Net profit attributable to equity holders	31.4	43.5	(27.9%)
Underlying Net Profit	31.4	43.9	(28.5%)

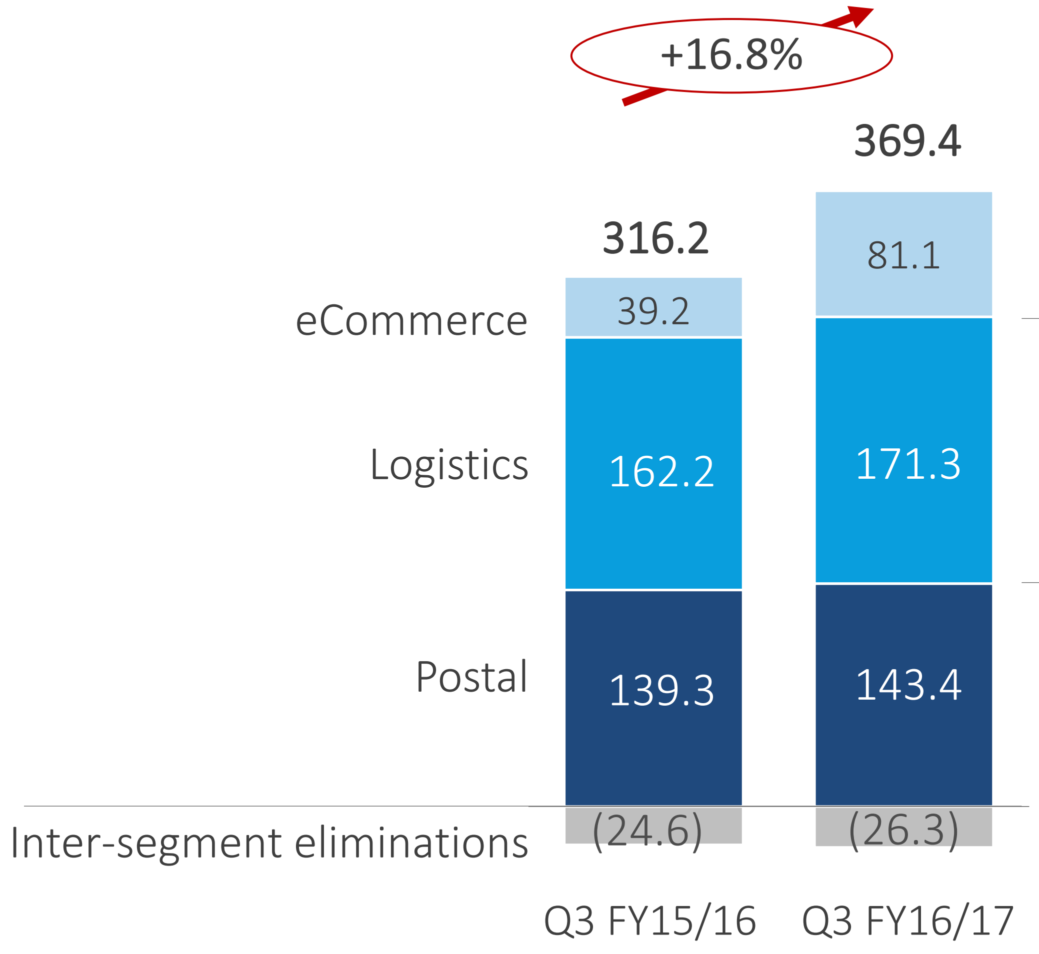
Revenue growth due to inclusion of US eCommerce acquisitions

Underlying Net Profit declined 28.5% due to operating losses in the US eCommerce business, costs related to the new Regional eCommerce Logistics Hub, as well as lower domestic letter mail volumes.

N.M.: Not meaningful

Revenue movement

Q3 FY2015/16 vs. Q3 FY2016/17 Revenue performance, $M



+106.8% Inclusion of US acquisitions – TradeGlobal and Jagged Peak[1]

+5.6% Led by increased eCommerce Logistics volumes on the network

+2.9% Growth in International mail revenue driven by higher cross-border eCommerce related deliveries, in particular higher volumes from the Alibaba Group

Differences in total due to rounding

1. The acquisitions of TradeGlobal and Jagged Peak were completed in November 2015 and March 2016 respectively.

Increased expenses with consolidation of acquisitions and change in business mix

Total expenses Q3 FY2016/17 breakdown, $M

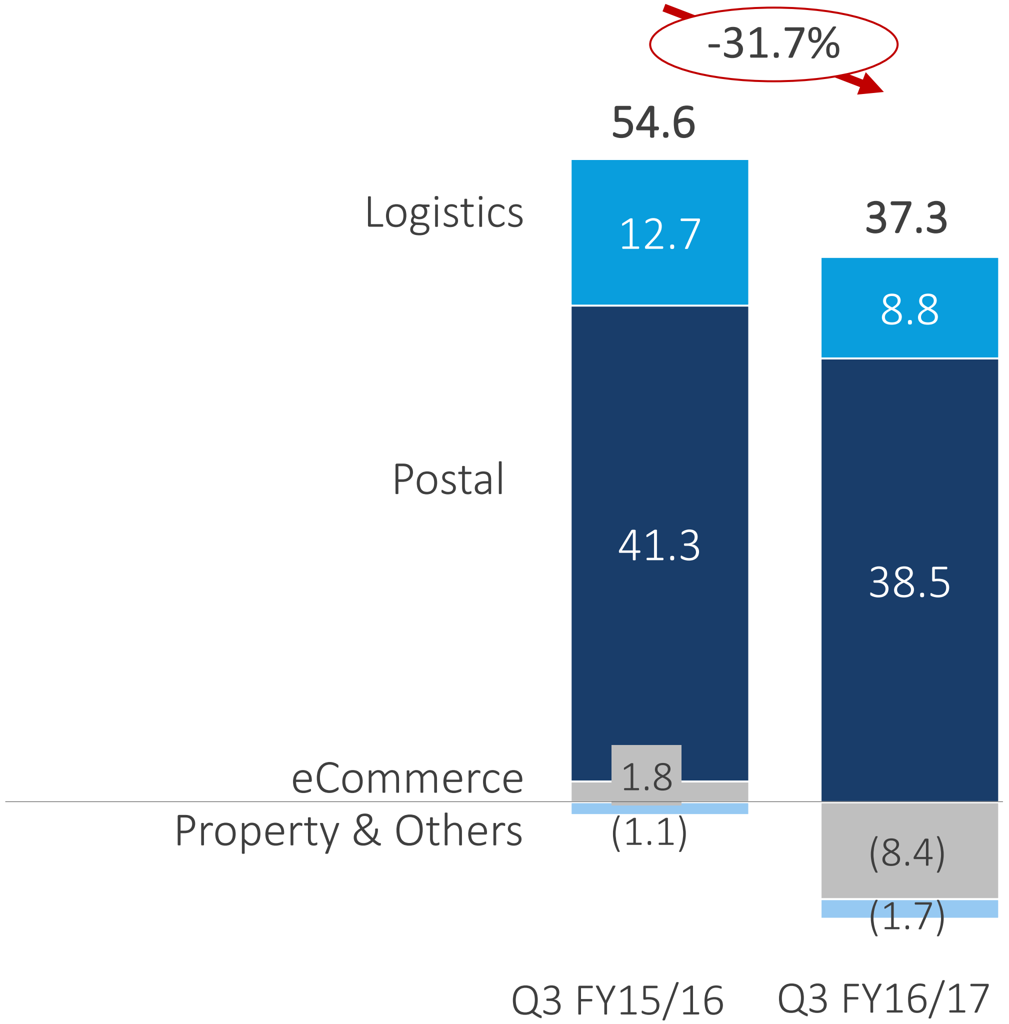
	Q3 FY16/17	Q3 FY15/16	YoY % change
Labour & related	88.4	74.0	+19.4%
Volume-related	196.2	151.9	+29.2%
Traffic & related	*105.9*	*92.3*	*+14.7%*
Outsourcing services and delivery expenses	*90.3*	*59.6*	*+51.6%*
Admin & others	37.7	33.7	+11.9%
Depreciation & amortisation	12.9	10.2	+26.3%
Selling	3.5	3.2	+11.1%
Finance expense	(1.7)	0.4	N.M.
Total expenses	**337.0**	**273.3**	**+23.3%**

- Labour & related: Higher headcount post acquisitions
- Traffic & related: Largely due to higher International mail terminal dues
- Outsourcing services and delivery expenses: Largely due to cost of sales and outsourced services related to TradeGlobal & Jagged Peak respectively
- Depreciation & amortisation: Depreciation on Regional eCommerce Logistics Hub[1]
- Finance expense: Favourable non-trade related forex translation differences compared to same period last year

N.M.: Not meaningful
Differences in total due to rounding
1. The building obtained Temporary Occupation Permit or TOP in April 2016, and was officially opened on 1 November 2016

Operating Profit

Q3 FY2015/16 vs. Q3 FY2016/17 Operating Profit performance, $M

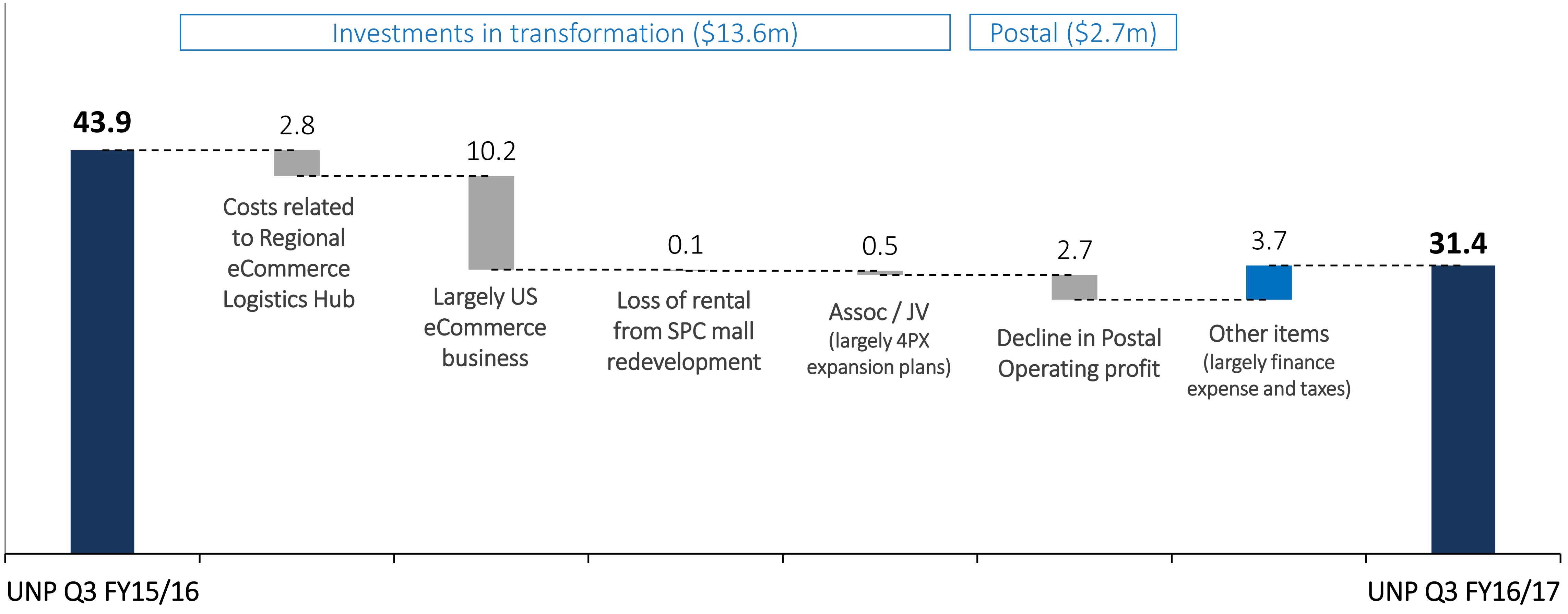


(30.2%)	Reflects costs incurred in relation to the Regional eCommerce Logistics Hub, as well as pricing pressures in the eCommerce Logistics space
(6.6%)	Largely due to a decline in Domestic mail operating profit in line with lower letter mail volumes
N.M.	Impacted by higher costs and challenges in the US eCommerce business.[1]
(48.9%)	Mainly due to unrealised trade-related forex translation differences

N.M.: Not meaningful
Differences in total due to rounding
1. Details are listed on slide 18

Q3 FY2016/17 Underlying Net Profit movement

Q3 FY2015/16 vs. Q3 FY2016/17 Underlying Net Profit performance, $M



Differences in total due to rounding

9M FY2016/17 Profit & Loss Statement

9M FY2016/17 P&L, $M

	9M FY16/17	9M FY15/16	YoY % change
Revenue	1,024.5	834.0	+22.8%
Other income and gains			
Rental and property-related income	27.8	29.9	(7.1%)
Miscellaneous	7.3	46.2	(84.1%)
Total expenses	932.8	737.1	+26.6%
Operating Profit	124.8	176.8	(29.4%)
Share of associated companies & JVs	0.7	3.6	(80.5%)
Net profit attributable to equity holders	98.6	143.5	(31.3%)
Underlying Net Profit	94.2	121.8	(22.6%)

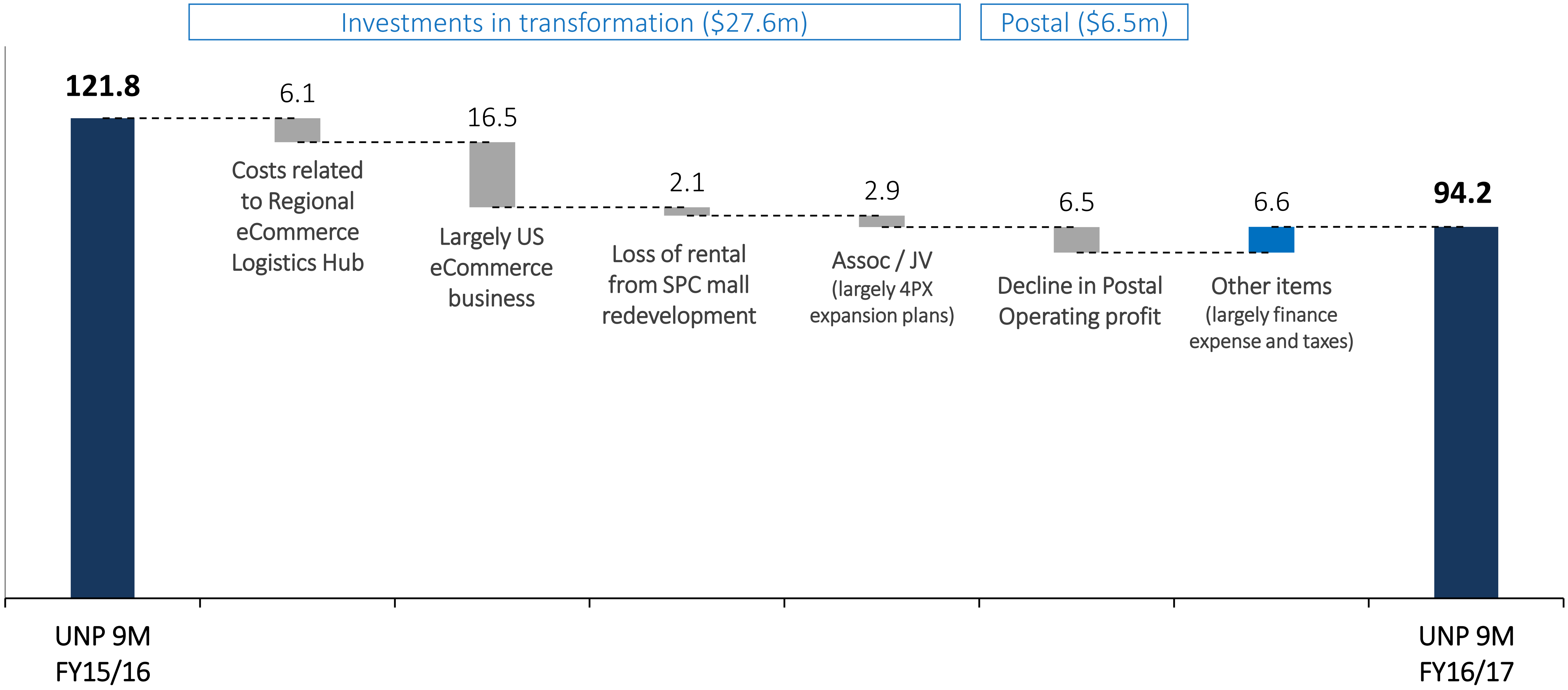
Revenue growth driven by the inclusion of US acquisitions

Operating Profit and Net Profit declined due largely to one-off gains from divestments last year

Underlying Net Profit declined 22.6% due to operating losses in the US eCommerce business, costs related to the new Regional eCommerce Logistics Hub, loss of rental income from SPC mall redevelopment, as well as lower domestic letter mail volumes.

9M FY2016/17 Underlying Net Profit movement

9M FY2015/16 vs. 9M FY2016/17 Underlying Net Profit performance, $M



Differences in total due to rounding

Balance sheet & financial indicators

$M, unless otherwise stated

Cash flow	9M FY16/17	9M FY15/16
Operating cash flow (before working capital changes)	158.1	162.3
Changes in working capital	*24.0*	*(60.7)*
Net cash provided by operating activities	152.5	72.0
Cash flow used in investing activities	(65.4)	(463.9)
Cash flow (used in) / provided by financing activities	15.4	(7.1)
Net increase / (decrease) in cash & cash equivalents	**102.4**	**(399.1)**

Financial indicators	As at Dec 2016	As at Mar 2016
Cash & cash equivalents at end of financial period	229.1	126.6
Borrowings	414.9	280.3
Net debt position	185.8	153.6
EBITDA to interest expense (times)	24.7	29.8[1]
Net debt to ordinary shareholders equity (%)	14.9%	12.8%

Net cash from operating activities rose to $152.5million, boosted by positive changes in working capital

Included capital expenditure for the Logistics Hub and SPC retail mall, partially offset by proceeds from partial divestment of Quantium Solutions International

Increased borrowings with cash and short-term funds utilised for committed capital expenditure

Interest coverage ratio remains strong. Including one-off divestment gains, the ratio in March was 42.1x

Higher due to increased borrowings

1. Excludes one-off divestment gains

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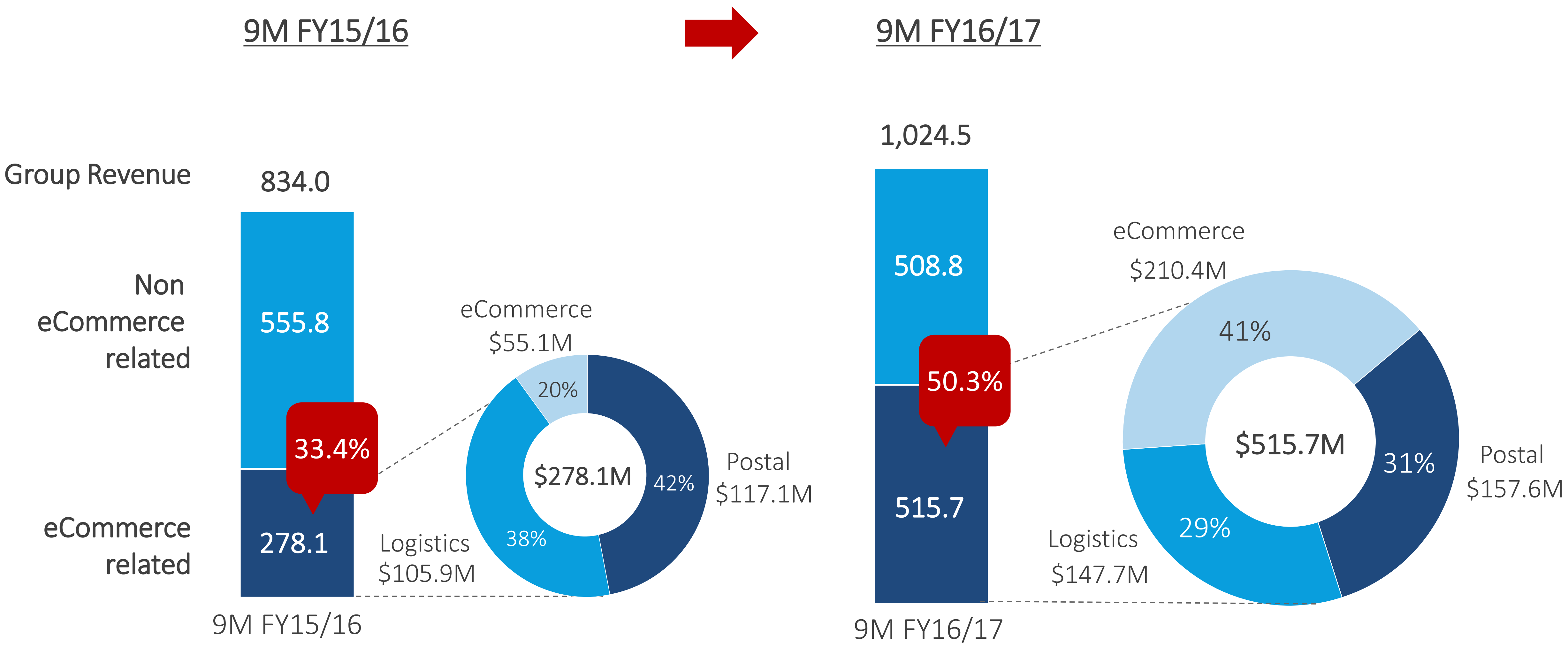
The following presentation contains forward looking statements by the management of Singapore Post Limited ("SingPost") relating to financial trends for future periods, compared to the results for previous periods.

Some of the statements contained in this presentation that are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. Forward looking information is based on management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be construed as a representation as to future performance of SingPost. In particular, such targets should not be regarded as a forecast or projection of future performance of SingPost. It should be noted that the actual performance of SingPost may vary significantly from such statements.

"$" means Singapore dollars unless otherwise indicated.

eCommerce-related revenues now 50.3% of Group revenue

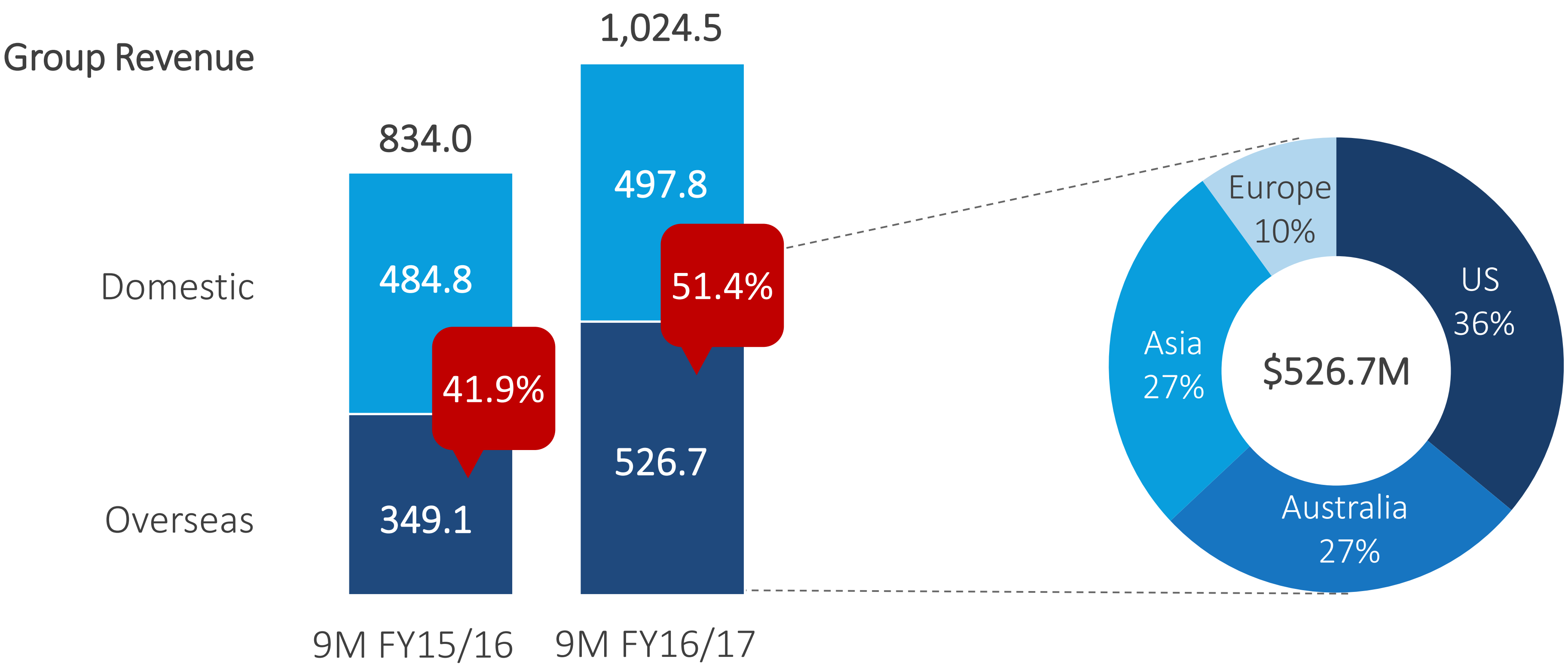
Revenue performance, 9M FY2015/16 vs 9M FY2016/17, $M



Differences in total due to rounding

Overseas revenue now 51.4% of Group revenue

Group revenue footprint 9M FY2015/16 vs 9M FY2016/17, $M



Differences in total due to rounding

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Postal: Q3 FY2016/17 Performance

$M

Postal	Q3 FY16/17	Q3 FY15/16[1]	YoY % change
Revenue	143.4	139.3	+2.9%
Operating profit	38.5	41.3	(6.6%)
OP margin	26.9%	29.6%	

Revenue breakdown	Q3 FY16/17	Q3 FY15/16[1]	YoY % change
Domestic mail[2]	62.9	64.9	(3.1%)
International mail	73.0	65.8	+11.0%
Post office products & services[3]	7.5	8.7	(13.6%)
Total	**143.4**	**139.3**	**+2.9%**

Domestic mail revenue and OP declined in line with lower business letter mail volumes, in particular with financial institutions pushing e-statements.

International mail revenue growth was driven by cross-border eCommerce-related deliveries, in particular higher volumes from Alibaba Group.

Postal Operating profit declined 6.6%, largely due to the decline in contribution from Domestic mail.

Decline in OP margins reflect the shift in mix from Domestic mail to lower margin International transhipment mail.

1. Figures in the comparative period last year have been adjusted to be consistent with the current classification
2. Includes Philatelic
3. Includes Agency services, Retail products and Financial services

Logistics: Q3 FY2016/17 Performance

$M

Logistics	Q3 FY16/17	Q3 FY15/16[1]	YoY % change
Revenue	171.3	162.2	+5.6%
Operating profit	8.8	12.7	(30.2%)
OP margin	5.2%	7.8%	

Revenue breakdown	Q3 FY16/17	Q3 FY15/16[1]	YoY % change
Quantium Solutions	29.5	26.6	+11.0%
Couriers Please	38.5	32.8	+17.4%
SP Parcels	21.3	22.1	(3.4%)
Famous	60.8	59.2	+2.7%
Others[2]	21.1	21.6	(2.1%)
Total	**171.3**	**162.2**	**+5.6%**

1. Figures in the comparative period last year have been adjusted to be consistent with the current classification
2. Includes the self storage business under Lock+Store

Revenue rose 5.6%, driven by higher contribution from Couriers Please and Quantium Solutions from increased eCommerce-related activities.

Despite depressed freight rates and volumes in the industry, Famous revenue rose, driven by higher contribution from Europe.

Decline in Logistics OP largely reflects incremental costs incurred in relation to the Regional eCommerce Logistics Hub, which was officially opened on 1 Nov 2016, as well as pricing pressures in the eCommerce Logistics space.

On a quarter-on-quarter basis, OP rose 78% against Q2, driven by strong peak volumes.

eCommerce: Q3 FY2016/17 Performance

$M

eCommerce	Q3 FY16/17	Q3 FY15/16[1]	YoY % change
Revenue	81.1	39.2	+106.8%
Operating profit	(8.4)	1.8	N.M.
OP margin	(10.4%)	+4.6%	

Revenue breakdown	Q3 FY16/17	Q3 FY15/16[1]	YoY % change
TradeGlobal	41.2	29.4	+40.1%
Jagged Peak	32.4	-	N.M.
SP eCommerce[2]	7.6	9.8	(23.2%)
Total	**81.1**	**39.2**	**+106.8%**

eCommerce revenue rose with the inclusion of US acquisitions TradeGlobal and Jagged Peak.

TradeGlobal faced cost pressures and challenges, while Jagged Peak exceeded revenue and operating profit targets. Please refer to slide 18 for details.

N.M.: Not meaningful

1.Figures in the comparative period last year have been adjusted to be consistent with the current classification

2.Revenue and operating profit contribution of end-to-end eCommerce customers using warehousing, freight, last mile and/or customer care services are reported under the Logistics segment

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Update on US eCommerce performance over the holiday season

Jagged Peak : a successful holiday season

- We had good growth in volumes and revenue, and generated positive earnings for the Group.
- Jagged Peak also achieved new customer wins.

TradeGlobal – delivered customer satisfaction; revenue and operating profit impacted by challenges in the operating environment

- We prioritised customer satisfaction over the peak period, which is critical to the long-term success of the business. We succeeded and achieved good service level performance in fulfilling peak period orders.
- Revenue and operating profit were impacted by developments at two of our key customers:
  - One of TradeGlobal's largest customers faced financial difficulties, and we reduced our business with them as part of risk mitigation. The customer has since filed for bankruptcy under Chapter 11 of the US Bankruptcy Code.
  - Another key customer had decided to in-source its eCommerce freight operations.
- Cost pressures:
  - Due to labour shortage in the Cincinnati area, higher costs were incurred for temporary fulfilment labour.
  - Warehouse automation and new customer implementation efforts took longer than expected, which impacted productivity.

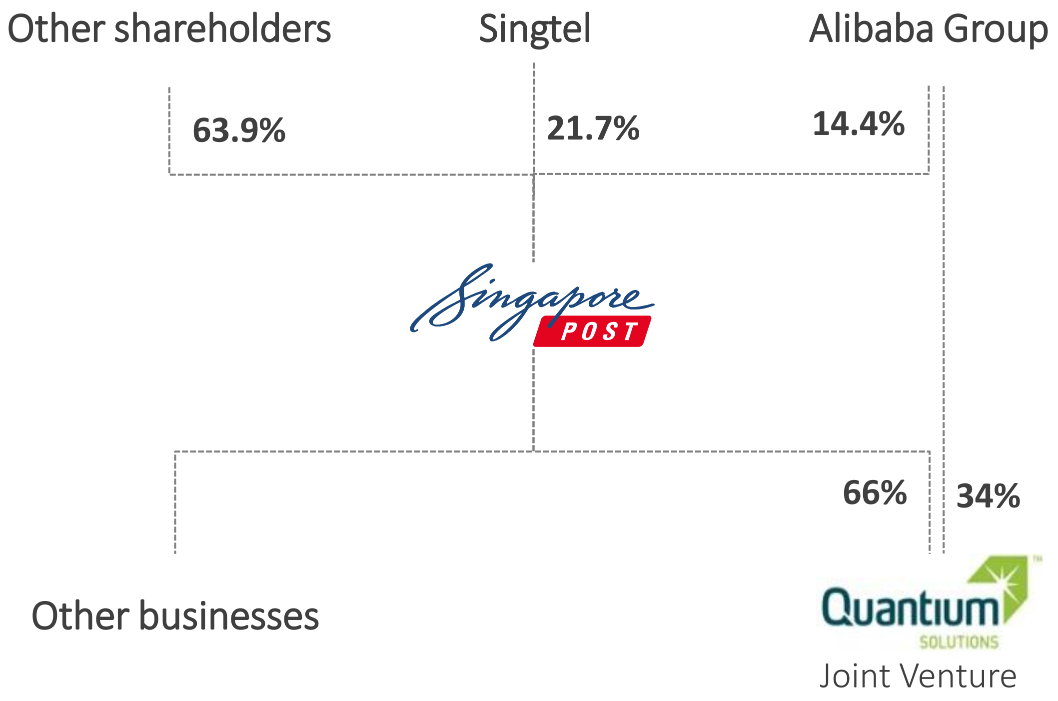
Completion of Second Investment Agreement with the Alibaba Group

Deepening strategic partnership

- On 27 October 2016, Alibaba invested S$86.2 million for a 34% stake in Quantium Solutions International, with SingPost owning the remaining 66%.

- On 11 January 2017, SingPost completed the issuance of 107,553,907 new shares to Alibaba Investment Limited for S$187.1 million, which increased their stake in SingPost from 10.2% to 14.4%.

Structure upon completion



Appointment of Group CEO

Mr Paul Coutts was appointed as Group CEO, and as a Non-Independent Director of the SingPost Board effective 1 June 2017.

- More than 20 years of experience in C-suite positions at major global logistics and postal companies.
- Well positioned to provide overall leadership, integrate SingPost's eCommerce logistics platform and build out a globally competitive business.

Working experience over the past 10 years

- **February 2013 - Present** — Toll Global Forwarding, Chief Executive Officer (Based in Singapore)
- **August 2009 - January 2013** — Toll Global Forwarding Global Products, Marketing and Sales Director (COO) (Based in Singapore)
- **January 2007 - August 2009** — DPWN Managing Director, Marketing and Sales, Europe, DHL Express (Based in Brussels, Belgium)
- **April 2006 - December 2006** — DPWN Chief Executive Officer, DHL Global Mail Europe (Based in Bonn, Germany)

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Q3 FY2016/17 Performance

Revenue rose with the inclusion of US eCommerce acquisitions.

Underlying net profit declined largely due to

- operating losses in the US eCommerce business;
- costs related to the new Regional eCommerce Logistics Hub; and
- lower Postal operating profit due to lower domestic letter mail volumes.

Q3 FY16/17 interim dividend of 0.5 cent per share

Outlook

- SingPost continues to build its capabilities to transform from a Singapore postal company into a leading eCommerce logistics provider, which is fundamental to securing its future. SingPost has been working to integrate acquisitions and this will remain a priority.

- In the Postal segment, Domestic mail remains under pressure with declining volumes but the impact was partially offset by growth from International mail volumes. The shift in revenue mix towards International mail will lead to a decline in margins on a blended basis.

- While the Logistics segment is expected to benefit from growing eCommerce trends, the industry faces tight operating margins. The focus is to increase volumes on the network so as to derive operating leverage from economies of scale but this will take time.

- The Regional eCommerce Logistics Hub obtained TOP in April 2016 and enhanced SingPost's eCommerce logistics capabilities in the region. The facility has resulted in higher depreciation and operating expenses. This is a long-term investment, and there will not be any immediate benefits to the bottom line.

Outlook (continued)

- The eCommerce segment operates in an environment where margins are under pressure amid intense competition and changing consumer behaviour. The Group is facing challenges in the operating environment in the US. For the nine months ended 31 December 2016, TradeGlobal has not achieved the underlying profit assumptions of the business plan which supported the investment.

- TradeGlobal incurred a significant loss instead of a projected profit in the third quarter peak season and it is expected to make a loss for the full year. The business is being restructured to improve its performance.

- Due to the poor performance of TradeGlobal, the Board of SingPost is of the view that there is a risk of significant impairment to TradeGlobal's carrying value. The Board will also be conducting a review of all the investments of SingPost. Impairments, if any, will be assessed based on the full financial year results and future plans for the businesses.

Outlook (continued)

- The redevelopment of SPC retail mall is expected to be completed around mid-2017, and leasing of the mall is on track. The Group continues to forgo rental income during the redevelopment.

- For the rest of FY2016/17, there will be residual capital expenditure committed for the redevelopment of the SPC retail mall.

- On 11 January 2017, SingPost completed the issuance of new shares to the Alibaba Group. This increased Alibaba's stake in SingPost to 14.4 per cent, up from 10.2 per cent, and has deepened the strategic partnership.

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Postal: 9M FY2016/17 Performance

$M

Postal	9M FY16/17	9M FY15/16[1]	YoY % change
Revenue	407.3	400.3	+1.8%
Operating profit	113.9	120.4	(5.4%)
OP margin	28.0%	30.1%	

Revenue breakdown	9M FY16/17	9M FY15/16[1]	YoY % change
Domestic mail[2]	187.3	195.6	(4.3%)
International mail	197.5	165.4	+19.4%
Post office products & services[3]	22.6	28.0	(19.4%)
Novation Solutions/DataPost[4]	-	11.3	N.M.
Total	**407.3**	**400.3**	**+1.8%**

1. Figures in the comparative period last year have been adjusted to be consistent with the current classification
2. Includes Philatelic
3. Includes Agency services, Retail products and Financial services
4. Novation Solutions was divested in Q1 FY15/16 and DataPost was divested in Q3 FY15/16

Logistics: 9M FY2016/17 Performance

$M

Logistics	9M FY16/17	9M FY15/16[1]	YoY % change
Revenue	482.1	458.4	+5.2%
Operating profit	21.0	27.2	(22.7%)
OP margin	4.4%	5.9%	

Revenue breakdown	9M FY16/17	9M FY15/16[1]	YoY % change
Quantium Solutions	84.4	80.8	+4.5%
Couriers Please	107.4	93.3	+15.1%
SP Parcels	58.2	59.4	(2.1%)
Famous	173.0	166.8	+3.7%
Others[2]	59.0	58.1	+1.5%
Total	**482.1**	**458.4**	**+5.2%**

1. Figures in the comparative period last year have been adjusted to be consistent with the current classification
2. Includes the self storage business under Lock+Store

eCommerce: 9M FY2016/17 Performance

$M

eCommerce	9M FY16/17	9M FY15/16[1]	YoY % change
Revenue	210.4	55.1	+281.7%
Operating profit	(18.7)	(2.2)	@
OP margin	(8.9%)	(4.0%)	

Revenue breakdown	9M FY16/17	9M FY15/16[1]	YoY % change
TradeGlobal	101.7	29.4	+246.1%
Jagged Peak	82.6	-	N.M.
SP eCommerce[2]	26.1	25.7	+1.3%
Total	**210.4**	**55.1**	**+281.7%**

N.M.: Not meaningful

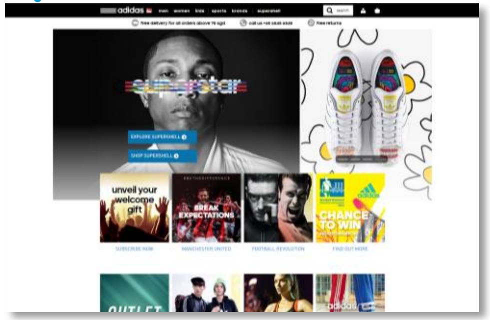
@ denotes variance exceeding 300%

1.Figures in the comparative period last year have been adjusted to be consistent with the current classification

2.Revenue and operating profit contribution of end-to-end eCommerce customers using warehousing, freight, last mile and/or customer care services are reported under the Logistics segment

eCommerce Logistics Network Development

1 eCommerce Services



2 Freight, Customs & Regulations Mgmt

3 Warehousing & Fulfilment

4 Last Mile Delivery & Returns

Key management

eCommerce

Marcelo Wesseler
CEO,
SP eCommerce

Logistics

Sam Ang
CEO,
Quantium Solutions
Famous Holdings Group

Postal

Woo Keng Leong
CEO,
Postal Services

International mail

Goh Hui Ling
Deputy CEO,
International Mail

Corporate Services, Post-merger integration

Mervyn Lim,
Covering GCEO;
Group CFO;
Deputy GCEO (Corporate Services)

Thank you

For immediate release

SingPost revenue rises 16.8 per cent, net profit falls 27.9 per cent amid transformation

- **Revenue rose 16.8 per cent to S$369.4 million for the third quarter of FY2016/2017**
- **Underlying net profit was down 28.5 per cent due to operating losses in the US eCommerce business, Regional eCommerce Logistics Hub costs, and a decline in domestic mail volumes**
- **Q3 FY2016/2017 dividend of 0.5 cent per share declared**

Financial Highlights

	Q3 FY16/17 (S$'000)	Q3 FY15/16 (S$'000)	Variance (%)		9M FY16/17 (S$'000)	9M FY15/16 (S$'000)	Variance (%)
GROUP RESULTS							
Revenue	369,388	316,184	16.8		1,024,493	833.963	22.8
Rental & property related income	9,123	9,253	(1.4)		27,767	29,887	(7.1)
Total expenses	(336,953)	(273,264)	23.3		(932,802)	(737,062)	26.6
Operating profit	37,296	54,599	(31.7)		124,808	176,794	(29.4)
Net profit	31,354	43,504	(27.9)		98,649	143,531	(31.3)
Underlying net profit	31,411	43,947	(28.5)		94,244	121,772	(22.6)
Earnings per share (cents)	1.28	1.84			4.04	6.15	
Dividend per share (cents)	0.5	1.5			3.0	4.5	

SINGAPORE, 10 February 2017 – Singapore Post Limited ("SingPost") today announced its results for the third quarter ended 31 December 2016.

Revenue for the third quarter rose 16.8 per cent to S$369.4 million, with the inclusion of SingPost's US eCommerce subsidiaries.

Net profit attributable to equity holders decreased 27.9 per cent to S$31.4 million, while underlying net profit was down 28.5 per cent. The declines were due to operating losses in the US eCommerce business, costs related to the new Regional eCommerce Logistics Hub, and a fall in domestic mail volumes.

Mr Mervyn Lim, Covering Group Chief Executive Officer, said: "We are building out our capabilities, broadening and deepening our eCommerce logistics network, to secure the future of SingPost. There are challenges along the journey and it is going to take a number of years for our investments to contribute."

Due to the poor performance of TradeGlobal, the Board of SingPost is of the view that there is a risk of significant impairment to TradeGlobal's carrying value. The Board will also be conducting a review of all the investments of SingPost. Impairments, if any, will be assessed based on the results of the full financial year ending 31 March 2017 and future plans for the businesses.

Revenues rise during holiday season, margins narrow

Postal revenue increased 2.9 per cent but operating profit decreased 6.6 per cent. Cross-border eCommerce-related deliveries continued to rise, helped by higher volumes from the Alibaba Group. But domestic business letter volumes fell as financial institutions pushed their customers to switch to electronic statements. Operating margins continued to slide as the postal revenue mix shifts towards international mail.

Logistics revenue rose 5.6 per cent to S$171.3 million, driven by higher eCommerce-related activities at Couriers Please and Quantium Solutions. Costs related to the Regional eCommerce Logistics Hub and pricing pressures in the eCommerce logistics space, however, caused operating profit to fall from S$12.7 million to S$8.8 million. While the segment is expected to benefit from growing eCommerce trends, the industry faces tight operating margins. As SingPost focuses on increasing volumes on the network, it will take time to derive cost synergies.

Consolidation of US subsidiaries TradeGlobal and Jagged Peak saw eCommerce revenue more than double to S$81.1 million. Jagged Peak saw good growth in revenue and operating profit, winning new customers and exceeding targets.

Cincinnati-based TradeGlobal posted an operating loss as higher labour costs were incurred due to worker shortage in the city, and productivity impacted by delays in warehouse automation and the rollout of services for new customers. Developments at two of its top customers also affected TradeGlobal's performance: One customer has filed for bankruptcy, while the other has decided to in-source its eCommerce freight operations.

For the nine months of the financial year, TradeGlobal has not achieved the underlying profit assumptions of the business plan which supported the investment. TradeGlobal incurred a significant loss instead of a projected profit in the third quarter peak season. It is expected to make a loss for the full year. The business is being restructured to improve its performance.

Total expenses of the Group increased 23.3 per cent as new subsidiaries were consolidated, resulting in a change in business mix.

For the nine months ended 31 December 2016, revenue rose 22.8 per cent to S$1.02 billion, while underlying net profit was down 22.6 per cent.

eCommerce-related revenues from across the Postal, Logistics and eCommerce segments increased from S$278.1 million to S$515.7 million, making up 50.3 per cent of Group revenue in the first nine months of the year. Overseas revenues grew in tandem to make up 51.4 per cent of Group revenue, up from 41.9 per cent in the same period last year.

Improved cash flows from operations

Net cash from operating activities for the nine months rose to S$152.5 million, from S$72.0 million during the corresponding period last year. Cash used for investing activities declined to S$65.4 million, from S$463.9 million.

As at 31 December 2016, SingPost's cash and cash equivalents stood at S$229.1 million, up from S$126.6 million as at 31 March 2016. The Group recorded a net debt position of S$185.8 million.

Interim dividend

For the third quarter of FY 2016/2017, the Board of Directors has declared an interim dividend of 0.5 cent per ordinary share (tax exempt one-tier) to be paid on 9 March 2017.

About Singapore Post Limited

For over 150 years, Singapore Post (SingPost) as the country's postal service provider, has been delivering trusted and reliable services to homes and businesses in Singapore.

Today, SingPost is pioneering and leading in eCommerce logistics as well as providing innovative mail and logistics solutions in Singapore and around the world, with operations in 19 markets.

Building on its trusted communications through domestic and international postal services, SingPost is taking the lead in end-to-end integrated and digital mail solutions. The suite of SingPost eCommerce logistics solutions includes front end web management, warehousing and fulfilment, last mile delivery and international freight forwarding.

SingPost has been listed on the Main Board of the Singapore Exchange since 2003. The market capitalisation of SingPost stood at S$3.53 billion as of 31 March 2016.

To find out more about SingPost, please visit www.singpost.com and https://www.singpost.com/corporate-information/businesses.html for more information on SingPost's subsidiaries and businesses.

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