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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 *	Genevieve Tan McCully (Mrs)
Designation *	Company Secretary
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>> Announcement Details

The details of the announcement start here ...

Announcement Title *	Presentation Slides - UBS ASEAN Conference 2012
Description	Attached for information are the presentation slides for the UBS ASEAN Conference 2012 to be presented on 3 September 2012.
Attachments	 Presentation_Slides_UBSConference2012.pdf Total size = 652K (2048K size limit recommended)

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Corporate Presentation

UBS ASEAN Conference 2012

.....
3 September 2012

Singapore
POST



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Building Shareholder Value

Forward-looking Statements – Important Note

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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.

Key Messages



PUSHING THE ENVELOPE

Tough industry conditions

- Declining letter volumes, increasing competition

We accelerated our transformation to stay relevant and grow

- *Group-wide programme – “Ready for the Future”*

We are investing into people, technology and operations

Rigorous cost management and major efficiency improvements to defend results while transforming

Continued commitment to shareholders

The Context

State of the Global Postal Industry

Declining letter volumes

Rising operating costs

Several large postal players in financial distress

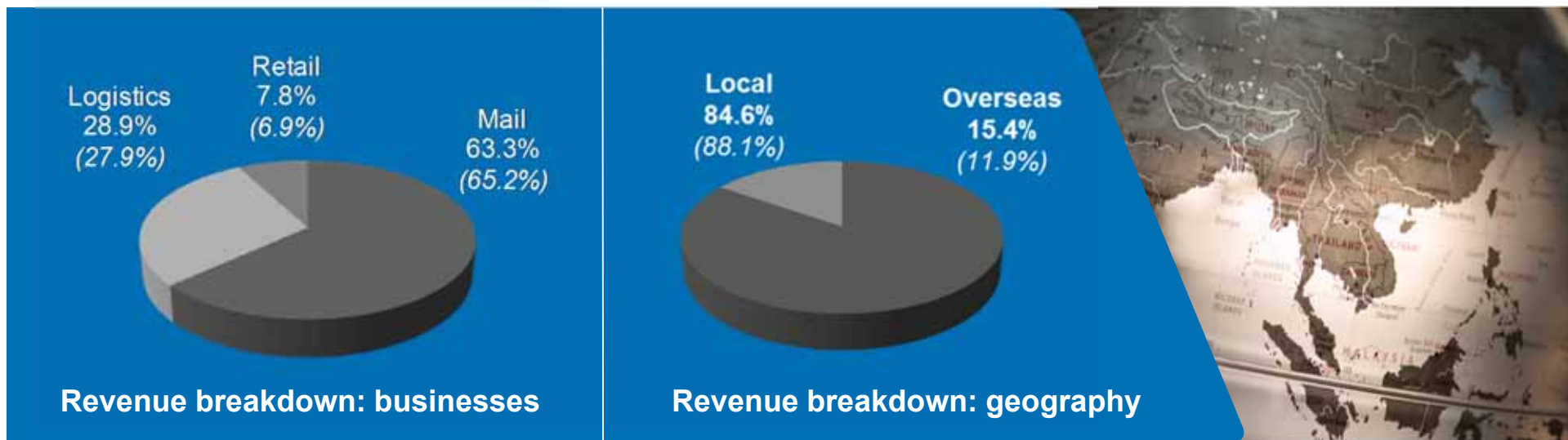
Competition from logistics companies moving into postal space

View: e-commerce is the future but there is need to invest

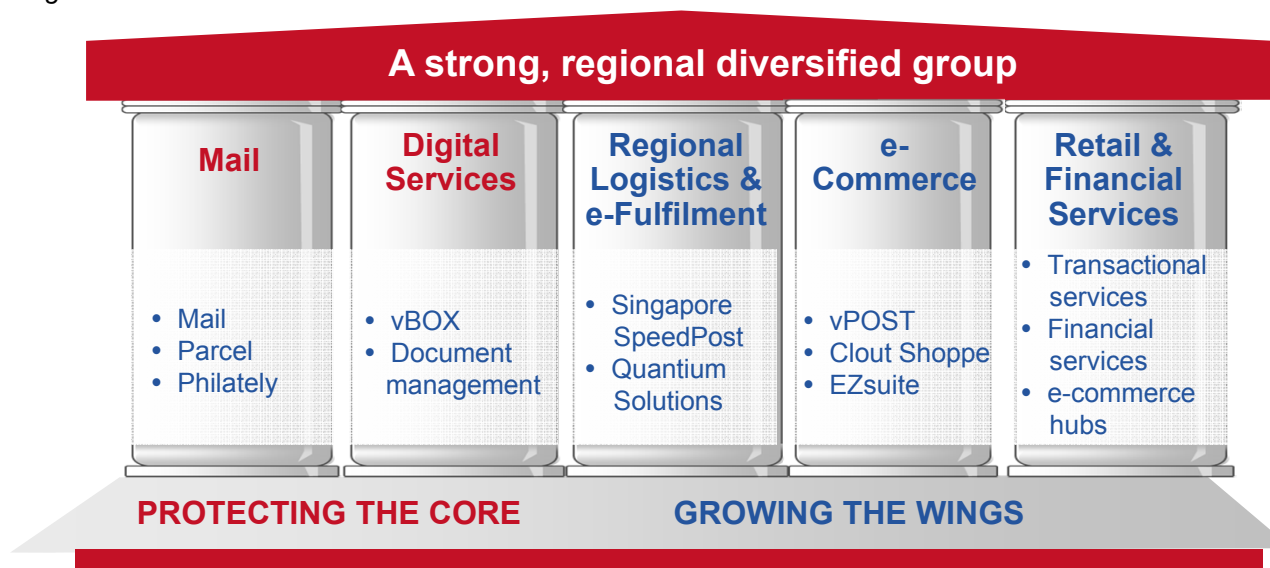
We must push the envelope to stay relevant

Building a Regional Diversified Group

Towards a More Balanced Portfolio



Note: Q1 FY2011/12 figures in italics



Mail Business

From Ideas to Reality

	Q1 FY12/13	% change
Revenue	\$100.9M	+3.7%
Operating profit	\$34.6M	(4.3%)
Revenue breakdown		
<i>Domestic mail</i>	\$60.6M	(0.8%)
<i>International mail</i>	\$32.5M	+7.3%
<i>Hybrid mail</i>	\$6.9M	+46.8%
<i>Philatelic</i>	\$0.9M	(23.0%)



Challenging postal industry globally and in Asia

Focused on protecting core business

→ **Productivity | Efficiency | Innovation**

Logistics Business

From Singapore to AsiaPac

	Q1 FY12/13	% change
Revenue	\$57.1M	+11.5%
Operating profit	\$3.1M	+54.2%
Revenue breakdown		
<i>Quantum Solutions</i>	<i>\$39.6M</i>	<i>+16.5%</i>
<i>Speedpost</i>	<i>\$13.6M</i>	<i>+2.3%</i>
<i>Others *</i>	<i>\$4.0M</i>	<i>(1.1%)</i>



* vPOST, Transhipment & others



Your Asian Fulfillment Partner

Tapping regional e-commerce growth

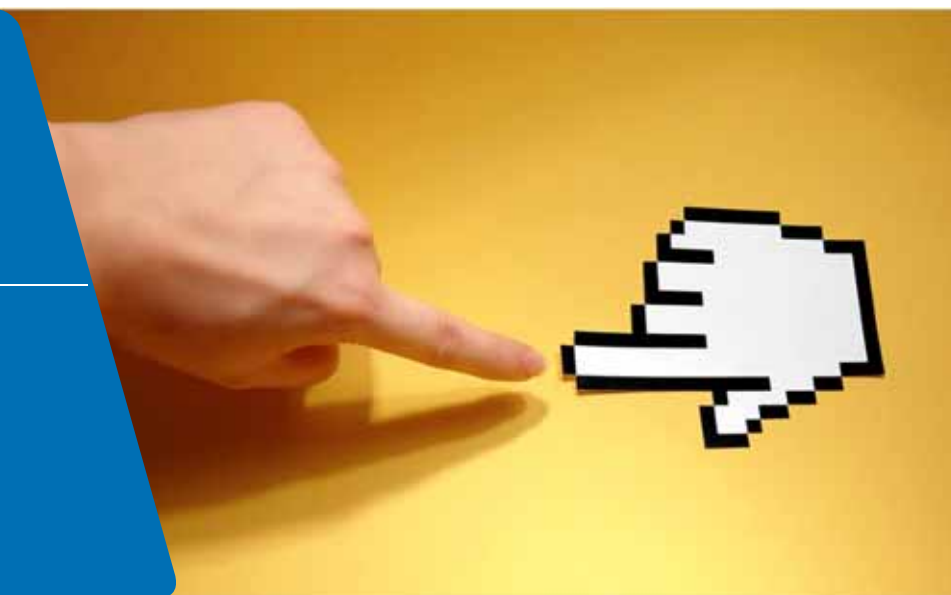
Working closely with our subsidiaries and partners (GDEX, ITL, 4PX)

Investing in resources to build regional logistics platform

Retail Business

From Bricks to Clicks

	Q1 FY12/13	% change
Revenue	\$18.6M	+12.4%
Operating profit	\$3.6M	+74.6%
Revenue breakdown (excluding inter-segment)		
<i>Retail – agency, products & others</i>	\$5.5M	+16.3%
<i>Financial services</i>	\$6.3M	+25.1%



Building an even more effective retail network for the future

Introducing mobile, SME solutions

CLOUT SHOPPE

Focus on Costs

	Q1 FY12/13	% change
Operating expenses	\$115.6M	+8.9%
<i>Labour & related</i>	<i>\$48.3M</i>	<i>+9.2%</i>
<i>Volume related</i>	<i>\$42.1M</i>	<i>+11.6%</i>
<i>Admin & other</i>	<i>\$16.7M</i>	<i>+9.0%</i>
<i>Depreciation</i>	<i>\$6.8M</i>	<i>(4.1%)</i>
<i>Selling</i>	<i>\$1.7M</i>	<i>(5.3%)</i>



Cost pressures across all businesses

- labour, rental, utilities, inflationary pressures

Investing to stay relevant and enhance services

People | Technology | Operations

Tight control over non-strategic costs

- procurement and outsourcing
- lean admin backend
- operational improvements
- spending controls

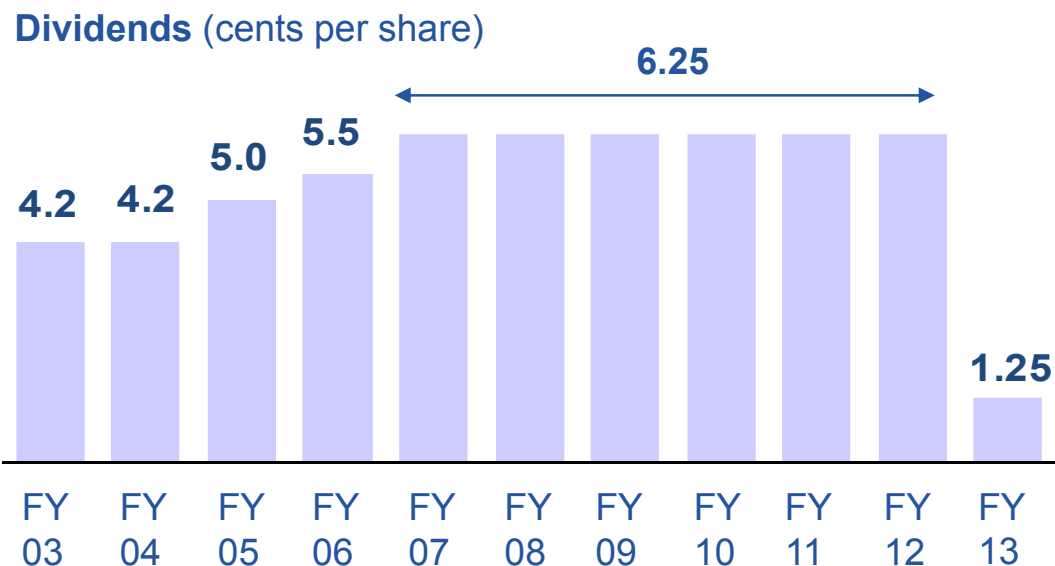
Developments & Outlook

- Early stages of transformation, but good momentum and traction on our transformation initiatives
- Our focus remains:
 - 1) Accelerate revenues
 - 2) Investing to build necessary enablers to drive growth and further improve productivity
 - 3) Being vigilant on expenditures, cost management and optimisation measures



Building Shareholder Value

- Committed to building shareholder value
 - Yield plus growth
- Quarterly payout of 1.25 cents per share based on minimum annual dividend of 5.0 cents per share
- Supported by healthy cash flow generation





The complete set of financial statements is available on SGXNET and our website at www.singpost.com.