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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
Date & Time of Broadcast	28-Jun-2013 08:11:25
Announcement No.	00011

**>> Announcement Details**

The details of the announcement start here ...

Announcement Title \* Presentation Slides - 21st Annual General Meeting

Description

Attached are the presentation materials for a presentation to be made by Dr Wolfgang Baier, Group Chief Executive Officer of Singapore Post Limited ("SingPost"), at the 21st Annual General Meeting of Singapore Post Limited to be held today at 10.30am.

**Attachments**

 [2013AGMPresentation.pdf](#)  
Total size = **1760K**  
(2048K size limit recommended)

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# 21st Annual General Meeting / Extraordinary General Meeting

28 June 2013



Singapore  
POST

SINGAPORE POST CENTRE  
POST OFFICE

Singapore  
POST

# FY2012/13 Highlights





# Our Vision



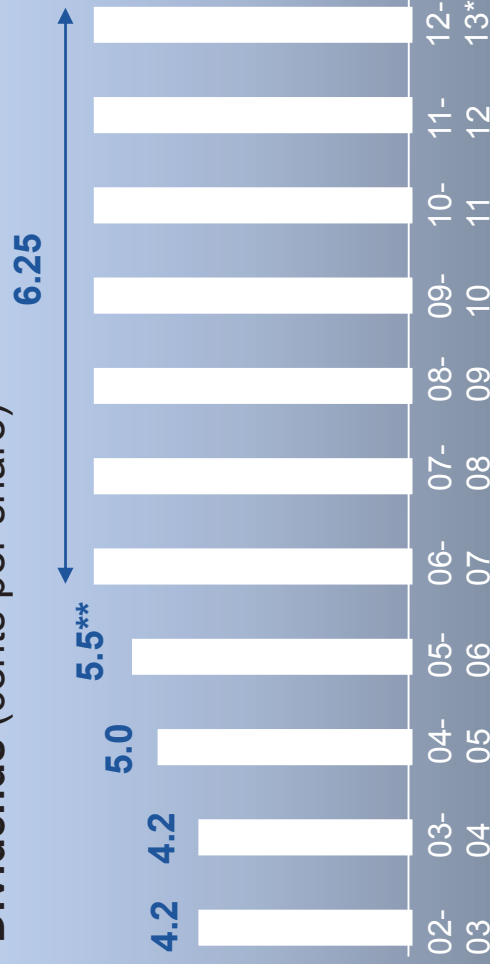
# FY2012/13 Financial Performance - Our Transformation is off to a Good Start



	FY12/13	% change
Revenue	\$658.8M	+13.9%
Underlying net profit	\$141.0M	+4.1%
Free cash flow	\$178.6M	+18.7%

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Dividends (cents per share)



\* Including Q4 FY2012/13 proposed final dividend of 2.5 cents per share


\*\* Exclude special dividend of 10 cents


**Achieving results from the Group's transformation efforts**


**Drivers: e-commerce and regional growth via M&As**

# FY2012/13 Financial Performance – Business Units Performed Well



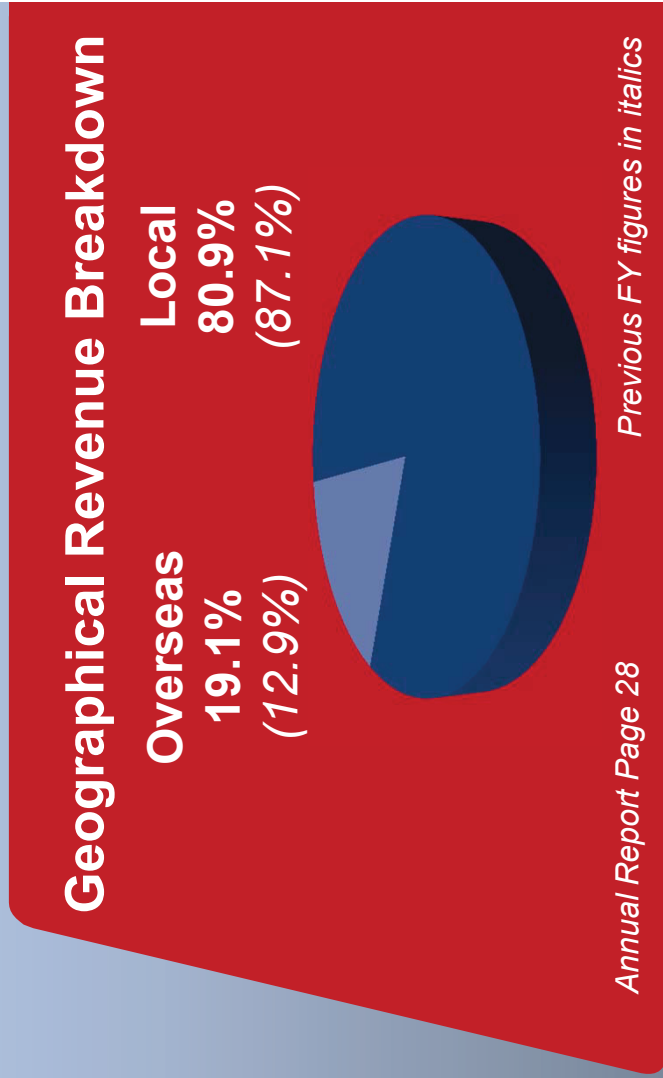
<b>Mail</b>		
Revenue	↑	14.2%
Operating profit	↑	6.1%

<b>Logistics</b>		
Revenue	↑	16.9%
Operating profit	↑	19.9%

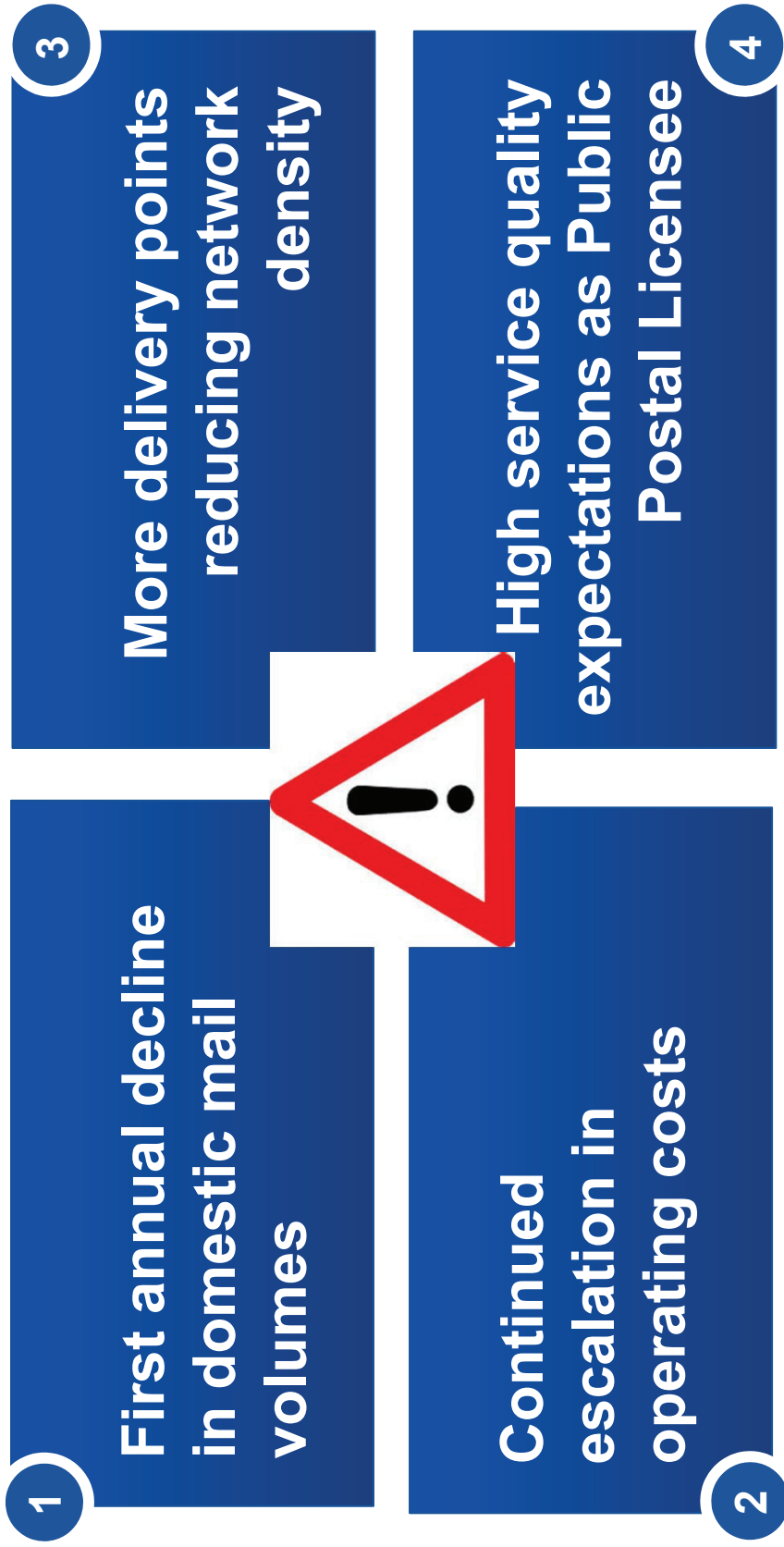
<b>Retail</b>		
Revenue	↑	5.7%
Operating profit	↑	12.6%

<b>Others*</b>	
Operating profit	↓ 63.4%

\* Others include commercial property rental operations and corporate overhead items



# Challenges in the Operating Environment Continue



Top priority on cost management while continuing to transform

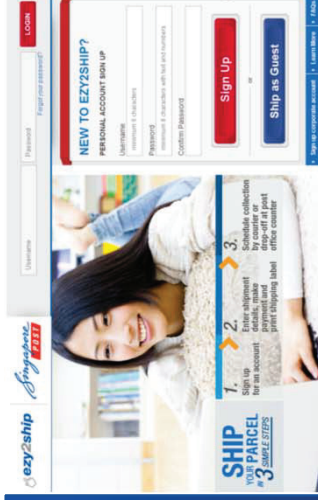
# Ready for the Future – We Continue to Invest into Customer Service and Innovative Growth



**S\$60M investment into postal infrastructure and network**



**S\$30M investment into service quality and innovation**



**S\$10M investment into people**



**SingPost Inclusion Fund**  
Caring • Changing • Cultivating

**Enhancing service quality, accessibility**

**Raising efficiency, productivity**



# Ready for the Future – We Continue To Invest into the Diversification of the Group



## M&As in FY2012/13

Famous Holdings, Singapore

Lock + Store, Singapore

Novation Solutions, Hong Kong



Continue to explore investment opportunities in Singapore & the region

M&As to gain domain expertise, expand network and into regional markets

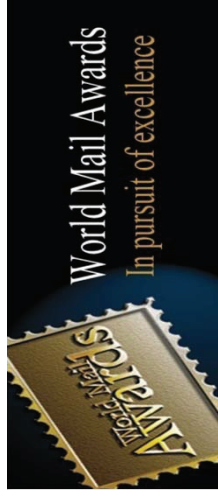
# International and Local Recognition for Our Transformation



Ranked No. 1  
Postal Agency



World Mail Award 2013  
for People Management



Service Provider  
of the Year Award



- NTUC May Day Awards (Plaque of Commendation) 2013
- NTUC May Day Model Partnership Awards (Institutional) 2013





MARINA BAY SKYLINE

Thank You

