


General Announcement::Presentation Slides - 23rd Annual General Meeting

Issuer & Securities

Issuer/ Manager	SINGAPORE POST LIMITED
Securities	SINGAPORE POST LIMITED - SG1N89910219 - S08
Stapled Security	No

Announcement Details

Announcement Title	General Announcement
Date & Time of Broadcast	08-Jul-2015 08:46:33
Status	New
Announcement Sub Title	Presentation Slides - 23rd Annual General Meeting
Announcement Reference	SG150708OTHRGOMV
Submitted By (Co./ Ind. Name)	Woo Mei Lin Jacqueline
Designation	Group Company Secretary
Description (Please provide a detailed description of the event in the box below)	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 23rd Annual General Meeting of SingPost to be held today at 2.30pm.
Attachments	<p> 2015AGMPresentation.pdf</p> <p>Total size =1417K</p>

Like [Tweet](#)



23rd Annual General Meeting & Extraordinary General Meeting

8 July 2015

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

“\$” or “SGD” means Singapore dollars unless otherwise indicated.

REGIONAL LEADER IN

ECOMMERCE
LOGISTICS



&

TRUSTED
COMMUNICATIONS



In Asia, we are building an eCommerce logistics backbone for our clients



eCommerce Supply Chain provider in Asia

19 Logistics Centers **13** Countries & Offices **4** Call Centers **8** Languages & Dialects

Own Technology IP,
Rapid Growth



At the same time, Trusted Communications remains critical to SingPost – We invested more than SGD 100m in Mail Infrastructure, Process & People

SGD 60m+
investment into
postal infrastructure
and network



SGD 30m+
investment into
service quality and
innovation



SGD 10m+
investment into
people

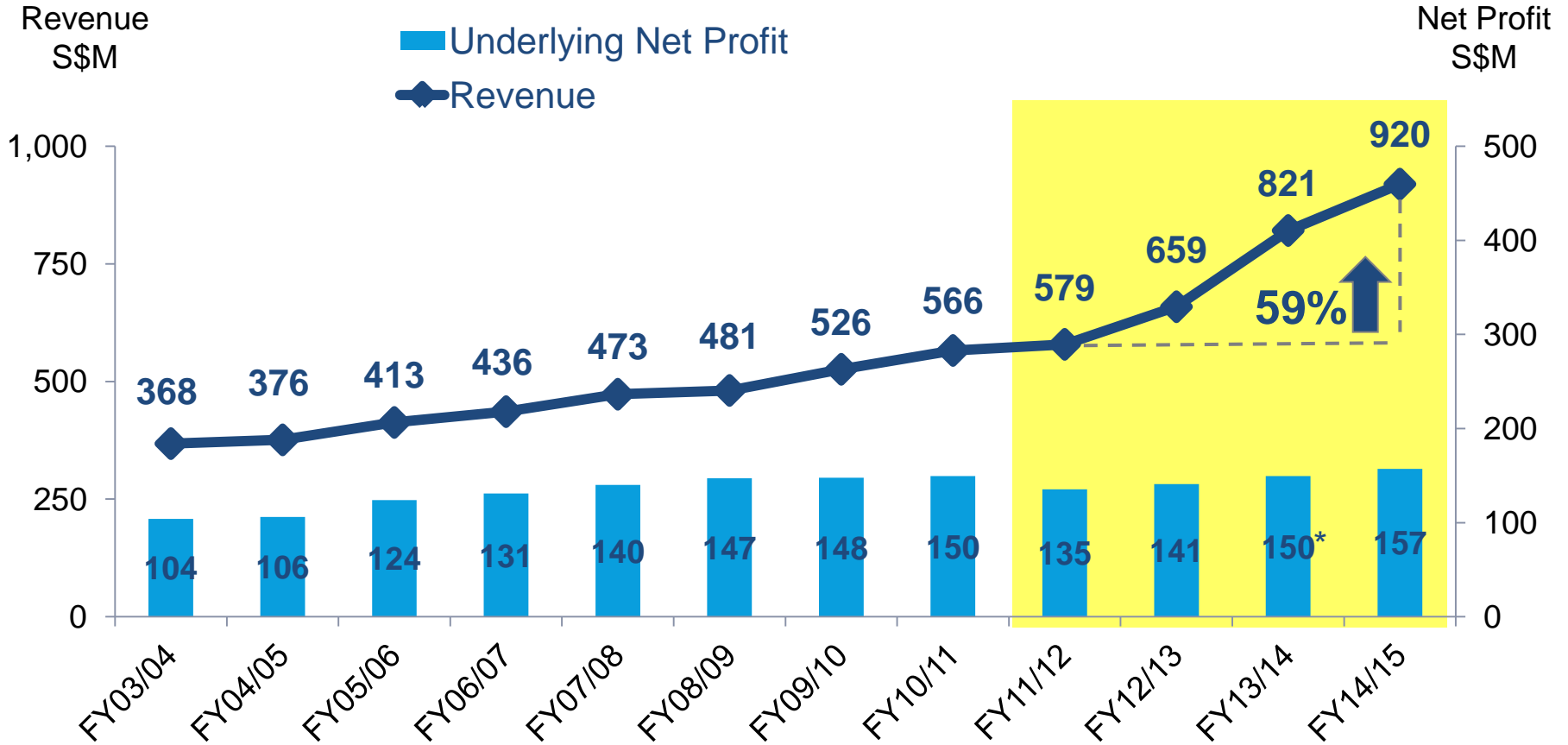


**SingPost
Inclusivity Fund**
Caring • Changing • Cultivating

Enhancing service quality,
accessibility

Raising efficiency, productivity

Accelerated revenue growth in the last few years

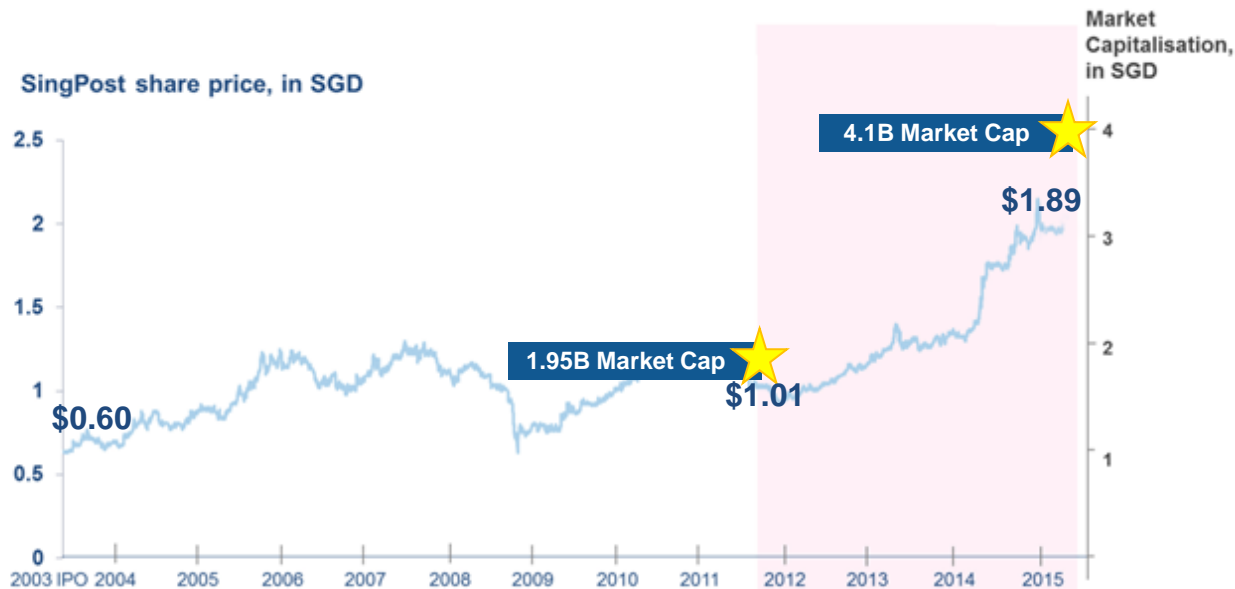


Revenue grew from SGD 579 million to SGD 920 million

*Note: Restated figure after the change in investment properties fair value

Which is also showing in the share price

...and creating value for our shareholders

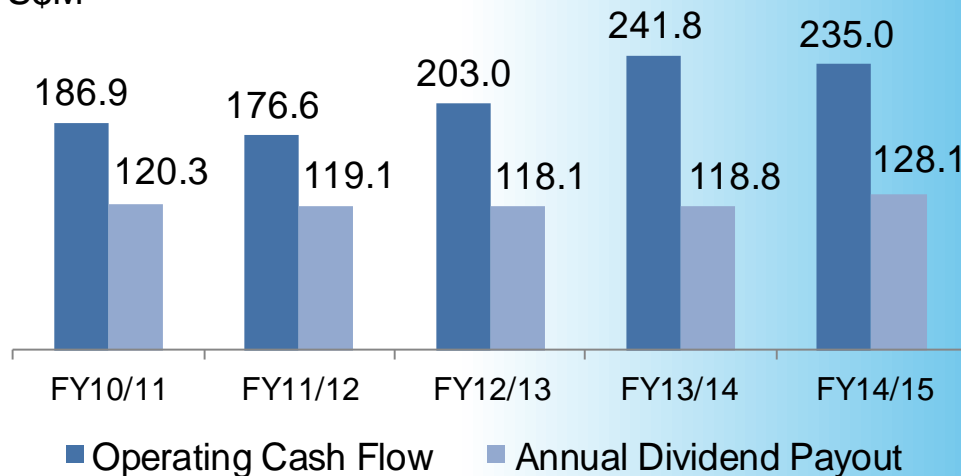


- Total shareholder return of ~ 360% since IPO in 2003; 4.2x initial investment
- Market capitalisation has more than doubled since FY2010/11

And we enhanced our dividend

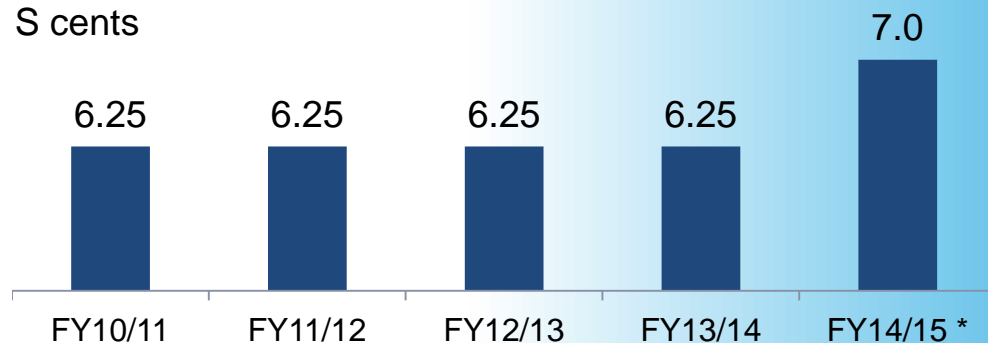
Our healthy cash flows support dividend payout

S\$M



Dividend declared and proposed

S cents



Barring unforeseen circumstances, SingPost will make a total annual dividend payout of 7 cents per share from FY2015/16

* Note: The proposed final dividend of 2.5 cents and special dividend of 0.75 cents require shareholders' approval at the 23rd AGM. The payout in FY14/15 reflects dividend of 6.25 cents.

But challenges in operating environment remain

Domestic traditional mail volumes continues to decline

High service quality expectations as Public Postal Licensee, regardless of declining mail volume



Continued escalation in operating costs

New areas of logistics and eCommerce are very competitive

FY2014/15 performance – Transformation is seen in the numbers

SingPost Group	
Revenue	↑ 12.0%
Underlying net profit	↑ 5.2%



Mail	
Revenue	↑ 1.9%
Operating profit	↑ 0.9%



Logistics	
Revenue	↑ 26.1%
Operating profit	↑ 52.1%

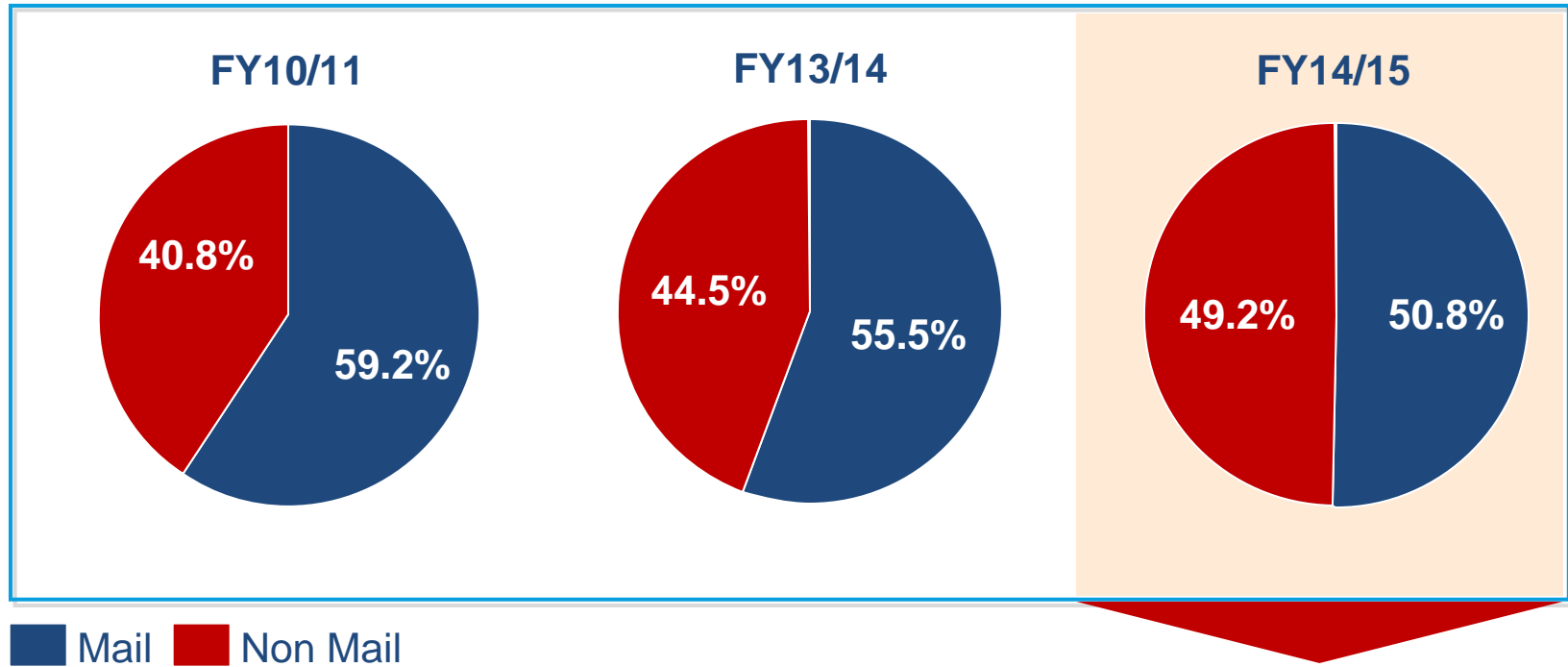


Retail & eCommerce	
Revenue	↑ 6.2%
Operating profit	↑ 30.1%

- M&A contributions and eCommerce related growth mitigated impact of decline in traditional letter business
- Driving synergies and business development from recent acquisitions

As we rapidly evolve into a much more diverse Group, Mail remains an integral contributor

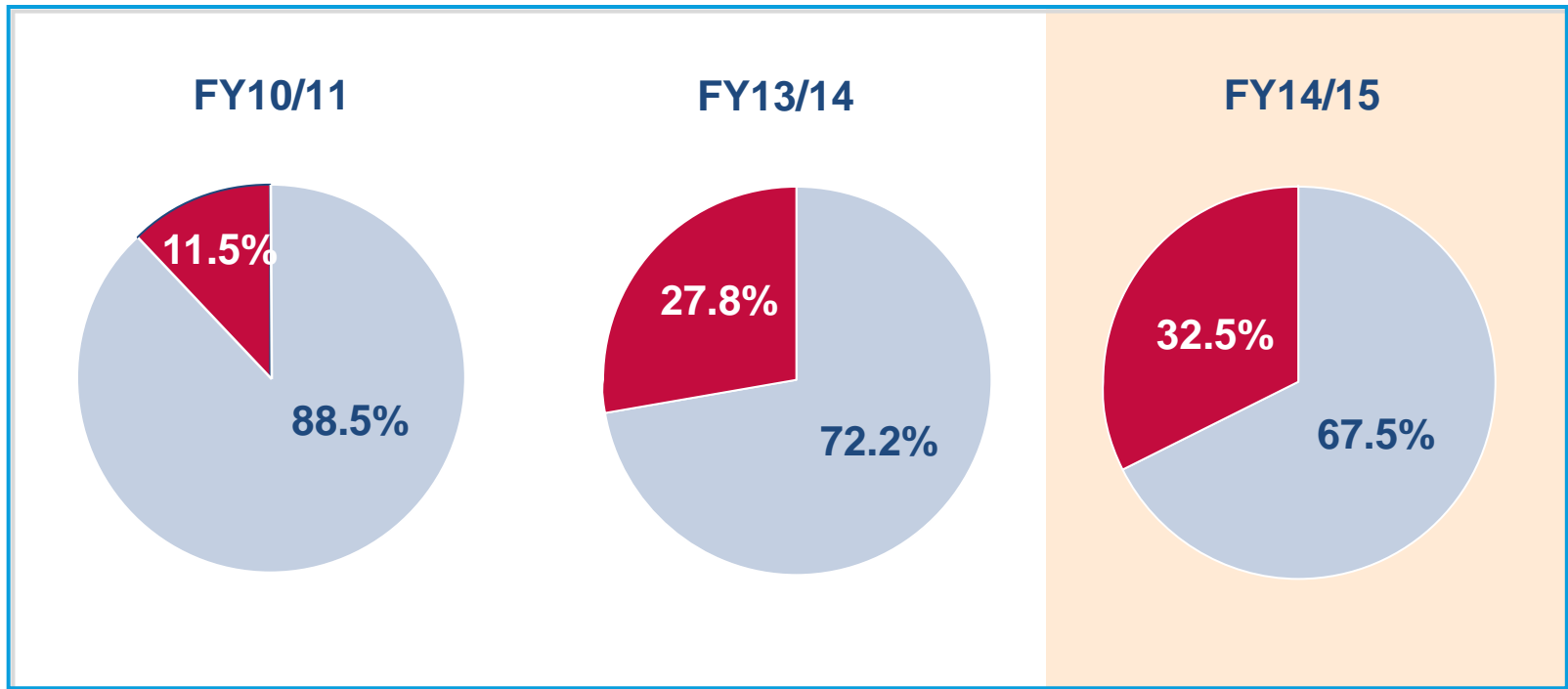
Revenue (%): Mail & Non-Mail



eCommerce-related Revenue at approximately 28% of Group Revenue

We are becoming more international

Revenue (%): Local vs Overseas



Local Overseas

We are getting ready for the future

To build the future, we continue to invest into
People - Infrastructure - Technology

Singapore Postal Upgrade

~SGD 100m



Integrated eCommerce Logistics Hub

~SGD 182m



Regional Mergers & Acquisitions

~SGD 140m



SingPost and Alibaba Group to expand ecommerce logistics cooperation

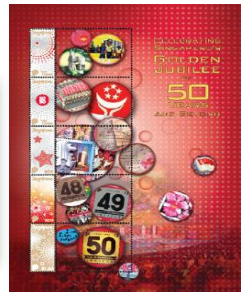
- Alibaba to invest into QS to allow accelerated build up of end-to-end ecommerce logistics network for Asia Pacific ecommerce customers
- Alibaba Group to increase its equity stake in SingPost to 14.51%
- Joint strategic business development framework to improve efficiency and integration in ecommerce logistics



Strategic priorities going forward – continue with the accelerated transformation

- Protect core mail business and deliver on service promise
- Drive ecommerce logistics growth both locally and internationally through organic growth and M&A
- Build a world class organisation to execute our vision





SP eCommerce



Thank You