

News Release

SingTel Group's mobile customer base reaches 351 million

SingTel leads the market

Optus continues growth momentum

Singapore, 11 August 2010 – Singapore Telecommunications Limited (SingTel) announced that the Group had another quarter of strong customer acquisitions. Including Bharti's mobile customers in Asia and Africa, the Group's combined regional mobile customer base stood at 351 million as at 30 June 2010, an increase of 34 per cent, or 88.5 million from a year ago.

	Aggregate Customer Base (in 000s)			Proportionate Customer Base* (in 000s)		
	30 Jun 10	31 Mar 10	30 Jun 09	30 Jun 10	31 Mar 10	30 Jun 09
SingTel	3,113	3,116	2,991	3,113	3,116	2,991
Optus	8,688	8,498	8,002	8,688	8,498	8,002
Bharti	176,975	127,619	102,368	56,702	39,849	30,443
- India, Bangladesh, Sri Lanka ¹	140,613	127,619	102,368	45,052	39,849	30,443
- Africa ²	36,362	-	-	11,650	-	-
Telkomsel	88,316	81,950	76,013	30,911	28,683	26,605
AIS	30,008	29,509	27,902	6,395	6,291	5,954
Globe	24,622	23,890	25,024	11,653	11,309	11,846
Warid	16,932	16,276	17,887	5,080	4,883	5,366
PBTL	1,998	1,909	1,965	899	859	884
Group Total	350,652	292,767	262,153	123,441	103,488	92,091

* Proportionate share of mobile customers represents the total number of mobile customers of an associate multiplied by the Group's effective percentage ownership in the associate at the respective dates.

¹ Prior period comparatives exclude Bangladesh and Sri Lanka customers.

² Includes only customers with at least a revenue transaction in the past 30 days.

Bharti's total mobile customer base across 18 countries covering India, Bangladesh, Sri Lanka and Africa stood at 177 million as at 30 June 2010. In India, Bharti maintained its market leadership despite intense price competition that started in the second half of 2009.



Bharti completed the acquisition of mobile operations in 15 African countries in June this year. As at 30 June 2010, Bharti had 36.4 million mobile customers in these markets¹.

Telkomsel added 6.4 million mobile customers this quarter, which is a strong rebound in customer acquisition from 307,000 in the preceding quarter. Its total mobile customer base rose to 88.3 million, an increase of 16 per cent from a year ago.

AIS' mobile customer base grew 2.1 million or 8 per cent from a year ago to 30.0 million. As at 30 June 2010, AIS' market share rose by 0.4 percentage point from a year ago to 44.5 per cent.

Globe had 24.6 million mobile customers, a decline of 2 per cent or 402,000 from a year ago as it churned out lower quality prepaid customers in prior quarters.

Warid's total mobile customer base was 16.9 million as at 30 June 2010, 5 per cent or 955,000 lower than a year ago, as it deactivated some of its customers to comply with regulatory requirements in the March 2010 quarter.

Optus continues growth momentum

With continued network coverage expansion and the introduction of a compelling range of smartphones and innovative service offerings, Optus added 190,000 mobile customers in the quarter, bringing its total mobile base to 8.7 million, an increase of 9 per cent from a year ago.

Postpaid customer additions were 139,000 this quarter, with postpaid subscribers now comprising 50 per cent of Optus' total mobile customers base as at 30 June 2010.

The number of Optus 3G customers increased to 4.17 million, which included 994,000 wireless broadband subscribers.

SingTel leads the market

SingTel's total mobile customer base increased 4 per cent or 122,000 from a year ago, to 3.11 million with a leading market share of 44.4 per cent as at 30 June 2010.

SingTel added 25,000 new postpaid customers in the quarter as smartphones bundled with competitive price plans remained popular with customers. Its postpaid customer base increased to 1.65 million, representing a market share of 45.8 per cent.

¹ The African countries in which Bharti has acquired the operations are – Burkina Faso, Chad, Congo Brazzaville, Democratic Republic of Congo, Gabon, Ghana, Kenya, Madagascar, Malawi, Niger, Nigeria, Sierra Leone, Tanzania, Uganda and Zambia.



From October 2009, SingTel reduced the validity period of lower value cards to 90 days and deactivated inactive prepaid customers. This resulted in a net decline of 28,000 customers in the quarter. At the end of June 2010, SingTel's total prepaid customer base was 1.47 million representing 42.9 per cent share of the market.

More information on the performance of the SingTel Group will be available when it announces its results for the first quarter ended 30 June 2010 on 12 August 2010.

About SingTel

SingTel is a strategic investor in the region's most successful mobile operations. It has a 21 per cent stake in Thailand's Advanced Info Service (AIS). It has a 32 per cent effective interest in Bharti Airtel, India's largest GSM operator, which has significant presence in Bangladesh, Sri Lanka and Africa. SingTel has a 47 per cent stake in Globe Telecom in the Philippines and a 35 per cent stake in Indonesia's largest mobile operator, Telkomsel. It also has a 45 per cent stake in Pacific Bangladesh Telecom Limited (PBTCL) and a 30 per cent stake in Warid Telecom in Pakistan. More information can be found at www.singtel.com and www.optus.com.au.

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