

Financial Results Presentation

Q1 FY12: Quarter ended 30 June 2011



11th August 2011
Chua Sock Koong
Group CEO

Forward looking statement – important note

The following presentation contains forward looking statements by the management of Singapore Telecommunications Limited ("SingTel"), 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 SingTel. In particular, such targets should not be regarded as a forecast or projection of future performance of SingTel. It should be noted that the actual performance of SingTel may vary significantly from such targets.

“S\$” means Singapore dollars and "A\$" means Australian dollars unless otherwise indicated. Any discrepancies between individual amounts and totals are due to rounding.



Agenda

01 // Overview

02 // Singapore

03 // Australia

04 // Associates & joint ventures

05 // Financial position

Resilient operations in Singapore and Australia

Group performance	Revenue › up 7%	S\$4,605m	Net profit › down 3%	S\$916m
Singapore	Revenue › up 2%	S\$1,557m	EBITDA¹ › down 4%	S\$567m
Optus	Revenue › up 3%	A\$2,313m	EBITDA › up 1%	A\$560m
Regional Mobile	Customers² › up 19%	416m	Pre-tax earnings³ › down 10% › stable in constant currency & excl Bharti Africa losses	S\$472m

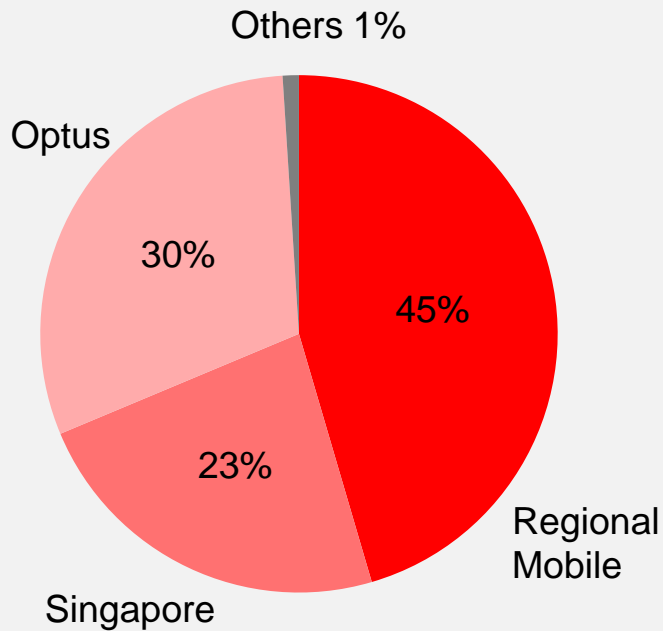
1. Excludes Group and International Business corporate costs

2. Group mobile subscribers, including SingTel, Optus and Regional Mobile Associates

3. Based on the Group's share of Regional Mobile Associates profit before tax and exceptionals

Group Q1 FY12 highlights

Proportionate EBITDA¹ 77% outside Singapore



Group

- › Completed S\$3.7b of revolving credit facilities

Singapore

- › Successful launch of Singapore's second satellite ST-2
- › Introduced Asia's 1st premium priority mobile broadband service

Optus

- › Reached landmark agreement with NBN Co for migration of HFC services
- › Won A\$200m contract for NBN's satellite services

Regional Mobile

- › Bharti Africa continued growth momentum in customer and usage

1. Based on 3 months to Jun 2011









Q1 FY12: Earnings impacted by higher net finance expense and tax

	3 months to Jun 11	3 months to Jun 10	YoY % change	3 months to Mar 11	Sequential % change
Operating revenue	4,605	4,289	7.4%	4,643	(0.8%)
EBITDA	1,284	1,255	2.3%	1,392	(7.7%)
- margin	27.9%	29.3%		30.0%	
Associates pre-tax earnings ¹	500	551	(9.2%)	514	(2.7%)
EBITDA & share of associates' pre-tax earnings	1,792	1,797	(0.3%)	1,906	(6.0%)
Depreciation & amortisation	(501)	(484)	3.5%	(500)	0.2%
Net finance expense	(93)	(79)	17.9%	(92)	1.2%
Exceptional Items ²	61	-	N.M.	(6)	N.M.
Pre-tax profit	1,259	1,234	2.0%	1,308	(3.8%)
Tax	(342)	(292)	17.2%	(317)	8.0%
Net profit	916	943	(2.9%)	992	(7.6%)
Underlying net profit	873	943	(7.4%)	998	(12.5%)

1. Excludes exceptionals

2. Includes the Group's share of AIS' results for the quarter ended 31 Mar 2011 and one-off provision for ex-gratia payment arising from organisation restructuring

Foreign exchange movements

Currency		Exchange rate ¹	Currency appreciation / (depreciation) against S\$	
		S\$ 1.00	YoY	QoQ
1 AUD ²		S\$1.3176	7.3%	2.6%
INR		36.1	(10.1%)	(1.7%)
IDR		6,944	(6.2%)	0.7%
PHP		34.8	(6.4%)	(1.8%)
THB		24.4	(4.7%)	(2.1%)
BDT		59.2	(18.9%)	(6.5%)
PKR		69.0	(13.9%)	(2.8%)

1. Average exchange rates for the quarter ended 30 Jun 11

2. Average A\$ rate for translation of Optus' operating revenue

Trends in constant currency terms¹

3 months to Jun 11	1Q FY12 (reported S\$m)	YoY % change (reported S\$)	YoY % change (at constant FX) ¹
Group revenue	4,605	7.4%	2.5%
Group underlying NPAT	873	(7.4%)	(6.6%)
Optus revenue	3,048	10.1%	2.6%
Associates pre-tax earnings ²	500	(9.2%)	(3.1%)

1. Assuming constant exchange rates from corresponding periods in FY11

2. Based on the Group's share of associates earnings before exceptionals



Agenda

01 // Overview

02 // Singapore

03 // Australia

04 // Associates & Joint Ventures

05 // Financial position

Singapore: growth led by mobile

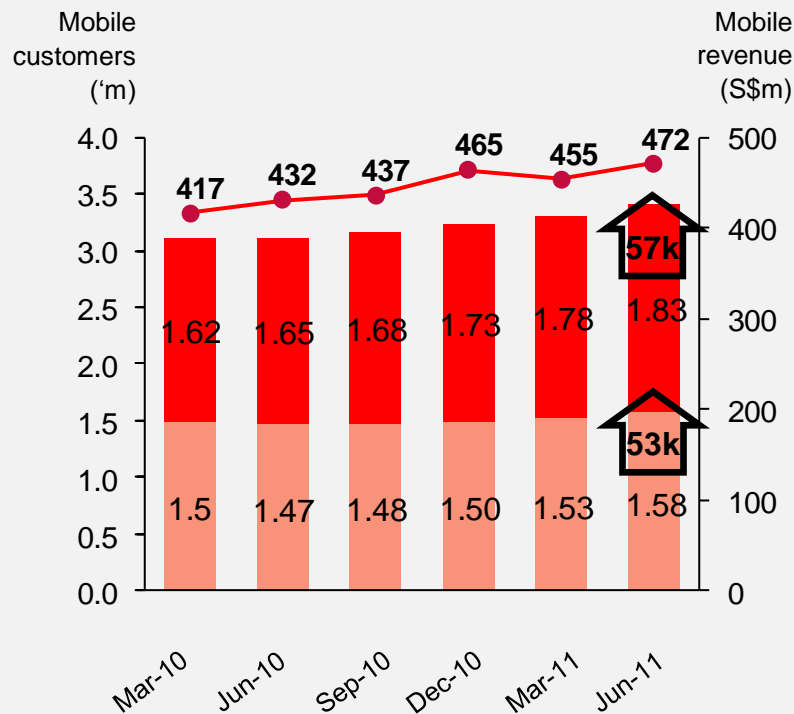
Q1 FY12	Revenue S\$m	YoY Change	Highlights
Total revenue	S\$1,557m	+2%	> up 4% excluding fibre rollout
Mobile	S\$472m	+9%	> record postpaid customer growth > increased take up of higher rate plans
Data & Internet	S\$398m	+1%	> Managed Services growth offsets lower ILC revenue
IT & Engineering	S\$324m	-6%	> lower fibre rollout revenue as OpenNet passed peak rollout > NCS revenue up 2%
International telephone	S\$127m	+1%	> higher traffic offset lower collection rates

Mobile: growing market share

Strong revenue growth **+9%**

Mobile market share **45.3%**

> up 0.9% pts



Postpaid ARPU **S\$87**

- > reported ARPU down 2%
- > up 2% excluding data-only SIMs

Wireless BB subs up 72%¹ **975k**

Total data as % of ARPU **41%**

- > 19% non-SMS data

Subscriber acquisition cost **S\$294**

- > down 20% YoY

—●— Mobile revenue ■ Prepaid customers ■ Postpaid customers

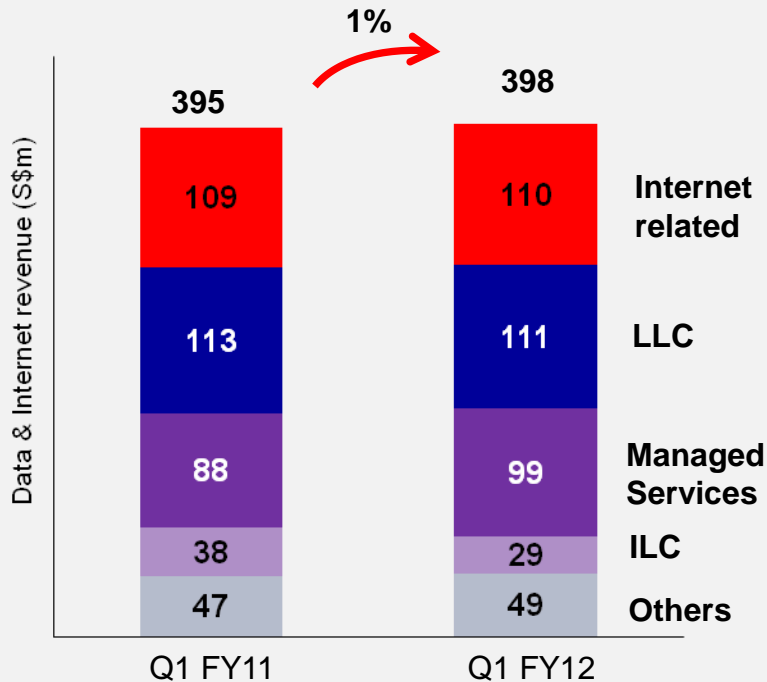
1. Mobile subscribers who registered for monthly mobile broadband data subscription plans, including data packs attached to voice services

Expanding Managed Services & ICT-Telco solutions

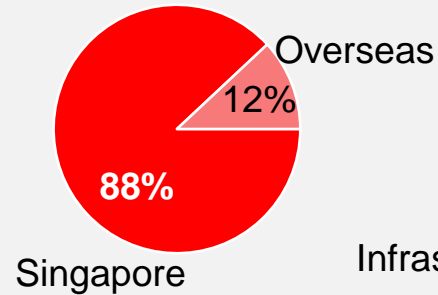
Data & Internet revenue **S\$398m**

NCS Group revenue **S\$277m**

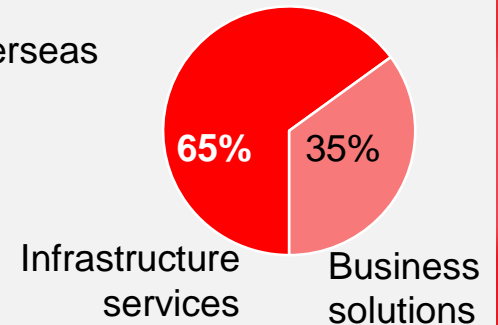
> up 2%



Revenue by geography



Revenue by business



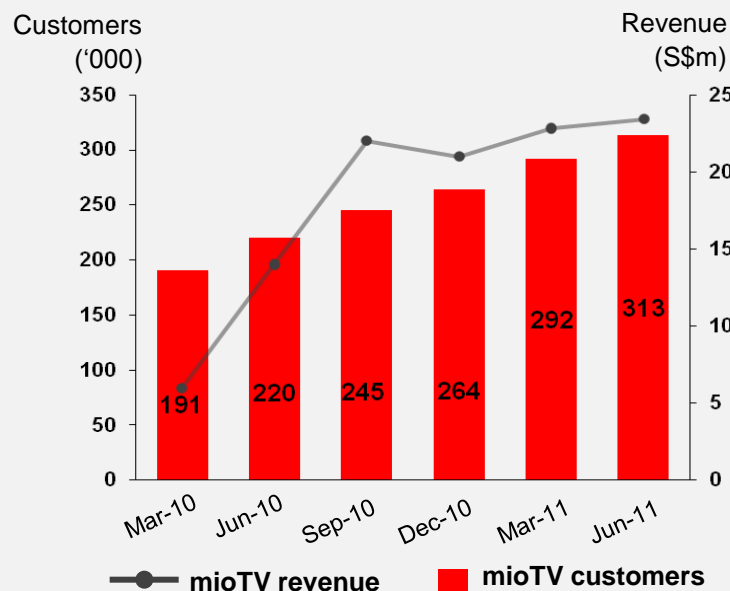
NCS Group order book¹ **S\$1.9b**

Leading the digital home revolution

mio TV revenue

S\$23m

Next Gen NBN



Fibre customers²

22k

Established business trust

NetLink Trust

> to own & manage SingTel's infrastructure used for Next Gen NBN

New content added on mio TV



> Info-tainment

> News

> Sports

mio TV customers

313k

> up 21k

Customers on bundles¹

255k

> up 14k

1. Bundled plans comprised mio Plan (mobile, fixed broadband & fixed voice), mio Home & exPlore Home (mio TV, fixed broadband & fixed voice)

2. Refers to residential and corporate subscriptions to broadband Internet services using optical fibre networks

Investing in strategic initiatives

Singapore Business

EBITDA

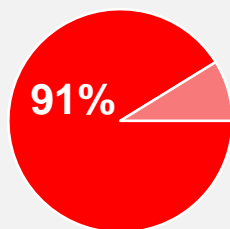
> down 4%

S\$567m

Operating expenses

+7%

Telco
EBITDA
S\$517m



IT & Engg
EBITDA
S\$50m

Telco EBITDA

> down 4%

> EBITDA margin 41.9%

S\$517m

Selling & Admin

- > higher mio TV content & service costs
- > higher mobile connections

+25%

Cost of sales

- > lower costs for fibre rollout

-4%

Staff costs

- > Higher headcount and annual increment

+9%

IT & Engineering EBITDA

> down 2%

> EBITDA margin 15.5%

S\$50m

Traffic expenses

- > lower lease expense

-2%

Introducing Optus TV Now

Record and Watch free-to-air TV on
your Optus 3G compatible mobile



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01 // Overview

02 // Singapore

03 // Australia

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05 // Financial position

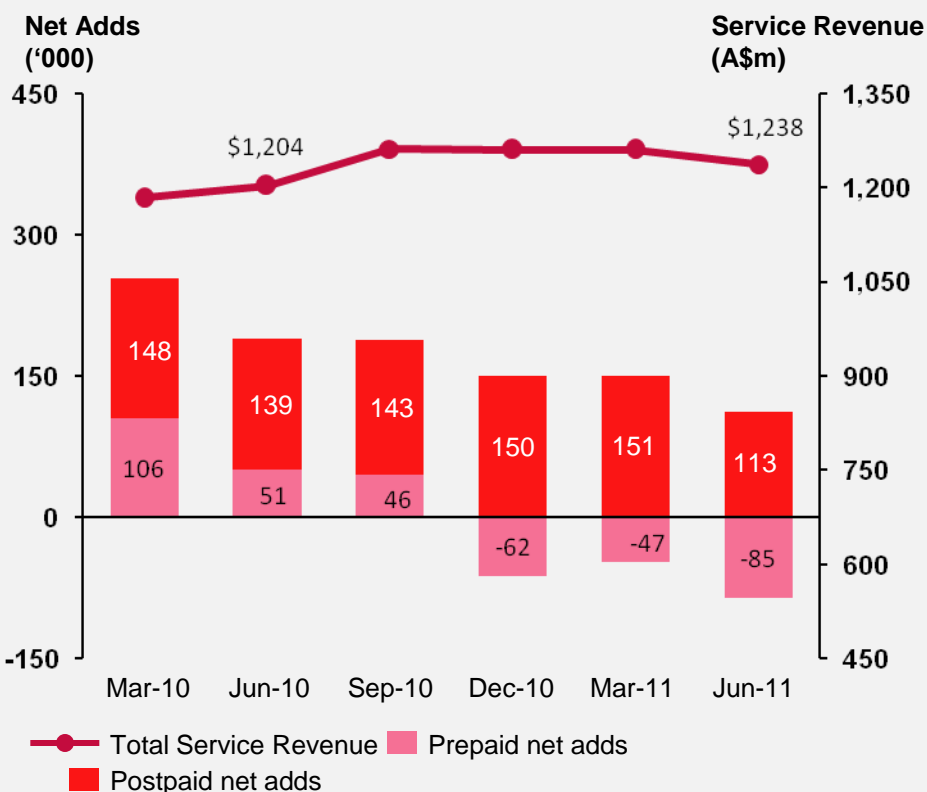
Optus: continuing profitable growth despite headwinds

Q1 FY12	A\$m	YoY Change	Highlights
Total revenue	A\$2,313m	+3%	> led by mobile revenue growth
Mobile	A\$1,492m	+5%	> customer gains in postpaid > lower blended ARPU
Business & Wholesale Fixed	A\$497m	Stable	> higher satellite revenue offset by exit from legacy business data products
Consumer & SMB Fixed	A\$327m	-4%	> managing exit of unprofitable resale
Total EBITDA	A\$560m	+1%	> Margin: 24.2% (Q1FY11: 24.5%)

Mobile: EBITDA stable in a highly competitive market

Service revenue growth **+3%**

Continuing postpaid customer growth



Net adds

- > Postpaid customers **+113k**
- > Prepaid customers **-85k**

Wireless broadband customers 1.4m

- > up 37%

Postpaid ARPU A\$66

- > down 4%
- > down 1% excluding wireless BB

Total data % of ARPU 44%

- > 20% non-sms data

Subscriber acquisition cost A\$220

- > up 10% YoY and up 16% QoQ

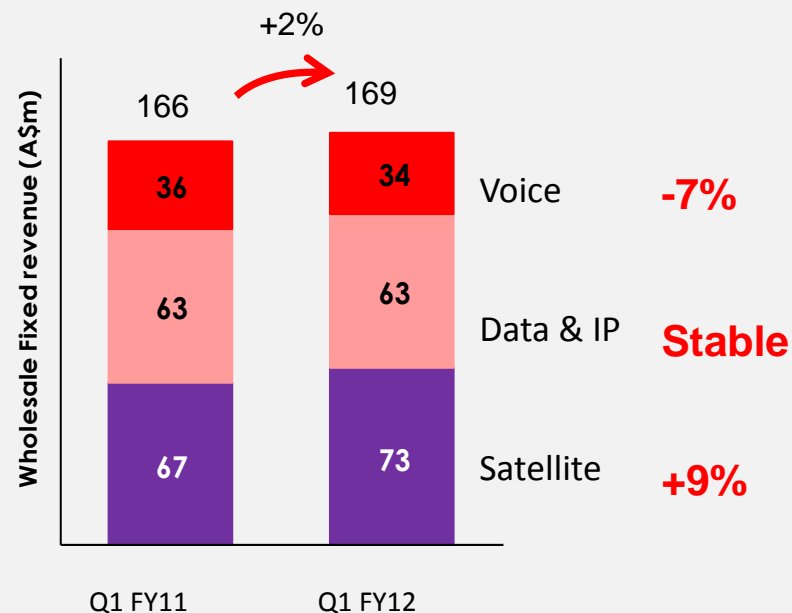
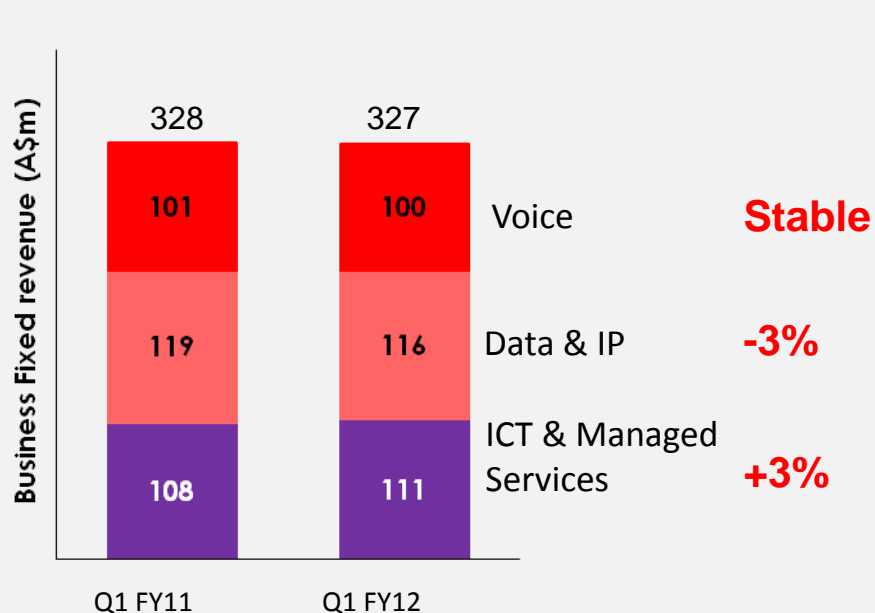
EBITDA **Stable**

- > EBITDA margin down 1ppt to 25%

Business & Wholesale Fixed: growth in ICT & Managed Services and Satellite

Business: growth in ICT & Managed Services

Wholesale: strong Satellite revenue growth



EBITDA **+1%**

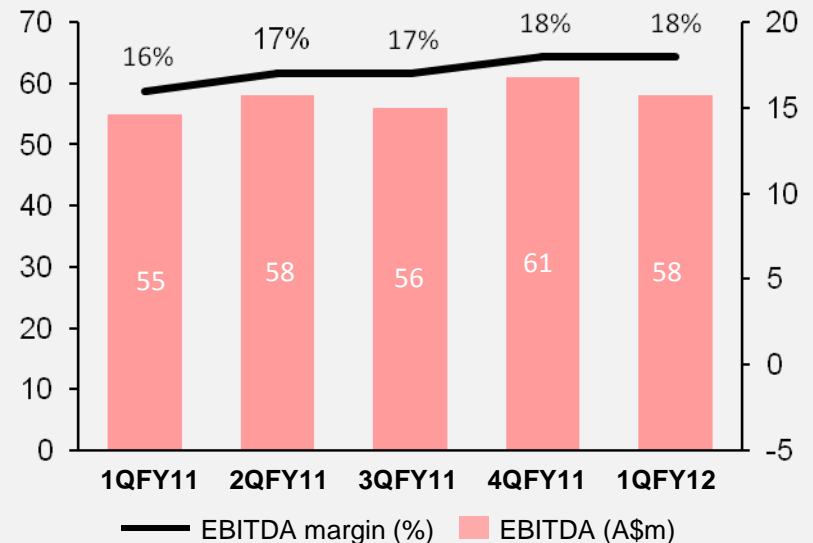
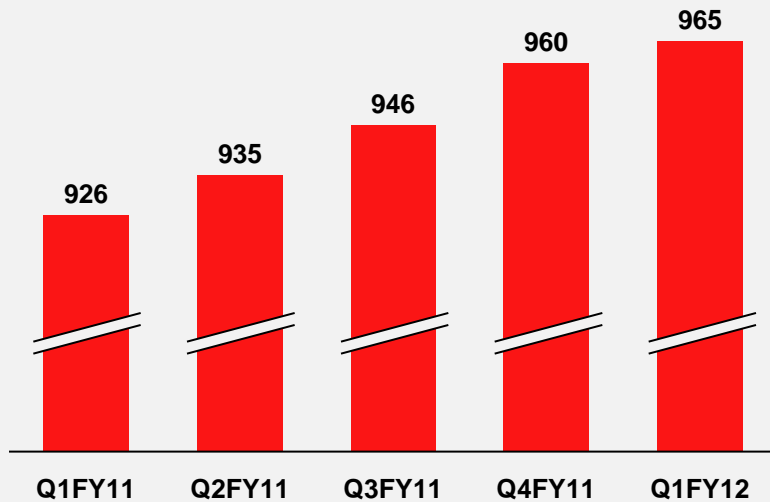
> EBITDA margin stable at 26%

Consumer & SMB Fixed: on-net strategy delivers improved margins

On-net customer growth

Improving on-net yield

On-net broadband customers ('000)



EBITDA **+5%**

> EBITDA margin up 2 ppt to 18%

Ongoing focus on costs while driving strategic differentiation

Operating expenses

+3%

Selling & Admin

- › increased customer acquisition and retention costs

+3%

Cost of sales

- › higher mobile equipment revenue and ICT revenue

+12%

Traffic expenses

- › higher interconnect costs partly offset by lower international outpayments

+7%

Staff costs

- › lower headcount and accruals

-11%

Launching relevant and personalised digital services



Optus Smart Safe



TV Now



fetchtv

'yes'
OPTUS

Agenda

01 // Overview

02 // Singapore

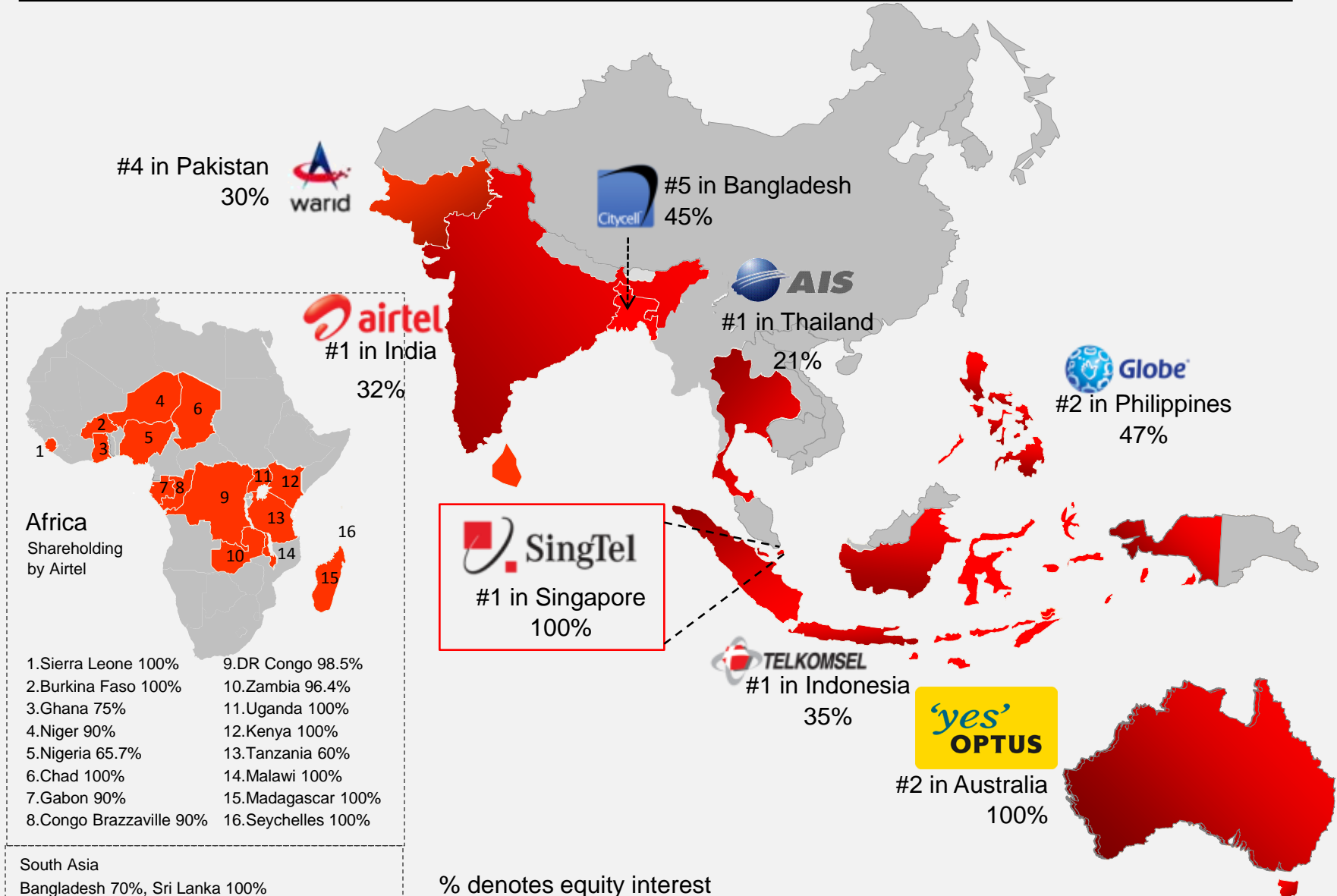
03 // Australia

04 // Associates & Joint Ventures

05 // Financial position





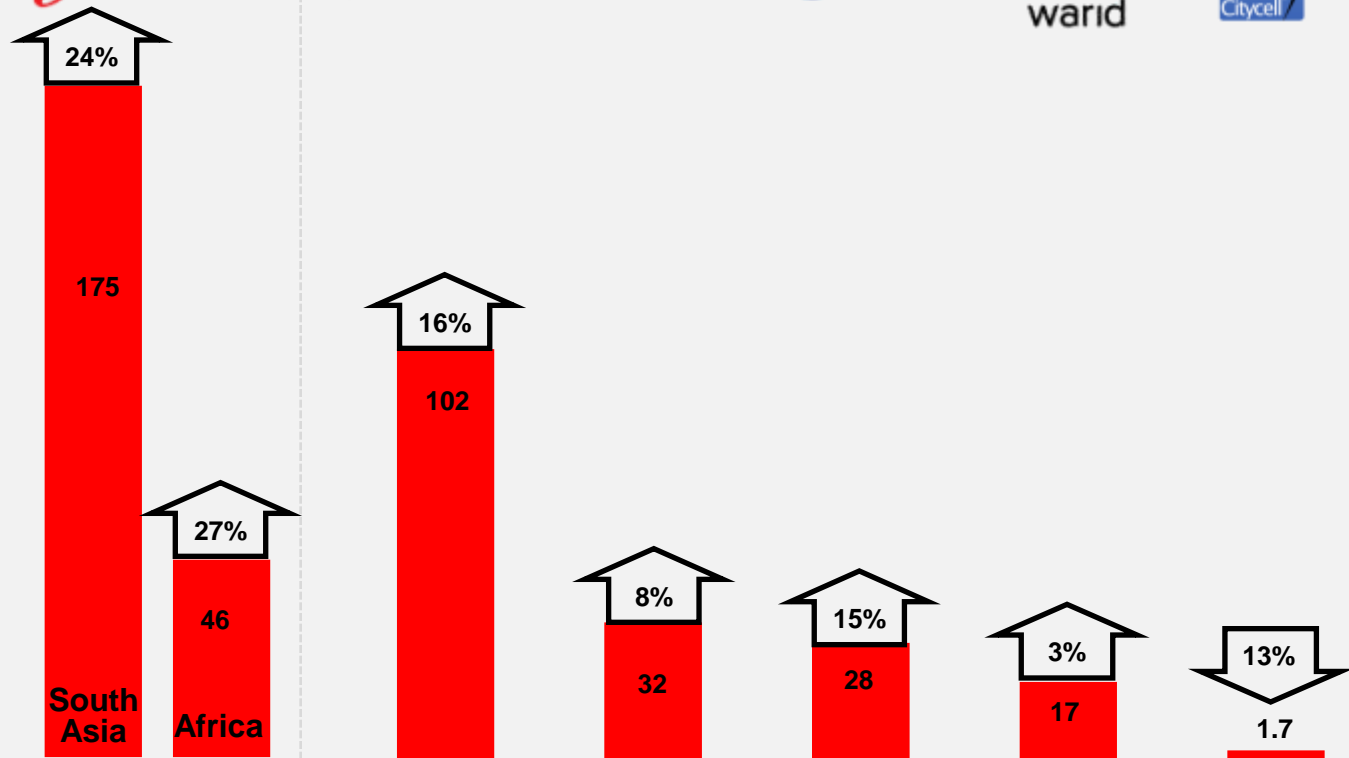
Significant footprint across Asia & Africa



Growing our Pan-Asia & Africa customer base



 Mobile customers (m)
 Growth in customers (%)



Effective stake (%)	32.3%	35.0%	21.3%	47.3	45.0	30.0
Mobile penetration	72% ¹	93%	115%	95%	46%	65%
Market position	#1 ¹	#1	#1	#2	#5	#4
Market share (%)	20% ¹	46%	44%	31% ²	2%	16%

1. For India market only

2. As at Mar 11

Regional mobile associates

Q1 FY12	PBT ¹ (S\$m)	% Change (S\$)	% Change (local curr)	Highlights
Regional Mobile	472	-10%	N.A.	<ul style="list-style-type: none"> › weaker regional currencies › Bharti Africa losses
Telkomsel	210	-5%	+1%	<ul style="list-style-type: none"> › more stable market conditions › strong data growth
Bharti	154	-27%	-20%	<ul style="list-style-type: none"> › India: tariffs stabilising; earnings impacted by higher interest charges, depreciation & amortisation for 3G rollout, and reduction in tax holiday benefits › Africa: share of operating pre-tax profit ² of S\$5m
AIS ³	77	+13%	+19%	<ul style="list-style-type: none"> › strong data growth
Globe	49	+10%	+17%	<ul style="list-style-type: none"> › record high service revenue › growth momentum sustained across key business segments

1. Excluding exceptional items – compared to 3 months to Jun 10

2. Before fair value adjustments and acquisition financing costs

3. Based on AIS' results for quarter ended 30 Jun 2011. AIS' results for quarter ended 31 Mar 2011 had been included in Exceptional Items.



Agenda

01 // Overview

02 // Singapore

03 // Australia

04 // Associates & Joint Ventures

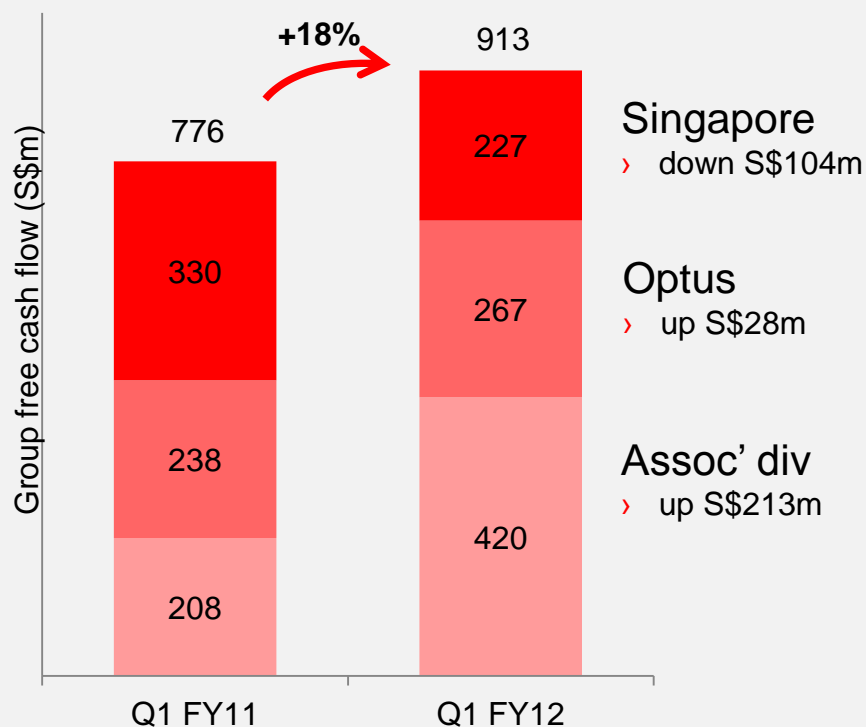
05 // Financial position

Sound financial position

Strong cash flow

S\$913m

Solid balance sheet



Net debt

S\$5.3b

Net gearing

17%

Net debt: EBITDA & share of associates' pre-tax profits

0.8x

EBITDA & share of associates' pre-tax profits : Net interest expense

21x

S&P's rating **A+**

Moody's rating **Aa2**

