

## News Release

### SingTel Group's mobile customer base expands to 424 million

- *SingTel Singapore grows market share*
- *Optus postpaid base reaches 5 million*

**Singapore, 9 November 2011** – Singapore Telecommunications Limited (SingTel) today announced that the Group posted another quarter of strong mobile customer additions. The Group's total mobile customer base increased 15 per cent or 56 million from a year ago to reach 424 million as at 30 September 2011.

	Aggregate Customer Base (in 000s)			Proportionate Customer Base* (in 000s)		
	30 Sep 11	30 Jun 11	30 Sep 10	30 Sep 11	30 Jun 11	30 Sep 10
SingTel	3,488	3,417	3,167	3,488	3,417	3,167
Optus	9,227	9,096	8,877	9,227	9,096	8,877
Airtel	227,044	221,247	187,708	73,244	71,352	60,142
- South Asia	178,606	174,941	147,626	57,618	56,418	47,300
- Africa	48,437	46,306	40,082	15,626	14,934	12,842
Telkomsel	104,149	102,291	93,136	36,452	35,802	32,598
AIS	32,764	32,485	30,502	6,969	6,909	6,497
Globe	29,118	28,434	25,403	13,782	13,458	12,023
Warid	16,334	17,388	17,165	4,900	5,216	5,149
PBTL	1,763	1,731	1,908	793	779	859
<b>Group Total</b>	<b>423,887</b>	<b>416,089</b>	<b>367,866</b>	<b>148,855</b>	<b>146,029</b>	<b>129,312</b>

\* *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.*

**Airtel's** total mobile customer base across its operations in South Asia and Africa grew 21 per cent or 39.3 million from a year ago to 227 million as at 30 September 2011.

Its mobile customer base in India reached 173 million, an increase of 21 per cent or 29.5 million from a year ago.

Airtel's mobile customer base in Africa grew 21 per cent or 8.4 million from a year ago to 48.4 million. In the quarter, it secured licenses to operate 2G and 3G mobile services in Rwanda, one of the fastest growing telecom markets across Africa, expanding its footprint in Africa to 17 countries.

**Telkomsel** added 1.9 million mobile customers from a quarter ago. Its total mobile customer base grew 12 per cent or 11 million from a year ago and stood at 104 million as at 30 September 2011.



Telkomsel continued to enhance its network, deploying 1,400 base stations in the quarter. In October 2011, it also forged a partnership with Skype, the first of its kind in Southeast Asia, to offer its mobile customers exclusive access to Skype applications on selected smartphones.

### **Optus continues growth momentum as postpaid base reaches 5 million**

Optus continued its customer growth momentum with net postpaid additions of 116,000 from a quarter ago and the total postpaid customer base exceeded 5 million. Postpaid customers comprised 54 per cent of the total base, up 4 per cent from a year ago.

Prepaid customers returned to growth this quarter with net additions of 15,000 as sales lifted and the churn rates on 'International Calls for Less' plans improved.

The number of 3G customers increased to 5.96 million, a 13 per cent increase from a quarter ago. This included a base of 1.46 million wireless broadband customers, an increase of approximately 94,000 customers from a quarter ago.

Total mobile customers grew by 131,000 to 9.23 million, up 4 per cent from a year ago.

### **SingTel Singapore continues to grow market share**

SingTel added 71,000 mobile customers from a quarter ago. Its total mobile customer base grew 10 per cent or 321,000 from a year ago to 3.49 million as at 30 September 2011.

It achieved another quarter of market share gains. Market share increased to 45.5 per cent<sup>1</sup> from 44.1 per cent a year ago.

In the postpaid segment, 40,000 customers were added this quarter, bringing the total postpaid customer base to 1.87 million, and up from 1.68 million a year ago. The 11 per cent year-on-year growth was driven by strong demand for smartphones and the increased take-up of data SIMs for integrated mobile broadband bundles and tablets.

SingTel added 31,000 prepaid customers this quarter, led by positive customer response to successful 3G prepaid offerings such as the 3G SIM card, as well as data and Blackberry value added services. Its total prepaid customer base grew 8.9 per cent from a year ago and reached 1.62 million as at 30 September 2011.

*More information on the performance of the SingTel Group will be available on 10 November 2011 when it announces its results for the second quarter ended 30 September 2011.*

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<sup>1</sup> Mobile market share based on IDA latest available published statistics as of 31 August 2011.



## 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 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 (PBTL) and a 30 per cent stake in Warid Telecom in Pakistan. More information can be found at [www.singtel.com](http://www.singtel.com) and [www.optus.com.au](http://www.optus.com.au).

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## Media contacts:

### Singapore:

Clara Ko  
SingTel Group Communications  
Phone: +65 6838 1753

### Australia:

Elizabeth Greene  
Optus Corporate Affairs  
Phone: +61 2 8082 1132