

## News Release

### SingTel Group's mobile customer base reaches 434 million

- SingTel Singapore achieves highest postpaid market share in 5 years
- Optus gains customer growth in postpaid and prepaid segments
- Airtel Africa crosses 50 million mobile customer mark

**Singapore, 10 February 2012** – Singapore Telecommunications Limited (SingTel) today announced that the Group posted another quarter of strong mobile customer growth. The Group's total mobile customer base grew 13 per cent or **50.7** million from a year ago to reach 434 million as at 31 December 2011.

	Aggregate Customer Base (in 000s)			Proportionate Customer Base* (in 000s)		
	31 Dec 11	30 Sep 11	31 Dec 10	31 Dec 11	30 Sep 11	31 Dec 10
SingTel	3,549	3,488	3,229	3,549	3,488	3,229
Optus	9,409	9,227	8,965	9,409	9,227	8,965
Airtel	232,950	227,044	199,610	75,289	73,244	64,194
- South Asia	182,000	178,606	157,485	58,822	57,618	50,647
- Africa	50,949	48,437	42,124	16,467	15,626	13,547
Telkomsel	107,017	104,149	94,010	37,456	36,452	32,904
AIS	33,460	32,764	31,201	7,803	6,969	6,643
Globe	30,040	29,118	26,471	14,218	13,782	12,529
Warid	15,288	16,334	17,517	4,586	4,900	5,255
PBTL	1,825	1,763	1,811	821	793	815
<b>Group Total</b>	<b>433,538</b>	<b>423,887</b>	<b>382,814</b>	<b>153,131</b>	<b>148,855</b>	<b>134,534</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 South Asia and Africa operations grew 17 per cent or 33.3 million from a year ago to 233 million as at 31 December 2011.

Its mobile customer base in India reached 176 million, an increase of 15 per cent, or 23.2 million from a year ago.

Airtel Africa crossed the 50 million mobile customer milestone. Its customer base grew 21 per cent or 8.8 million from a year ago to 51 million.

**Telkomsel's** mobile customer base increased 14 per cent or 13 million from a year ago to 107 million. Telkomsel, Indonesia's leading mobile operator, continued to enhance its network, deploying around 1,600 base stations in the quarter.



### **Optus gains customer growth in postpaid and prepaid segments**

Optus continued its postpaid customer growth momentum with net additions of 113,000 this quarter. Postpaid customers comprised 54 per cent of the total base, up 2 percentage points from a year ago.

Prepaid customer growth increased this quarter with net additions of 69,000 as sales lifted and churn rates improved.

The number of 3G customers<sup>1</sup> grew to 6.24 million, an increase of 5 per cent from a quarter ago. This included a base of 1.55 million wireless broadband<sup>2</sup> customers, an increase of approximately 94,000 customers in the quarter.

Total mobile customers grew by 182,000 to 9.41 million, up 5 per cent from a year ago.

### **Singapore achieves highest postpaid market share in five years**

SingTel's total mobile customer base grew 10 per cent or 320,000 from a year ago to 3.55 million, leading the overall mobile market at 45.8 per cent<sup>3</sup> as at 31 December 2011.

In the postpaid segment, SingTel recorded its highest market share of 47.6 per cent in five years with an increase of 192,000 customers. This brought its total customer base to 1.92 million, a year-on-year increase of 11 per cent. The growth was driven by continued strong demand for smartphones and data SIMs for integrated mobile broadband bundles.

SingTel also extended its lead in the prepaid market with 43.8 per cent share of the market, up from 42.7 per cent a year ago. The prepaid customer base reached 1.63 million, an increase of 8.5 per cent from a year ago. The growth was led by positive customer response to successful 3G prepaid offerings, including 3G SIM card, data and Blackberry value added services.

*More information on the performance of the SingTel Group will be available on 13 February 2012 when it announces its results for the third quarter ended 31 December 2011.*

### **About SingTel**

SingTel is a strategic investor in the region's most successful mobile operations. It has a 23 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 (PBT) 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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<sup>1</sup> 3G customers are defined as subscribers who i) own a 3G device and ii) are provisioned with 3G Data Services access.

<sup>2</sup> Wireless broadband customers are defined as subscribers provisioned with an HSPA broadband service. Excludes data packs attached to voice services.

<sup>3</sup> Mobile market share based on telco operator's published results.



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