## INVESTOR RELATIONS

# PROACTIVE COMMUNICATION WITH THE INVESTMENT COMMUNITY

SingTel continually strives towards higher standards of disclosure and corporate transparency by:

- Disseminating accurate and relevant information to the marketplace expeditiously, to help investors make informed investment decisions;
- Providing regular access to SingTel's Management through face-to-face meetings, conferences, roadshows, conference calls and webcasts; and
- Meeting investors' growing demands for transparency and governance, and balancing that with commercial sensitivities of SingTel's businesses.

The Investor Relations (IR) team drives and facilitates financial communication efforts with existing and potential institutional investors, financial analysts as well as retail shareholders. During the year, SingTel participated in investor conferences and roadshows in Singapore, Hong Kong, US and Europe. SingTel's Management, together with the IR team, met more than 300 investors in over 200 meetings, both locally and internationally, to share the Group's business strategy, and operational and financial performance. In addition, the IR team arranges site visits to SingTel's operational facilities, such as multimedia showrooms and network centres, to help investors better understand SingTel's expansion plans in the digital, multimedia and ICT space.

For the quarterly financial announcements, SingTel presents detailed financial statements, slides and other key financial information. We also host analyst conference calls to address questions and clarify issues. The recorded webcasts and transcripts of these events are made available on the IR website. The IR website is a key resource for corporate information and financial data. In addition to the quarterly financial materials, the IR website includes annual reports, upcoming investor events, shares and dividend information, factsheets and investor presentation slides.

SingTel derives more than three quarters of our proportionate EBITDA from outside Singapore, hence IR efforts are also targeted at communicating SingTel's overseas strategy and updating investors on key developments of our overseas businesses. In July and December 2011, the IR team organised the Optus Investor Day in Sydney and the Regional Mobile Investor Day in Singapore respectively. Each event was attended by more than 60 Singapore and overseas investors and analysts. Airtel, Telkomsel, AIS, Globe, Optus and SingTel's Management conducted presentations

for their respective businesses, while investors were given the opportunity to try out some of SingTel's latest innovative services and applications.

In March 2012, SingTel announced a new organisation structure and a significant acquisition, Amobee, a US-based mobile advertising solutions provider. The Senior Management hosted media and investors' briefings to help them understand our expansion strategy into the new adjacent industries.

SingTel commissions an investor perception study annually to gather feedback from investors. An independent consultant conducts in-depth interviews with institutional investors and financial analysts, and reports on the findings. These findings help SingTel's Board and Management understand investors' concerns and assist the IR team in developing messages and content to address these concerns. These actions help augment the efficacy of SingTel's IR efforts.

The SingTel Management maintains strong rapport with the investment community through our proactive and regular investor engagement initiatives. During the year, SingTel won several awards in recognition of our corporate governance, transparency and IR efforts.

## SHAREHOLDER INFORMATION

As at 20 April 2012, Temasek Holdings (Private) Limited remained the largest SingTel shareholder with 54 per cent of shares. Other Singapore shareholders held 19 per cent of shares. US/ Canada and Europe shareholders held 14 per cent and 9 per cent of shares respectively.

# SHARE OWNERSHIP BY GEOGRAPHICAL DISTRIBUTION Temasek Holdings 54% Singapore ex Temasek 19% US/Canada 14% Europe 9% Asia ex Singapore 3% Australia 1%

Approximate figures based on share register analysis as at 20 April 2012.

## SHARE PRICE PERFORMANCE

Between April 2011 and March 2012, SingTel (SGX) and SingTel (ASX) were up 4 per cent and 3 per cent respectively.

## SingTel Share Price Performance – 1 April 2011 to 31 March 2012



- SingTel SGX, 4%
- SingTel ASX, 3%
- MSCI Asia Pacific Telecommunications Index, 4%
- Straits Times Index, -4%

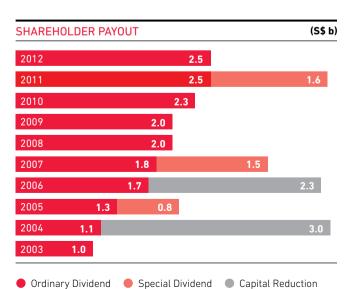
1. The Australian Dollar depreciated approximately 1 per cent against the Singapore Dollar from 1 April 2011 to 31 March 2012.

Source: Bloomberg

## SHAREHOLDER PAYOUT

SingTel has a track record of generous shareholder payout. The Board has recommended a final ordinary dividend of 9.0 cents a share. Together with the interim ordinary dividend of 6.8 cents a

share, total ordinary dividends for FY2012 amounted to 15.8 cents a share, consistent with the previous year. This represents a payout ratio of 68 per cent of underlying net profit for FY2012.



IR CALENDAR EVENTS	
Date	Activities
Mar 2011	Credit Suisse Asian Investment Conference, Hong Kong
May 2011	Non-deal Equity Roadshows, US and Europe
Jul 2011	Optus Investor Day, Sydney
Jul 2011	19 <sup>th</sup> Annual General Meeting and Extraordinary General Meeting, Singapore
Sep 2011	CLSA Investors Forum, Hong Kong
Nov 2011	Non-deal Equity Roadshows, US and Europe
Dec 2011	SingTel Regional Mobile Investor Day, Singapore