

# Group Five-year Financial Summary

	Financial Year ended 31 March				
	2015	2014	2013	2012	2011
<b>Income Statement (S\$ million)</b>					
Group operating revenue	<b>17,223</b>	16,848	18,183	18,825	18,071
Singtel	<b>7,348</b>	6,912	6,732	6,551	6,401
Optus	<b>9,875</b>	9,936	11,451	12,275	11,670
Optus (A\$ million)	<b>8,790</b>	8,466	8,934	9,368	9,284
Group EBITDA	<b>5,091</b>	5,155	5,200	5,219	5,119
Singtel	<b>2,146</b>	2,223	2,147	2,128	2,183
Optus	<b>2,945</b>	2,932	3,053	3,091	2,937
Optus (A\$ million)	<b>2,624</b>	2,502	2,381	2,357	2,334
Share of associates' pre-tax profits	<b>2,579</b>	2,201	2,106	2,005	2,141
Group EBITDA and share of associates' pre-tax profits	<b>7,670</b>	7,357	7,306	7,223	7,260
Group EBIT	<b>5,508</b>	5,224	5,178	5,222	5,291
Net profit after tax	<b>3,782</b>	3,652	3,508	3,989	3,825
Underlying net profit <sup>(1)</sup>	<b>3,779</b>	3,610	3,611	3,676	3,800
Exchange rate (1 A\$ against S\$) <sup>(2)</sup>	<b>1.123</b>	1.174	1.282	1.310	1.257
<b>Cash Flow (S\$ million)</b>					
Group free cash flow <sup>(3)</sup>	<b>3,549</b>	3,249	3,759	3,462	4,038
Singapore	<b>1,379</b>	1,181	1,491	1,170	1,436
Optus	<b>1,070</b>	1,020	1,367	1,451	1,519
Optus (A\$ million)	<b>976</b>	903	1,068	1,111	1,206
Associates' dividends (net of withholding tax)	<b>1,100</b>	1,048	900	841	1,084
Cash capital expenditure	<b>2,238</b>	2,102	2,059	2,249	2,005
<b>Balance Sheet (S\$ million)</b>					
Total assets	<b>42,067</b>	39,320	39,984	40,418	39,282
Shareholders' funds	<b>24,733</b>	23,868	23,965	23,428	24,328
Net debt	<b>7,963</b>	7,534	7,477	7,860	6,023
<b>Key Ratios</b>					
Proportionate EBITDA from outside Singapore (%) <sup>(4)</sup>	<b>74</b>	73	75	76	75
Return on invested capital (%) <sup>(5)</sup>	<b>12.1</b>	11.6	11.8	12.0	12.5
Return on equity (%)	<b>15.6</b>	15.3	14.8	16.7	16.0
Return on total assets (%)	<b>9.3</b>	9.2	8.7	10.0	9.9
Net debt to EBITDA and share of associates' pre-tax profits (number of times)	<b>1.0</b>	1.0	1.0	1.1	0.8
EBITDA and share of associates' pre-tax profits to net interest expense (number of times)	<b>29.2</b>	28.7	24.5	20.7	21.8
<b>Per Share Information (S cents)</b>					
Earnings per share - basic	<b>23.73</b>	22.92	22.02	25.04	24.02
Earnings per share - underlying net profit <sup>(1)</sup>	<b>23.71</b>	22.65	22.66	23.07	23.86
Net assets per share	<b>155.21</b>	149.80	150.42	147.08	152.75
Dividend per share - ordinary	<b>17.5</b>	16.8	16.8	15.8	15.8
Dividend per share - special	<b>-</b>	-	-	-	10.0

"Singtel" refers to the Singtel Group excluding Optus.

#### Notes:

<sup>(1)</sup> Underlying net profit is defined as net profit before exceptional items.

<sup>(2)</sup> Average A\$ rate for translation of Optus' operating revenue.

<sup>(3)</sup> Free cash flow refers to cash flow from operating activities, including dividends from associates, less cash capital expenditure.

<sup>(4)</sup> Comparatives have been restated to be consistent with FY 2015.

<sup>(5)</sup> Return on invested capital is defined as EBIT (post-tax) divided by average capital.



# Group Five-year Financial Summary

## FIVE-YEAR FINANCIAL REVIEW

### FY 2015

The Group delivered a strong set of results. Operating revenue was S\$17.22 billion, 2.2% higher than FY 2014 with growth across all the business units. EBITDA was S\$5.09 billion, 1.3% lower than FY 2014 with the Australian Dollar weakening 4% against the Singapore Dollar. In constant currency terms, revenue grew 4.8% and EBITDA

rose 1.3% despite operating losses from the digital businesses.

The associates' pre-tax contributions rose strongly by 17% to S\$2.58 billion and would have increased 21% excluding the currency translation impact. The regional mobile associates registered strong customer growth and increased demand for mobile data

services, with earnings growth led by Airtel India, Telkomsel and Globe.

Underlying net profit grew 4.7% and net profit including exceptional items increased 3.5% to S\$3.78 billion. In constant currency terms, underlying net profit and net profit would have increased 7.5% and 6.2% respectively from FY 2014.

### FY 2014

The Group delivered a resilient performance against industry challenges and currency headwinds. Operating revenue was S\$16.85 billion, 7.3% lower than FY 2013 with the Australian Dollar weakening 8% against the Singapore Dollar. In constant currency terms, revenue would have declined 2.3% with lower mobile revenue in Australia and a

cautious business climate. EBITDA was relatively stable at S\$5.16 billion but in constant currency terms increased 4.5% on an improved cost structure.

The associates' pre-tax contributions rose 4.5% to S\$2.20 billion and would have increased strongly by 13% excluding the currency translation impact. The regional mobile

associates registered robust demand for mobile data services, with earnings growth led by Airtel India.

Underlying net profit was stable at S\$3.61 billion and net profit including exceptional items grew 4.1% to S\$3.65 billion. In constant currency terms, underlying net profit and net profit would have increased 5.9% and 10% respectively from FY 2013.

### FY 2013

The Group delivered resilient earnings amid significant industry changes while it continued to invest in transformational initiatives to drive long-term growth. Operating revenue was S\$18.18 billion, 3.4% lower than FY 2012 due to lower mobile revenue in Australia. EBITDA was stable at S\$5.20 billion. In constant currency terms, revenue declined 2.1% but

EBITDA grew 1.0% on strong cost management.

The associates' pre-tax contributions grew 5.0% to S\$2.11 billion. Excluding the currency translation impact, the associates' pre-tax contributions would have increased strongly by 12%, underpinned by double-digit earnings growth from Telkomsel and AIS.

Underlying net profit was S\$3.61 billion, a decrease of 1.8% from FY 2012. Excluding currency translation impact, underlying net profit rose 1.4%. Including net exceptional losses mainly from disposal of Warid Pakistan in FY 2013, net profit declined 12% to S\$3.51 billion in FY 2013.

### FY 2012

The Group's operating revenue grew 4.2% to S\$18.83 billion, underpinned by robust mobile growth in Singapore and 4% appreciation of the Australian Dollar. EBITDA rose 1.9% to S\$5.22 billion with lower customer acquisition costs in Australia partly offset by investments in TV content and higher mobile

customer acquisition and retention costs in Singapore.

The associates' pre-tax contributions declined 6.4% to S\$2.01 billion. Excluding currency translation impact, the associates' pre-tax contributions would have been stable, driven by strong profit growth from Telkomsel

and AIS partially offset by Airtel's lower earnings.

Underlying net profit was S\$3.68 billion, 3.3% lower than FY 2011. Including net exceptional gains and an exceptional net tax credit of S\$270 million on the increase in value of assets transferred to an associate, net profit grew 4.3% to S\$3.99 billion.

### FY 2011

The Group's operating revenue grew 7.1% to S\$18.07 billion, led by a robust mobile performance and a 3% strengthening of the Australian Dollar. EBITDA increased 5.6% to S\$5.12 billion with growth from Optus.

The associates' pre-tax contributions declined 11% to S\$2.14 billion. Both Telkomsel and Globe reported lower profits on increased competitive pressures. Airtel's earnings were impacted by higher depreciation and amortisation charges, losses from its newly acquired African

operations in June 2010, as well as related acquisition financing and transaction costs.

Underlying net profit was S\$3.80 billion, a decrease of 2.8% from FY 2010. Including net exceptional gains, net profit declined 2.1% to S\$3.83 billion.

# Group Value Added Statements

## GROUP VALUE ADDED STATEMENTS

	FY 2015 S\$ million	FY 2014 S\$ million
<b>Value added from:</b>		
Operating revenue	17,223	16,848
Less: Purchase of goods and services	(9,823)	(9,515)
	<b>7,400</b>	7,333
Other income	151	108
Interest and investment income (net)	93	125
Share of results of associates (post-tax)	1,735	1,393
Exceptional items	15	114
	<b>1,994</b>	1,739
<b>Total value added</b>	<b>9,395</b>	9,072
<b>Distribution of total value added</b>		
To employees in wages, salaries and benefits	2,461	2,285
To government in income and other taxes	679	691
To providers of capital on:		
- Interest on borrowings	309	306
- Dividends to shareholders	2,678	2,678
<b>Total distribution</b>	<b>6,126</b>	5,960
<b>Retained in business</b>		
Depreciation and amortisation	2,161	2,133
Retained profits	1,104	974
Non-controlling interests	3	5
	<b>3,268</b>	3,112
<b>Total value added</b>	<b>9,395</b>	9,072
<b>Average number of employees</b>	<b>22,967</b>	21,830

## PRODUCTIVITY DATA

### Value added (S\$ million)



### Value added per employee (S\$'000)



### Value added per dollar of employment costs (S\$)



### Value added per dollar of turnover (S\$)





# Management Discussion and Analysis

## GROUP REVIEW

GROUP	Financial Year Ended 31 March			Change in constant currency <sup>(1)</sup> (%)
	2015 (S\$ million)	2014 (S\$ million)	Change (%)	
<b>Operating revenue</b>	<b>17,223</b>	16,848	2.2	4.8
<b>EBITDA</b>	<b>5,091</b>	5,155	-1.3	1.3
<b>EBITDA margin</b>	<b>29.6%</b>	30.6%		
<b>Share of associates' pre-tax profits</b>	<b>2,579</b>	2,201	17.2	20.7
<b>EBITDA and share of associates' pre-tax profits</b>	<b>7,670</b>	7,357	4.3	7.1
<b>EBIT</b>	<b>5,508</b>	5,224	5.4	8.3
<i>(exclude share of associates' pre-tax profits)</i>	<b>2,929</b>	3,023	-3.1	-0.8
Net finance expense	<b>(216)</b>	(181)	19.3	22.8
Taxation	<b>(1,510)</b>	(1,428)	5.7	8.4
<b>Underlying net profit<sup>(2)</sup></b>	<b>3,779</b>	3,610	4.7	7.5
<i>Underlying earnings per share (S cents)</i>	<b>23.7</b>	22.7	4.7	7.5
Exceptional items (post-tax)	<b>3</b>	42	-94.1	-104.5
<b>Net profit</b>	<b>3,782</b>	3,652	3.5	6.2
<i>Basic earnings per share (S cents)</i>	<b>23.7</b>	22.9	3.5	6.2
<b>Share of associates' post-tax profits</b>	<b>1,763</b>	1,472	19.7	23.7

"Associate" refers to either an associate or a joint venture as defined under Singapore Financial Reporting Standards.

### Notes:

<sup>(1)</sup> Assuming constant exchange rates for the Australian Dollar and/or regional currencies (Indian Rupee, Indonesian Rupiah, Philippine Peso and Thai Baht) from the previous year ended 31 March 2014 (FY 2014).

<sup>(2)</sup> Underlying net profit refers to net profit before exceptional items.

The Group delivered a strong set of results against industry challenges and currency headwinds. Net profit grew 3.5% to S\$3.78 billion and in constant currency terms would have increased 6.2% from last year.

Operating revenue grew 2.2% to S\$17.22 billion, despite the Australian Dollar weakening 4% against the Singapore Dollar. In constant currency terms, revenue would have increased 4.8% with growth across all the business units. EBITDA declined 1.3% at S\$5.09 billion but in constant currency terms would have increased 1.3% despite operating losses from the digital businesses.

Group Consumer recorded increases in revenue and EBITDA of 1.4% and 1.0% respectively. In constant currency terms, Group Consumer's revenue would have grown 4.8% and EBITDA would be up 4.6%. In Singapore, despite keen competition, EBITDA rose 4.0% mainly on 6.1% increase in revenue driven by strong handset sales and growth in TV partly offset by increased cost of sales and selling expenses. In Australia, EBITDA grew 4.9% on 4.6% increase in revenue underpinned by the improved mobile performance and lower mobile customer acquisition and retention costs.

Group Enterprise's revenue was stable and EBITDA declined 1.6%. Adjusted for the fibre rollout business which was transferred to NetLink Trust from October 2014<sup>(1)</sup>, revenue grew 2.1% while EBITDA declined 2.1%. On the same basis and in constant currency terms, revenue grew 3.3% while EBITDA declined 1.4%, reflecting a cautious business environment and intense competition. In Singapore, excluding the fibre rollout business, revenue grew 4.5% with increased contributions from cloud and managed infocomm technology (ICT) services. In Australia, Optus Business' revenue

was stable and EBITDA improved by 1.7%. In April 2015, Group Enterprise entered into a conditional agreement to acquire 98% of the share capital of Trustwave Holdings, Inc., the largest global independent managed security services provider in North America with presence in Europe and Asia Pacific.

Group Digital Life's revenue more than doubled to S\$343 million with contributions from the new digital businesses acquired, Kontera Technologies, Inc. ("**Kontera**"), and Adconion Media, Inc. and Adconion Pty Limited (together, "**Adconion**"). Negative EBITDA was S\$216 million, reflecting investments in digital businesses and initiatives. From 1 April 2015, Group Digital Life sharpened its strategy to focus on three key businesses – digital marketing, regional premium video, and advanced analytics, in addition to strengthening its role as Singtel's digital innovation engine through Innov8.

The associates' pre-tax contributions grew strongly by 17% to S\$2.58 billion, and would have increased 21% excluding the currency translation impact with earnings growth led by Airtel India, Telkomsel and Globe.

Airtel delivered higher EBITDA on strong data growth and improved margin in India. The growth was partly offset by increased losses at Africa due to weaker operating performance compounded by increased fair value losses from the sharp depreciation of African currencies against the US Dollar. Telkomsel registered double-digit growth in revenue and EBITDA, driven by robust growth in voice and data services which was partly offset by higher network costs and depreciation charges. Globe recorded higher profits with continued growth momentum in mobile data services and customer gains. AIS reported stable profit with higher service revenue and regulatory

costs savings being offset by higher depreciation and amortisation charges from 3G network investments.

Depreciation and amortisation charges increased mainly due to higher amortisation charges of intangibles from digital acquisitions and spectrum investments. Consequently, the Group's EBIT rose 5.4% to S\$5.51 billion, and would have been up 8.3% in constant currency terms.

Net finance expense increased 19% on higher interest expense and lower dividend income from Southern Cross Consortium, a joint venture of the Group.

The increase in tax expense was due to higher share of associates' taxes resulting from increased associates' profits as well as higher withholding taxes on increased dividends from the associates.

Underlying net profit (before exceptional items) grew 4.7% to S\$3.78 billion and in constant currency terms would have increased 7.5% from last year.

The Group's net exceptional gain of S\$3 million was mainly due to S\$65 million of gain on dilution of its equity interest in Singapore Post partially offset by staff restructuring costs of S\$30 million, share of Airtel's one-off items of S\$17 million and share of Globe's accelerated depreciation of S\$11 million.

The Group has successfully diversified its earnings base through its expansion and investments in overseas markets. Hence, the Group is exposed to currency movements. On a proportionate basis if the associates are consolidated line-by-line, operations outside Singapore accounted for 76% of the Group's proportionate revenue and 74% of proportionate EBITDA.

**Note:**

<sup>(1)</sup> Singtel relinquished its role as OpenNet's key sub-contractor in respect of the fibre rollout and maintenance, following the integration of OpenNet Pte. Ltd. by NetLink Trust effective 1 October 2014. At the Group level, Singtel equity accounted for its 100% interest in NetLink Trust, an independently managed trust.



# Management Discussion and Analysis

## BUSINESS SEGMENT TOTALS

	Financial Year Ended 31 March			Change in constant currency <sup>(2)</sup> (%)
	2015 (S\$ million)	2014 <sup>(1)</sup> (S\$ million)	Change (%)	
<b>Operating revenue</b>				
- Group Consumer	<b>10,559</b>	10,411	1.4	4.8
- Group Enterprise	<b>6,320</b>	6,268	0.8	2.0
Core Business	<b>16,880</b>	16,680	1.2	3.8
- Group Digital Life	<b>343</b>	144	138.8	139.2
- Corporate	<b>-</b>	25	nm	nm
<b>Group</b>	<b>17,223</b>	16,848	2.2	4.8
<b>EBITDA</b>				
- Group Consumer	<b>3,317</b>	3,283	1.0	4.6
- Group Enterprise	<b>2,061</b>	2,095	-1.6	-0.9
Core Business	<b>5,378</b>	5,378	**	2.4
- Group Digital Life	<b>(216)</b>	(170)	26.8	26.6
- Corporate	<b>(71)</b>	(52)	36.9	36.9
<b>Group</b>	<b>5,091</b>	5,155	-1.3	1.3
<b>EBITDA margin</b>				
- Group Consumer	<b>31.4%</b>	31.5%		
- Group Enterprise	<b>32.6%</b>	33.4%		
- <b>Group</b>	<b>29.6%</b>	30.6%		
<b>EBIT (exclude share of associates' pre-tax profits)</b>				
- Group Consumer	<b>1,839</b>	1,821	1.0	4.4
- Group Enterprise	<b>1,453</b>	1,473	-1.4	-0.9
Core Business	<b>3,291</b>	3,294	-0.1	2.0
- Group Digital Life	<b>(289)</b>	(218)	32.6	32.5
- Corporate	<b>(73)</b>	(54)	36.8	36.8
<b>Group</b>	<b>2,929</b>	3,023	-3.1	-0.8
<b>Group Enterprise (exclude fibre rollout and maintenance)</b>				
- Operating revenue	<b>6,240</b>	6,114	2.1	3.3
- EBITDA	<b>1,994</b>	2,036	-2.1	-1.4
- EBIT (exclude share of associates' pre-tax profits)	<b>1,386</b>	1,415	-2.1	-1.6

"nm" denotes not meaningful. "\*\*\*" denotes less than 0.05%.

### Notes:

<sup>(1)</sup> Comparatives have been restated to be consistent with FY 2015.

<sup>(2)</sup> Assuming constant exchange rate for the Australian Dollar from FY 2014.

## GROUP CONSUMER

Group Consumer contributed 61% (FY 2014: 62%) and 65% (FY 2014: 64%) to the Group's operating revenue and EBITDA respectively.

Singapore Consumer revenue grew 6.1% mainly from growth in Equipment sales, Pay TV, and Mobile Communications revenues. Equipment sales rose 34% on higher handset sales driven by strong demand for smartphones. Revenue from Pay TV was up 35% as a result of higher content upgrades by customers and increase in the number of customers with bundled services. Mobile Communications revenue grew 1.8% with strong mobile data growth mitigating the declines in roaming, voice and SMS usage. EBITDA grew 4.0% notwithstanding the FIFA World Cup subsidy and higher handset subsidies from increased connection volumes. EBIT rose 3.5% after including higher depreciation charges resulting from the expansion and upgrading of mobile networks.

Australia Consumer revenue gained 4.6% on strong Equipment sales and

higher mobile service revenue, partly offset by lower fixed revenue. EBITDA rose 4.9% on lower mobile customer acquisition and retention costs from higher take-up of device repayment plans<sup>(2)</sup>. Mobile service revenue grew 2.8% with increased ARPU and higher number of handset customers driven by the strong momentum of 'My Plan Plus' offers. Including higher depreciation and amortisation charges from increased investments in mobile networks and spectrum, EBIT increased 5.1%.

## GROUP ENTERPRISE

Group Enterprise contributed 37% (FY 2014: 37%) and 40% (FY 2014: 41%) to the Group's operating revenue and EBITDA respectively.

In Singapore, excluding the fibre rollout business, operating revenue grew 4.5% despite keen competition. ICT and Managed Services revenue was up a strong 8.3% contributed by greater G-Cloud adoption, growth in managed security services, and higher project implementation and maintenance revenue. The growth was

partly offset by decline in International Telephone revenue from lower traffic and inpayments.

In Australia, Optus Business' operating revenue was stable. Growth from ICT and Managed Services and mobile revenue mitigated the declines in Data and IP and voice revenues due to price competition and migration of legacy data services to IP-based solutions.

## GROUP DIGITAL LIFE

Following the acquisitions of Kontera in July 2014 and Adconion in August 2014, the operating revenue of Group Digital Life more than doubled to S\$343 million. Negative EBITDA was up 27% to S\$216 million, reflecting investments in the digital businesses and integration costs. Negative EBIT increased 33% to S\$289 million after including higher amortisation of acquired intangibles. HOOQ, a partnership between Singtel, Sony Pictures Entertainment and Warner Bros. Entertainment, offering regional over-the-top (OTT) video service, was launched in the Philippines in March 2015 and subsequently in Thailand and India.

### Note:

<sup>(2)</sup> Plans that enable customers to pay for devices in full or in part through monthly instalment payments over 24 months.

## OPERATING REVENUE

By Products and Services	Financial Year Ended 31 March		
	2015 (S\$ million)	2014 (S\$ million)	Change (%)
Mobile Communications	7,242	7,250	-0.1
Data and Internet	3,100	3,137	-1.2
Managed Services	1,801	1,701	5.9
Business Solutions	603	568	6.3
Infocomm Technology ("ICT")	2,404	2,269	6.0
Equipment sales	1,555	1,244	25.0
National Telephone	1,357	1,503	-9.7
International Telephone	628	689	-8.9
Digital Businesses <sup>(1)</sup>	333	165	102.4
Pay Television	302	252	19.9
Others	222	186	19.2
	17,142	16,694	2.7
Fibre rollout and maintenance <sup>(2)</sup>	81	154	-47.7
<b>Total</b>	<b>17,223</b>	<b>16,848</b>	<b>2.2</b>

Operating revenue of the Group grew 2.2% and in constant currency terms would have increased 4.8% from last year.

**Mobile Communications** revenue was stable and would have grown by 3.0% in constant currency terms. Strong data growth across Singapore and Australia partially offset the continued declines in voice, SMS and roaming. In Singapore, Mobile Communications revenue increased 1.8% while mobile service revenue in Australia grew 2.8% in local currency terms.

### Notes:

- <sup>(1)</sup> Comprise revenues mainly from digital marketing, e-commerce, concierge and hyper-local services. The comparatives have been restated to be consistent with FY 2015.
- <sup>(2)</sup> Fibre rollout and maintenance revenue ceased to be recognised with effect from 1 October 2014 as Singtel relinquished its role as OpenNet's key sub-contractor.



# Management Discussion and Analysis

## ASSOCIATES

	Financial Year Ended 31 March			Change in constant currency <sup>(1)</sup> (%)
	2015 (S\$ million)	2014 (S\$ million)	Change (%)	
<b>Group share of associates' pre-tax profits</b>	<b>2,579</b>	2,201	17.2	20.7
<i>(excluding fair value losses)</i>	<b>2,730</b>	2,316	17.9	21.1
<b>Share of post-tax profits</b>				
Regional mobile associates				
Telkomsel	<b>741</b>	705	5.1	14.0
Airtel <sup>(2)</sup>				
- ordinary results (India and South Asia) <sup>(3)</sup>	<b>657</b>	344	91.0	88.0
- ordinary results (Africa)	<b>(243)</b>	(122)	99.0	96.7
- exceptional items	<b>(42)</b>	(19)	123.7	118.8
	<b>372</b>	203	83.2	80.1
AIS				
Globe <sup>(4)</sup>	<b>338</b>	335	0.9	1.7
	<b>212</b>	159	33.2	32.7
	<b>1,663</b>	1,402	18.6	22.8
NetLink Trust <sup>(5)</sup>	<b>37</b>	4	@	@
Other associates	<b>64</b>	66	-3.8	-3.8
<b>Group share of associates' post-tax profits</b>	<b>1,763</b>	1,472	19.7	23.7

"@" denotes more than 500%.

### Notes:

- <sup>(1)</sup> Assuming constant exchange rates for the regional currencies (Indian Rupee, Indonesian Rupiah, Philippine Peso and Thai Baht) from FY 2014.
- <sup>(2)</sup> Share of results of FY 2015 excluded the Group's share of Airtel's one-off items of S\$17 million (FY 2014: S\$15 million) which have been classified as exceptional items of the Group.
- <sup>(3)</sup> With effect from 1 April 2014, Airtel reported the results of India, Bangladesh and Sri Lanka as part of its "India and South Asia" segment. Comparatives have been restated accordingly.
- <sup>(4)</sup> Share of results excluded the Group's share of Globe's accelerated depreciation arising from its network modernisation and IT transformation, which has been classified as an exceptional item of the Group.
- <sup>(5)</sup> NetLink Trust is 100% owned by Singtel and is equity accounted as an associate in the Group as Singtel does not control it. On 28 November 2013, NetLink Trust acquired 100% of OpenNet Pte. Ltd.

	Airtel <sup>(1)</sup>	Telkomsel	AIS	Globe	PBTL
Country mobile penetration rate	75%	122%	150%	115%	75%
Market share, 31 March 2015 <sup>(2)</sup>	23.2%	46.0%	45.7%	39.8%	1.0%
Market share, 31 March 2014 <sup>(2)</sup>	22.7%	44.1%	45.2%	36.6%	1.2%
Market position <sup>(2)</sup>	#1	#1	#1	#2	#6
Mobile customers ('000)					
- Aggregate	310,883	141,461	41,951	46,103	1,246
- Proportionate	100,726	49,512	9,783	21,761	561
Growth in mobile customers (%) <sup>(3) (4)</sup>	9.6%	6.6%	-1.0%	13%	-12%

### Notes:

- <sup>(1)</sup> Mobile penetration rate, market share and market position pertain to India market only.
- <sup>(2)</sup> Based on number of mobile customers.
- <sup>(3)</sup> Compared against 31 March 2014 and based on aggregate mobile customers.
- <sup>(4)</sup> With effect from March 2015, AIS' mobile customer base excludes customers who have been inactive for more than 90 days.



The Group's share of the associates' pre-tax and post-tax contributions grew 17% and 20% respectively, on strong earnings growth of Airtel India, Telkomsel and Globe. If the regional currencies had remained stable from a year ago, the pre-tax and post-tax contributions from the associates would have increased by 21% and 24% respectively.

The regional mobile associates registered strong customer growth with increased smartphone penetration and data usage. Telkomsel registered 6.6% increase in its customer base to 141 million, including 64 million data customers at end of March 2015. Airtel's total mobile customer base covering India, Bangladesh, Sri Lanka and across Africa, reached 311 million as at 31 March 2015, up 9.6% from a year ago. The Group's combined mobile customer base reached 555 million in 25 countries, a growth of 8.0% or 41 million from a year ago.

**Telkomsel's** operating revenue grew 11% driven by growth across voice and data with higher usage and continued customer growth. EBITDA grew 10% despite higher operation and maintenance costs from network expansion. Including higher depreciation charges on the accelerated network rollout, the Group's share of Telkomsel's post-tax profit grew 14% in Indonesian Rupiah terms. With the Indonesian Rupiah depreciating a significant 9% against the Singapore Dollar, Telkomsel's post-tax contribution grew 5.1% to S\$741 million.

**Airtel** continued its strong operating momentum in India with revenue growth of 12% driven by higher mobile data usage and customer gains. EBITDA grew strongly by 23% and margin expanded with improved operational efficiency. In Africa, amid challenging economic conditions and regulatory changes, revenue grew 6% in constant currency terms underpinned by growth in mobile data and 'Airtel Money' services. However, the sharp depreciation of the African currencies had negatively impacted Africa's reported results in US Dollar terms resulting in revenue and EBITDA declining 2% and 15% respectively. Overall, the Group's share of Airtel's total post-tax profit grew 80% in Indian Rupee terms, despite higher fair value losses and exceptional losses. With the 2% strengthening of the Indian Rupee against the Singapore Dollar, overall post-tax contribution from Airtel surged 83% to S\$372 million. In March 2015, Airtel successfully acquired significant wireless spectrum in the auctions which further entrenched its position as the leading 3G and 4G service provider in India.

**AIS'** service revenue (excluding interconnect revenue) grew 3% on strong demand for mobile data and smartphones. EBITDA grew 7% largely due to regulatory costs savings from 3G migration. Including higher depreciation and amortisation charges from continued investments in 3G network, AIS' post-tax contribution was stable at S\$338 million.

**Globe**, the second largest mobile phone operator in the Philippines, recorded service revenue growth of 10% driven by a higher mobile customer base and strong adoption of data services. EBITDA rose 14% with revenue growth offsetting higher service and subsidy costs to drive customer acquisitions and transformation initiatives. Globe's post-tax contribution rose strongly by 33% to S\$212 million. This contribution excluded Globe's accelerated depreciation charges related to its network modernisation and IT transformation programmes. The Group's post-tax share of this exceptional charge of S\$11 million (FY 2014: S\$61 million) has been classified as an exceptional item of the Group.

**NetLink Trust's** post-tax contribution was S\$37 million, compared to S\$4 million in FY 2014. The higher share of profits reflected the enlarged NetLink Trust following its acquisition of 100% equity interest in OpenNet in November 2013.



# Management Discussion and Analysis

## CASH FLOW

	Financial Year Ended 31 March		
	2015 (S\$ million)	2014 (S\$ million)	Change (%)
Net cash inflow from operating activities	<b>5,787</b>	5,350	8.2
Net cash outflow for investing activities	<b>(3,557)</b>	(2,801)	27.0
Net cash outflow for financing activities	<b>(2,311)</b>	(2,825)	-18.2
<b>Net decrease in cash balance</b>	<b>(81)</b>	(276)	-70.6
Exchange effects on cash balance	<b>21</b>	(13)	nm
Cash balance at beginning of year	<b>623</b>	911	-31.7
<b>Cash balance at end of year</b>	<b>563</b>	623	-9.6
Singapore	<b>1,379</b>	1,181	16.8
Australia	<b>1,070</b>	1,020	4.9
Associates (net dividends after withholding tax)	<b>1,100</b>	1,048	5.0
<b>Group free cash flow</b>	<b>3,549</b>	3,249	9.2
<b>Group free cash flow <sup>(1)</sup></b>	<b>3,549</b>	3,391	4.6
<i>Australia (in A\$)</i>	<b>976</b>	903	8.1
Cash capital expenditure as a percentage of operating revenue	<b>13%</b>	12%	

"nm" denotes not meaningful.

### Note:

<sup>(1)</sup> Adjusted to exclude tax benefit payment of S\$143 million to NetLink Trust in FY 2014. The S\$143 million was subsequently applied by NetLink Trust towards its acquisition of OpenNet Pte. Ltd.

### FREE CASH FLOW

The Group delivered strong free cash flow of S\$3.55 billion, up 9.2% from last year with increased cash flows from Singapore, Australia and the associates. Free cash flow from Singapore rose 17% with positive movements in working capital including receipts from OpenNet in respect of the fibre rollout contract. Free cash flow from Australia grew 8.1% to A\$976 million with higher operating cash flow partly offset by higher cash tax payments and

capital expenditure. The dividends from associates increased 5.0% mainly on higher dividends from Telkomsel and Airtel.

### OPERATING ACTIVITIES

The Group's net cash inflow from operating activities for the year rose 8.2% to S\$5.79 billion. The increase was due to favourable working capital movements and increased dividends from the associates partly offset by higher cash tax payments.

## INVESTING ACTIVITIES

The investing cash outflow was S\$3.56 billion. Capital expenditure totalled S\$2.24 billion, comprising S\$789 million for Singapore and S\$1.45 billion (A\$1.28 billion) for Australia. In Singapore, major capital investments in the year included S\$251 million for fixed and data infrastructure, S\$233 million for mobile

networks and S\$105 million for ICT assets. In Australia, capital investments in mobile networks and other core infrastructure were A\$793 million and A\$491 million respectively. Other investing cash flows included spectrum payments of S\$865 million mainly for Optus' 700 MHz spectrum and S\$428 million for the acquisitions of Adconion and Kontera.

## FINANCING ACTIVITIES

Net cash outflow of S\$2.31 billion for financing activities comprised mainly the payments of S\$1.59 billion for final dividends in respect of the previous financial year ended 31 March 2014, and S\$1.08 billion for interim dividends in respect of the current financial year. Other major financing cash flows included net increase in borrowings of S\$737 million and interest payments of S\$307 million.

## SUMMARY STATEMENTS OF FINANCIAL POSITION

	As at 31 March	
	2015 (S\$ million)	2014 (S\$ million)
Current assets	4,768	4,351
Non-current assets	37,299	34,969
<b>Total assets</b>	<b>42,067</b>	39,320
Current liabilities	5,757	5,690
Non-current liabilities	11,542	9,737
<b>Total liabilities</b>	<b>17,299</b>	15,427
<b>Net assets</b>	<b>24,768</b>	23,893
Share capital	2,634	2,634
Retained earnings	27,471	26,367
Currency translation reserves <sup>(1)</sup>	(4,213)	(3,693)
Other reserves	(1,159)	(1,439)
<b>Equity attributable to shareholders</b>	<b>24,733</b>	23,868
Non-controlling interests	35	24
	<b>24,768</b>	23,893

### Note:

<sup>(1)</sup> 'Currency translation reserves' relate mainly to the translation of the net assets of foreign subsidiaries, associates and joint ventures of the Group denominated mainly in Australian Dollar, Indian Rupee, Indonesian Rupiah, Philippine Peso, Thai Baht and United States Dollar.

The Group is in a strong financial position as at 31 March 2015. Singtel is rated Aa3 by Moody's and A+ by Standard & Poor's.

The currency translation losses increased by S\$520 million to S\$4.21 billion from a year ago. This increase arose mainly from the translation of net assets of Optus due to a weaker Australian Dollar against the Singapore Dollar, and the impact of the weaker Indonesian Rupiah against the Singapore Dollar on translation of the Group's investment in Telkomsel.



# Management Discussion and Analysis

## CAPITAL MANAGEMENT

GROUP	Financial Year Ended 31 March	
	2015	2014
Gross debt (S\$ million)	<b>8,526</b>	8,157
Net debt <sup>(1)</sup> (S\$ million)	<b>7,963</b>	7,534
Net debt gearing ratio <sup>(2)</sup> (%)	<b>24.3</b>	24.0
Net debt to EBITDA and share of associates' pre-tax profits (number of times)	<b>1.0</b>	1.0
Net debt to EBITDA and cash dividends from associates (number of times)	<b>1.3</b>	1.2
Interest cover <sup>(3)</sup> (number of times)	<b>29.2</b>	28.7
Average maturity of borrowings (years)	<b>5.3</b>	6.1

As at 31 March 2015, the Group's net debt was S\$7.96 billion, 5.7% higher than a year ago.

The Group has one of the strongest credit ratings among telecommunication companies in the Asia Pacific region. Singtel is currently rated Aa3 by Moody's and A+ by Standard & Poor's. The Group continues to maintain a healthy capital structure.

Singtel maintained its dividend payout ratio at between 60% and

75% of underlying net profit. For the financial year ended 31 March 2015, the total dividend payout, including the proposed final dividend, was 17.5 cents per share or 74% of underlying net profit. The dividend payout is influenced by the Group's cash flow generation, including dividends from associates.

The Group remains committed to an optimal capital structure and investment grade credit ratings, while maintaining financial flexibility to pursue growth.

### Notes:

<sup>(1)</sup> Net debt is defined as gross debt less cash and bank balances adjusted for related hedging balances.

<sup>(2)</sup> Net debt gearing ratio is defined as the ratio of net debt to net capitalisation. Net capitalisation is the aggregate of net debt, shareholders' funds and non-controlling interests.

<sup>(3)</sup> Interest cover refers to the ratio of EBITDA and share of associates' pre-tax profits to net interest expense.

## SENSITIVITY ANALYSIS FOR CURRENCY TRANSLATION

If the relevant foreign currency changes against the Singapore Dollar by 10% with all other variables held constant, the currency translation impact on the Group's net profit is as follows:

	Change in Group's Net Profit	
	FY 2015 S\$ million	FY 2014 S\$ million
<b>Optus' net profit</b> <b>1 AUD/ S\$</b>		
- strengthened 10%	<b>94.2</b>	97.6
- weakened 10%	<b>(94.2)</b>	(97.6)
<b>Share of Telkomsel's net profit</b> <b>IDR/ S\$</b>		
- strengthened 10%	<b>74.1</b>	70.5
- weakened 10%	<b>(74.1)</b>	(70.5)
<b>Share of Airtel's net profit</b> <b>INR/ S\$</b>		
- strengthened 10%	<b>35.5</b>	18.8
- weakened 10%	<b>(35.5)</b>	(18.8)