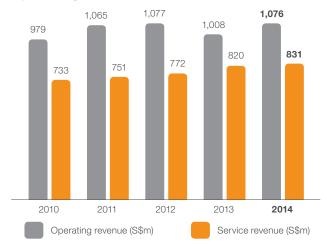
# PERFORMANCE HIGHLIGHTS

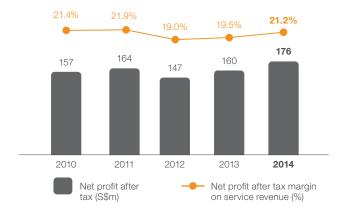
# **Operating Revenue and Service Revenue**



#### **EBITDA**



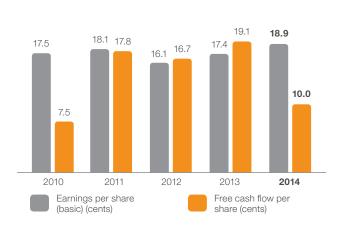
#### **Net Profit After Tax**



# **Cash Flow and Capital Expenditure**



### **Earnings and Free Cash Flow Per Share**



#### **Cash Distribution Per Share (Declared)**



Operating Highlights	2014	2013	Change (%)
Mobile Telecommunications			
Number of mobile customers ('000)			
Postpaid	1,149	1,130	1.7
Prepaid	703	979	-28.2
Total	1,852	2,109	-12.2
Market share <sup>1</sup> (%)			
Postpaid	24.5	25.0	-
Prepaid	20.7	25.2	-
Overall	22.9	25.1	-
Singapore mobile penetration rate <sup>1</sup> (%)	148.0	156.0	-
Average revenue per user (ARPU, S\$ per month)			
Postpaid	62.4	61.8	1.0
Postpaid (adjusted) <sup>2</sup>	55.6	53.4	4.1
Data plan	18.9	20.8	-9.1
Prepaid	14.5	14.8	-2.0
Non-voice services as a % of service revenue	47.3	41.6	-
Average monthly churn rate (%)	1.1	1.1	-
Acquisition cost per postpaid customer (S\$)	355	346	2.6
Fixed Services  Number of fibre customers ('000)	103	85	21.2
ARPU (Fibre broadband, S\$ per month)	43.9	46.1	-4.8
<ul> <li>Based on IDA statistics as at December 2014</li> <li>After adjustment for ARPU allocated to handset sales</li> </ul>		2012	21 (01)
Financial Highlights	2014	2013	Change (%)
Operating revenue (S\$m)	1,076.3	1,007.9	6.8
Mobile telecommunications	671.1	644.2	4.2
International call services	89.4	114.0	-21.6
Fixed services	70.6	61.6	14.6
Handset sales	245.3	188.1	30.4
EBITDA (S\$m)	335.5	312.3	7.4
Net profit after tax (S\$m)	175.8	160.2	9.7
Free cash flow (S\$m)	93.2	176.0	-47.0
Net assets (S\$m)	394.6	395.1	-0.1
Net debt (S\$m)	279.2	195.5	42.8
Financial ratios			
Net debt/equity (x)	0.7	0.5	43.0
Net debt/EBITDA (x)	0.8	0.6	32.9
EBITDA/interest (x)	83.0	70.1	18.4
ROE (%)	44.5	43.1	-
ROCE (%)	26.8	26.0	

Note: Figures may not add up due to rounding