

A man in a dark suit and red tie is walking on a colorful, abstract path made of overlapping curved bands in shades of blue, yellow, orange, red, and purple. The path curves upwards and to the right. The man is in profile, looking forward with a slight smile.

staying **ahead**

# Singapore Press Holdings

**FY2012  
Financial Results**

**12 October 2012**

## Group FY2012 financial highlights

	FY2012 S\$'000	FY2011 S\$'000	Change %
Operating Revenue	1,272,913	1,250,972	1.8
Operating Profit <sup>#</sup>	410,242	409,038	0.3
Investment Income	32,590	50,351	(35.3)
Net Profit attributable to shareholders	365,542	388,575	(5.9)

<sup>#</sup> This represents the recurring earnings of the media and property businesses.

# Group FY2012 financial highlights

Operating Revenue	FY2012 S\$'000	FY2011 S\$'000	Change %
Newspaper and Magazine	1,002,762	1,013,285	(1.0)
Property	191,421	167,884	14.0
Others	78,730	69,803	12.8
	<b>1,272,913</b>	<b>1,250,972</b>	<b>1.8</b>

## Newspaper and Magazine

- ◆ Print advertisement revenue was slightly lower by S\$5.3m (0.7%)
- ◆ Circulation revenue declined by S\$4.3m (2.1%)

## Property

- ◆ Robust growth in rental income of S\$23.5m (14.0%) from Paragon and The Clementi Mall

## Others

- ◆ Increased contribution from the exhibitions business

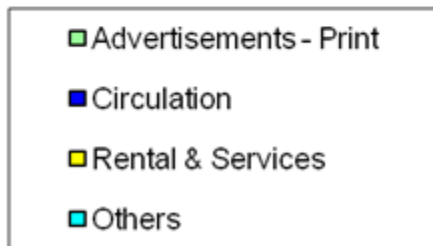
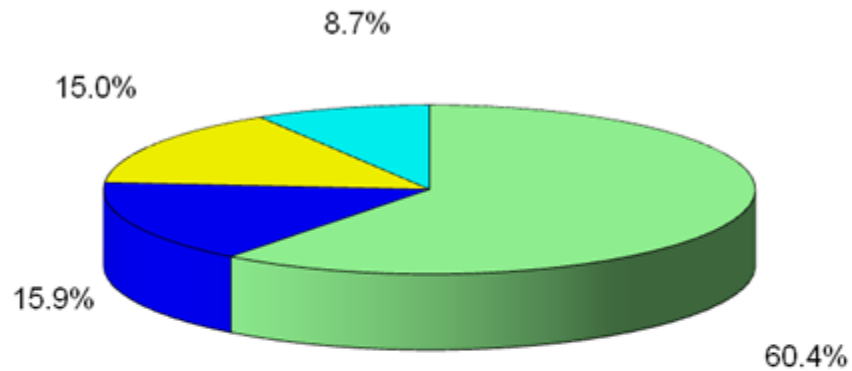
## Group FY2012 financial highlights

Profit/(Loss) before taxation	FY2012 S\$'000	FY2011 S\$'000	Change %
Newspaper and Magazine	335,123	365,603	(8.3)
Treasury and Investment	31,118	41,614	(25.2)
Property	99,970	75,566	32.3
Others	(24,551)	(26,101)	(5.9)
	<b>441,660</b>	<b>456,682</b>	<b>(3.3)</b>

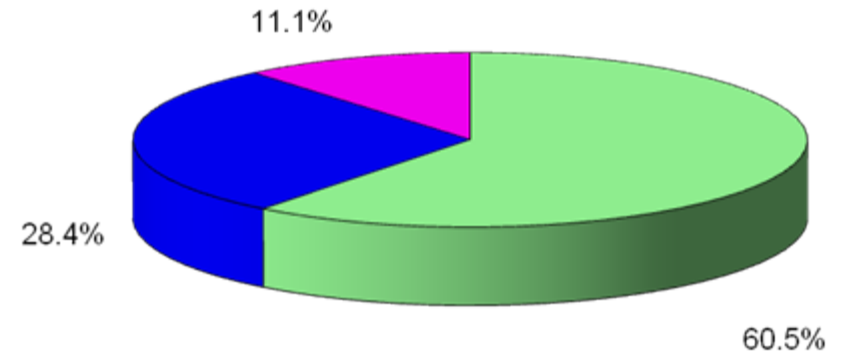
- ◆ Growth in the property and exhibitions businesses cushioned the lower profits from the newspaper and magazine segment.
- ◆ Investment income was impacted by mark-to-market losses arising from volatility in foreign exchange rates, and lower dividend and interest income.

# Group FY2012 highlights

## Operating Revenue Composition (S\$1.3b)

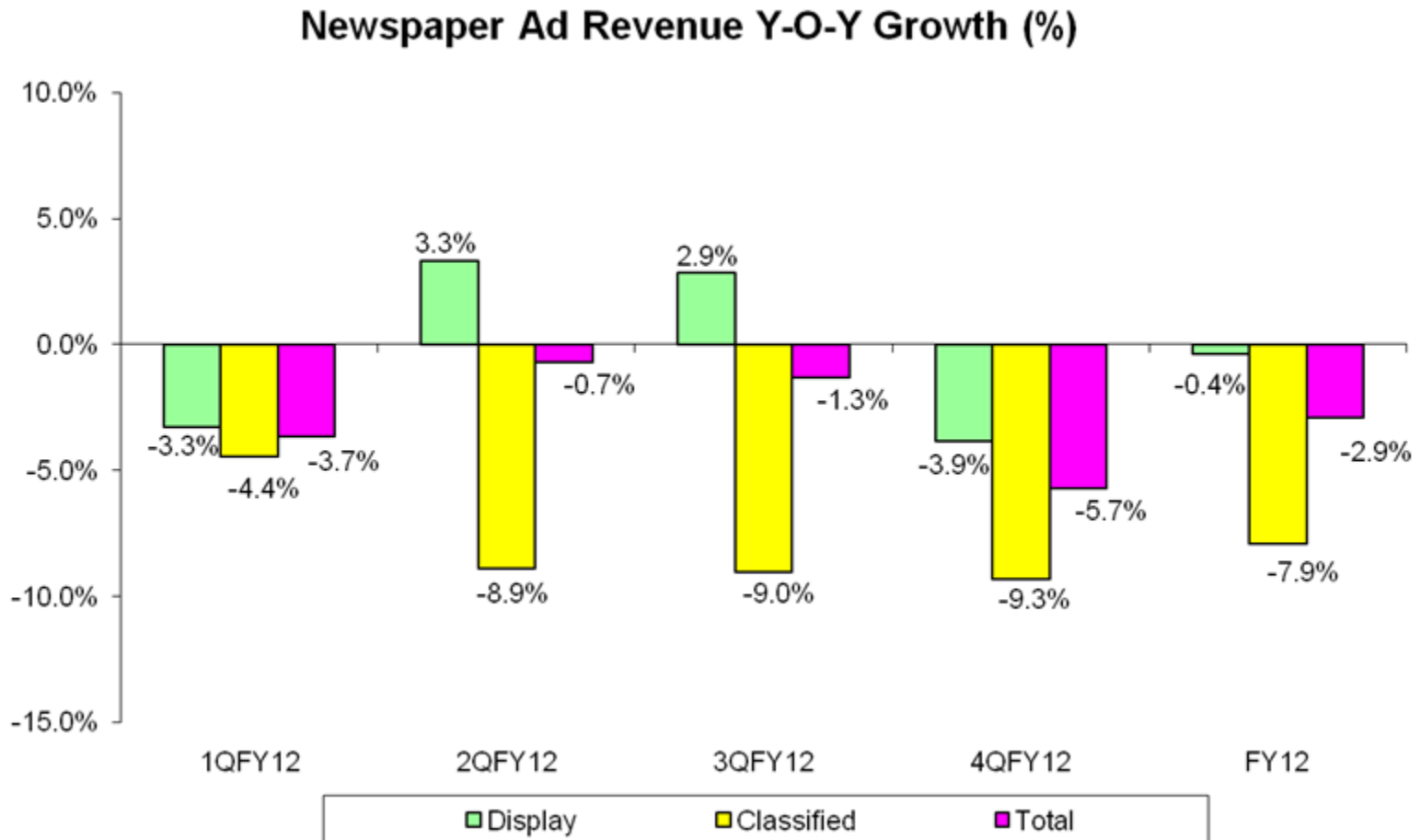


## Print Advertisement Revenue Composition (SS\$769.4m)



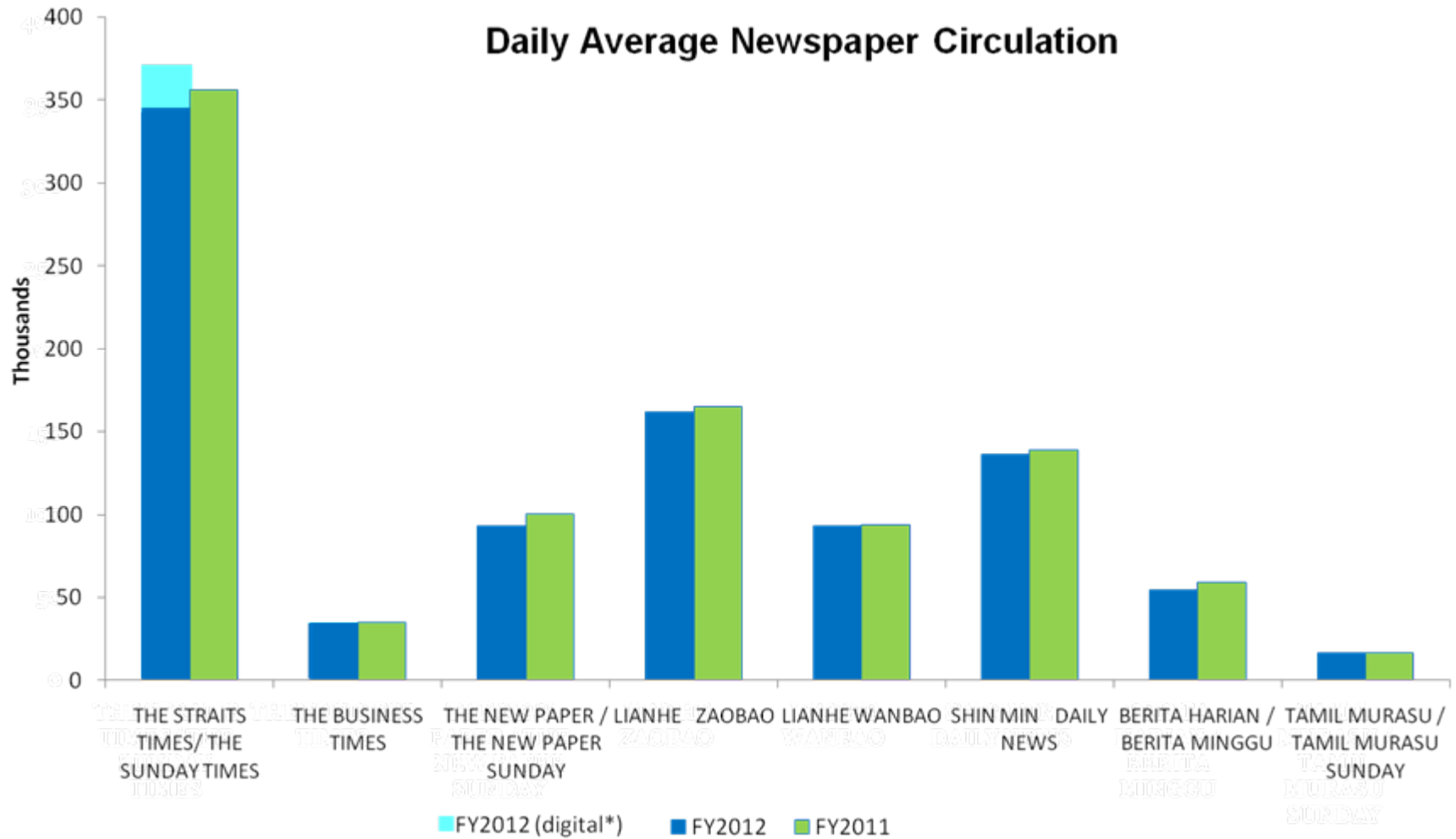
\* Classified includes Recruitment and Notices

# Marginal decline in newspaper ad revenue due to lower Classified ads



\* Classified includes Recruitment and Notices

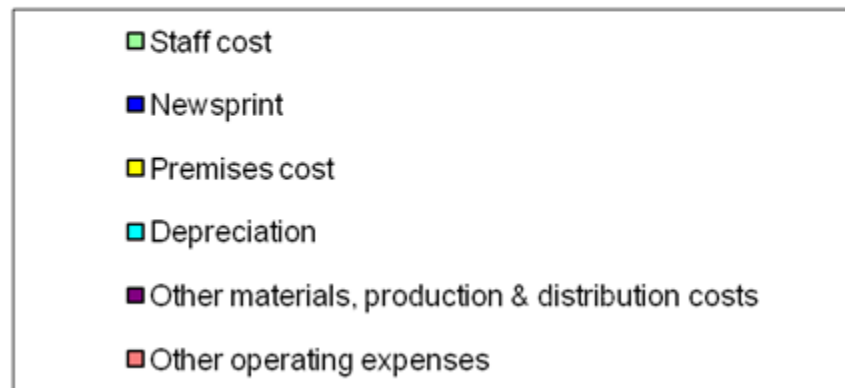
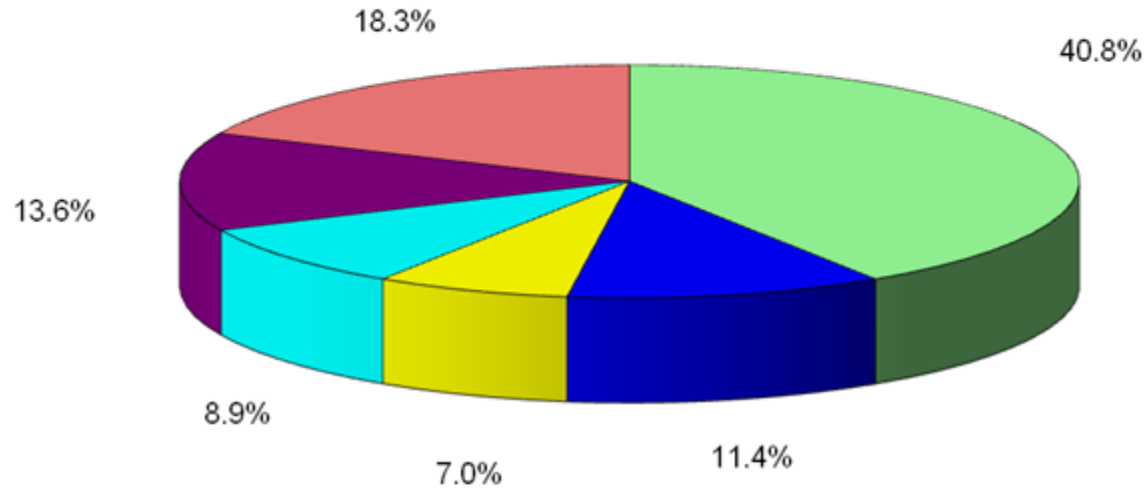
# Circulation boost from digital copies



\*Digital copies reported in accordance with the Audit Bureau of Circulation

# Group FY2012 highlights

Cost Composition (S\$882.5m)



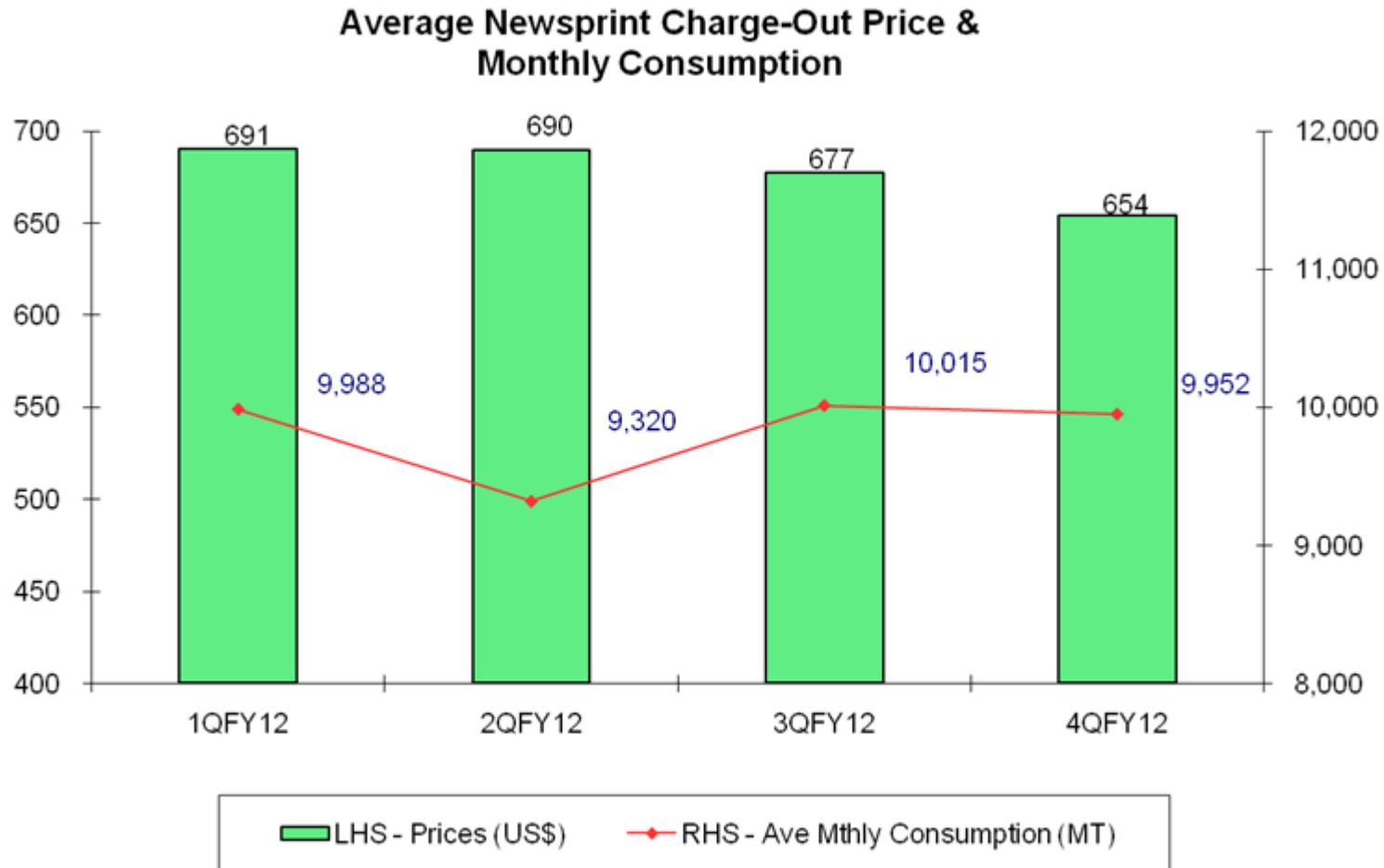


## Staff costs rose 3.4%

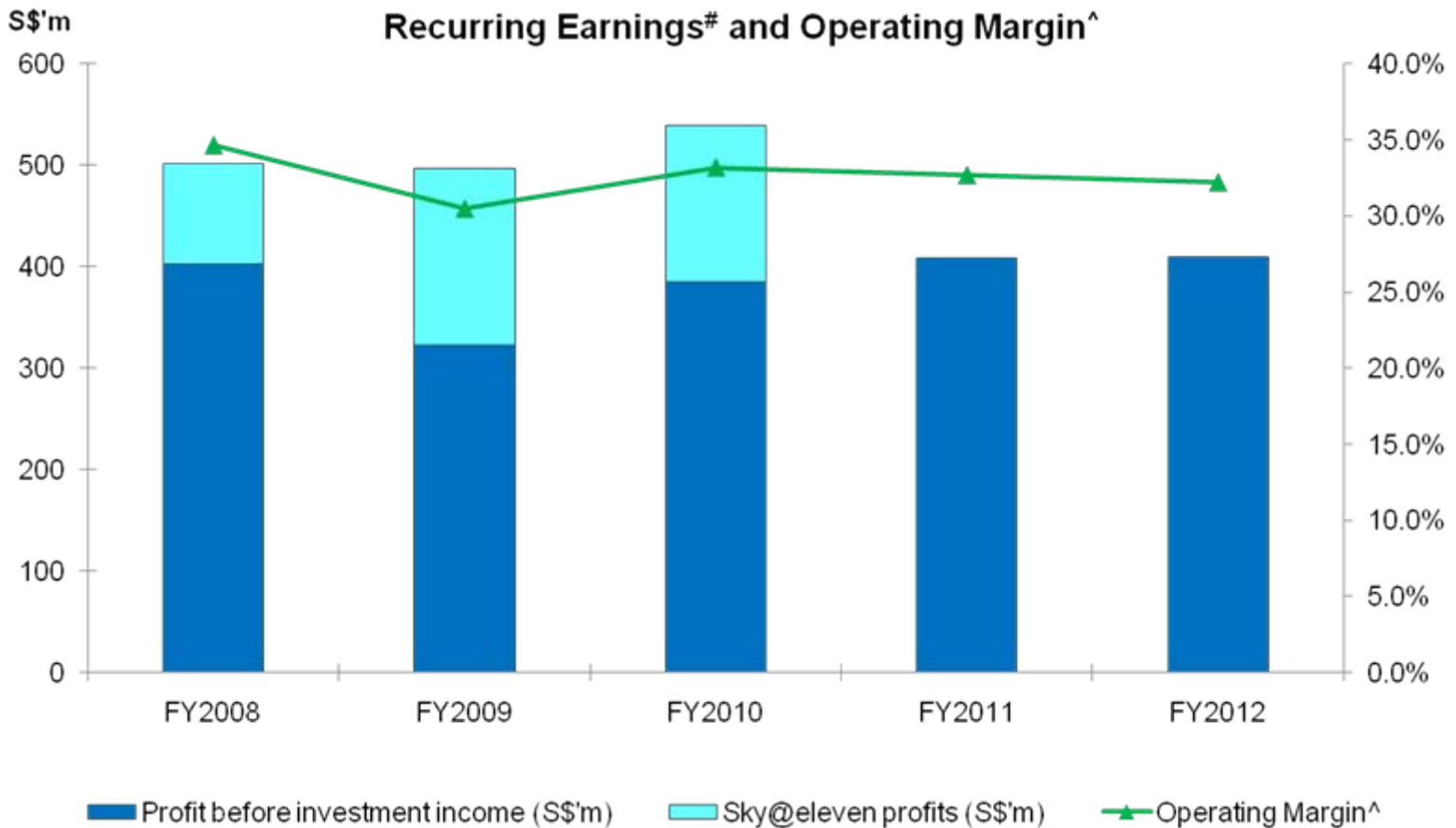
Higher staff costs due to salary increments and increased headcount from the acquisition of ACP Magazines Pte Ltd, partially offset by a reduced variable bonus provision

	FY2012	FY2011	Change %
Staff Costs (S\$'000)	360,160	348,461	3.4
Average Headcount	4,228	4,078	3.7

# Newsprint charge-out rate is expected to remain marginally unchanged



# Operating margin sustained above 30%



<sup>#</sup> This represents the recurring earnings of the media and property businesses.

<sup>^</sup> Computed based on recurring earnings excluding Sky@eleven.

# Property



- ◆ Paragon was valued at S\$2.43b in August 2012
- ◆ Achieved an increase in rental income of S\$4.6m (3.1%) from higher rental rates



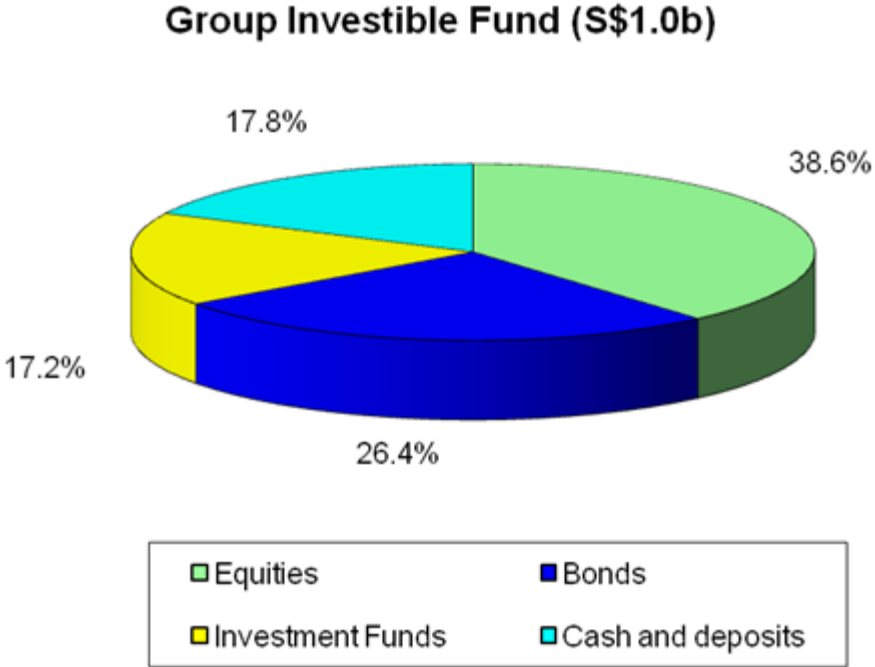
- ◆ The Clementi Mall was valued at S\$598m in August 2012
- ◆ Recorded an increase in rental income of S\$18.6m (100.6%) on the back of a full year's operations

## THE SELETAR MALL

- ◆ The gross development value of the proposed development was S\$505m in August 2012. It included the land value of S\$328m.
- ◆ The mall is expected to be completed at the end of 2014

# Group investible fund

- ◆ The Group's investment portfolio allocation remains conservative amidst the ensuing economic uncertainties
- ◆ Returns are expected to be commensurate with a lower risk-return profile



(As at Aug 31, 2012)

# Revamp of ST701



The Leading Online Marketplace

- ◆ Tripling of site traffic to close to \*10 million page views, \*1.5 million visitors monthly, since soft launch in March
- ◆ 50,000 jobs



STJOBS.sg



- ◆ Has amassed \*4 million page views, \*1 million visitors to the website every month, since soft launch in April
- ◆ More than 84,000 listings



STPROPERTY.sg



Source:  
\*Nielsen NetRatings

# Online Classifieds Footprint



- ◆ No. 1 local website in Malaysia, with close to 400 million monthly page views<sup>1</sup>
- ◆ Achieved profitability in 2012

- ◆ No. 2 classifieds website in the Philippines
- ◆ Achieved doubling of monthly page views<sup>1</sup> compared to last year

- ◆ No. 2 classifieds website in Indonesia
- ◆ Achieved nine-fold increase in monthly page views<sup>2</sup> compared to last year

**Incubating additional sites in Vietnam and China**

Data sources:

<sup>1</sup> Effective Measures, August 12

<sup>2</sup> Xiti, August 12



Singapore's first all new  
radio station in 20 years



*Remember your first kiss?*

Share with us on:

[www.facebook.com/kiss92fm](https://www.facebook.com/kiss92fm)  
[@kiss92fm](https://twitter.com/kiss92fm)  
[www.kiss92.sg](http://www.kiss92.sg)

**UFM**  
100.3

UFM100.3 是生活，音乐更精致，谈话更精彩!

Highly-charged Mandarin  
infotainment station

**HOT**  
FM 91.3

**SINGAPORE'S  
HOTTEST HITS**

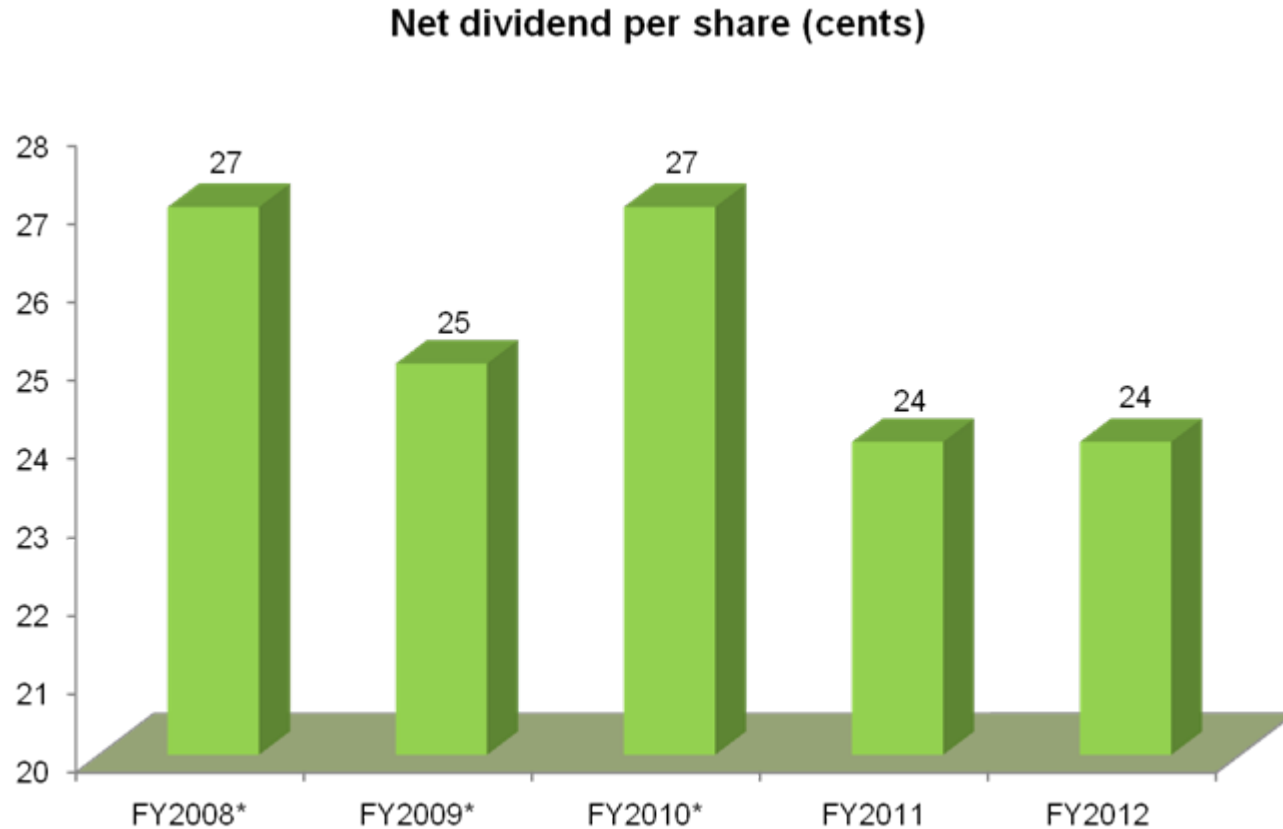
Third most popular English  
music station

\*Based on share of listeners 15-39 years old as compared to  
other local mainstream English music stations



# Declared dividend per share of 24 cents

**7 cents interim, 17 cents final**



\*FY2008 to FY2010 included profits from the Group's Sky@Eleven development

# Thank you

Please visit [www.sph.com.sg](http://www.sph.com.sg) for more information.