

# Singapore Post Ltd (SPOST SP)

## Australia business sold

### Maintain BUY with a higher TP of SGD0.77

SingPost agreed to divest its Australia business for AUD1.02bn to Pacific Equity Partners and will realise a gain on disposal of about SGD312.1m. Debt will also be significantly reduced to SGD350m and a special dividend is likely. We believe that majority of the proceeds will likely be returned as dividends to shareholders. With a key risk mitigated, we reduce the holding company discount on our SOTP valuation of SGD0.86/sh to 10% from 15% (see our initiation report [here](#)). This yields a higher TP of SGD0.77 from SGD0.74. Maintain BUY as we believe longer-term shareholders will be rewarded with significant dividends that could amount to more than its current share price.

### Divestment gain of SGD312m and debt pared down

With an agreed price of AUD1.02bn, SingPost will realise a gain on disposal of SGD312.1m. The transaction will be a full cash deal and SingPost will likely receive proceeds of SGD360m after paring down its Australian debt once the deal is completed. The total debt will likely be reduced from SGD895m to SGD350m. We also expect finance expense to be significantly lowered as blended finance cost for its Australia debt is around 5%+ as compared to 3% for its SGD-denominated debt.

### More monetisation and special dividends likely

We believe that the Australia business has been the main growth driver for SingPost in the past few years and with the acquisition of Borders Express just completed earlier this year, management could have continued to grow the business and realise its synergistic values. However, with the 100% sale, we don't think it would be rational to reinvest the proceeds in a new business unless it is an extremely attractive opportunity. We believe that excess cash will be returned to shareholders and we expect more asset sales going forward like Famous Holdings, SingPost centre and its post offices after discussions with local authorities.

### Road map is clear, up to SGD0.86/share

With the sale of its Australian business, we believe that the roadmap going forward to return shareholder value is strengthened and shareholders could potentially get up to SGD0.86/share if all its assets are monetised. We think the downside risk is now limited and maintain a conviction BUY on SingPost over its asset monetisation story. Its key shareholders are also monetising non-core assets to return to its own shareholders.

FYE Mar (SGD m)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	1,872	1,687	1,958	2,064	2,176
EBITDA	176	166	226	242	255
Core net profit	25	42	63	72	77
Core EPS (cts)	1.1	1.8	2.8	3.2	3.4
Core EPS growth (%)	(70.3)	68.1	52.9	13.2	6.8
Net DPS (cts)	0.6	0.7	1.3	1.5	1.6
Core P/E (x)	45.6	22.8	20.7	18.3	17.2
P/BV (x)	1.0	0.8	1.2	1.2	1.2
Net dividend yield (%)	1.2	1.8	2.3	2.6	2.7
ROAE (%)	2.0	6.9	5.6	6.3	na
ROAA (%)	0.9	1.4	2.0	2.3	2.4
EV/EBITDA (x)	7.1	8.0	7.4	6.8	6.5
Net gearing (%) (incl perps)	9.4	24.7	25.1	24.6	24.3
Consensus net profit	-	-	63	72	79
MIBG vs. Consensus (%)	-	-	0.9	(0.0)	(2.4)

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# BUY

Share Price	SGD 0.59
12m Price Target	SGD 0.77 (+32%)
Previous Price Target	SGD 0.74

### Company Description

Singapore Post is a leading postal and eCommerce logistics provider in Asia Pacific.

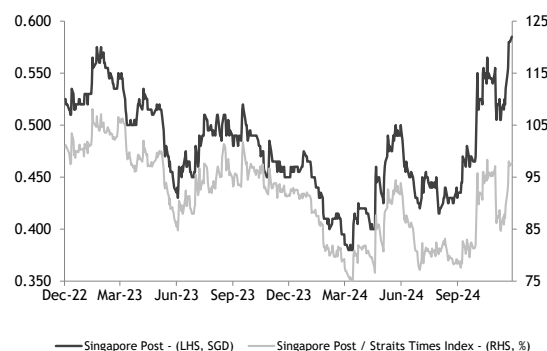
### Statistics

52w high/low (SGD)	0.59/0.38
3m avg turnover (USDm)	3.8
Free float (%)	60.7
Issued shares (m)	2,250
Market capitalisation	SGD1.3B
	USD976M

### Major shareholders:

Singapore Telecommunications Ltd.	21.7%
Alibaba Group Holding Ltd.	14.4%
The Vanguard Group, Inc.	2.3%

### Price Performance



	-1M	-3M	-12M
Absolute (%)	8	34	30
Relative to index (%)	3	25	7

Source: FactSet

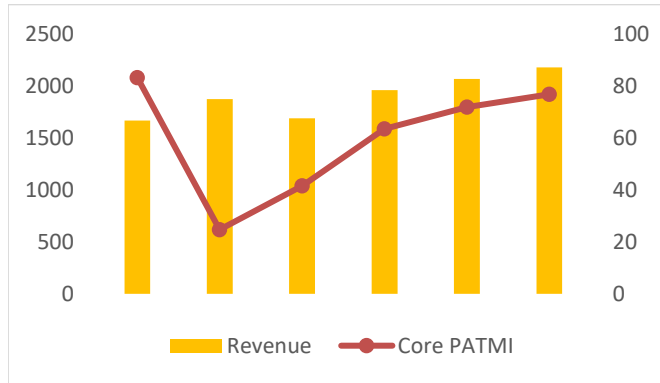
ESG@MAYBANK IBG

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## Value Proposition

- SingPost is the 4<sup>th</sup>-largest logistics player in Australia.
- Significantly undervalued with net assets worth an estimated SGD0.90/share.
- Profitability and dividends likely to surge in next few years.
- Asset monetisation will return significant value to shareholders.
- Beneficiary of higher e-commerce volume.

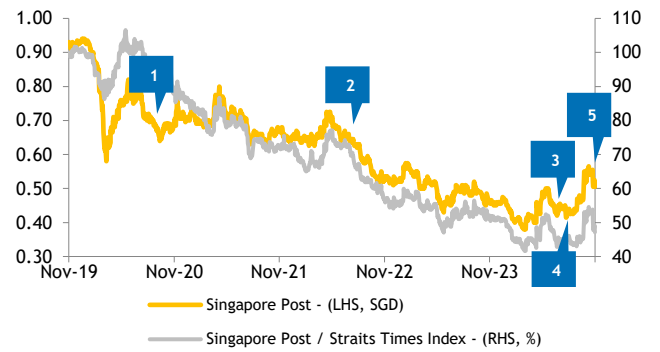
### SingPost's revenue and core PATMI



Source: Company

## Price Drivers

### Historical share price trend



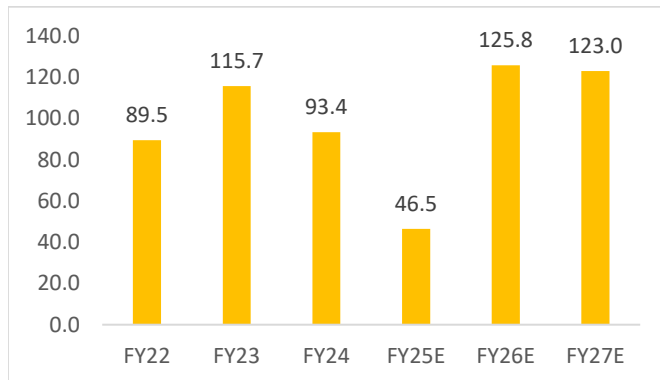
Source: Company, Maybank IBG Research

1. Covid-19 lockdown affecting its international freight and logistics business.
2. Results disappointed as they missed expectations.
3. Alibaba sold SingPost shares at SGD0.46 each.
4. Newsflow of bidders for its Australian business.
5. 1H24 results were below expectations due to higher financing costs.

## Financial Metrics

- We expect dividends and profit to increase over the next few years.
- We expect debt to slowly be pared down over the years, especially if it sells assets.
- Interest expense should slowly decrease over the years too.
- We expect operating cashflow to remain strong.

### Net cash from operating activities



Source: Company

## Swing Factors

### Upside

- Asset monetisation that unlocks value.
- Financial performance improves, especially FY25E.
- Dividends improve concurrently with performance and asset sales.
- Core business doing well with Singapore postal business also turning around.

### Downside

- Lower consumer spending would result in lower logistics and postal volume.
- High interest expense of about SGD49m annually.
- Assets sold at lower-than-our expected valuations.

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Risk Rating & Score <sup>1</sup>	NA
Score Momentum <sup>2</sup>	NA
Last Updated	NA
Controversy Score <sup>3</sup>	NA

## Business Model & Industry Issues

- SingPost faces several ESG-related risks, including potentially stranded assets, higher financing costs for non-sustainable projects, and stringent regulatory requirements. To mitigate these risks, SingPost enhances its sustainability practices, invests in green technologies, and strengthens internal controls by adopting frameworks like the Singapore Green Bond and utilizing ESG Registry. These efforts are complimented by engaging stakeholders and employees in its sustainability initiatives, ensuring a comprehensive approach to managing ESG impacts and improving long-term profitability.
- According to Sustainalytics, SingPost has an ESG score of 16.4, ranking 47th out of 407 companies in the transportation industry group. This ranking demonstrates that SingPost is effectively managing its ESG risks relatively well. Compared to the broader sector, SingPost’s proactive measures in adopting the Singapore Green Bond Framework and leveraging the ESG registry under project Greenprint, has helped it stay ahead in addressing sustainability issues. The company’s ESG performance is bolstered by its efforts to improve transparency and adopt sustainable practices, helping it align with global trends in the transportation and logistics sector.
- With SingPost adopting the Singapore Green Bond Framework, ESG registry under Project Greenprint, recycling initiatives and strong advocacy for diversity, it indicates a strong commitment to sustainability and transparency. SingPost can further invest in green technologies, such as increasing the number of electric vehicles (EVs). Currently, 37% of SingPost’s delivery fleet has been converted to EVs. Another area of greater focus would be community engagement, investing in community projects and funding non-profits is a great way to enhance the reputation of SingPost and community culture.

### Material E issues

- SingPost is advancing sustainability with a goal of net-zero carbon emissions by 2030 in Singapore and 2050 globally. Efforts include electrifying its Singapore delivery fleet, installing solar panels at SingPost Centre to power 3.7% of its annual needs, and implementing efficient cooling systems. These initiatives have reduced electricity use from 135,000 GJ to 133,000 GJ and cut scope 1 emissions from 33,861 tCO<sub>2</sub>e to 29,267 tCO<sub>2</sub>e between 2022 and 2023.
- SingPost’s logistics operations made significant carbon emissions, with 2023 recording 29,237 tCO<sub>2</sub>e (scope 1), 15,933 tCO<sub>2</sub>e (scope 2), and over 1,600 tonnes of waste. To address this, SingPost introduced sustainable packaging like recycled SmartPac, recyclable polymailers (80% LDPE), reusable options in 2023, electric vehicle deliveries, and climate risk assessments to mitigate key market risks.

### Key G metrics and issues

- In 2021, former SingPost senior vice president Liang An Wey was charged with fraudulently securing a SGD15,000 monthly salary for over four years using falsified job application documents. He was also accused of seeking an SGD1m bribe from a subcontractor’s CEO for construction projects and attempting to solicit a bribe from the CEO of Bintai Kindenko in March 2015.
- SingPost strengthened internal controls and due diligence, emphasizing employee credential verification. SingPost also increased the frequency of audits and process reviews to identify and mitigate potential vulnerabilities.

### Material S issues

- Social responsibility builds trust, boosts reputation, and drives sustainable development. SingPost demonstrates this by supporting worker health through screenings and trade union consultations. The company promotes gender diversity, maintaining 30% female workforce as a benchmark, with 49.1% achieved in 2023. Initiatives include volunteering at Willing Hearts to aid over 400 households and launching stamps with the Purple Parade to support inclusivity for persons with disabilities.
- SingPost faces a diversity imbalance in senior management, with only 36% female representation in FY23/24. To address this, it introduced a Diversity and Inclusivity policy and signed the Employers’ Pledge of Fair Employment Practices, ensuring equal opportunities and eliminating discrimination in the selection process.

Quantitative Parameters (Score: 28)						
	Particulars	Unit	2021/22	2022/23	2023/24	SATS 2023
E	Scope 1 emissions	tCO2e/million hour	3,922	33,681	29,267	22,585
	Scope 2 emissions	tCO2e/million hour	16,226	17,187	15,933	156,866
	<b>Total</b>	<b>tCO2e</b>	<b>20,148</b>	<b>50,868</b>	<b>45,200</b>	<b>179,451</b>
	Scope 3 emissions (operational)	tCO2e	NA	NA	427,484	NA
	<b>Total</b>	<b>tCO2e</b>	<b>20,148</b>	<b>50,868</b>	<b>45,200</b>	<b>179,451</b>
	GHG intensity (Scope 1 and 2)	tCO2e/million hour	NA	50868.00	45200.00	8.700
	Direct Energy consumption	GJ/million h	NA	479,400	417,300	7,355.60
	Indirect Energy consumption	GJ/million h	NA	135,000	133,000	NA
	Total Diesel consumption	litres	15,497	10,234	8,772	NA
S	% of women in senior management	%	36.0%	37.0%	36.0%	26.0%
	cases of corruption	days	0	0	0	0
	Total training hours	Hours	35,286	40,506	46,573	1,033,283
	Accident frequency rate	%	2.27	1.61	1.72	1.18
	Accident severity rate	%	1.13	0.8	0.86	0.59
G	MD/CEO salary as % of reported net profit	%	1.54%	0.97%	2.19%	1.44%
	Board salary as % of reported net profit	%	NA	NA	NA	NA
	Independent directors on the Board	%	56%	56%	67%	93%
	Female directors on the Board	%	56%	56%	56%	43%

Qualitative Parameters (Score: 83)	
a) Is there an ESG policy in place and is there a standalone ESG Committee or is it part of the Risk committee?	<b>Yes</b>
b) Is the senior management salary linked to fulfilling ESG targets?	<b>No</b>
c) Does the company follow the task force of climate related disclosures (TCFD) framework for ESG reporting?	<b>Yes.</b>
d) Does the company have a mechanism to capture Scope 3 emissions - which parameters are captured?	<b>Yes. SingPost scope 3 parameters encompasses all indirect emissions from both the upstream and downstream activities of a company's value chain, from purchased goods and services to end-of-life treatment of sold products.</b>
e) What are the 2-3 key carbon mitigation/water/waste management strategies adopted by the company?	<b>SingPost has been progressively replacing its traditional delivery fleet with electric vehicles. In addition, SingPost has been exploring and adopting renewable energy to power its facilities, such as solar photovoltaic systems, which can generate 19% of the Regional eCommerce Logistics Hub's total energy need. SingPost is actively promoting a circular economy within its industry by identifying and minimizing waste in logistics, particularly through optimizing packaging solutions and exploring environment friendly alternatives to enhance sustainability across operations and customer offerings. Hazardous waste is collected, treated and decontaminated, before being safely disposed of by a licensed contractor.</b>
f) Does carbon offset form part of the net zero/carbon neutrality target of the company?	<b>Yes.</b>

Target (Score: 67)			
Particulars		Target	Achieved
Aim to reduce carbon footprint		1	1
Zero confirmed incidents of corruption		0	0
Zero cases of non-compliance with all applicable laws and regulations		0	0
Carbon neutrality/net zero		0%	nil
<b>Impact</b>			
NA			
<b>Overall Score: 51</b>			

ESG score	Weights	Scores	Final Score
Quantitative	50%	28	14
Qualitative	25%	83	21
Target	25%	67	17
<b>Total</b>			<b>51</b>

As per our ESG assessment, SingPost has an established framework, internal policies, and tangible mid/long-term targets. "E", "G" and "S" metrics YoY are in a great place, but the "E" metric can be improved on. SingPost's overall ESG score is 51, which makes its ESG rating above average in our view (average ESG rating = 50).

FYE 31 Mar	FY23A	FY24A	FY25E	FY26E	FY27E
<b>Key Metrics</b>					
P/E (reported) (x)	53.6	13.4	20.7	18.3	17.2
Core P/E (x)	45.6	22.8	20.7	18.3	17.2
P/BV (x)	1.0	0.8	1.2	1.2	1.2
P/NTA (x)	1.3	1.2	1.8	1.8	1.8
Net dividend yield (%)	1.2	1.8	2.3	2.6	2.7
FCF yield (%)	7.8	4.0	nm	5.8	5.5
EV/EBITDA (x)	7.1	8.0	7.4	6.8	6.5
EV/EBIT (x)	13.4	15.7	12.5	11.4	10.9
<b>INCOME STATEMENT (SGD m)</b>					
Revenue	1,872.3	1,686.7	1,958.3	2,063.7	2,175.9
EBITDA	175.7	166.0	225.7	242.4	254.6
Depreciation	0.0	0.0	0.0	0.0	0.0
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	93.2	84.9	133.6	145.5	152.4
Net interest income / (exp)	(17.5)	(20.3)	(41.6)	(41.6)	(41.6)
Associates & JV	0.0	(1.5)	(1.5)	(1.5)	(1.5)
Exceptionals	(7.7)	36.8	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	68.0	99.9	90.4	102.3	109.2
Income tax	(29.2)	(18.4)	(24.4)	(27.6)	(29.5)
Minorities	(14.1)	(3.1)	(2.5)	(2.9)	(3.1)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	24.7	78.3	63.4	71.8	76.6
Core net profit	24.7	41.5	63.4	71.8	76.6
Preferred Dividends	0.0	0.0	0.0	0.0	na
<b>BALANCE SHEET (SGD m)</b>					
Cash & Short Term Investments	495.7	476.7	479.9	486.3	491.2
Accounts receivable	229.8	252.4	293.1	308.8	325.6
Inventory	0.5	0.3	0.3	0.3	0.3
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	386.9	454.3	424.4	399.8	379.5
Intangible assets	501.0	636.3	636.3	636.3	636.3
Investment in Associates & JVs	31.9	23.1	23.1	23.1	23.1
Other assets	1,191.9	1,292.8	1,292.8	1,294.7	1,294.7
<b>Total assets</b>	<b>2,837.8</b>	<b>3,135.9</b>	<b>3,149.9</b>	<b>3,149.3</b>	<b>3,150.7</b>
ST interest bearing debt	1.4	10.3	10.3	10.3	10.3
Accounts payable	632.5	605.6	688.8	724.1	763.8
Insurance contract liabilities	30.0	28.2	28.2	28.2	28.2
LT interest bearing debt	623.0	816.8	816.8	816.8	816.8
Other liabilities	177.0	254.0	222.0	186.0	148.0
<b>Total Liabilities</b>	<b>1,463.5</b>	<b>1,715.0</b>	<b>1,766.4</b>	<b>1,765.8</b>	<b>1,767.2</b>
Shareholders Equity	1,130.2	1,131.9	1,131.9	1,131.9	1,131.9
Minority Interest	(7.4)	37.5	(0.0)	(0.0)	(0.0)
<b>Total shareholder equity</b>	<b>1,122.8</b>	<b>1,169.4</b>	<b>1,131.9</b>	<b>1,131.9</b>	<b>1,131.9</b>
Perpetual securities	251.5	251.5	251.5	251.5	251.5
<b>Total liabilities and equity</b>	<b>2,837.8</b>	<b>3,135.9</b>	<b>3,149.9</b>	<b>3,149.3</b>	<b>3,150.7</b>
<b>CASH FLOW (SGD m)</b>					
Pretax profit	68.0	99.9	90.4	102.3	109.2
Depreciation & amortisation	(82.6)	(81.0)	(92.2)	(96.9)	(102.2)
Adj net interest (income)/exp	12.1	18.9	0.0	0.0	0.0
Change in working capital	(8.2)	(34.9)	(123.8)	(51.1)	(56.5)
Cash taxes paid	(32.8)	(31.0)	(24.4)	(27.6)	(29.5)
Other operating cash flow	31.9	(17.9)	24.4	27.6	29.5
Cash flow from operations	115.7	93.4	46.5	125.8	123.0
Capex	(28.4)	(55.2)	(50.0)	(50.0)	(50.0)
Free cash flow	87.2	38.2	(3.5)	75.8	73.0
Dividends paid	(43.3)	(18.5)	(31.7)	(35.9)	(38.3)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Perpetual securities	249.0	0.0	0.0	0.0	0.0
Change in Debt	128.8	193.0	0.0	0.0	0.0
Perpetual securities distribution	(8.2)	(10.9)	0.0	0.0	0.0
Other invest/financing cash flow	(198.3)	(220.8)	38.4	(33.6)	(29.8)
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	215.3	(19.0)	3.2	6.4	4.9

FYE 31 Mar	FY23A	FY24A	FY25E	FY26E	FY27E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	12.4	(9.9)	16.1	5.4	5.4
EBITDA growth	(5.8)	(5.6)	36.0	7.4	5.1
EBIT growth	(16.9)	(8.8)	57.3	8.9	4.8
Pretax growth	(36.7)	46.9	(9.5)	13.2	6.8
Reported net profit growth	(70.3)	217.4	(19.0)	13.2	6.8
Core net profit growth	(70.3)	68.2	52.9	13.2	6.8
<b>Profitability ratios (%)</b>					
EBITDA margin	9.4	9.8	11.5	11.7	11.7
EBIT margin	5.0	5.0	6.8	7.0	7.0
Pretax profit margin	3.6	5.9	4.6	5.0	5.0
Payout ratio	52.9	21.3	46.8	46.8	46.8
<b>DuPont analysis</b>					
Net profit margin (%)	1.3	4.6	3.2	3.5	3.5
Revenue/Assets (x)	0.7	0.5	0.6	0.7	0.7
Assets/Equity (x)	2.5	2.8	2.8	2.8	2.8
ROAE (%)	2.0	6.9	5.6	6.3	na
ROAA (%)	0.9	1.4	2.0	2.3	2.4
<b>Liquidity &amp; Efficiency</b>					
Cash conversion cycle	nm	nm	nm	nm	nm
Days receivable outstanding	44.6	51.5	50.1	52.5	52.5
Days inventory outstanding	nm	nm	nm	nm	nm
Days payables outstanding	nm	nm	nm	nm	nm
Dividend cover (x)	1.9	4.7	2.1	2.1	2.1
Current ratio (x)	1.1	1.1	1.0	1.0	1.0
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	1.9	1.8	1.8	1.8	1.8
Net gearing (%) (incl perps)	9.4	24.7	25.1	24.6	24.3
Net gearing (%) (excl. perps)	11.5	30.0	30.7	30.1	29.7
Net interest cover (x)	5.3	4.2	3.2	3.5	3.7
Debt/EBITDA (x)	3.6	5.0	3.7	3.4	3.2
Capex/revenue (%)	1.5	3.3	2.6	2.4	2.3
Net debt/ (net cash)	128.7	350.4	347.2	340.8	335.9

Source: Company; Maybank IBG Research

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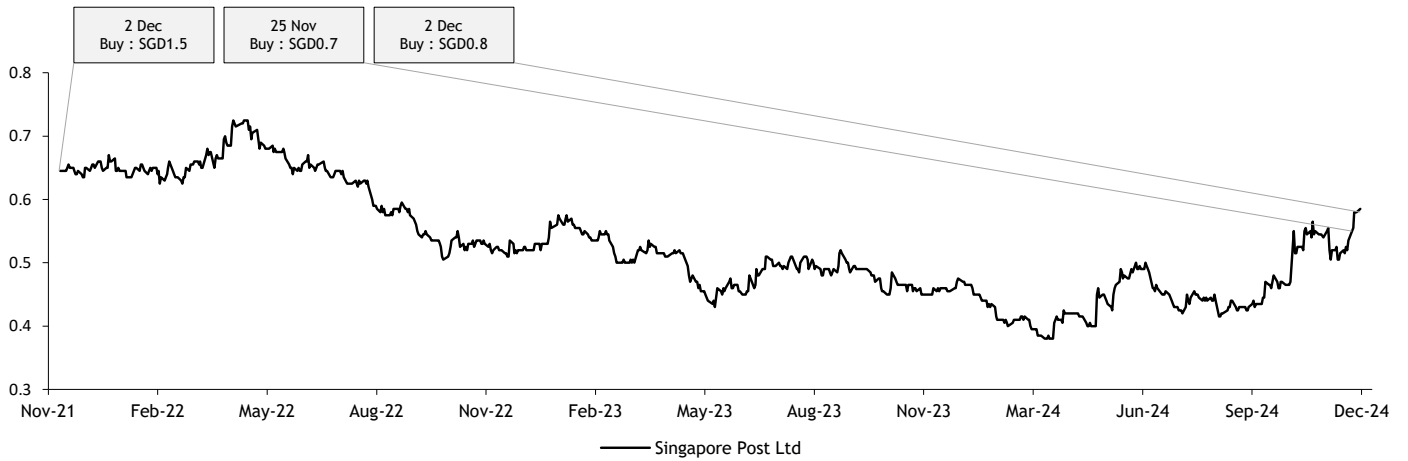
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