



MEDIA RELEASE

SATS AND SINGPOST TO COLLABORATE IN THE AREA OF ECOMMERCE

SATS will set up an eCommerce airhub, with SingPost as the anchor customer

Singapore, 17 August 2015 – SATS Ltd. (SATS) and Singapore Post Limited (SingPost) today announced that they have signed a commercial agreement for SATS to provide airmail consignment handling services to SingPost.

The new automated facility, to be called SATS eCommerce AirHub, will improve efficiency and space utilisation, as well as enhance the consignment handling capabilities for both SATS and SingPost.

To be located at SATS Airfreight Terminal 1 within the Changi Airfreight Centre, this 6,000-square-metre facility is expected to be operational by December 2016. SingPost will be its anchor customer. SATS will become the first ground handler in the world to own such an airside facility.

Under the terms of the agreement, SingPost will outsource its airport consignment operations located at Changi Airmail Transit Centre 2 (ATC2) to SATS when its lease at ATC2 expires in end-2016.

This collaboration will result in the integration of both SATS' and SingPost's airmail consignment operations under one roof. The integration will enable single scanning and sorting, and remove the need to tow consignments such as mail and parcel bags as well as pallets between facilities. This will enhance operational efficiency, including shorter cycle and connection times, and increase productivity. When fully operational, SATS eCommerce AirHub is expected to achieve a productivity gain of more than 30%.

Dr Wolfgang Baier, Group Chief Executive Officer of SingPost said, "This collaboration allows both SingPost and SATS to capitalise on our respective strengths while achieving greater efficiency and productivity in our operations. Working with other Singapore brands to jointly expand outside of Singapore, coupled with our continuous push to further improve our customer satisfaction and service, will all contribute towards SingPost's transformation to be the leading eCommerce logistics player in Asia Pacific."



“We are pleased to be partnering SingPost as it expands eCommerce volumes through its Singapore hub. SATS eCommerce AirHub is the latest in a series of initiatives that we have launched to improve productivity and introduce new and innovative services across our network in Asia,” said Alex Hungate, President and Chief Executive Officer of SATS.

- End -

About SATS Ltd.

SATS is Asia’s leading provider of gateway services and food solutions.

Our comprehensive gateway services encompass airfreight handling, passenger services, ramp handling, baggage handling, aviation security services, aircraft interior and exterior cleaning as well as cruise centre management. Our food solutions include airline catering, institutional and remote catering, aviation laundry as well as food distribution and logistics. SATS is present at 43 airports and 11 countries across Asia and the Middle East.

SATS has been listed on the Singapore Exchange since May 2000. For more information, please visit www.sats.com.sg.

About Singapore Post Limited

Singapore Post (SingPost) is the leading provider of mail, logistics and ecommerce solutions in Singapore and the Asia Pacific region, with operations in more than 10 countries.

As Singapore’s national postal service provider, SingPost offers trusted communications through domestic and international postal services as well as end-to-end integrated mail solutions covering letter shopping, delivery and mailroom management, among others. For over 150 years, SingPost has been delivering a trusted and reliable service to customers and businesses in Singapore.

As part of its transformation, SingPost has been steadily expanding beyond Singapore, leveraging its regional platform Quantum Solutions and other subsidiaries and partners. With its regional network and infrastructure, SingPost offers fully integrated ecommerce logistics solutions covering the four areas of freight, customs & regulations management, warehousing & fulfilment, last mile delivery & returns, as well as ecommerce web services, to its customers.



SingPost was listed on the Main Board of the Singapore Exchange in 2003 and is a constituent stock of various main global benchmark indices - FTSE All-World Index Series, FTSE All-World Minimum Variance Index, FTSE All-World High Dividend Yield Index, FTSE RAFI Index Series, FTSE Global Infrastructure Index Series and FTSE ST Index Series. It has a strong credit rating of 'A/Stable/NR' by Standard & Poor's.

SingPost won the World Mail Award for Retail Customer Access in 2015, ecommerce, 2014 and People Management, 2013. SingPost also gained international acclaim when it was bestowed the Service Provider of the Year award by Postal Technology International in 2014 and 2012. SingPost is the only company to win to the Universal Postal Union's EMS Cooperative award for its Speedpost courier service every year since 2001.

SingPost's subsidiaries and businesses include:

- SP eCommerce (<http://www.specommerce.com/>), an ecommerce enabler that provides brands and retailers with integrated end-to-end ecommerce solutions
- Quantum Solutions (<http://www.quantumsolutions.com/>) which specialises in logistics and fulfilment services to businesses in the Asia Pacific region
- CouriersPlease (<http://www.couriersplease.com.au/>), a leading metropolitan express parcel delivery service in Australia
- Famous Holdings (<http://www.famous.com.sg/>), an established freight consolidator and freight-forwarder with a regional presence in 7 countries
- Lock+Store (<http://www.lockandstore.com/>), a self-storage operator in Singapore, Hong Kong and Malaysia
- DataPost (<http://www.datapost.com.sg/>), the biggest data print bureau in the Southeast Asia region
- Speedpost (<http://www.speedpost.com.sg/>), a leading provider for courier service in Singapore and international shipping to more than 200 destinations across the globe
- vPOST (<http://www.vpost.com.sg/>), one of the largest online shopping and shipping services providers in Southeast Asia
- Omigo Marketplace (<http://www.omigo.com.sg/>), Singapore's online marketplace for consumers to shop and for SMEs and international brands to sell online
- SAM (<https://www.mysam.sg/>), a digital mailbox with bill payment services which can be accessed anywhere, anytime

For more information, please visit: www.singpost.com



Media Contacts:

Sandy Leng

Vice President, Corporate Relations
SATS

DID: (65) 6541 8200

HP: (65) 9018 5168

Email: sandy_leng@sats.com.sg

Lim Li Koon

SingPost

DID: (65) 6845 6231

Tel. (65) 9363 6523

Email: limlikoon@singpost.com

Lance John

Manager

Edelman Public Relations

DID: (65) 6347 2329

HP: (65) 9773 4915

Email: lance.john@edelman.com

Karen Yap

Weber Shandwick

DID: (65) 6825 8068

Tel: (65) 9738 6291

Email: KYap@webershandwick.com