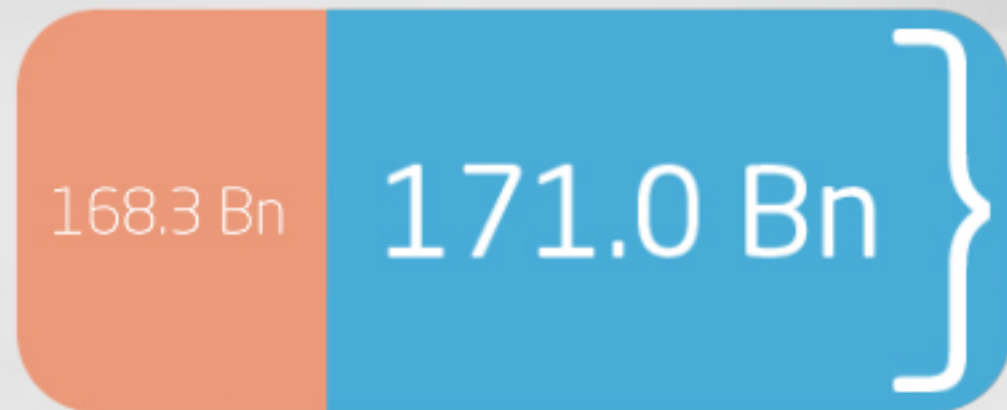


2014 HIGHLIGHTS



REVENUES

● 2013 ● 2014

2014 HIGHLIGHTS



2014 HIGHLIGHTS

SERVICE REVENUES



2014 HIGHLIGHTS

● 2013

● 2014



Consolidated EBITDA



EBITDA Margin

2014 HIGHLIGHTS

Reported
Net Income
P34.1 Bn

Core
Net Income
P37.4 Bn

A red rounded rectangle with a wavy, layered pattern in shades of red and pink. The text is centered within the rectangle.

FIRST QUARTER 2015
HIGHLIGHTS

FIRST QUARTER 2015
HIGHLIGHTS

REVENUES

42.6 Bn



FIRST QUARTER 2015
HIGHLIGHTS

SERVICE
REVENUES

40.5 Bn



FIRST QUARTER 2015
HIGHLIGHTS

SERVICE REVENUES



FIXED LINE
15.9 Bn



WIRELESS
27.9 Bn

FIRST QUARTER 2015
HIGHLIGHTS

● 1Q 2014

● 1Q 2015



Consolidated EBITDA



EBITDA Margin

FIRST QUARTER 2015
ENI HIGHLIGHTS 15

Reported
Net Income
P9.4 Bn

Core
Net Income
P9.3 Bn

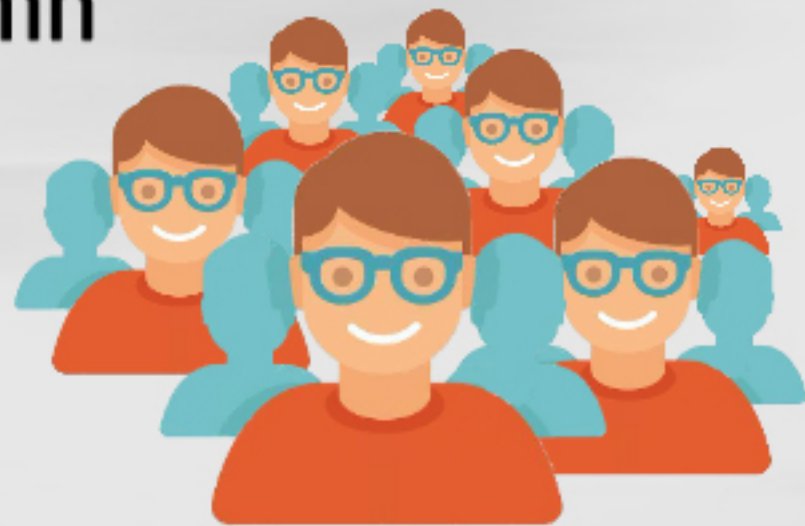
SUBSCRIBER BASE AT
END OF MARCH 2015

— Total PLDT Group subscriber base at **76.4 mn**

— Cellular subscribers : **69.6mn**

— Broadband subscribers : **4.5mn**

— Fixed line subscribers : **2.2mn**



CAPITAL MANAGEMENT

Dividend policy:
regular dividends of
75% of core EPS +
“look back” to
determine possibility
of a special dividend

PLDT declared total
dividends of
P156 per share
representing **90%** of
core earnings in 2014



A red rounded rectangle with a wavy pattern of lighter red lines. The word "CAPEX" is written in white, uppercase letters in the center.

CAPEX

CAPEX

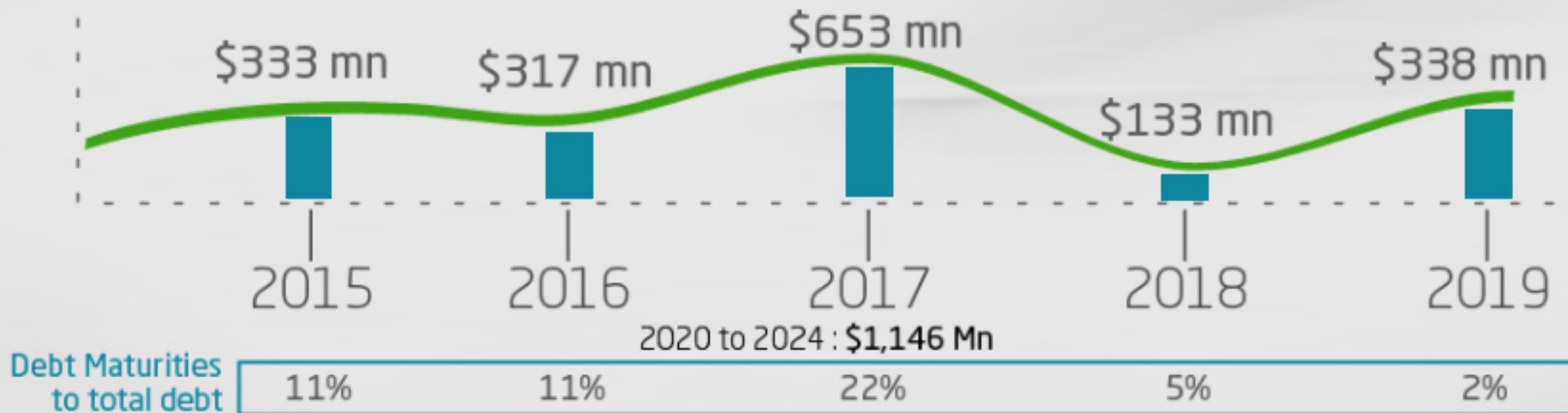
2014 P34.8 Bn

2015 P39.0 Bn

DEBT PROFILE

Debt maturities continue to be well spread out

Over 50% of total debt due to mature beyond 2018
(as of 31 December 2014, US\$ in millions)



DEBT PROFILE

Net debt
US\$ 2.3 Bn

Net debt
to EBITDA
1.34x

DEBT PROFILE

Rated Investment Grade by 3 international rating agencies

	RATING		OUTLOOK
	Long term Foreign Issuer Rating	Long term Local Issuer Rating	
Fitch Ratings	BBB	A-	STABLE
MOODY'S	Baa2	Baa2	STABLE
STANDARD & POOR'S	BBB+	BBB+ / axA+	STABLE

FREE CASH FLOW

2014

27.7 Bn



A red rounded rectangular button with a wavy, layered pattern in shades of red. The text "GOING DIGITAL" is centered in white, uppercase letters.

GOING DIGITAL

STRATEGIC ENABLER FOR
DIGITAL ENTERPRISE
TRANSFORMATION

Leadership in Enabling Infrastructure



Largest Data Center Operations

End-2015: 6,700 racks, 7 Data Centers

End-2016: 8,000 racks, 8 Data Centers



STRATEGIC ENABLER FOR
DIGITAL ENTERPRISE
TRANSFORMATION

Pioneer in Big Data Platform and Enterprise Insight Solutions

Only Asian founding member of Open Data Platform Initiative



**STRATEGIC ENABLER FOR
DIGITAL ENTERPRISE
TRANSFORMATION**

Efficiency Enhancing Mobility Solutions

SMART
M2M



Workforce

Sales force planning
and workload
management tool



Credit

Automated Credit
investigation tool for
financial institutions



Health

Remote fetal
monitoring and ECG
solutions



Pay

Wireless payment
service using smart
devices as POS
terminals.

STRATEGIC ENABLER FOR
DIGITAL ENTERPRISE
TRANSFORMATION

Strategic Partnerships

Bringing Value Beyond Connectivity



NEC



Microsoft
Dynamics



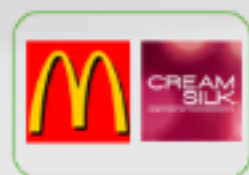
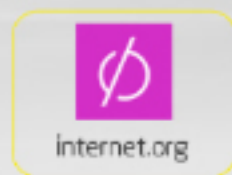
Google

ORACLE

vmware

Asigra.

FOCUSED DIGITAL EFFORT ON THE CONSUMER



Data bundling and FMCG partnerships



Signal on Telpad



BEST Telpad ever



Signal on Broadband
first IPTV service in the country



FAMCAM



"Digital Icon 360" campaigns

SHAPING THE DIGITAL MULTIMEDIA LANDSCAPE

Cignal TV: the Philippines' premier and largest pay TV provider in the country

News5 Everywhere: the number one dedicated online news video service in the country

Digital5: full service digital content unit designed to deliver full 360-degree services to advertisers



VOYAGER

VOYAGER INNOVATIONS

Mobile Money / e-Money for
the unbanked, unconnected
and uncarded

The logo for SMART e-money. The word "SMART" is in a blue, sans-serif font with a cluster of small, multi-colored dots (yellow, red, blue, green) above it. Below "SMART" is the word "e-money" in a large, blue, italicized sans-serif font, with the "e" in pink.

Biggest domestic remittance platform in the Philippines

VOYAGER INNOVATIONS

Sustainable and Affordable
Internet Access for All:
a Globally Exportable Platform



SAFEZONE

Enterprise clients
experience multiple
increase in visits &
conversions

POWERAPP

Now embedded in major telco
vendor's equipment

VOYAGER INNOVATIONS

With the future of Retail in eCommerce...

tack this! ™

more than 20,000 merchants have registered

Takatack

100,000 products are featured

VOYAGER INNOVATIONS

Disruptive Mobile Financial Solutions

LOCK
by **MOBILE**

addressable market of 13Bn cards

VOYAGER INNOVATIONS

Processed P1.6bn in Q1
representing 38% of
Conditional Cash Transfers (CCTs)



INVESTMENTS IN ADJACENT
DIGITAL SPACES



ROCKETINTERNET

Original
€333.0 Mn
(Aug. 2014)

Current
€433.5 Mn
(June 3, 2015)

PLDT stake
6.1%

INVESTMENTS IN ADJACENT DIGITAL SPACES

US\$15mn in April 2015

Aspires to be Southeast Asia's leading Internet TV which will offer subscription video-on-demand (SVOD) that can be viewed on multiple screens

The logo for iflix, featuring the word "iflix" in a white, lowercase, sans-serif font with a red shadow effect, set against a red background.

FOX

BBC

A red rounded rectangle with a wavy, layered pattern in shades of red and pink. The text "ORGANIZATION UPDATES" is centered in white, bold, uppercase letters.

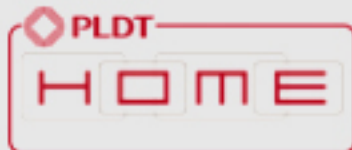
ORGANIZATION UPDATES

ORGANIZATION UPDATES

Ariel Fermin

Consumer Business Head

The strongest connections are at home.



ORGANIZATION UPDATES

Winston Damarillo

Chief Strategy Officer (CSO)

BIG DATA



IDF



ORGANIZATION UPDATES

Joachim Horn

Chief Technology & Integration Advisor (CTIA)



ORGANIZATION UPDATES

VOYAGER



100% DIGITAL. 100% CLEAR.



Noel Lorenzana

President & CEO
MediaQuest, CignalTV, TV5



Orlando "Doy" Vea

President and CEO
Voyager Innovations, Inc.

ORGANIZATION UPDATES



Leo Posadas
Treasurer, PLDT



Anabelle Chua
Chief Finance Officer, PLDT Group

June Cheryl Revilla-Cabal
Chief Finance Officer, Smart
Controller, PLDT





ENRICHING CONNECTIONS