




PLDT


2016 FINANCIAL RESULTS

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Consolidated Service Revenues P147.6B  **-3%**
(net of interconnection costs: P9.6B) (P5.0B)

EBITDA
P61.2B  **-13%**
(P9.1B)

EBITDA Margin
39%
(FY15:43%)

Recurring Core Income P20.2B  **-26%**
Excluding gain from asset sales (P7.0B)
and EBITDA adjustments

Wireless

Service Revenues

P92.5B



-9%

(P9.7B)

2016 FINANCIAL RESULTS

Home

Conso Service Revenues

P29.3B



+10%

(+P2.6B)

Enterprise

Conso Service Revenues

P30.6B



+9%

(+P2.6B)

2016 FINANCIAL RESULTS

Broadband and Digital

Over 60%

Home and Enterprise Revenues

Re-set profitability to P21.5B

2016 FINANCIAL RESULTS

- Fixed line part of telco industry  8% in three years
- Wireless limited to 2%
- 4 million out of 10 million Filipino household

2016 FINANCIAL RESULTS

- Most extensive fixed network
- Best product offering
- Largest subscriber base
- Strongest brand equity in fixed line

2016 FINANCIAL RESULTS

- Break on the loss of subscribers and revenues
- Cut cash opex to improve EBITDA

Q1 2017 RESULTS: 'GREEN SHOOTS'

Our results are still mixed

Q1 2017 RESULTS: 'GREEN SHOOTS'

Individual Consumer Revenues

P14.8B



-18%

(P3.2B)

Q1 2017 RESULTS: 'GREEN SHOOTS'

Conso Service Revenues

(Net of interconnection costs: P2.1B)

P35.6B



-7%

(P2.6B)

Q1 2017 RESULTS: 'GREEN SHOOTS'

Recurring Core Income

(Excluding gain from asset sales and EBITDA adjustments: P2.1B)

P5.3B



-26%


(P1.9B)

Q1 2017 RESULTS: 'GREEN SHOOTS'

Home

Conso Service Revenues

P7.8B

 +12%

(+P0.8B)

Enterprise

Conso Service Revenues

P8.5B

 +13%

(+P1.0B)

Q1 2017 RESULTS: 'GREEN SHOOTS'

Home and Enterprise
52% of Total Revenues*

*Excluding International

Q1 2017 RESULTS: 'GREEN SHOOTS'

Q1 2017 vs Q4 2016

Q1 2017 RESULTS: 'GREEN SHOOTS'

Conso Service Revenues

(Net of interconnection costs: P2.1B)

P35.6B



-1%

(P0.2B)

Q1 2017 RESULTS: 'GREEN SHOOTS'

+370,000
Mobile Subscribers



Q1 2017 RESULTS: 'GREEN SHOOTS'

EBITDA Q1 2017 vs. Q4 2016

 7%

On track: 2017 core income guidance

P21.5B

2017 and Onward

TRIPLE NETWORK ROLL-OUTS

Key objective:

The best data and digital
experience in the country



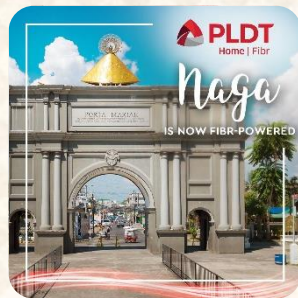
NETWORK ROLL-OUTS

NETWORK ROLL-OUTS

- 3.3 million homes passed end-April 2017
- 4.4 million homes end-2017



NETWORK ROLL-OUTS



PLDT SMARTCITIES

NETWORK ROLL-OUTS



>> Deploy G.Fast



NETWORK ROLL-OUTS

LTE ROLL-OUT

- Metro Davao
- Metro Cebu
- Metro Manila



NETWORK ROLL-OUTS

- 12 major urban centers
- 70% LTE coverage by end-2017
- Fastest LTE and 3G in the country



NETWORK ROLL-OUTS

SMART WiFi Hotspots



NETWORK ROLL-OUTS



SMART WiFi Hotspots

NETWORK ROLL-OUTS

> SmartSpots



NETWORK ROLL-OUTS

DATA CENTER SERVICES

Raising total capacity over
9,000 racks



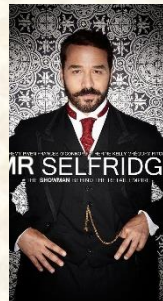
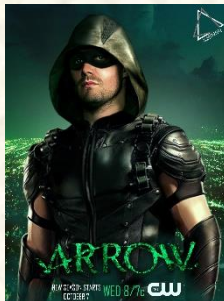
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Connectivity + Digital Services and Solutions

BEYOND ACCESS

iflix™



NETFLIX



iWanttv

BEYOND ACCESS

FOX+



ESPN



BEYOND ACCESS

ROKU



THE DIGITAL AGE IS UPON US

Six key priorities

- Raise growth momentum of Home and Enterprise businesses
- Stabilize mobile phone business
- Improve network quality and coverage

Six key priorities

- Reduce cash opex
- Apply advanced data analytics
- Reorganize for employee engagement and experience



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