PLDT

2018 ANNUAL STOCKHOLDERS' MEETING

2017 Revenues

P142B | **-P4.6B**

-3% vs P146.6B in 2016

Q1	Q2	Q3	Q4
35.2B	35.2B	35.7B	35.9B

2018 First Quarter

+3%
vs Q1 2017

+P1.2B

P58B

2018 Capex

Sustaining Growth Trajectory in 2018

+7%

Q1 2018 vs Q1 2017

+P0.6B

Q1 2018 vs Q1 2017

Trusted End-to-End Expert ICT Partner of the Enterprise Market

FIXED LINE

Robust Growth

P6.71B | +2% YoY

Enterprise Voice

Data & Broadband

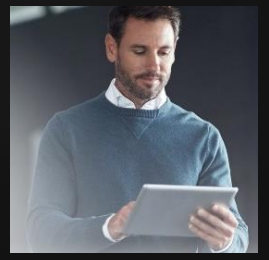
Trusted End-to-End Expert ICT Partner of the Enterprise Market

WIRELESS

Growing Like Never Before

P1.62B | +22% YoY

Mobility



Broadband

M2M/IoT

Trusted End-to-End Expert ICT Partner of the Enterprise Market

ICT

Growing 2X Faster than Market

P0.89B | +15% YoY

Data Center

Cloud

Managed Svc & Cyber Security

PLDT Smart

CONSUMER BUSINESS

PLDT Home

All-time high!

HOME 2017 FY Service Revenues

P33B | **+13%**

(+3.7B)

YoY Growth

Widened lead in fiber network

4M Fibr Homes Passed by YE 2017

+45% YoY Growth

PLDT Home

Launched new products and bundles that only PLDT HOME can offer

PLDT Home

Q1 2018 another record quarter!

+14%
YoY Revenues

4.4M
Homes Passed

Stabilized wireless business in 2017 turnaround in Q1 2018

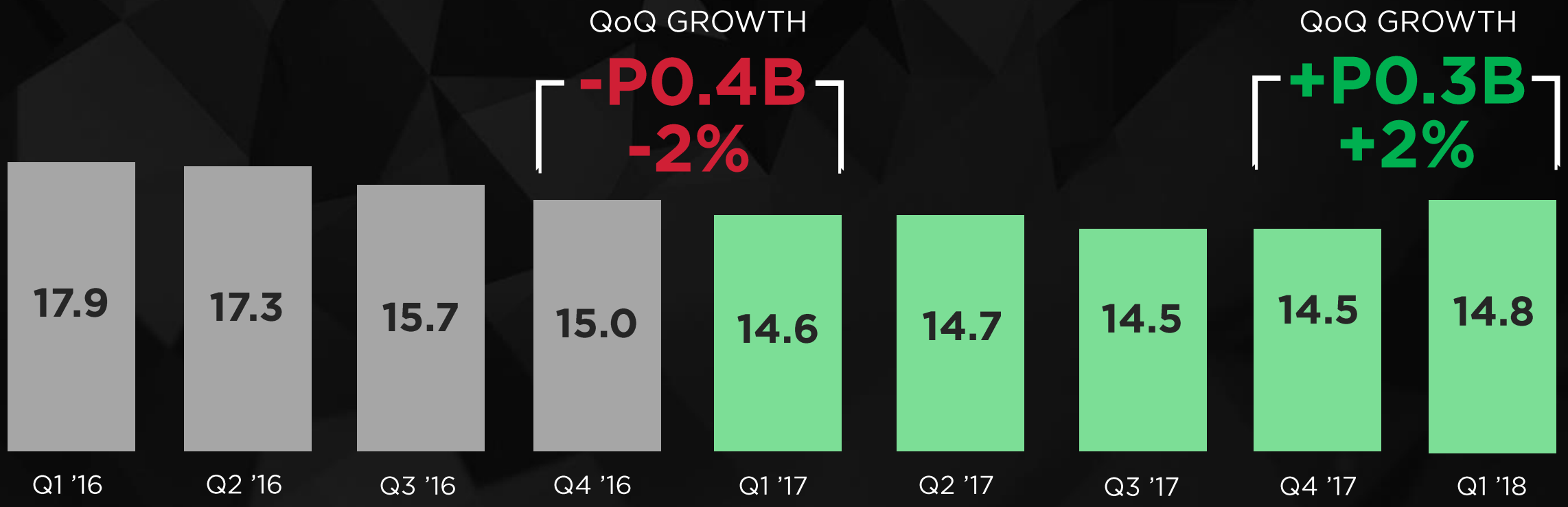
VOICE AND SMS

DATA

Stabilized wireless business in 2017 turnaround in Q1 2018

Net Service Revenues

in Billions of PHP



Smart won the OpenSignal fastest LTE download speed awards!

Fastest Network in the Philippines

Fastest LTE Network in the Philippines

Lowest Latency on LTE in the Philippines

Lowest Latency on 3G in the Philippines

OpenSignal

OpenSignal Awards - State of Mobile Networks: Philippines report March 2018. © 2018, OpenSignal Inc.

Introduced highly relevant data packages and partnerships

NBA League Pass

Further building the mobile video habit with our partnership with YouTube

×

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2018 ANNUAL STOCKHOLDERS' MEETING

2017 Key Priorities

- [x] Raise growth momentum of Home and Enterprise businesses
- [x] Stabilize mobile phone business
- [x] Improve network quality and coverage
- [x] Reduce cash opex
- [x] Apply advanced data analytics
- [x] Reorganize for employee engagement and experience

2017 Service revenues

P143.5B | **-3%**

Just like 2016

2017 3 quarters of **increase** in revenues

VS

2016 service revenues **declined** quarter on quarter

2017 EBITDA

P66.2B | **+8%**

vs **-13%** in 2016

EBITDA margin improved from

39% to 44%

2017 Core income

P27.7B
similar to 2016

60%
declared
as dividends

2017 Recurring core income

P22.3B | **+11%**

vs P20.2B in 2016

2018 Core income guidance

P24.0B (ex-Voyager) | **+8%**

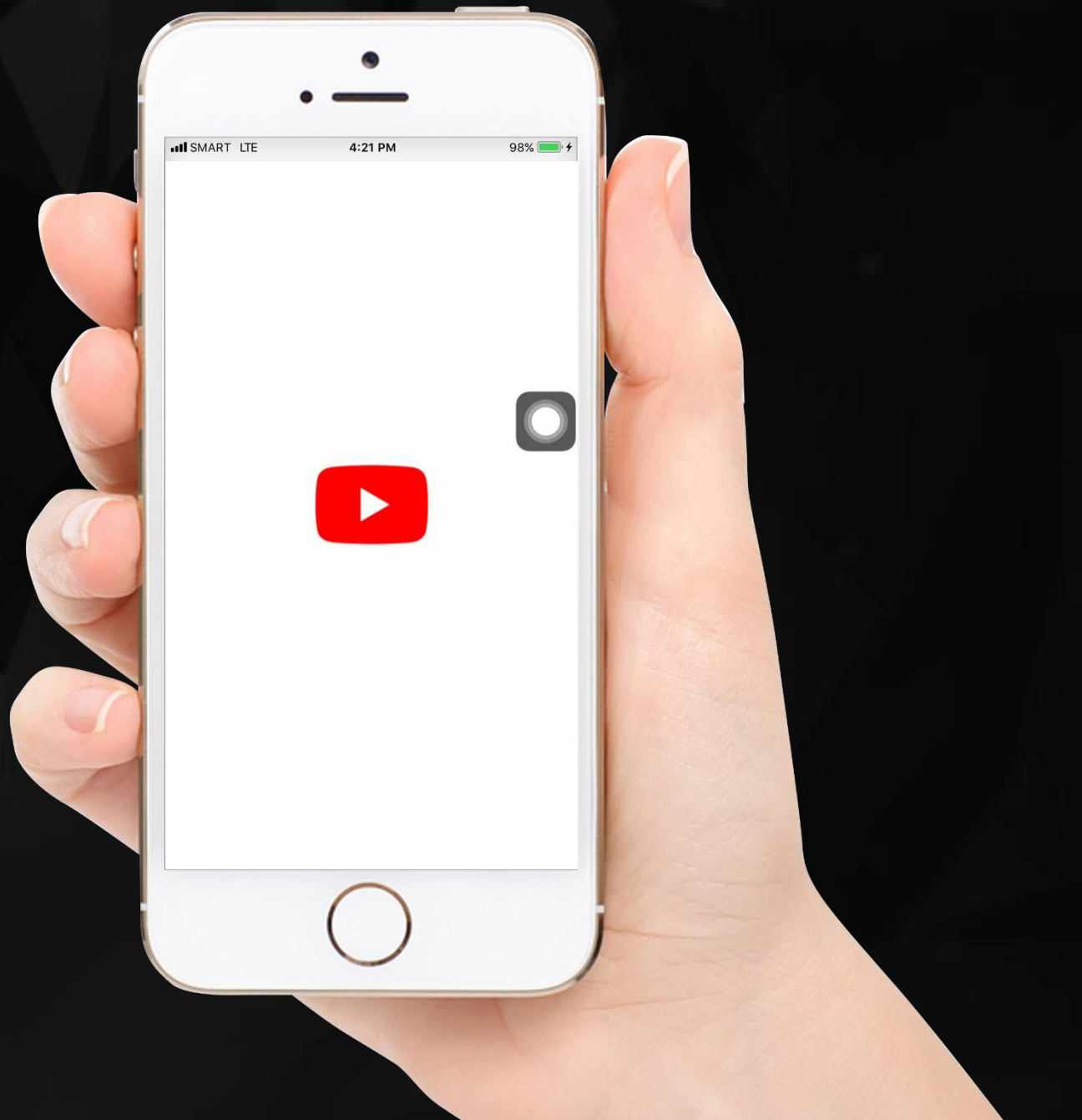
2018 Key Priorities

1. Keep our wireless business on the growth path.

Cignal

ESPORT PH

EGG NETWORK



2. Home and Enterprise continue to power our overall growth.

Settle
Required
2,715.92
115.00
TRANSACTION
COMPLETED

3. Raise the level of our network services.

14:26

SPEEDTEST
PING
3 ms
SHARE
DOWNLOAD
157.37
Mbps
UPLOAD
131.52
Mbps
Test Again
Remove Ads
5%
SPEEDTEST
RESULTS
SETTINGS
ABOUT

4. Step up our efforts to improve customers’ digital experience.

Education

Sports

Health

Environment and
Disaster Preparedness

Jerome Aguilar

Santander, Cebu

Gabay Guro Scholar

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2018 ANNUAL STOCKHOLDERS' MEETING