



2021 ANNUAL STOCKHOLDERS' MEETING

**We kept
everyone
connected**



Breakthrough Revenue Performance

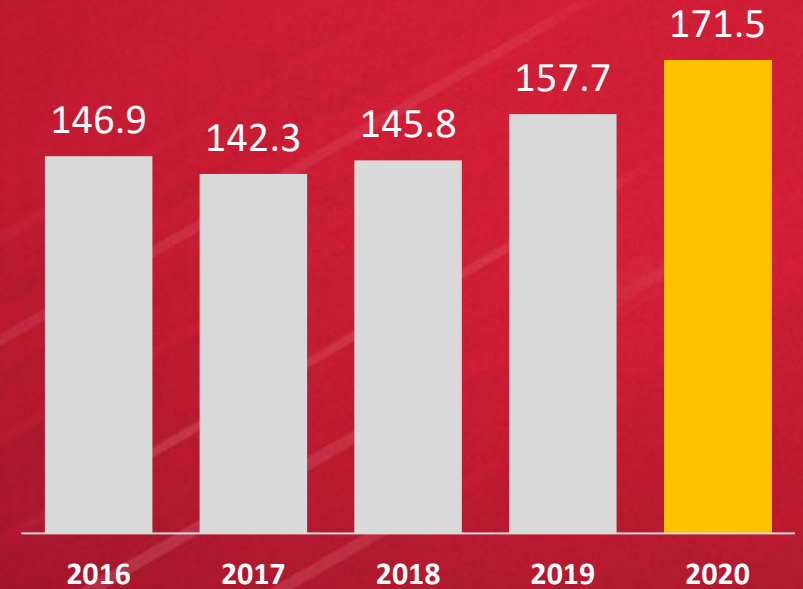
2020 NET SERVICE REVENUE

P171.5B

↑ REVENUE GROWTH
P13.8B

↑ YOY GROWTH
9%

DATA REVENUE
73%



2020 KEY DRIVERS



ENABLED CUSTOMERS THROUGH RELEVANT CONTENT



EXPANDED FIBER ACROSS THE COUNTRY



DELIVERED END-TO-END ICT MANAGED SERVICES AS A DIGITAL TRANSFORMATION PARTNER



CAPITALIZING ON STRATEGIC PARTNERSHIPS WHILE LEVERAGING ON NICHE SEGMENTS

Commitment to Best-in-class CX by maintaining Network Superiority



COMMERCIAL LAUNCH – JULY 2020

3K+

5G SITES

**FASTEST
5G NETWORK**

OOKLA SPEEDTEST
Q1 2021

**MOST EXPANSIVE
FIBER INFRA**

511K TOTAL FIBER
KILOMETERS

**FASTEST
BROADBAND**

OOKLA SPEEDTEST
Q1-Q4 2020

30%

ADSL SUBS MIGRATED
TO FIBER - MAY 2021

10.6M

NUMBER OF HOMES
PASSED - APRIL 2021

Commitment to Best-in-class CX by maintaining Network Superiority



INDIVIDUAL

Igniting Passion and Purpose

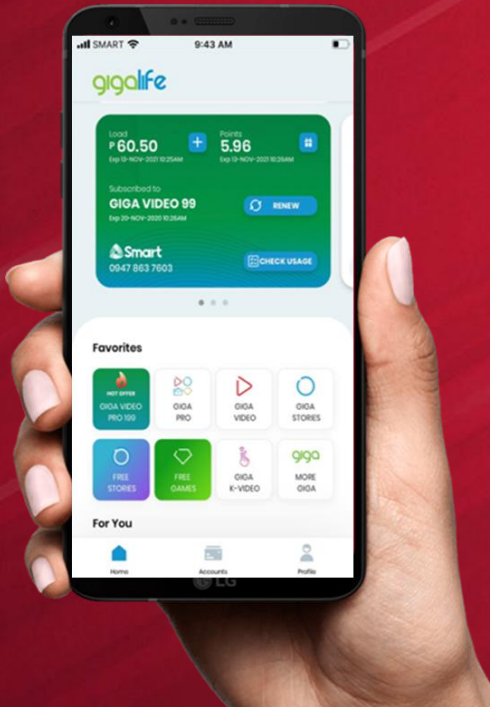
GIGALIFE APP CUSTOMER
ENGAGEMENT PLATFORM

+5M

MONTHLY ACTIVE USERS

+1.5M

DAILY ACTIVE USERS



SMART GAINING GROUND
VS COMPETITION

7

CONSECUTIVE QUARTERS of
GRABBING MARKET SHARE in
2019-2020

47.9%

Q1'21 MARKET SHARE

HOME

Focused on CX improvements

 **34%**

RAMPED UP SELLING &
INSTALLATIONS

 **70%**

PENDING MONTHLY
REPAIR TICKETS

 **38%**

INCREASE IN CAPACITY TO SERVE

2 DAYS

REPAIR LEADTIME
FROM **7 DAYS**

Q1 REVENUE GROWTH

 **19%**

 **6%**

INCREASE IN ARPU (DATA ONLY)*

 **16%**

INCREASE IN SUBSCRIBERS*

Q1 2021 vs Q4 2020

*Figures vs March 2020

ENTERPRISE

Supporting Filipino Enterprises through transformative solutions

FIXED AND WIRELESS

2,778

SITES DEPLOYED WITH FIBER/LTE AND
SDWAN POWERED MANAGED SERVICES
(Jan 2020 to April 2021)

+79K

WIRELESS SUBS
VS Q1 2020

↑ 89%

SDWAN REVENUE GROWTH
VS YTD APRIL 2020

↑ 89%

GROWTH IN WIRELESS
PLATFORM REVENUES
VS Q1 2020

HYPERSCALERS TO DRIVE NEXT WAVE OF GROWTH

**LARGEST DATA CENTER
NETWORK IN THE MARKET**

10 VITRO SITES

**ALL-TIME HIGH in
DATA CENTER and
CLOUD REVENUE**

+18% COLOCATION
AND +29% CLOUD
GROWTH VS Q1 2020



INTERNATIONAL

Optimizing the Long Tail and Sustaining Momentum in Niche Segments

MANAGED DECLINE
in LEGACY BUSINESSES

Wholesale voice
aggregation



Network Security & Quality Protection



MOST EXTENSIVE 5G ROAMING
SERVICE



A2P GLOBAL PARTNERS
DELIVERING GROWTH

+199%

INCREASE in TRAFFIC
vs Q1'20

+50%

REVENUE GROWTH
vs Q1'20



Enabling Digital Payments for All



35M

REGISTERED USERS
ACROSS CONSUMER
PLATFORMS

#1

DIGITAL PAYMENT PROCESSOR
FOR KEY INDUSTRIES,
E-COMMERCE, GOVT.



250K

WIDEST DIGITAL PAYMENT
TOUCHPOINTS

39K

LARGEST FINANCIAL SERVICES
AGENT NETWORK

SUSTAINABLE AND INCLUSIVE:

Empowering Filipinos for a Better Today and Tomorrow

First Carbon Fiber Towers



Green Towers



School-in-a-Bag Program



Buy Local, Buy Smart





2021 ANNUAL STOCKHOLDERS' MEETING