

INVESTING IN THE FUTURE



Full Year 2011 Financial and Operating Results

6 March 2012

PLDT Group: 2011 Financial Highlights

<i>(PhP in billions)</i>	FY 2011			FY 2010 (Audited)	% Y-o-Y	
	PLDT*	DIGITEL**	Total (Audited)		PLDT*	Total
Service Revenues***	150.2	3.8	154.0	156.2	↓ -4%	↓ -1%
• Wireless	99.0	3.1	102.1	104.0	↓ -5%	↓ -2%
• Fixed Line	58.1	0.7	58.8	59.1	↓ -2%	↓ -1%
• BPO	8.6	-	8.6	8.1	↑ 6%	↑ 6%
EBITDA	78.9	1.1	80.0	83.7	↓ -6%	↓ -4%
EBITDA Margin****	53%	28%	52%	54%	↓	↓
Reported Net Income	32.3	(0.6)	31.7	40.2	↓ -20%	↓ -21%
Core Net Income	39.0	-	39.0	42.0	↓ -7%	↓ -7%
Core EPS			201.58	222.55		↓ -9%

Foreign Exchange Rates (Php:US\$1)

	<u>2011</u>	<u>2010</u>	<u>Inc/(Dec)</u>
Period-end	P43.92	P43.81	-
Period-average	P43.31	P45.12	-4%

* Excluding Digitel

** From 26 October 2011

*** Service Revenues restated to reflect the change in the presentation of outbound revenues

**** EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Capital Management

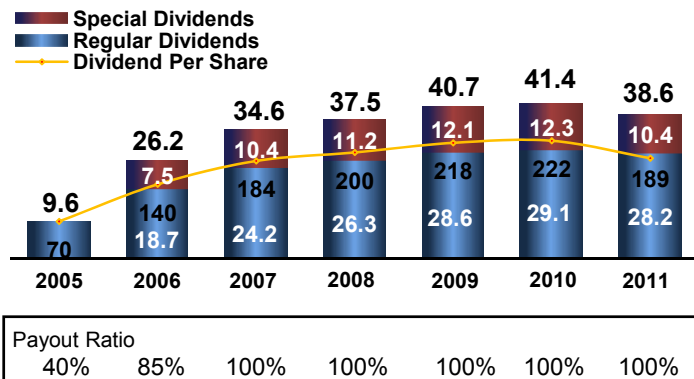
Dividend Declaration

Declaration Date	6 March 2012
Record Date	20 March 2012
Payment Date	20 April 2012
Interim Regular Dividend (Aug 2011)	P78 per share
Final Regular Dividend for 2011	P63 per share
Special Dividend for 2011	P48 per share
Total declaration on 6 March 2011	P111 per share
Total Dividends per share for 2011	P189 per share

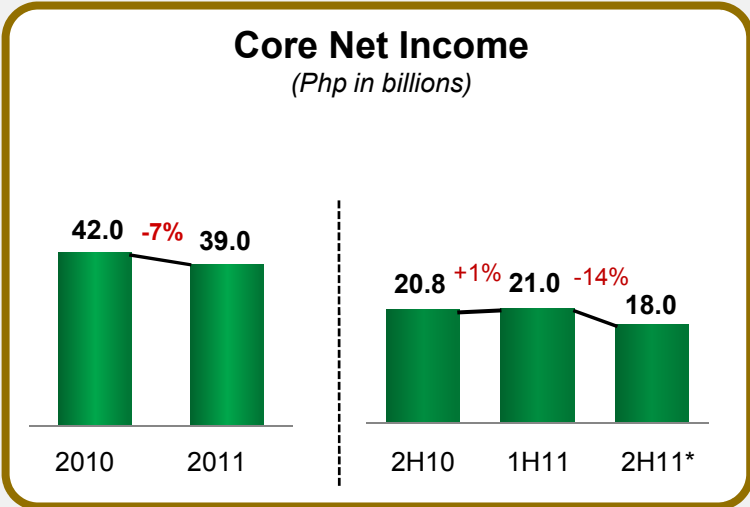
- Total dividends of P38.6bn or P189 per share represents 100% payout of 2011 core income - the fifth consecutive year of 100% payout
- Consistent with the committed 70% dividend payout and “look-back policy”, the Board declared dividends of P111 per share consisting of the final regular cash dividend of P63 per share and a special cash dividend of P48 per share representing an additional 30% payout
- Dividends per share of P189 for 2011 is lower than previous year due to
 - Lower core income
 - Expanded share base of 216.1mn resulting from the additional 29.3mn shares issued to pay for the Digitel acquisition, inclusive of the Digitel minorities who opted to receive PLDT shares
- P458mn in preferred dividends paid in 2011
 - redemption of 405mn preferred shares on 19 January 2012 to reduce dividend payments for preferred shares in 2012
- Under approved share buyback program, PLDT may still acquire up to 2.3mn shares on an opportunistic basis

Dividend Payments

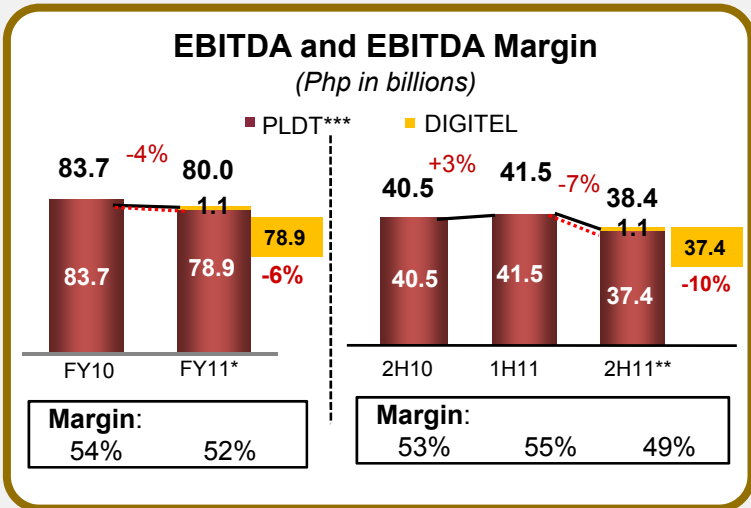
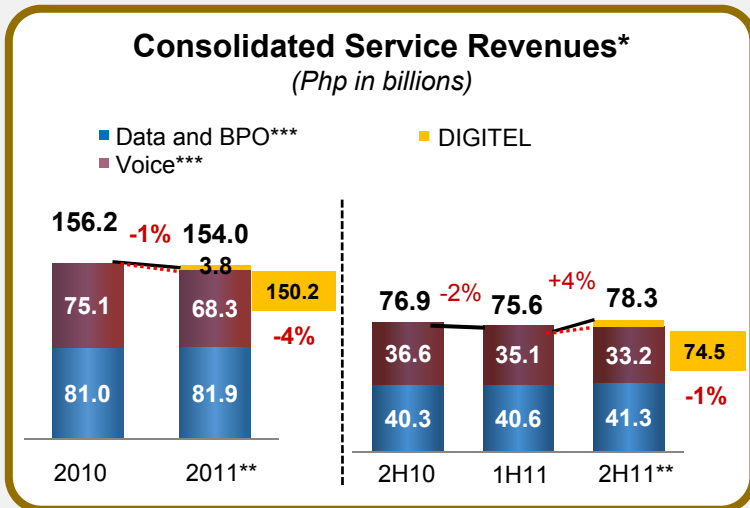
(PhP billions, except per share amount)



Consolidated Service Revenues, EBITDA , and Core Income



- In line with guidance, Core Net Income for 2011 stood at P39.0bn compared with P42.0bn in 2010, with the decline largely on account of lower service revenues and higher operating expenses, partially offset by higher equity share in earnings of Meralco/Beacon and lower provision for income taxes
 - 1% dip in consolidated service revenues mainly in the wireless business due to heightened industry competition, partly offset by higher revenues from our BPO business, and the P3.8bn contribution from Digitel
 - 9% decline in voice revenues; 1% rise in data and BPO revenues
 - Consolidated EBITDA was 4% lower year-on-year with lower service revenues and higher operating expenses, primarily wireless selling and promotions and subsidies as part of PLDT’s response to the competitive situation

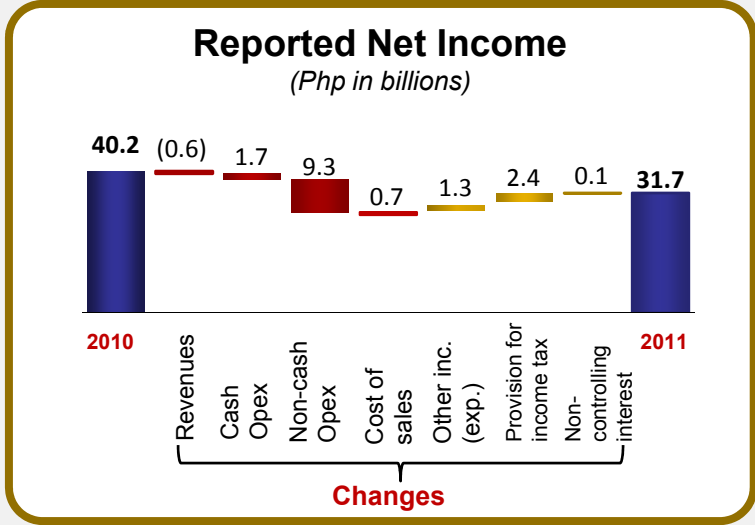
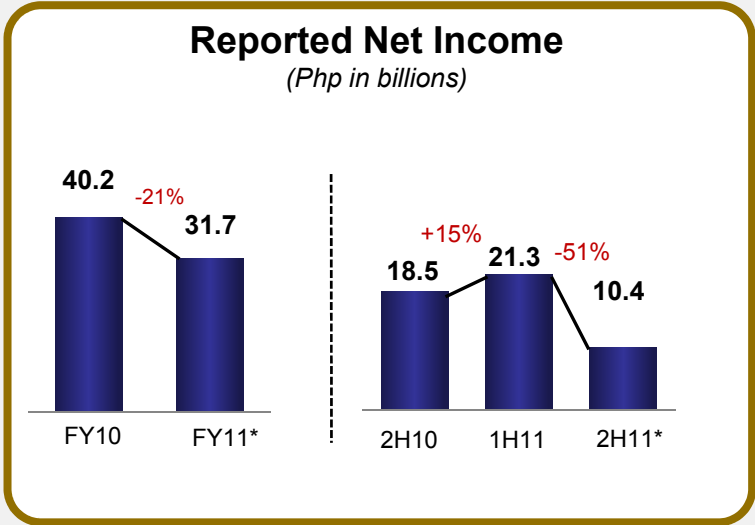


* restated to reflect the change in the presentation of outbound revenues
 ** includes Digitel’s financials from 26 October 2011

*** Excluding Digitel



Reported Net Income and Capex



- Reported Net Income for 2011 declined by P8.5bn or 21% to P31.7bn from P40.7bn in 2010 due to the combined effect of
 - Decline in core net income by P3.0bn
 - Higher asset impairment by P7.0bn
 - Lower net forex and derivative gains by P0.7bn
 - Tax impact of the reconciling adjustments amounting to P1.7bn

- PLDT’s P67 billion, 2-year network modernization program, which completes in 2012 and includes the expansion of coverage and capacity, especially in broadband, the modernization of the cellular network, and investments in our IT/business intelligence platform, resulted in recognition of a one-time asset impairment charge of P8.5bn in 2011

* includes Digitel’s financials from 26 October 2011

Network Modernization Program

NETWORK MODERNIZATION

- **Improve Network Quality**
 - Enhanced quality of our voice, SMS and broadband services
- **Increase Voice and Data Capacity**
 - Up to 200% additional capacity per BTS in push-button mode
- **Reduce Cost**
 - 40-60% CAPEX avoidance (per BTS)
 - 20% OPEX savings in utilities
- **Future Proof**
 - Minimal CAPEX requirement to upgrade to faster technologies (HSPA+, LTE)
- **Alignment with Sun**
 - Cost efficiencies on equipment, CAPEX and O&M costs

IT MODERNIZATION

- **Technology refreshment and group-wide optimization and convergence of IT systems and platforms for**
 - Customer Relations Management I(CRM)
 - Operations Support (OSS)
 - Billing
 - Business Intelligence (BI)
 - Enterprise Resource (ERP)
 - Settlement

PLDT Group Network at end 2012:

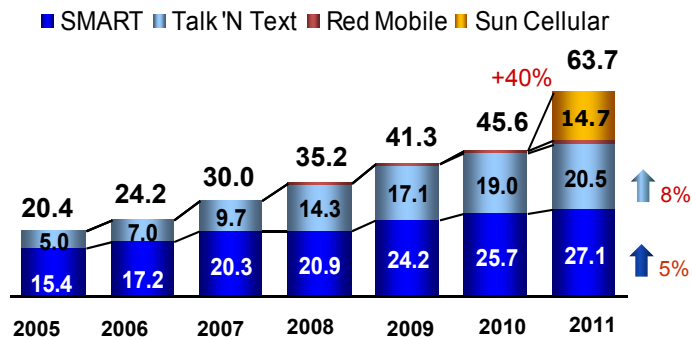
... with additional capacity that is flexible and scalable to allow future business growth and allow seamless transition to cutting edge broadband multimedia provider ...

- ✓ **Access Network:**
 - 100% single RAN for 10,127 BTS
 - 90% 3G coverage
 - Near-completion of NGN migration
 - Roll out of 120K lines for FTTH
 - LTE-ready
- ✓ **Transport Network:**
 - Almost 54,000 kms. of fiber assets (including DFON, Digitel/Sun and Meralco)
 - Upgrade to IP
 - IP ready sites at 98% for MM, 70% for provincial
 - Sites with fiber: 98% for MM, 44% for provincial
 - Additional capacity of 1.22 Terabits per second (Tbps)
- ✓ **Core Network:**
 - 100% installation of new switches and packet core
 - Enhancement to IPv6
- ✓ **International Capacity:**
 - 4 cable landing stations (including Digitel's)
 - 1 Terabit capacity
 - Alliances with 12 international cable systems

Subscriber Base

Cellular Subscribers

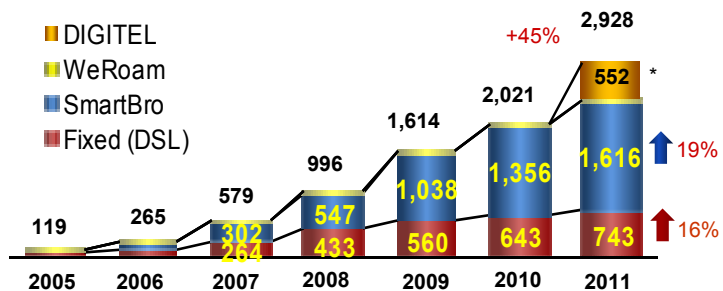
(in thousands)



- Combined Smart, TNT, Red Mobile and Sun cellular subscriber base stood at 63.7mn at end-2011
 - Sun registered 14.7mn subscribers
 - Smart had 49.0mn subscribers, or net adds of 3.4mn for 2011:
 - 27.1mn Smart subscribers with net adds of 1.4mn
 - 20.5mn TNT subscribers with net adds of 1.5mn
 - 1.4mn Red Mobile with net adds of 0.5mn

Broadband Subscribers

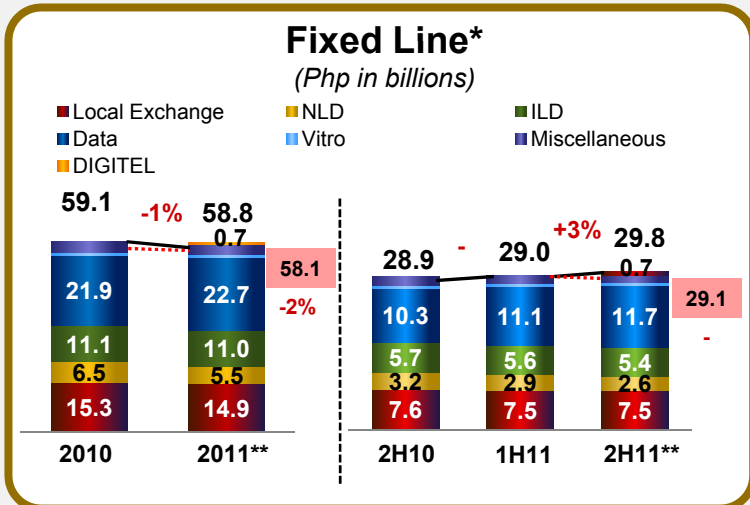
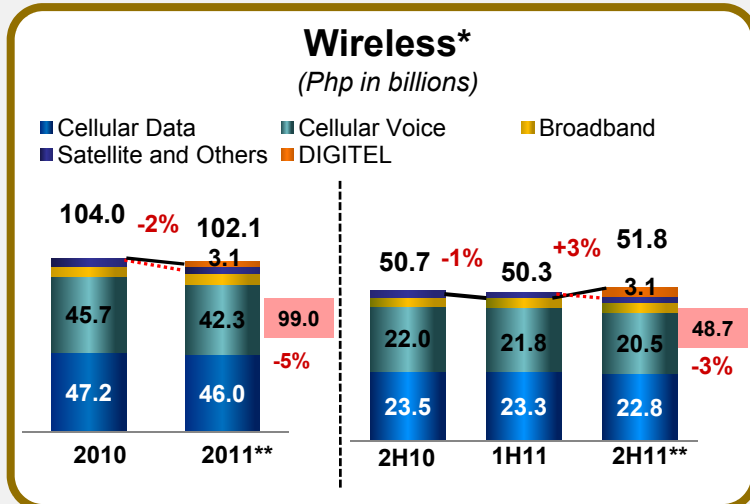
(in thousands)



* 453K wireless; 99K DSL

- Combined postpaid cellular subscriber base stood at 1.9mn at YE2011
 - 1.4mn Sun postpaid subscribers
 - 0.5mn Smart subscribers with net adds of over 128,000
- PLDT Group broadband subscriber base reached 2.9mn
 - PLDT's broadband subscriber base increased by nearly 356,000 or 18% to 2.4mn at YE11
 - PLDT DSL subscribers grew by almost 100,000 or 16% to more than 742,000 subscribers
 - SmartBro subscribers rose by 260,000 or 19% to about 1,616,000 subscribers
 - Digitel had over 551,000 broadband subscribers
- 5mn are 3G handsets
 - Approximately 3mn access data on a regular basis
- PLDT Group fixed line subscriber base grew to 2.2mn at YE11 from 1.8mn at YE10, reflecting over 296,000 Digitel subscribers and about 47,000 new PLDT fixed line subscribers

Service Revenues



- Prospects for the wireless business are encouraging
 - With the acquisition of Digitel, we have created a platform that should eventually lead to improved yields and profitability
 - Potential upside from wireless broadband and mobile internet browsing are significant, and will be unlocked with increasing smartphone penetration
 - Network investments to result in cost efficiencies leading to EBITDA margin improvements

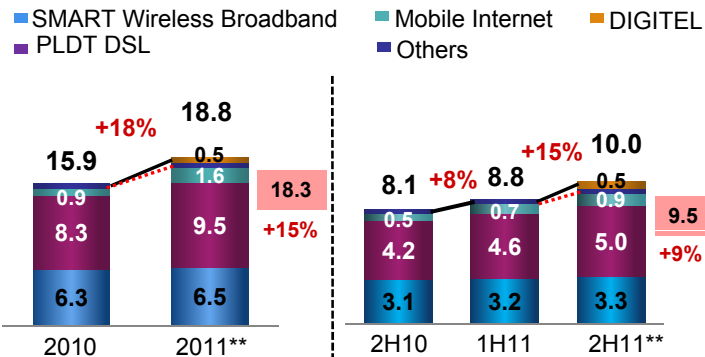
- Opportunities abound for the fixed line, including
 - DSL subscriber growth, upselling opportunities such as fiber-to-the-home (FTTH), all enabled by the upgrade to the next-generation-network (NGN)
 - Migration of Digitel subscribers to the PLDT network
 - Continued projected growth in the offshoring-and-outsourcing business as well as the corporate and SME markets
 - Strong take-up of data center and other cloud-based solutions

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 ** includes Digitel's financials from 26 October 2011

Service Revenues

Broadband *

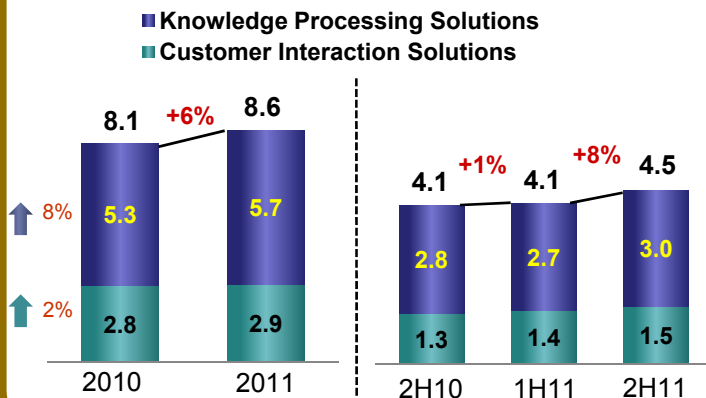
(Php in billions)



- Initiatives to improve broadband delivery include
 - Introduction of more volume-based pricing and fair usage policies
 - Make available tiered/differentiated services that offer varying speeds and price points, including fiber-to-the-home (FTTH)
 - Accelerate mobile internet browsing by introducing a range of smartphones, including more Smart Netphone models
 - Bundled offers such as WiFi service outside the home for DSL subscribers, direct-to-home (DTH)/content bundled with fixed line service

BPO

(Php in billions)



- Outlook for SPi remains positive with the industry forecasting double –digit growth
 - Robust sales pipeline as a result of focus and investment in sales and marketing across all verticals
 - Divested underperforming verticals and recently acquired a high-margin business in education publishing (Laserwords)

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 ** includes Digitel's financials from 26 October 2011

PLDT/SMART/DIGITEL/SUN SYNERGIES

- Strategic objectives:
 - Increase DIGITEL/SUN revenues through coverage expansion and service quality improvement, resulting in improved profitability
 - Reduce cost through rationalization of expenditures, alignment of processes, and improvement of operational efficiency
- Network synergies identified and being pursued: capex/opex savings and potential for incremental revenues

CAPEX OPTIMIZATION & COST EFFICIENCIES

- Rationalized 2012 budgets of PLDT/Smart/Sun/Digitel to identify duplication, synergy opportunities



CAPEX avoidance of P8bn for 2012
(17% of 2012 original combined CAPEX)

SITE SHARING/SITE CONSOLIDATION

- Co-locate planned and existing Smart & Sun facilities (identified 160 sites for co-location and 850 for site consolidation)
- Co-locate Digitel operations in PLDT facilities to free up rented sites (22 sites identified)



Estimated annual opex savings could reach in excess of P0.5bn per year when fully implemented (site rentals, utilities expenses)

NATIONAL ROAMING

- Extension of SUN's 2G and 3G coverage through sharing of radio resources



To increase Sun's 2G coverage from 59% to 100% of cities/towns (including Mindanao) and Sun's 3G coverage from 6% to 60%

ACCESS CONSOLIDATION and TRANSPORT INTEGRATION AND EXPANSION

- Consolidation/sharing of outside plant facilities



To upgrade service quality for Digitel fixed line subscribers via expansion of Digitel presence in its service areas or from the integration of the Digitel network to PLDT, including access to DFON network

CORE OPTIMIZATION

- Allow Digitel access to PLDT iGate and, caching capacity



To improve internet experience for Digitel subscribers

SERVICE RESILIENCY AND DIVERSITY

- Integrated and interconnected PLDT/Digitel and Smart/Sun networks



To further strengthen the PLDT group network for greater reliability and continuity of service

- Marketing initiatives leveraging group synergy have been launched, such as our "tri-net" products that offer "all-net" SMS and "tri-net" call buckets in various durations and denominations

PLDT Group Guidance for 2012

<p>Core Net Income</p>	<p>P37.0 billion, and return to 2010 level of P42bn by 2014</p>
<p>Capex</p>	<p>P38.0 billion for 2012, and decreasing for 2013 onwards at below 20% of service revenues</p>
<p>Capital Management</p>	<p>Dividend Payout Ratio: 70% of Core EPS + “look back” approach Buyback of up to 2.3 million common shares</p>

Except for historical financial and operating data and other information in respect of historical matters, the statements contained herein are “forward-looking statements” within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. The words “believe”, “intend”, “plan”, “anticipate”, “continue”, “estimate”, “expect”, “may”, “will” or other similar words are frequently used to indicate these forward looking statements. Any such forward-looking statement is not a guarantee of future performance and involves a number of known and unknown risks, uncertainties and other factors that could cause the actual performance, financial condition or results of operation of PLDT to be materially different from any future performance, financial condition or results of operation implied by such forward-looking statement. Among the factors that could cause actual results to differ from the implied or expected results are those factors discussed under “Risk Factors” in Item 3 in PLDT’s annual report on Form 20-F.

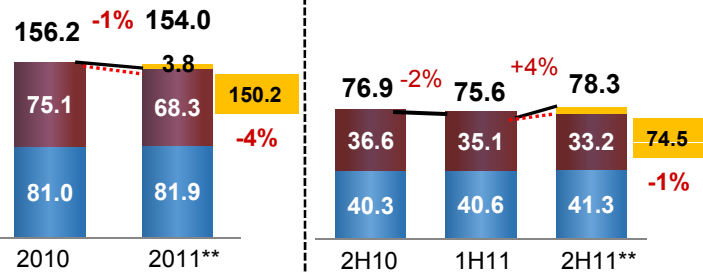
Details

Service Revenues and EBITDA

Consolidated Service Revenues*

(Php in billions)

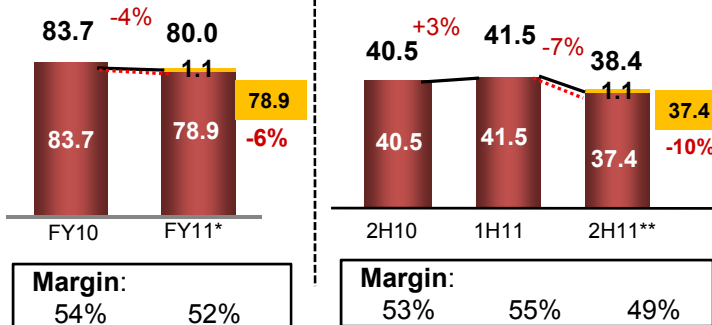
■ Data and BPO*** ■ DIGITEL
■ Voice***



EBITDA and EBITDA Margin

(Php in billions)

■ PLDT*** ■ DIGITEL



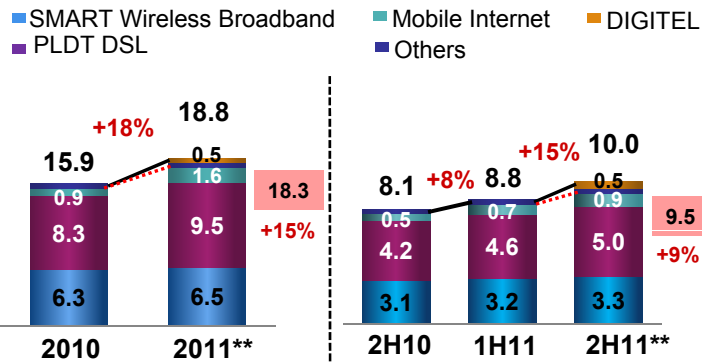
- Consolidated service revenues were lower by P2.2bn or 1% at P154.0bn in 2011 from P156.2bn in 2010
 - DIGITEL's consolidated service revenues for the two months ended December 2011 were P3.8bn
 - Excluding DIGITEL, service revenues of P150.2bn for 2011 were lower by P6.0bn or 4% year-on-year primarily due to the decline in wireless service revenues
- 30% of service revenues are dollar-linked; had the peso remained stable, 2011 consolidated service revenues would have been higher by P1.9bn and stable vis-à-vis 2010
- Consolidated EBITDA dipped by P3.7bn or 4% year-on-year to P80.0bn for 2011 largely on account of the decline in wireless service revenues and higher cash operating expenses
 - DIGITEL's EBITDA for the two months ended December 2011 was P1.1bn
 - Excluding DIGITEL, EBITDA of P78.9bn was lower by P4.8bn year-on-year largely due to lower service revenues
 - 2H11 EBITDA 7% lower than 1H11 due to increases in cash operating expenses including selling and promotions, taxes and licenses, repairs and maintenance, and professional and other contracted services, during the second half of 2011
- Consolidated EBITDA margin decreased from 54% for FY10 to 52% for FY11
 - DIGITEL's EBITDA margin for the two months ended December 2011 was 28%
 - Excluding DIGITEL, EBITDA margin stood at 53%
- EBITDA margin per segment:
 - Wireless margin at 54% (FY10: 57%)
 - Fixed line margin at 39% (FY10: 39%)
 - BPO margin at 18% (FY10: 16%)

* restated to reflect the change in the presentation of outbound revenues
 ** includes Digitel's financials from 26 October 2011
 *** excluding Digitel

Broadband

Broadband Service Revenues*

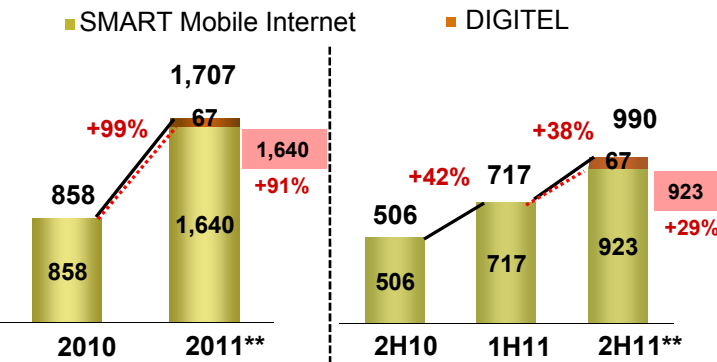
(Php in billions)



- Broadband service revenues remained strong in 2011 with an 18% or P2.9bn year-on-year growth to P18.8bn, including P0.5bn in broadband revenues from Digitel
 - Excluding DIGITEL, broadband service revenues increased by 15% to P18.3bn
 - DSL service revenues rose 15% year-on-year to P9.5bn following a 16% increase in subscribers
 - SMART wireless broadband revenues improved by 4% year-on-year to P6.5bn buoyed by a 19% rise in subscribers
 - SMART mobile internet service revenues climbed to P1.6bn, 91% higher than P0.9bn in 2010

Mobile Internet Browsing Service Revenues

(Php in millions)



- DSL ARPU is P1,132 and wireless broadband ARPU is P362
- Initiatives to improve broadband profitability include
 - Introduction of more volume-based pricing and fair usage policies
 - Make available tiered/differentiated services that offer varying speeds and price points, including fiber-to-the-home (FTTH)
 - Accelerate mobile internet browsing by introducing a range of smartphones, including more Smart Netphone models
 - Bundled offers such as WiFi service outside the home for DSL subscribers, direct-to-home (DTH)/content bundled with fixed line service

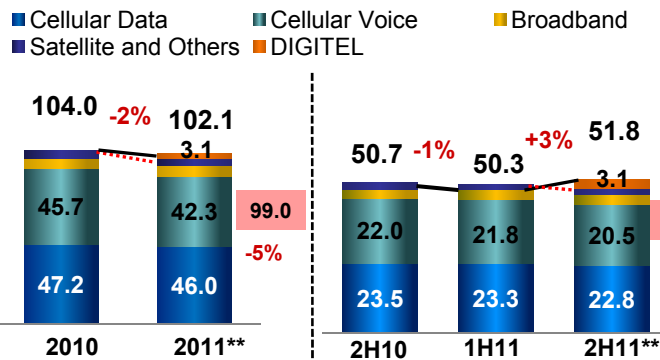
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Wireless

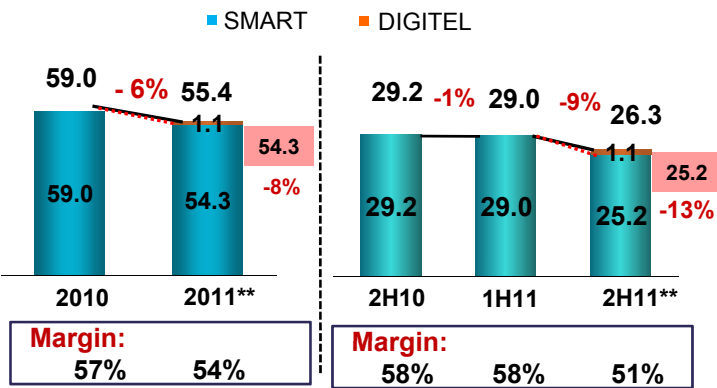
Service Revenues*

(Php in billions)



EBITDA

(Php in billions)



* restated to reflect the change in the presentation of outbound revenues

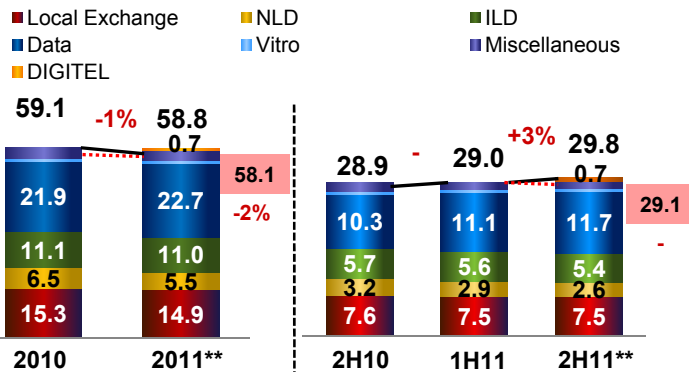
** includes Digitel's financials from 26 October 2011

- Wireless service revenues decreased by P2.0bn or 2% year-on-year to P102.1bn in 2011
 - DIGITEL registered P3.1bn in wireless service revenues
 - Smart's wireless service revenues dipped by 5% to P99.0bn with the increases in broadband revenues not fully compensating for the declines in SMS and voice revenues:
 - + 4% or P0.2bn rise in wireless broadband revenues
 - + 91% or P0.8bn climb in mobile internet browsing revenues
 - 7% or P3.3bn decline in voice revenues, despite a 48% increase in voice traffic, reflecting the proliferation of low-cost/unlimited offers
 - 4% or P2.0bn decrease in SMS revenues even as SMS volumes continued to grow as yields remained low due to competition
- 20% of wireless revenues are dollar-linked; had the peso remained stable, wireless revenues would have been higher by P0.9bn
- Wireless EBITDA for 2011 declined by 6% to P55.4bn from P59.0 in 2010 mainly due to lower revenues and higher cash opex, mainly selling and promotions and subsidies, in response to competition particularly in the second half of 2011
 - DIGITEL's EBITDA for the two months ended December 2011 was P1.1mn
 - Excluding DIGITEL, EBITDA decline would have been 8% year-on-year
- Wireless EBITDA margin declined to 54% in 2011
 - DIGITEL's EBITDA margin stood at 37%
 - Excluding DIGITEL, EBITDA margin would have been 55%
- Prospects for the wireless business are encouraging
 - With the acquisition of Digitel, we have created a platform that should eventually lead to improved yields and profitability
 - Potential upside from wireless broadband and mobile internet browsing are significant, and will be unlocked with increasing smartphone penetration
 - Network investments to result in cost efficiencies leading to EBITDA margin improvements

Fixed Line

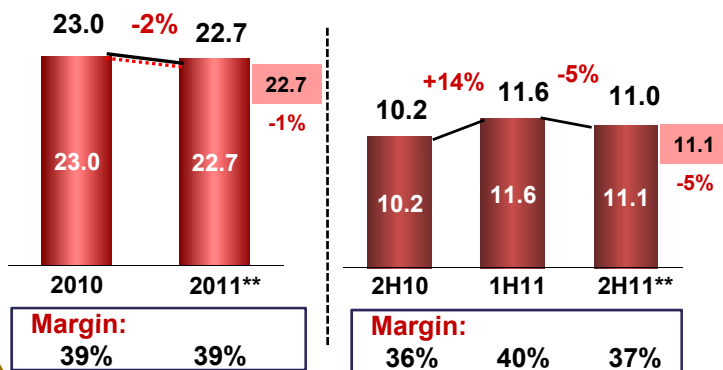
Fixed Line*

(Php in billions)



EBITDA

(Php in billions)

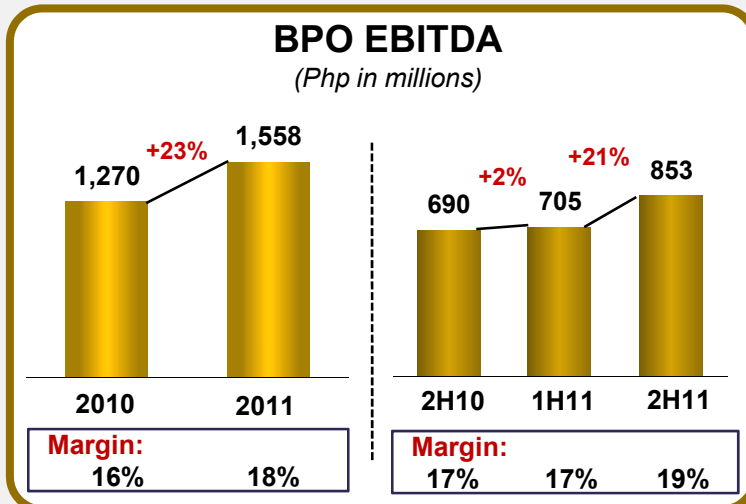
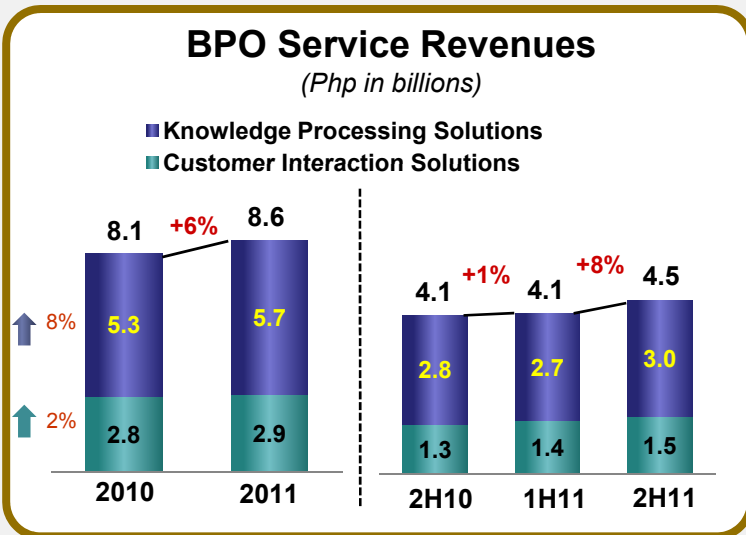


- Fixed line service revenues were lower by P0.3bn or 1% to P58.8bn in 2011 from P59.1bn in 2010
 - Combined LEC, NLD and ILD revenues decreased by 3% year-on-year
 - Corporate data and DSL revenues rose by 5%
 - ✓ DSL revenues grew by 17% following a 16% increase in subscribers
 - International leased line and other service revenues were higher by 1% or P0.1bn
 - Domestic leased line and other service revenues were lower by 6% mainly from a decline in Diginet revenues
 - Third party corporate data revenues grew by 11% or P0.7bn
 - DIGITEL's fixed line service revenues for the two months ended December 2011 were P0.7bn
- 30% of our fixed line revenues are dollar-linked; had the peso remained stable, service revenues would have been higher by P0.7bn
- Fixed line EBITDA for 2011 dipped by P0.4bn or 2% year-on-year to P22.7bn due to higher cash opex partly offset by higher service revenues
- Fixed line EBITDA margin was stable at 39% for FY11
- Opportunities abound for the fixed line, including
 - DSL subscriber growth, upselling opportunities such as fiber-to-the-home (FTTH), all enabled by the upgrade to the next-generation-network (NGN)
 - Migration of Diginet subscribers to the PLDT network
 - Continued projected growth in the offshoring-and-outsourcing business as well as the corporate and SME markets
 - Strong take-up of data center and other cloud-based solutions

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** includes Diginet's financials from 26 October 2011

BPO:

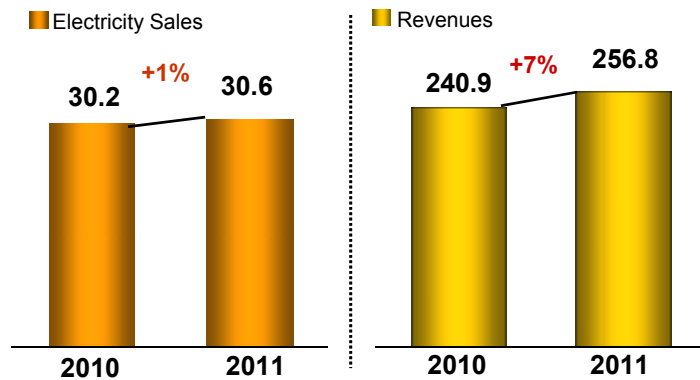


- In 2011, PLDT consolidated at SPi Global its business process operations (BPO) consisting of knowledge process solutions (KPS) and customer interaction solutions (CIS), previously under ePLDT
 - All other ICT businesses of ePLDT including the data center operations, internet and online gaming services and business solutions and applications were transferred to and are now reported under PLDT's fixed line business
- BPO service revenues, accounting for 6% of total service revenues in 2011, grew by 6% year-on-year to P8.6bn from P8.1bn in 2010
 - KPS service revenues were higher by 13% year-on-year in dollar terms, but only 8% in peso terms due to the appreciation of the peso
 - CIS service revenues rose by 2% year-on-year, with domestic sales registering a strong 10% growth
- 86% of BPO revenues are dollar-linked; had the peso remained stable, service revenues would have grown by 10% year-on-year
- BPO EBITDA for 2011 improved by 23% or P0.3bn to P1.6bn mainly due to the increase in service revenues but partially offset by a 3% increase in cash operating expenses
- BPO EBITDA margin rose to 18% for FY11
 - 2H11 EBITDA margin stood at 19%
 - Margin improvement driven by better seat utilization, higher revenue per FTE, more automation and focus on cost cutting
- Outlook for SPi remains positive with expectation of double-digit growth mirroring industry forecasts
 - Robust sales pipeline as a result of focus and investment in sales and marketing across all verticals
 - Divested underperforming verticals and recently acquired a high-margin business in education publishing (Laserwords)

Meralco

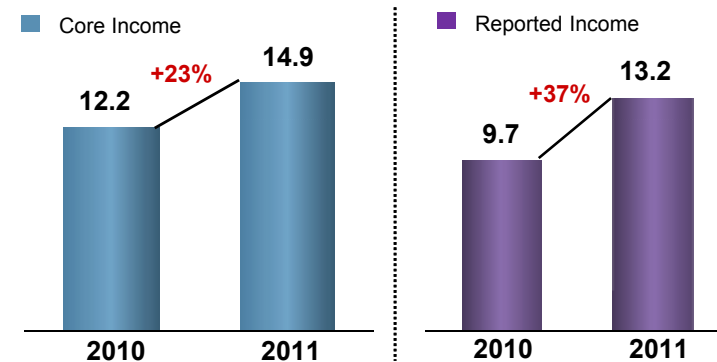
Energy Sales and Service Revenues

(in '000 GWh and Php in Billions)



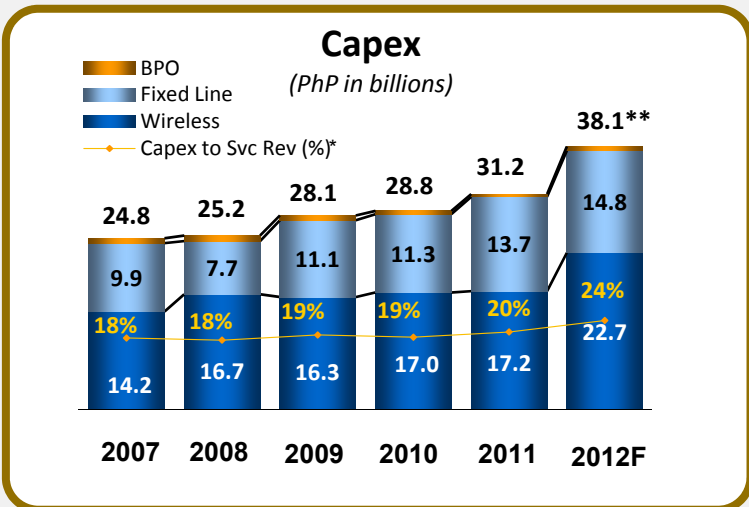
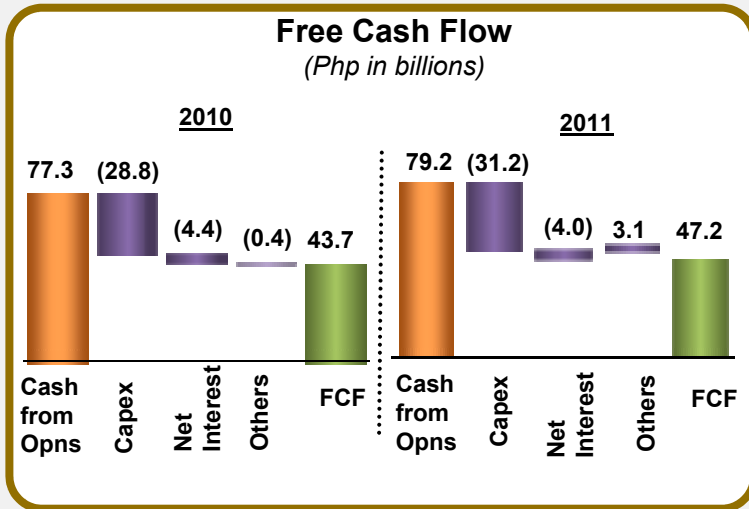
Core and Reported Net Income

(Php in Billions)



- Meralco's consolidated service revenues for 2011 rose by 7% year-on-year to P256.8bn due to a 1% growth in electricity sales, higher transmission and distribution charges but slightly offset by lower system loss charge to customers
- 2011 Core EBITDA grew by 7% to P26.8bn with Core EBITDA margin at 10%
- Core and reported income for 2011 of P14.9bn and P13.2bn, respectively, were higher by 23% and 37% year-on-year
- In addition to P5.15 of interim dividends already paid, Meralco declared a cash dividend of P4.10 per share for 2011, for a total of P9.25 per share representing 70% payout of its 2011 core income
- Operational highlights:
 - Customer base hit 5mn mark in 2011
 - Meralco's performance-based regulation (PBR) metrics at all time best
- PCEV sold its remaining 68.8mn Meralco shares to Beacon Electric and in turn acquired Beacon preferred shares
 - PCEV continues to own 50% of Beacon Electric, which now owns 48% of Meralco
 - Equity share in core income of Beacon/Meralco increased to P2.3bn in 2011 from P1.9bn in 2010
- PLDT/Meralco synergies (prepaid metering, use/access to Meralco's fiber optic network) being pursued

Free Cash Flow and Capex



- **FCF for FY2011 increased by P3.5bn or 8% to P47.2bn mainly due to:**
 - + Increase in cash from operations by P2.0bn including P1.4bn from Digital
 - + Decline in net interest by P0.4bn
 - Capex increase of P2.4bn

- **Cash dividends of P41.6bn paid in 2011 was 1% higher than cash dividends paid in 2010, and 2011 core income of P39.0bn**

- **Capex for 2011 was higher by 8% year-on-year at P31.2bn, covering the first year of PLDT's two-year P67bn network modernization program**
 - **Mobile Network:**
 - ✓ 70% 3G population coverage
 - ✓ 40% completion of modernization of access
 - ✓ 100% completion of upgrade of core network
 - ✓ Upgrade of transport network with over 49,000kms of fiber assets rolled out, covering up to 82% of sites in Metro Manila
 - **Fixed Network:**
 - ✓ Continued migration to NGN
 - ✓ Upgrade of the transport network to carry 4-10x the data in DFON
 - ✓ Modernization of the core network with the migration of Foreign Administrators to IP-IGF
 - ✓ Build out of 3rd cable landing station

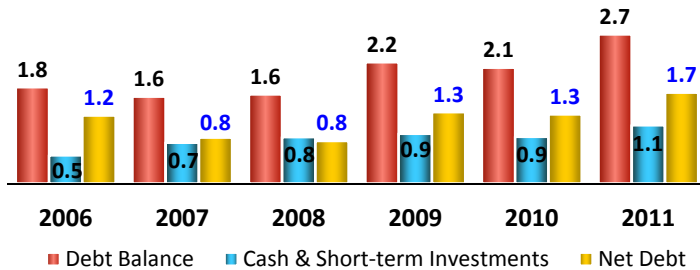
- **IT/OSS/BSS modernization**

* Starting 2010, capex to service revenue ratio computed against adjusted service revenues to reflect change in the presentation of outbound revenues
 ** Includes P6bn in capex for Digital

PLDT Group: Debt Profile

Debt Balance

(US\$ in billions)

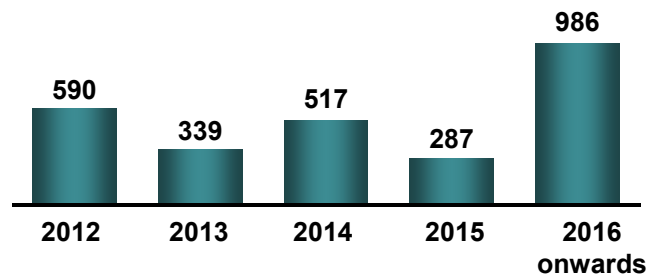


Net Debt/EBITDA

0.8x 0.4x 0.5x 0.7x 0.7x 0.9x

Debt Maturities

(as of 31 December 2011, US\$ in millions)



- Net debt at end 2011 amounted to US\$1.7bn, with net debt/EBITDA at 0.9x
- At year-end 2011, gross debt stood at \$2.7bn, including US\$0.5bn of Digital debt which is largely US\$ denominated
 - 48% are US\$-denominated debt
 - Taking into account our US\$ cash holdings and hedges, only US\$858mn or 32% of total debt is unhedged
 - 73% are fixed-rate loans, while 27% are floating-rate loans
- Debt maturities continue to be well-spread out
 - US\$145mn 2012 bond maturing in May
- For Digital Group loans covered by guarantees by JG Summit (JGS), PLDT replaced JGS as guarantor
 - Consents of lenders and Export Credit Agencies (ECAs) were obtained
 - Certain terms in the loan and guarantee agreements were amended to be consistent with PLDT's existing loan agreements

Appendix

Subscriber Data

	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10	Sep-10	Jun-10	Mar-10	FY11 vs FY10		Net adds			
									Amount	%	1Q11	2Q11	3Q11	4Q11
CELLULAR														
Smart	27,123,622	26,606,008	26,509,537	26,165,500	25,715,018	25,594,008	26,204,136	25,479,359	1,408,604	5%	450,482	344,037	96,471	517,614
Buddy	26,573,137	26,129,264	26,079,785	25,735,090	25,293,443	25,175,430	25,764,292	25,033,946	1,279,694	5%	441,647	344,695	49,479	443,873
Postpaid	550,485	476,744	429,752	430,410	421,575	418,578	439,844	445,413	128,910	31%	8,835	(658)	46,992	73,741
Talk 'N Text	20,467,175	19,522,683	19,777,498	19,400,538	18,967,381	18,136,858	18,008,072	17,445,697	1,499,794	8%	433,157	376,960	(254,815)	944,492
Red Mobile	1,438,647	1,608,270	1,547,498	1,090,647	953,609	381,477	1,133,790	282,267	485,038	51%	137,038	456,851	60,772	(169,623)
Total Cellular before DIGITEL	49,029,444	47,736,961	47,834,533	46,656,685	45,636,008	44,112,343	45,345,998	43,207,323	3,393,436	7%	1,020,677	1,177,848	(97,572)	1,292,483
DIGITEL Cellular	14,667,185								14,667,185					14,667,185
Total Cellular after DIGITEL	63,696,629	47,736,961	47,834,533	46,656,685	45,636,008	44,112,343	45,345,998	43,207,323	18,060,621	40%	1,020,677	1,177,848	(97,572)	15,959,668
BROADBAND														
SmartBro	1,616,353	1,556,633	1,491,700	1,407,219	1,355,977	1,337,965	1,323,364	1,226,195	260,376	19%	51,242	84,481	64,933	59,720
DSL	742,906	725,232	698,921	671,588	643,048	630,984	609,143	589,795	99,858	16%	28,540	27,333	26,311	17,674
WeRoam	17,687	17,950	21,598	21,936	21,979	21,745	18,188	17,821	(4,292)	-20%	(43)	(338)	(3,648)	(263)
Total Broadband before DIGITEL	2,376,946	2,299,815	2,212,219	2,100,743	2,021,004	1,990,694	1,950,695	1,833,811	355,942	18%	79,739	111,476	87,596	77,131
DIGITEL Broadband	551,423								551,423					551,423
Total Broadband after DIGITEL	2,928,369	2,299,815	2,212,219	2,100,743	2,021,004	1,990,694	1,950,695	1,833,811	907,365	45%	79,739	111,476	87,596	628,554

FY 2011: Consolidated Financial Highlights

(in million pesos)	FY 2011									2010 Consolidated (Audited)	% Change
	Wireless			Fixed Line			BPO	Others	Consolidated (Audited)		
	SMART	DIGITEL*	Total	PLDT	DIGITEL*	Total					
Service Revenues **	98,971	3,098	102,069	58,079	706	58,785	8,588	-	153,958	156,170	-1%
Cash operating expenses	41,455	1,727	43,182	34,555	608	35,163	7,024	11	69,509	68,957	1%
EBITDA	54,256	1,137	55,393	22,735	(60)	22,675	1,558	(11)	79,959	83,717	-4%
EBITDA Margin ***	18%	37%	54%	47%	-8%	39%	18%	100%	52%	54%	
Depreciation and amortization	13,388	907	14,295	13,156	88	13,244	418	-	27,957	26,277	6%
Financing costs, net	(2,660)	(84)	(2,744)	(3,454)	(256)	(3,710)	(37)	-	(6,491)	(6,698)	-3%
Income before income tax	31,458	(663)	30,795	11,053	(2,260)	8,793	1,102	219	42,677	53,685	-21%
Provision for income tax	8,687	(258)	8,429	2,509	(18)	2,491	118	6	11,040	13,426	-18%
Core net income ****	29,749	154	29,903	6,162	(397)	5,765	906	525	39,035	42,028	-7%
Reported net income	22,821	(405)	22,416	8,554	(2,242)	6,312	984	213	31,697	40,217	-21%

(1) DIGITEL financial results from October 26, 2011 to December 31, 2011

(2) Service Revenues restated to reflect the change in the presentation of outbound revenues

(3) EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

(4) Consolidated net income before certain adjusting items and excluding gains/losses on foreign exchange/derivatives (after tax)

Foreign Exchange Rates:

	31-Dec-11	31-Dec-10
Php per US\$	43.92	43.81

Reconciliation of Core and Reported Net Income

<i>(in billion pesos)</i>	FY11*	FY10	Difference
Reported net income	31.7	40.2	(8.5)
Core net income	39.0	42.0	(3.0)
	(7.3)	(1.8)	(5.5)
Accounted for by:			
Forex gains (losses), Net	(0.8)	1.8	(2.6)
Gains(losses) on Derivatives	0.6	(1.3)	1.9
Others	(8.3)	(1.5)	(6.8)
Adjustment in equity in investment	(0.5)	(0.7)	0.2
	(9.0)	(1.7)	(7.3)
Tax Effect	(1.6)	(0.1)	(1.7)
	(7.3)	(1.8)	(5.5)

* includes Digitel for the period October 26, 2011 to December 31, 2011

Consolidated Service Revenues*

<i>(in billion pesos)</i>	2011**					2010					% Change FY11 vs FY10
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	
Voice	17.7	17.4	16.6	18.6	70.3	19.7	18.8	18.3	18.3	75.1	-6%
Data and BPO	20.1	20.5	20.0	23.1	83.7	20.2	20.5	19.6	20.7	81.0	3%
	37.7	37.9	36.6	41.7	154.0	39.9	39.3	37.9	39.0	156.2	-1%

* Service Revenues restated to reflect the change in the presentation of outbound revenues;

** includes Digitel's consolidated service revenues from October 26, 2011 to December 31, 2011

Service Revenues by Segment

(in million pesos)	FY 2011							2010	% Change	
	Wireless			Fixed Line			BPO	Consolidated (Audited)		Consolidated (Audited)
	SMART	DIGITEL*	Total	PLDT	DIGITEL*	Total				
Service Revenues **										
Wireless	98,971	3,098	102,069							
Cellular	90,837	2,808	93,645					93,645	95,520	-2%
Broadband	6,514	290	6,804					6,804	6,287	8%
Satellite and other services	1,620	-	1,620					1,620	2,217	-27%
Fixed line				58,079	706	58,785				
Local exchange				14,930	178	15,108		15,108	15,342	-2%
International long distance				11,004	239	11,243		11,243	11,112	1%
National long distance				5,457	68	5,525		5,525	6,487	-15%
Data and other network				22,736	221	22,957		22,957	21,887	5%
Vitro™ Data center and others				1,136	-	1,136		1,136	898	27%
Miscellaneous				2,816	-	2,816		2,816	3,399	-17%
ICT							8,588			
Knowledge processing solutions							5,721	5,721	5,289	8%
Customer interaction solutions							2,867	2,867	2,823	2%
Others										
Others								-	-	
Inter-segment transactions								(15,484)	(15,091)	3%
	98,971	3,098	102,069	58,079	706	58,785	8,588	153,958	156,170	-1%
Non-Service Revenues	1,383	86	1,469	1,221	-	1,221	-	2,690	2,390	13%
Inter-segment transactions								(45)	(173)	-74%
	1,383	86	1,469	1,221	-	1,221	-	2,645	2,217	19%
Total Revenues	100,354	3,184	103,538	59,300	706	60,006	8,588	156,603	158,387	-1%

* For the period October 26, 2011 to December 31, 2011

** Service Revenues restated to reflect the change in the presentation of outbound revenues and reclassification of Vitro service revenues from ePLDT to Fixed line

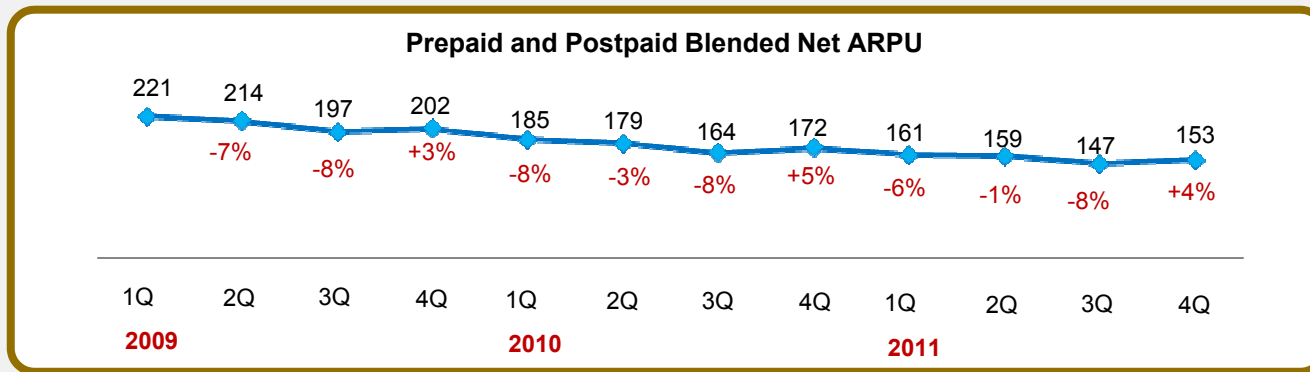
Wireless Net ARPU

	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11	4Q11
Smart Postpaid	1,666	1,627	1,614	1,646	1,557	1,576	1,430	1,480
Smart Buddy	204	197	181	189	180	179	166	166
Talk 'N Text	122	123	118	123	113	111	103	109
Red Mobile Prepaid	9	4	5	19	28	38	33	34
Red Mobile Postpaid	-	-	-	-	133	413	431	355
Sun Cellular Prepaid	-	-	-	-	-	-	-	65*
Sun Cellular Postpaid	-	-	-	-	-	-	-	447*

*Sun Cellular's Net ARPU for the periods from October 26, 2011 to December 31, 2011

Prepaid and Postpaid Blended Net ARPU

	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11	4Q11
Prepaid and Postpaid Blended, Net	221	214	197	202	185	179	164	172	161	159	147	153



Expenses

(in million pesos)	FY 2011									2010 Consolidated (Audited)	% Change
	Wireless			Fixed Line			BPO	Others	Consolidated (Audited)		
	SMART	DIGITEL*	Total	PLDT	DIGITEL*	Total					
Operating expenses											
Compensation and employee benefits	5,029	219	5,248	9,771	84	9,855	5,062	-	20,151	24,070	-16%
Repairs and maintenance	5,245	398	5,643	4,932	184	5,116	379	-	10,391	9,434	10%
Selling and promotions	5,866	278	6,144	1,640	25	1,665	40	-	7,847	5,284	49%
Professional and other contracted services	3,102	74	3,176	4,008	35	4,043	538	6	5,668	4,853	17%
Rent	8,052	199	8,251	2,600	89	2,689	423	-	4,162	3,970	5%
Taxes and licenses	2,169	64	2,233	1,251	68	1,319	43	2	3,597	2,571	40%
Communication, training and travel	974	48	1,022	748	32	780	344	1	1,946	1,832	6%
Insurance and security services	839	8	847	563	14	577	58	-	1,384	1,252	11%
Interconnection/settlement costs	9,179	425	9,604	8,406	65	8,471	-	-	12,586	13,928	-10%
Other operating expenses	1,000	14	1,014	636	12	648	137	2	1,777	1,763	1%
Cash operating expenses	41,455	1,727	43,182	34,555	608	35,163	7,024	11	69,509	68,957	1%
Depreciation and amortization	13,388	907	14,295	13,156	88	13,244	418	-	27,957	26,277	6%
Asset impairment	9,160	37	9,197	993	10	1,003	9	-	10,209	2,438	319%
Amortization of intangible assets	108	-	108	32	-	32	147	-	264	388	-32%
Non-cash operating expenses	22,656	944	23,600	14,181	98	14,279	574	-	38,430	29,103	32%
Cost of sales	3,855	412	4,267	1,158	20	1,178	-	-	5,443	4,771	14%
Total Expenses	67,966	3,083	71,049	49,894	726	50,620	7,598	11	113,382	102,831	10%

* For the period October 26, 2011 to December 31, 2011

Other Income (Expenses)

<i>(in million pesos)</i>	FY 2011									2010	% Change
	Wireless			Fixed Line			BPO	Others	Consolidated (Audited)	Consolidated (Audited)	
	SMART	DIGITEL*	Total	PLDT	DIGITEL*	Total					
Gains (losses) on derivative financial instruments, net	-	(10)	(10)	2,381	(1,807)	574	(4)	-	560	(1,307)	143%
Interest income	673	4	677	587	3	590	15	90	1,372	1,200	14%
Equity share in net earnings (losses) of associates and joint ventures	(115)	-	(115)	215	92	307	-	1,843	2,035	1,408	44%
Foreign exchange gains (losses), net	69	(789)	(720)	32	(47)	(15)	(9)	-	(744)	1,807	-141%
Hedge costs	-	-	-	(363)	-	(363)	-	-	(363)	(434)	-16%
Others	1,103	115	1,218	2,249	(225)	2,024	147	65	3,087	2,153	43%
Total	1,730	(680)	1,050	5,101	(1,984)	3,117	149	1,998	5,947	4,827	23%
Financing costs, net											
Interest on loans and other related items	(1,898)	(84)	(1,982)	(3,711)	(255)	(3,966)	(12)	-	(5,960)	(6,181)	-4%
Accretion on financial liabilities	(960)	-	(960)	(77)	(0)	(77)	(25)	-	(1,062)	(1,177)	-10%
Financing charges	(32)	-	(32)	(84)	(1)	(85)	-	-	(117)	(50)	133%
Capitalized interest	230	-	230	418	-	418	-	-	648	710	-9%
Total	(2,660)	(84)	(2,744)	(3,454)	(256)	(3,710)	(37)	-	(6,491)	(6,698)	-3%
Total other income (expenses)	(930)	(764)	(1,694)	1,647	(2,240)	(593)	112	1,998	(544)	(1,871)	-71%

* For the period October 26, 2011 to December 31, 2011

EBITDA

(in million pesos)	FY 2011									2010	% Change
	Wireless			Fixed Line			BPO	Others	Consolidated (Audited)	Consolidated (Audited)	
	SMART	DIGITEL*	Total	PLDT	DIGITEL*	Total					
Income before tax	31,458	(663)	30,795	11,053	(2,260)	8,793	1,102	1,987	42,677	53,685	-21%
Add (deduct):											
Depreciation and amortization	13,388	907	14,295	13,156	88	13,244	418	-	27,957	26,277	6%
Financing costs, net	2,660	84	2,744	3,454	256	3,710	37	-	6,491	6,698	-3%
Asset impairment	8,501	-	8,501	13	-	13	3	-	8,517	1,496	469%
Amortization of intangible assets	108	-	108	32	-	32	147	-	264	388	-32%
Equity share in net losses (earnings) of associates and joint ventures	115	-	115	(215)	(92)	(307)	-	(1,843)	(2,035)	(1,408)	44%
Losses (gains) on derivative financial instruments, net	-	10	10	(2,381)	1,807	(574)	4	-	(560)	1,307	143%
Foreign exchange losses (gains), net	(69)	789	720	(32)	47	15	9	-	744	(1,807)	141%
Interest income	(673)	(4)	(677)	(587)	(3)	(590)	(15)	(90)	(1,372)	(1,200)	14%
Hedge costs	-	-	-	363	-	363	-	-	363	434	-16%
Other income	(1,103)	(115)	(1,218)	(2,249)	225	(2,024)	(147)	(65)	(3,087)	(2,153)	43%
Interconnection expense	-	129	-	-	(128)	-	-	-	-	-	0%
EBITDA	54,256	1,137	55,393	22,607	(60)	22,675	1,558	(11)	79,959	83,717	-4%
EBITDA Margin**	55%	37%	54%	39%	-8%	39%	18%	100%	52%	54%	

* For the period October 26, 2011 to December 31, 2011

** EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Historical Consolidated EBITDA Margin (restated)

(in million pesos)	2009				2010				2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q**
Consolidated Gross Service Revenues*												
Fixed line	12,232	12,384	12,816	12,778	12,973	11,616	12,336	12,539	12,022	12,244	12,115	12,938
Local exchange	3,988	3,789	3,834	3,919	3,904	3,811	3,770	3,741	3,630	3,632	3,629	4,112
International long distance	2,671	2,863	3,104	2,900	3,395	2,037	2,902	2,737	2,686	2,785	2,706	2,834
National long distance	2,130	1,994	1,901	1,697	1,614	1,617	1,467	1,619	1,404	1,366	1,294	968
Data and other network	2,980	3,227	3,409	3,597	3,528	3,580	3,715	3,864	3,840	4,093	4,136	4,755
Vitro***	74	69	115	93	110	105	102	116	127	123	161	116
Miscellaneous	389	442	453	572	422	466	380	462	335	245	189	153
Wireless	25,498	25,770	24,193	26,035	25,051	25,825	23,726	24,531	23,785	23,659	22,477	26,594
Cellular services	23,599	23,893	22,103	23,757	22,834	23,466	21,928	22,401	21,754	21,661	20,446	24,230
Broadband, satellite and others	1,899	1,877	2,090	2,278	2,217	2,359	1,798	2,130	2,031	1,998	2,031	2,364
Broadband	1,289	1,230	1,381	1,484	1,590	1,614	1,578	1,505	1,582	1,606	1,655	1,961
Satellite and others	610	647	709	794	627	745	220	625	449	392	376	403
Business Process Outsourcing	1,980	1,906	1,962	2,043	1,881	1,877	1,875	1,940	1,901	2,009	2,057	2,157
Customer interaction solutions	748	619	644	665	639	617	501	527	561	606	621	615
Knowledge processing solutions	1,232	1,287	1,318	1,378	1,242	1,260	1,374	1,413	1,340	1,403	1,436	1,542
Others	-	-	-	-	-	-	-	-	-	-	-	-
Total	39,710	40,060	38,971	40,856	39,905	39,318	37,937	39,010	37,708	37,912	36,649	41,689
EBITDA	21,851	22,228	21,666	20,449	21,182	22,073	20,557	19,905	20,954	20,559	19,559	18,887
EBITDA Margin****	55%	55%	56%	50%	53%	56%	54%	51%	56%	54%	53%	45%

* Service Revenues restated to reflect the change in the presentation of outbound revenues

	2009				2010				2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Service Revenues (as previously presented)	36,362	36,509	35,407	37,289	36,004	36,151	34,561	35,526	34,572	35,071	33,603	38,126
Add: Interconnection/settlement costs	3,348	3,551	3,564	3,567	3,901	3,168	3,376	3,483	3,136	2,841	3,046	3,563
Consolidated Gross Service Revenues	39,710	40,060	38,971	40,856	39,905	39,318	37,937	39,010	37,708	37,912	36,649	41,689

** Includes DIGITEL's service revenues for the period October 26, 2011 to December 31, 2011

*** Reclassification of Vitro Service revenues from ePLDT to Fixed Line

**** EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Historical Wireless EBITDA Margin (restated)

(in million pesos)	2009				2010				2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q**
Wireless Gross Service Revenues*												
Cellular services	24,596	24,984	23,609	24,956	24,138	24,568	22,996	23,816	23,101	23,150	21,846	25,548
Broadband, satellite and others												
Broadband	1,289	1,230	1,381	1,484	1,590	1,614	1,578	1,505	1,582	1,606	1,655	1,961
Satellite and others	708	748	803	884	627	745	220	625	449	392	376	403
Total	26,593	26,962	25,793	27,324	26,356	26,928	24,794	25,946	25,132	25,148	23,877	27,912
EBITDA	15,022	15,186	14,311	14,892	14,448	15,272	14,620	14,624	14,554	14,493	12,902	13,444
EBITDA Margin***	56%	56%	55%	55%	55%	57%	59%	56%	58%	58%	54%	48%

* Service Revenues restated to reflect the change in the presentation of outbound revenues

	2009				2010				2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Service Revenues (as previously presented)	23,904	24,171	23,127	24,627	23,694	24,182	22,569	23,385	22,768	22,970	21,534	25,192
Add: Interconnection/settlement costs	2,689	2,791	2,666	2,697	2,661	2,746	2,225	2,562	2,363	2,178	2,343	2,720
Consolidated Gross Service Revenues	26,593	26,962	25,793	27,324	26,356	26,928	24,794	25,946	25,132	25,148	23,877	27,912

** Includes DIGITEL's service revenues for the period October 26, 2011 to December 31, 2011

*** EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Historical Fixed line EBITDA Margin (restated)

(in million pesos)	2009				2010				2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q**
Fixed Line Gross Service Revenues*												
Local exchange	4,024	3,821	3,894	3,942	3,930	3,839	3,803	3,770	3,731	3,725	3,734	3,918
International long distance	2,682	2,874	3,115	2,910	3,406	2,049	2,911	2,746	2,734	2,834	2,761	2,914
National long distance	2,163	2,036	1,935	1,719	1,652	1,652	1,527	1,656	1,440	1,421	1,324	1,340
Data and other network	5,200	5,418	5,582	5,684	5,871	5,759	5,000	5,257	5,341	5,717	5,635	6,264
Vitro***	167	164	240	242	225	220	216	237	260	281	332	263
Miscellaneous	661	743	731	1,042	785	860	797	957	789	713	636	678
Total	14,897	15,056	15,497	15,539	15,869	14,379	14,254	14,623	14,295	14,691	14,422	15,377
EBITDA	6,650	6,752	7,067	5,043	6,373	6,425	5,600	4,649	6,043	5,594	6,138	4,900
EBITDA Margin****	45%	45%	46%	32%	40%	45%	39%	32%	42%	38%	43%	32%

* Service Revenues restated to reflect the change in the presentation of outbound revenues and reclassification of Vitro and other ePLDT service revenues

	2009				2010				2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Service Revenues (as previously presented)	12,767	12,650	12,798	12,927	12,861	12,377	11,540	11,830	11,532	11,948	11,762	12,641
Add:												
Vitro	167	164	240	242	225	220	216	237	260	281	332	263
Miscellaneous (ePLDT/others)	299	382	396	430	379	412	426	454	428	323	261	284
Interconnection/settlement costs	1,664	1,860	2,063	1,940	2,404	1,370	2,071	2,102	2,076	2,139	2,067	2,189
Consolidated Gross Service Revenues	14,897	15,056	15,497	15,539	15,869	14,379	14,254	14,623	14,295	14,691	14,422	15,377

** Includes DIGITEL's service revenues for the period October 26, 2011 to December 31, 2011

*** Reclassification of Vitro Service revenues from ePLDT to Fixed Line

**** EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Core Net Income

(in million pesos)	FY 2011									2010 Consolidated (Audited)	% Change
	Wireless			Fixed Line			BPO	Others	Consolidated (Audited)		
	SMART	DIGITEL*	Total	PLDT	DIGITEL*	Total					
Reported net income	22,821	(405)	22,416	8,554	(2,242)	6,312	984	1,985	31,697	40,217	-21%
Add (deduct):											
Foreign exchange losses (gains), net	(63)	789	726	(32)	47	15	9	-	750	(1,819)	141%
Losses (gains) on derivatives financial instruments, net	-	10	10	(2,381)	1,807	(574)	4	-	(560)	1,307	-143%
Others	8,501	-	8,501	(130)	-	(130)	(87)	-	8,284	1,492	455%
Adjustment in equity share in Meralco	-	-	-	-	-	-	-	476	476	699	-32%
Tax effect	(1,510)	(240)	(1,750)	151	(9)	142	(4)	-	(1,612)	132	-1321%
Core Net Income	29,749	154	29,903	6,162	(397)	5,765	906	2,461	39,035	42,028	-7%

* For the period October 26, 2011 to December 31, 2011

Earnings Per Share

<i>(in million pesos)</i>	FY 2011 (Audited)		FY 2010 (Audited)	
	Basic	Diluted	Basic	Diluted
Net income (loss) attributable to equity holders of PLDT	31,697	31,697	40,217	40,217
Dividends on preferred shares	(458)	(458)	(458)	(458)
Net income for the period attributable to common equity holders of PLDT	31,239	31,239	39,759	39,759
Outstanding common shares at beginning of period	186,756	186,756	186,797	186,797
Effect of issuance of common shares during the period	4,613	4,613		
Effect of mandatory tender offer for all remaining DIGITEL shares		164		
Effect of purchase of treasury shares during the period			(7)	(7)
Weighted average number of common shares, end	191,369	191,533	186,790	186,790
EPS (based on reported net income)	163.24	163.10	212.85	212.85
Core net income	39,035	39,035	42,028	42,028
Dividends on preferred shares	(458)	(458)	(458)	(458)
Net income applicable to common shares	38,577	38,577	41,570	41,570
Weighted average number of shares, end	191,369	191,533	186,790	186,790
EPS (based on core net income)	201.58	201.41	222.55	222.55

Cash Flows

<i>(in million pesos)</i>	2011 (Audited)*					FY 2010 Consolidated (Audited)	% Change
	Wireless	Fixed Line	BPO	Others	Consolidated		
Net cash from operations	54,971	35,475	(11,213)	8	79,212	77,260	3%
Add(Deduct):							
Capital expenditures	(17,151)	(13,654)	(400)	(1)	(31,206)	(28,766)	8%
Other investing activities	118	47,653	(1,767)	337	1,197	1,358	-12%
Interest, net	(1,216)	(2,852)	2	93	(3,966)	(4,415)	-10%
Preferred share dividends	-	(269)	-	-	(269)	(277)	-3%
Pitell's dividends to third party	-	-	-	-	-	-	0%
Others	(1,291)	3,513	12,782	(26)	2,217	(1,466)	251%
Free cash flow	35,431	69,865	(596)	410	47,186	43,694	8%
Common share dividends	(31,400)	(41,519)	-	-	(41,329)	(40,802)	1%
Investments	1,187	(14,100)	(1,141)	-	(1,131)	(591)	91%
Redemption of Investments	-	-	-	-	-	409	-100%
Redemption of Shares	-	(13,377)	-	-	-	(106)	100%
Debt repayments, net	(3,482)	6,480	1,512	-	4,543	(7,399)	161%
Change in cash	1,736	7,349	(225)	410	9,269	(4,795)	293%
Cash and short term investments, beginning	19,507	14,734	799	2,307	37,347	42,143	-11%
Cash and short term investments, end	21,243	22,082	574	2,717	46,616	37,348	25%

* Includes DIGITEL for the period October 26, 2011 to December 31, 2011

Balance Sheet

<i>(in million pesos)</i>	Consolidated	
	December 31, 2011* <i>(Audited)</i>	December 31, 2010 <i>(Audited)</i>
Total Assets	395,646	277,815
Nominal Value of Total Debt	119,411	92,590
<i>in US\$</i>	\$2,719	\$2,113
Less: Unamortized Debt Discount	2,136	2,944
Total Debt	117,275	89,646
Cash and short-term investments	46,615	37,347
Net Debt⁽²⁾	72,796	55,243
Equity	152,219	97,385
Total Debt⁽¹⁾/Equity	<u>0.78x</u>	<u>0.95x</u>
Net Debt⁽²⁾/Equity	<u>0.48x</u>	<u>0.57x</u>
Total Debt⁽¹⁾/EBITDA	<u>1.49x</u>	<u>1.11x</u>
Net Debt⁽²⁾/EBITDA	<u>0.91x</u>	<u>0.66x</u>

(1) Nominal value of total debt

(2) Net Debt calculated based on nominal value of debts less cash and short-term investments

* Includes Digitel

Debt Profile

<i>(in million US\$)</i>	2006	2007	2008	2009	2010	2011*
Debt Balance	1,756	1,585	1,625	2,210	2,113	2,719
Cash and short-term investments	514	745	847	908	852	1,061
Net Debt	1,242	840	778	1,302	1,261	1,658

* Includes Digitel

Debt Maturities

as of December 31, 2011
(in million US\$)

	PLDT, SMART, SPi and ePLDT	DIGITEL	Total
2012	479	111	590
2013	255	84	339
2014	447	70	517
2015	226	61	287
2016 onwards	790	196	986
	<u>2,197</u>	<u>522</u>	<u>2,719</u>

Interest-bearing Liabilities

<i>(in millions)</i>	December 31, 2011 (Audited)			December 31, 2010 (Audited)	Change
	Carrying Value	Unamortized Debt Discount	Face Value	Face Value	
Debt					
PLDT	\$1,268	\$3	\$1,271	\$1,123	\$148
Smart	\$844	\$46	\$890	\$987	(\$97)
2014 Debt	\$238	\$42	\$280	\$280	\$0
Others	\$606	\$4	\$610	\$707	(\$97)
DIGITEL	\$522	\$0	\$522	\$0	\$522
Others	\$36	\$0	\$36	\$3	\$33
Total Debt	\$2,670	\$49	\$2,719	\$2,113	\$606
Obligations under finance lease	\$0	\$0	\$0	\$1	(\$1)

Foreign Exchange Risk

Forex Impact on Core Income

	PLDT Group	Digital	TOTAL
Forex sensitivity for every P1 change (in US\$ Millions)			
US\$ Revenues *	1,057.2	5.9	1,063.1
US\$ Expenses	(470.1)	(9.2)	(479.3)
Cash opex *	(381.9)	(7.3)	(389.2)
Cost of sales	(5.0)	-	(5.0)
Financing costs	(83.2)	(1.9)	(85.1)
US\$ Income before tax	587.1	(3.3)	583.8
Tax effect	176.1	(1.0)	175.1
Core Earnings	411.0	(2.3)	408.7
EBITDA	670.3	(1.4)	668.9
* Gross of interconnection costs amounting to:	230.0	1.4	231.4

Forex Impact of B/S Revaluation

	PLDT Group	Digital	TOTAL
Forex sensitivity for every P1 change on B/S Revaluation (in US\$ Millions)			
Debt	829.7	425.7	1,255.4
Accounts Payable	170.0	27.8	197.8
Accrued Liabilities	102.9	26.3	129.2
Derivative Liabilities	66.6	5.3	71.9
Total US\$-Denominated Liabilities	1,169.2	485.1	1,654.3
Cash and Cash Equivalents	159.6	5.4	165.0
Short-term Investments	12.3	-	12.3
Trade and other Receivables	205.3	9.7	215.0
Derivative Assets	8.3	-	8.3
Non Trade Receivables & Advances	1.9	-	1.9
Total US\$-Denominated Assets	387.4	15.1	402.5
Net Foreign Currency Liability Position	781.8	470.0	1,251.8
Forex Revaluation for every P1 change	±781.8	±470.0	±1,251.8

Forex Impact on Derivatives

P1 movement in the USD/PHP exchange rate corresponds to a P205M change in derivatives

Forex rate, 2011
 Forex rate, 2010
 % of Peso Appreciation vs US\$

Ave.	Yr. End
43.31	43.92
45.12	43.81
4%	-

DIGITEL

	FOR THE YEAR ENDED DECEMBER 31, 2011				
	Wireless	Fixed Line	Conso Digitel	Interco	Impact at PLDT
<i>(In million pesos)</i>					
REVENUES	3,184	706	3,890	(45)	3,845
Service	3,098	706	3,804	(45)	3,759
Non-Service	86	-	86	-	86
EXPENSES	3,083	726	3,809	(24)	3,785
Cash Operating Expenses	1,727	608	2,335	(24)	2,311
Cost of Sales	412	20	432	-	432
Non-Cash Operating Expenses	944	98	1,042	-	1,042
OPERATING INCOME	101	(20)	81	(21)	60
OTHER EXPENSES	(764)	(2,240)	(3,004)	2,062	(942)
Financing Costs	(84)	(256)	(340)	255	(85)
Interest Income	4	3	7	-	7
Foreign Exchange Gains (Losses) - net	(789)	(47)	(836)	-	(836)
Gains (Losses) on Derivative Transactions - net	(10)	(1,807)	(1,817)	1,807	(10)
Equity Share in Net Earnings (Losses) of Associates	-	92	92	-	92
Others	115	(225)	(110)	-	(110)
INCOME BEFORE INCOME TAX	(663)	(2,260)	(2,923)	2,041	(882)
PROVISION FOR INCOME TAX	(258)	(18)	(276)	-	(276)
NET INCOME FOR THE PERIOD	(405)	(2,242)	(2,647)	2,041	(606)
NET INCOME ATTRIBUTABLE TO PLDT HOLDERS	(405)	(2,242)	(2,647)	2,041	(606)
Foreign exchange losses (gains)	789	47	836	-	836
Loss (gain) on derivative transactions	10	1,807	1,817	(1,807)	10
Tax effect	(240)	(9)	(249)	-	(249)
CORE INCOME (LOSS)	154	(397)	(243)	234	(9)
EBITDA	1,137	(60)	1,077	(21)	1,056
EBITDA Margin	37%	-8%	28%	47%	28%