First Quarter 2013
Financial and Operating Results

7 May 2013

PLDT Group: 1Q13 Financial Highlights

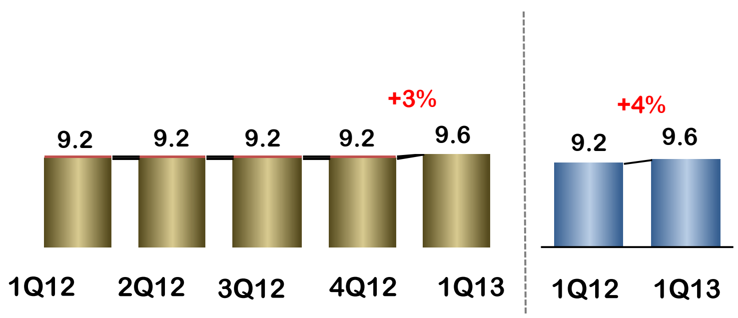
(PhP in billions)	1Q13 (Unaudited)	1Q12 (Unaudited)	% Y-o-Y
Service Revenues* (net of interconnection costs)	37.4	37.1	1%
• Wireless	26.5	26.2	1%
• Fixed Line	13.1	13.0	1%
Service Revenues*	40.0	40.0	0%
• Wireless	28.5	28.4	0%
• Fixed Line	15.2	15.0	1%
EBITDA	20.4	20.4	0%
• Continuing Operations	20.1	20.0	1%
EBITDA Margin**	51%	51%	
• Continuing Operations	50%	50%	
Core Net Income	9.6	9.2	4%
• Continuing Operations	9.4	9.0	4%
Reported Net Income	9.2	10.0	-8%
• Continuing Operations	9.1	9.8	-7%

* Excluding BPO business segment
** EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Foreign Exchange Rates (Php:US$1)	1Q2013	1Q2012	Inc/(Dec)
Period-end	P40.92	P42.93	-5%
Period-average	P40.70	P43.03	-5%

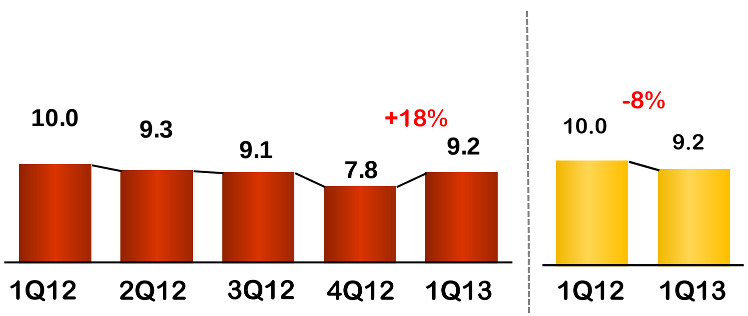
PLDT Group: Core and Reported Net Income

Core Net Income*
(Php in billions)



* Including Discontinued Operations a

Reported Net Income*
(Php in billions)

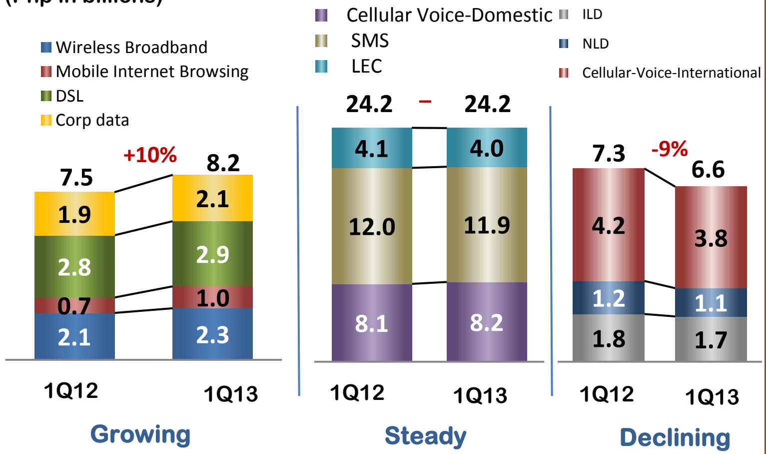


* Including Discontinued Operations

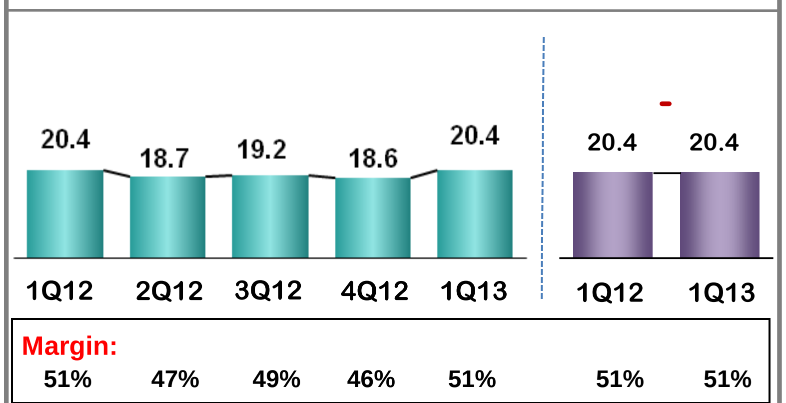
- **PLDT expects to return to growth in 2013 with core income anticipated to rise by P1bn or 3% to P38.3bn from 2012 which year was impacted by heightened competition and the integration of Digitel into the group**
  - Core income for each of the quarters of 2012 was stable
- **Core income for the first quarter of 2013 rose by P0.4bn or 4% year-on-year to P9.6bn due to stable service revenues and EBITDA, lower depreciation expense and lower provision for income taxes**
  - Effective tax rate in 1Q13 at 23% similar to FY12 tax rate
- **Reported income for 1Q13 declined by P0.8bn or 8% to P9.2bn from P10.0bn in 1Q12**
  - \+ Higher core income by P0.4bn
  - \- Lower net forex and derivative gains by P0.9bn
  - \- Retroactive effect of adoption of Revised PAS19 involving previous year's MRP accruals of P0.8bn
  - \+ Tax effect of P0.4bn
- **Non-core gain of approximately P1.6bn from the sale of the BPO businesses will be booked in 2Q13**

PLDT Group: Service Revenues and EBITDA

Consolidated Service Revenues *
(Php in billions)



Consolidated EBITDA and EBITDA Margin
(Php in billions)

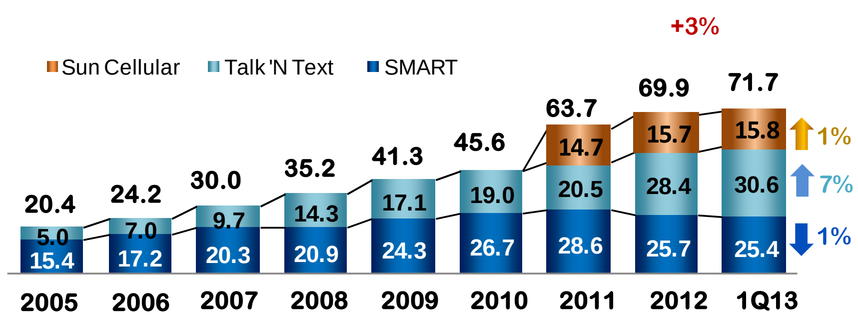


*Continuing Operations

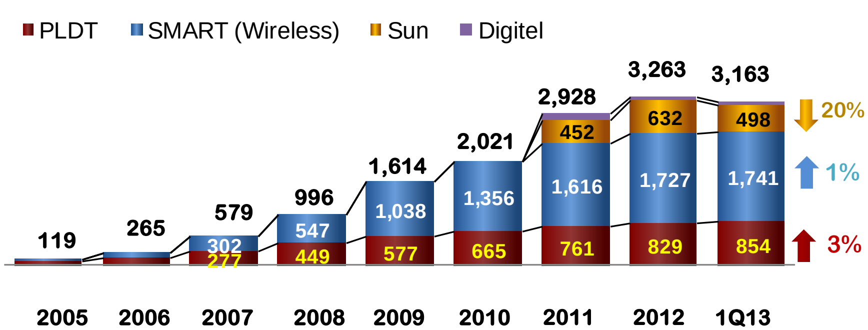
- **Consolidated service revenues for 1Q13 of P40.0bn was stable year-on-year but the revenue mix continues to evolve**
  - Non-SMS data revenues, representing about 20% of total revenues, rose 10% to P8.2bn in 1Q13 and form part of our **GROWING** revenue base
  - SMS, cellular domestic voice, and LEC revenues were stable at P24.2bn or about 60% of total service revenues and comprise our **STEADY** revenue base
  - NLD, ILD and cellular international voice revenues totalling about P6.6bn in 1Q13 or about 17% of total revenues were lower by 9%, and represent our **DECLINING** revenue base
- **21% of 1Q13 service revenues are dollar-linked**
  - Had the peso remained stable, consolidated service revenues would have been higher by 1% or P0.5bn
- **Consolidated EBITDA was steady year-on-year at P20.4bn with EBITDA margin also stable at 51%**
  - EBITDA excludes the retroactive effect of the adoption of the Revised PAS 19 involving manpower reduction program (MRP) expenses of about P1.3bn, of which P0.8bn was recognized in 1Q13

Subscriber Base: Cellular and Broadband

Cellular Subscribers *(in millions)*



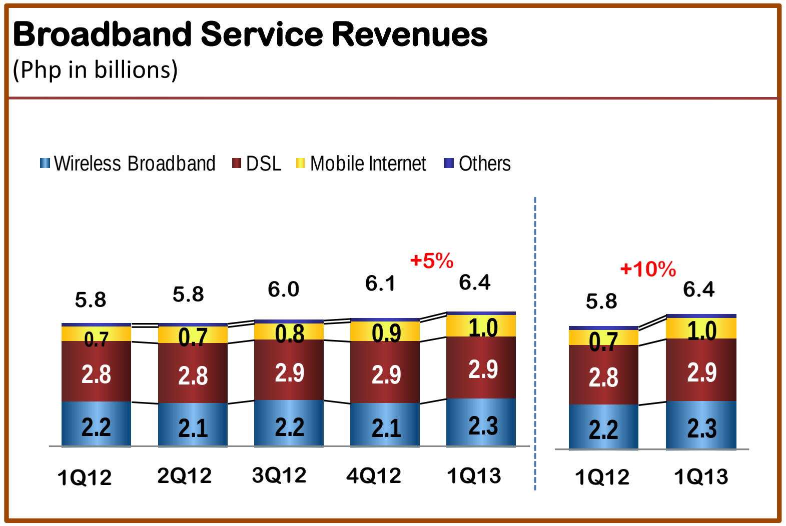
Broadband Subscribers *(in thousands)*



Note: Digitel DSL: 99K (2011), 75K (2012), 70K (1Q13)

- **Combined cellular subscriber base rose to 71.7mn at the end of March 2013, with net adds of 1.8mn from YE12**
  - 30.6mn TNT subscribers
  - 25.4mn Smart subscribers
  - 15.8mn Sun subscribers
- **Prepaid cellular subscribers grew to 69.6mn at the end of 1Q13 rising by 2.0mn**
- **Postpaid cellular subscribers stood at 2.1mn**
  - Smart's postpaid base grew to over 767,000 or net adds of about 84,000
  - Sun's postpaid base dipped to 1.3mn following a clean-up of inactive subscribers
- **Broadband subscriber base stood at 3.2mn at 1Q13, lower by 0.1mn from YE12 as inactive subscribers were churned from the base**
  - Wireless broadband subscribers of 2.2mn consisted of 1.7mn SmartBro and 0.5mn Sun subscribers
    - ✓ Lower net additions partly reflects the shift in market usage from dongles to tablets and smartphones
  - DSL subscribers rose to over 924,000 representing about 45% of total fixed line subscribers
- **Fixed line subscribers was stable at 2.1mn at end March 2013**
  - Migration of about 0.2mn Digitel fixed line subscribers to the PLDT network commenced during the quarter

Service revenues and outlook per segment

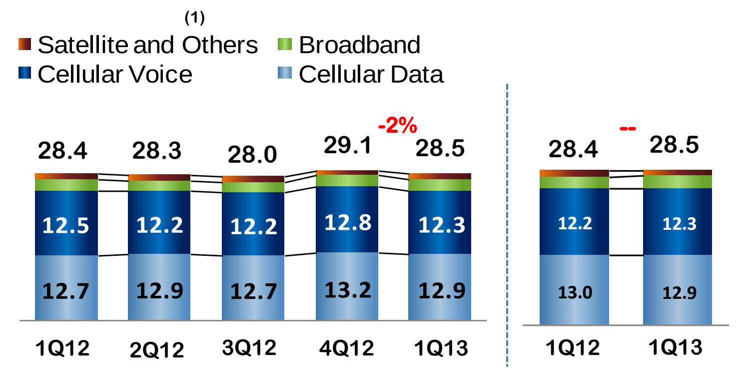


- **Broadband service revenues for 1Q13 rose by 10% or P0.6bn year-on-year to P6.4bn, or about 16% of total group service revenues**
  - DSL revenues grew by 5% or P0.1bn to P2.9bn
  - Wireless broadband revenues grew by 7% or P0.2bn to P2.3bn
  - Mobile internet browsing (MIB) revenues rose by 42% or P0.3bn to P1.0bn
- **Outlook for broadband in the Philippines remains very attractive:**
  - Philippine population entering 'demographic window' where more than 50% of the population are aged between 15-64 years old: with improving purchasing power, literate and many already users of data
  - Though smartphone penetration remains low, take-up has increased:
    - ✓ About 14mn active data-capable handsets on our network, of which about 7.7mn are 3G handsets
    - ✓ Increased number of low-priced Chinese handsets in the market a few of which are backed by greater advertising support (eg Lenovo, Cherry Mobile) and targeting price points below branded smartphones
- **PLDT well positioned to tap the potentials of broadband**
  - PLDT group's integrated fixed and wireless network, including 54,000 kms. domestic fiber, is a strong competitive advantage that ensures quality of experience by providing capacity, speed, reliability and cost effectiveness

Service revenues and outlook per segment

Wireless Service Revenues

(Php in billions)

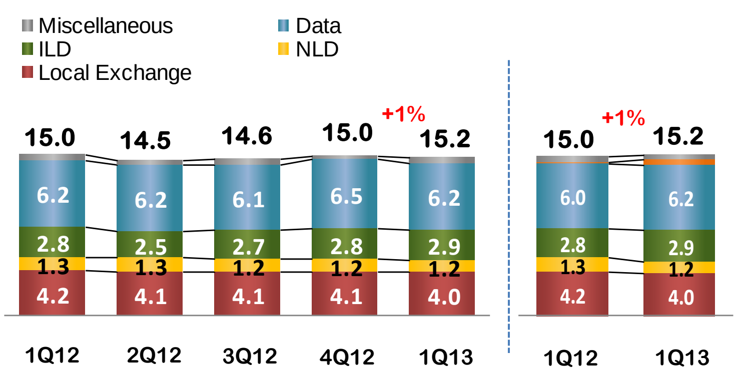


(1) Includes mobile internet browsing revenues

Fixed Line Service Revenues

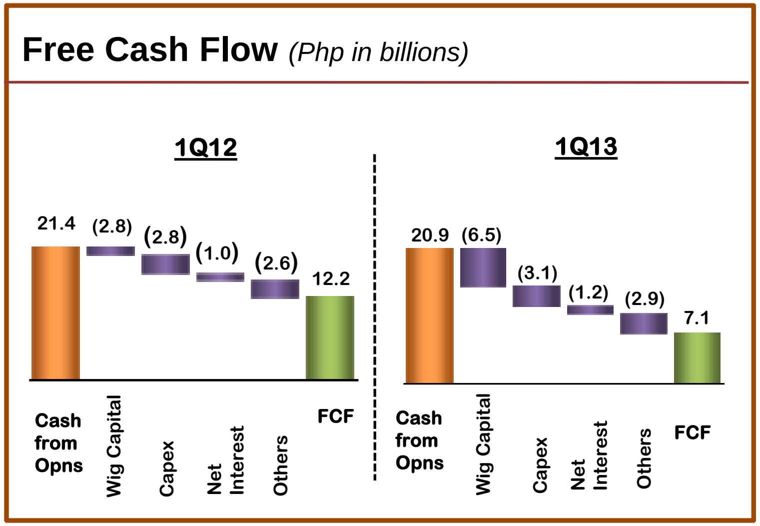
(Php in billions)

Note: 2Q-4Q12 figs for update to reflect elim of interco

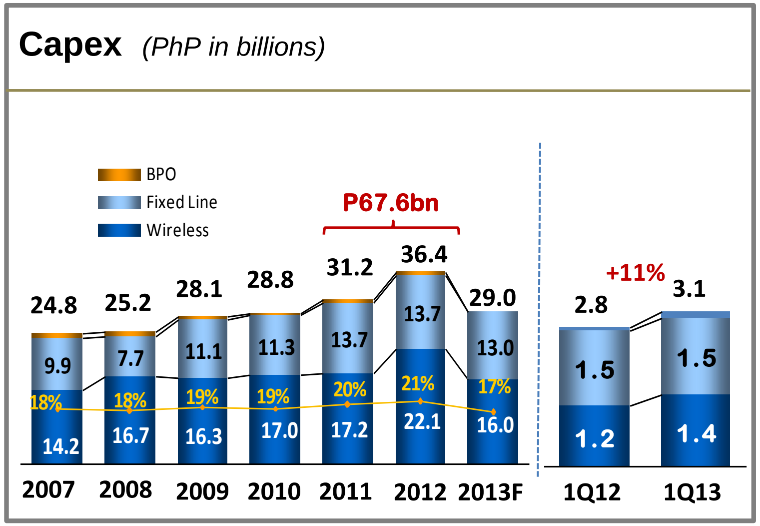


- **Wireless service revenues for 1Q13 were steady year-on-year at P28.3bn reflecting early signs of a more stable competitive environment**
  - Cellular data was up 2% or P0.2bn at P12.4bn
  - Cellular voice revenues of P12.4bn, accounting for 44% of wireless service revenues, dipped by 1% or P0.2bn
  - Wireless broadband increased by P0.2bn or 9% to P2.3bn
- **Wireless business outlook is more positive:**
  - Successful defense of revenue market share which remained stable in the four quarters of 2012
  - Continued pursuit of initiatives to stem ARPU declines and improve yields, including:
    - ✓ Emphasis on bucket plans in lieu of unlimited offers
    - ✓ Push for higher denomination and/or longer-duration variants
    - ✓ Greater focus on growing the postpaid business to unlock data potential but calibrated to minimize margin erosion
      - Postpaid revenues up 12% year-on-year
- **Fixed line service revenues for 1Q13 were higher by 1% year-on-year or P0.2bn at P15.2bn as increases in DSL and corporate data revenues fully offset declines in NLD and LEC revenues**
  - DSL, data center and corporate data and other network services accounting for 44% of total fixed line revenues grew by 6% or P0.4bn to P6.6bn
  - ILD, NLD and LEC revenues representing 53% of total fixed line service revenues registered a P0.2bn decline to P8.1bn
- **Efforts to harness potentials of the fixed line business are directed at growing:**
  - our **HOME** business which offers a range of consumer DSL services including fiber-to-the-home (FTTH), triple play offers including CignalTV content
  - our **ENTERPRISE** group which offers a suite of business solutions, and data center and cloud services to large corporations, BPOs, SMEs, MSMEs

Free Cash Flow and Capex



- FCF for the first three months of 2013 of P7.1bn was lower by P5.0bn compared with the same period last year
  - Lower cash operating income (net of taxes paid) by P0.5bn
  - Net decrease in working capital of P3.7bn
  - Higher capex by P0.3bn
  - Increase in net interest expense by P0.2bn
- P4.2bn of 1Q13 FCF was primarily used for debt repayments during the period



- PLDT Group capex for 2013 estimated at P29.0bn, or P7.4bn lower than previous year
  - 2013 capex to include:
    - ✓ Expansion of 3G coverage to 90% by YE13 from over 70% currently
    - ✓ Activation of LTE sites in addition to 1,000 sites already installed of which about 900 already carry commercial traffic
    - ✓ Build out of additional 5,000kms of fiber to supplement the existing 54,000kms of fiber
    - ✓ Roll-out of fiber-to-the-home (FTTH) targeting 2mn homes-passed by YE13
    - ✓ Transformation of service delivery platform (SDP) to handle IP-based multi-media content
  - Capex for 1Q13 at P3.1bn

Other updates

- **Sale of the Business Process Outsourcing (“BPO”) businesses owned by PLDT’s wholly owned subsidiary – SPi Global Holdings, Inc. (“SPi”) - to Asia Outsourcing Gamma Limited (“AOGL”), a company controlled by CVC Capital Partners (“CVC”) completed on 30 April 2013**
  - Divestment of BPO business is part of a re-balancing of the PLDT group portfolio
  - PLDT reinvested about US$40mn in AOGL for a 19.7% stake and will continue to participate in the growth of the business as a partner of CVC
  - Net proceeds from sale of approximately US$316mn
  - Proceeds from sale to partially repay debt and to provide funds for investments in media/content in line with PLDT’s strategy of transforming into a multi-media group
  - Non-core gain of approximately P1.6bn will be booked in 2Q13

- **Updates on direct-to-home (DTH) CignalTV (PLDT investment via Mediaquest PDRs)**
  - CignalTV’s subscriber base is nearing the half million mark with over 457,000 subscribers at end of March 2013, up from about 279,000 at the end of March 2012, and from over 441,000 at the end of 2012
  - EBITDA expected to be positive beginning 2H13
  - As of 4 May 2013, CignalTV channel count at 87, of which 65 are standard definition (SD) and 22 are high definition (HD)
    - ✓ Competition offers 79 channels: 67 SD and 12 HD

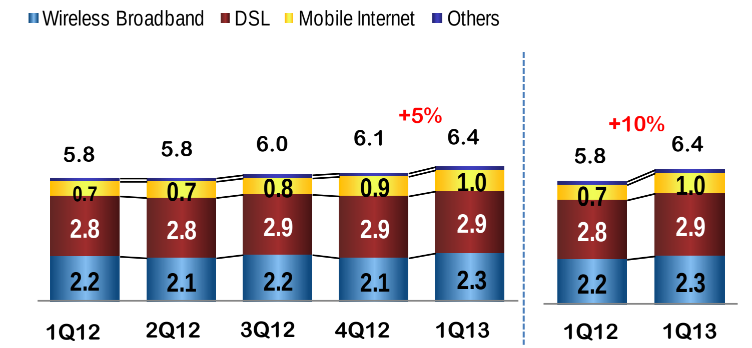
PLDT Group Guidance for 2013

Core Net Income	**P38.3 billion**
Capex	**P29.0 billion** **(P7.4bn or 20% lower than 2012)**
Capital Management	**Dividend Pay-out Policy:** 70% of Core EPS + “look-back” approach

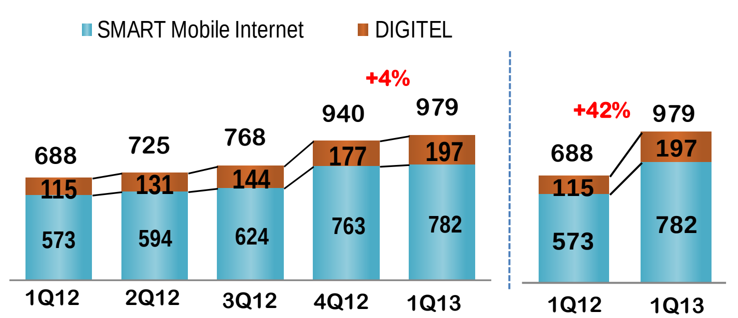
Segment and Other Details

Broadband

Broadband Service Revenues
(Php in billions)



Mobile Internet Browsing Service Revenues
(Php in millions)



- **Broadband service revenues for 1Q13 rose by 10% or P0.6bn year-on-year to P6.4bn, or about 16% of total group service revenues**
  - DSL revenues grew by 5% or P0.1bn to P2.9bn
    - ✓ PLDT DSL revenues increased by 7% or P0.2bn to P2.8bn, following a 10% increase in subscribers and a array of services that include offer varied speeds, FTTH, triple play bundles including content
  - Wireless broadband revenues grew by 7% or P0.2bn to P2.3bn
    - ✓ Smart wireless broadband rose by 8% or P0.1bn to P1.8bn as a result of an 8% increase in subscribers
    - ✓ Sun broadband increased by 5% to P0.5bn following a 1% increase in subscribers
  - Mobile internet browsing (MIB) revenues rose by 42% or P0.3bn to P1.0bn
    - ✓ Smart MIB revenues increased by P0.2bn or 36% to P0.8bn
    - ✓ Sun MIB revenues climbed by P0.1bn or 71% to P0.2bn

- **PLDT DSL ARPU was P1,128 and Digitel DSL ARPU at P668; while net blended ARPU for SMART and SUN stood at P344 and P328, respectively**

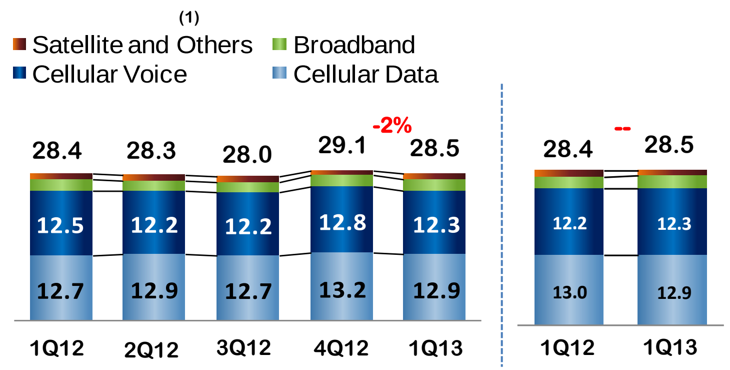
- **Outlook for broadband in the Philippines remains very attractive:**
  - Philippine population entering 'demographic window' where more than 50% of the population are aged between 15-64 years old: with improving purchasing power, literate and many already users of data
  - Though smartphone penetration remains low, take-up has started to increase:
    - ✓ About 14mn active data-capable handsets on our network, of which about 7.7mn are 3G handsets
    - ✓ Greater number of low-priced Chinese handsets in the market a few of which are backed by greater advertising support. eg Lenovo, Cherry Mobile) and targeting price points below branded smartphones

- **PLDT well positioned to tap the potentials of broadband**
  - PLDT group's integrated fixed and wireless network, including 54,000 kms. domestic fiber, is a strong competitive advantage that ensures quality of experience by providing capacity, speed, reliability and cost effectiveness

Wireless

Wireless Service Revenues

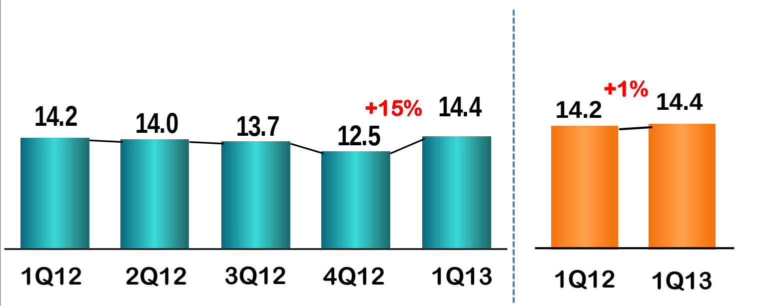
(Php in billions)



(1) Includes mobile internet browsing revenues

EBITDA

(Php in billions)



Margin:						
50%	50%	49%	43%	51%	50%	51%

- **Wireless service revenues for 1Q13 were steady year-on-year at P28.5bn reflecting early signs of a more stable competitive environment**
  - Cellular data was stable at P12.9bn
    - ✓ Mobile internet browsing revenues increased by 42% or P0.3bn to P1.0bn
    - ✓ Domestic and international data revenues were each lower by P0.1bn at P10.7bn and P0.9bn, respectively
      - Number of standard text messages rose by 2%
      - Number of bucket priced/unlimited SMS dipped by 1% but revenues were up by 5% reflecting initiatives to improve yields
  - Cellular voice revenues of P12.3bn, accounting for 43% of wireless service revenues, rose by 1% or P0.1bn
    - ✓ Domestic voice revenues grew by 5% or P0.4bn to P8.4bn due to a 5% rise in outbound call volumes
    - ✓ International voice revenues declined by 8% or P0.4 to P3.9bn impacted by the peso strength and a 4% reduction in inbound call volumes
  - Wireless broadband increased by P0.2bn or 7% to P2.3bn

- **1Q13 service revenues dipped by P0.6bn or 2% q-o-q partly due to seasonality and timing of holidays in 1Q13**

- **About 17% of 1Q13 wireless service revenues are dollar-linked; had the peso remained stable, service revenues would have been higher year-on-year by 1% or P0.3bn**

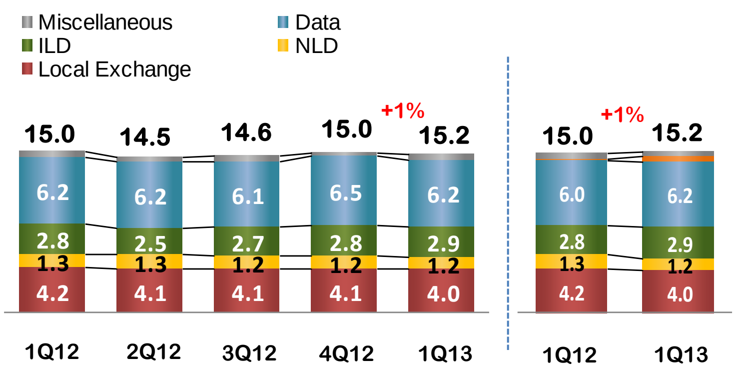
- **Wireless EBITDA for 1Q13 rose by P0.2bn or 1% year-on-year to P14.4bn as lower cost of sales offset higher cash expenses; EBITDA margin improved to 51%**
  - EBITDA excludes the impact of P0.1bn of manpower reduction program (MRP) expenses following Revised PAS 19

Fixed Line

Fixed Line Service Revenues

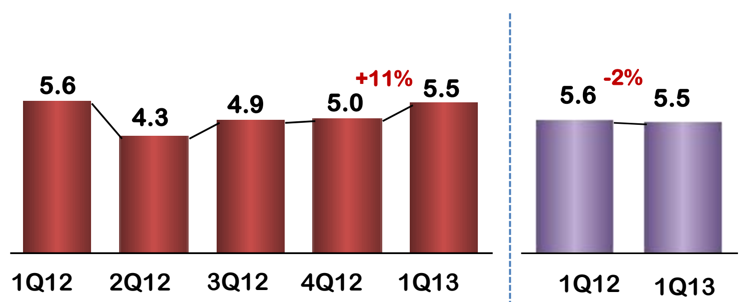
(Php in billions)

Note: 2Q-4Q12 figs for update to reflect elim of interco



EBITDA

(Php in billions)



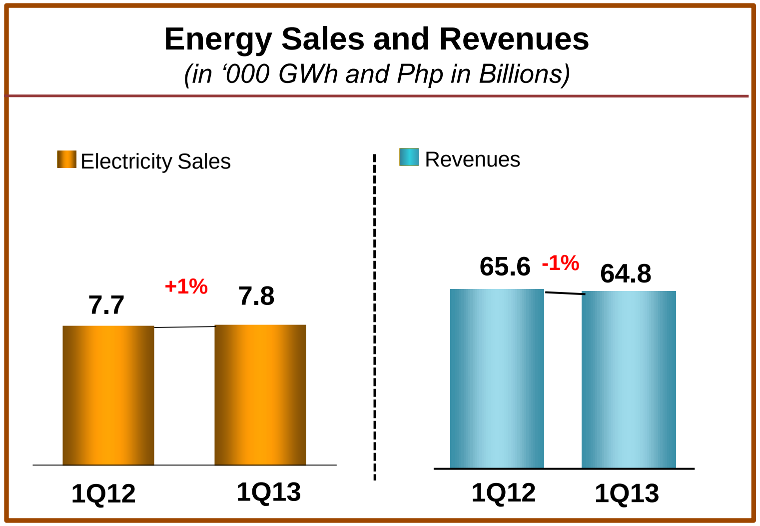
Margin:						
37%	30%	33%	33%	36%	37%	36%

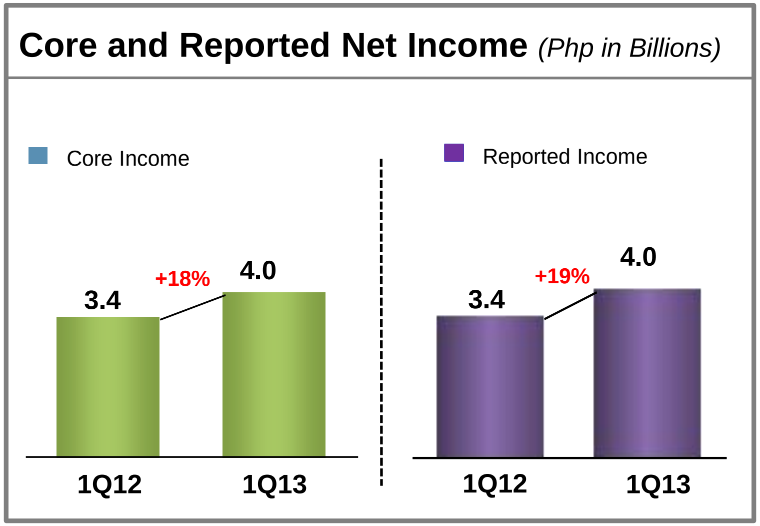
- **Fixed line service revenues for 1Q13 were higher by 1% year-on-year or P0.2bn at P15.2bn as increases in DSL and corporate data revenues fully offset declines in NLD and LEC revenues**
  - Corporate data and other network services grew by P0.1bn or 2% to P3.3bn, or 22% of total fixed line service revenues
  - DSL revenues rose by P0.1bn or 5% to P2.9bn or 19% of total fixed line service revenues
  - Data center revenues climbed 92% or P0.2bn to P0.4bn, inclusive of revenues from the two data centers recently acquired
  - Combined ILD and NLD revenues were lower by P0.1bn at P4.0bn representing 27% of total fixed lie revenues
  - LEC revenues dipped by P0.1bn or 3% to P4.0bn, accounting for 27% of total fixed line revenues
- **About 31% of 1Q13 fixed line service revenues are dollar-linked; had the peso remained stable, service revenues would have been higher year-on-year by another 2% or P0.3bn**
- **Fixed line EBITDA for 1Q13 was lower by P0.1bn or 2% year-on-year at P5.5bn as higher service revenues and lower subsidies were offset by higher cash expenses; EBITDA margin stood at 36%**
  - EBITDA excludes the impact of P0.7bn of manpower reduction program (MRP) expenses following Revised PAS 19

YEARS

PLDT SMART DIGITEL

Meralco

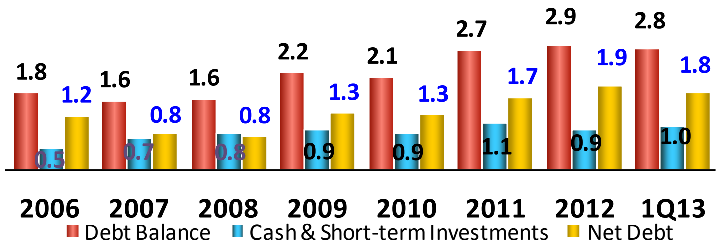




- **Consolidated revenues for 1Q13 dipped by 1% or P0.8bn to P64.8bn due to the combined effect of:**
  - Higher distribution revenues resulting from a modest rise in electricity sales volumes and number of customers
  - Lower generation charges resulting from competitively priced, Meralco-negotiated Power Sales Agreements
- **Consolidated EBITDA for 1Q13 grew by 14% year-on-year or P0.9bn to P7.1bn; EBITDA margin stood at 11%**
- **Reported and Core Net Income of P4.0bn was higher by 19% and 18%, respectively, compared with previous year**
- **Operational Highlights:**
  - All performance indicators remained well within "rewards range" as a result of sustained initiatives to improve operating efficiencies
  - Capex for 1Q13 totaled P1.7bn, 19% higher than 1Q12
  - Power generation initiatives materializing:
    - ✓ Meralco announced investment in 28% interest in GMR Energy (Singapore) Pte Ltd, a 2x400MW liquefied natural gas (LNG)-fired combined cycle facility in Singapore
    - ✓ RP Energy (JV with Aboitiz and Taiwan Co-Gen for 2x300-MW coal plant in Subic) working on site preparation, finalization of land lease agreement, negotiations for coal supply and transmission line interconnection arrangement with the National Grid, and responding to legal case filed against the project by environmentalists
    - ✓ Meralco PowerGen in partnership with Chubu Electric of Japan working under a Joint Feasibility Study Agreement for liquefied natural gas (LNG)-fired plant at Atimonan, Quezon
  - Meralco continues to source cheaper sources of power
  - Meralco's Retail Electricity Supply (RES) unit geared up for full commercial operations under Retail Competition and Open Access (RCOA) by December 2013
  - Pilot of prepaid electricity service commenced in January 2013
- **Beacon Electric, owned 50% by PCEV, is largest shareholder of Meralco with 48% shareholdings**
  - PCEV equity share in core income of Beacon/Meralco of P0.6bn in 1Q13 was higher by P0.1bn compared with 1Q12

PLDT Group: Debt Profile

Debt Balance
(US$ in billions)

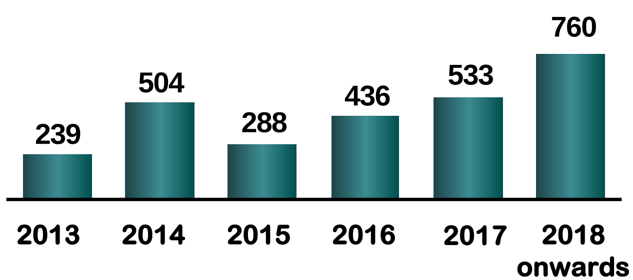


Net Debt/EBITDA

0.8x	0.4x	0.5x	0.7x	0.7x	0.9x	1.05x	0.95x

Debt Maturities
(as of 31 December 2012, US$ in millions)

Total: US$2,760mn



- **Net Debt as of 1Q13 dipped to US$1.8bn from YE12, with Net Debt/EBITDA lower at 0.95x**
- **At the end of March 2013, gross debt stood at US$2.8bn, inclusive of US$0.4bn of Digitel**
  - 46% of total debt are US$ denominated
  - Taking into account our US$ cash holdings and hedges, only US$980mn or 35% of total debt is unhedged
  - 72% are fixed-rate loans, while 28% are floating-rate loans
- **Debt maturities continue to be well spread out**
- **Current liability management initiatives:**
  - Net debt repayment of US$0.1bn during the quarter
  - Availment of dollar debt given the outlook for a stronger peso
- **PLDT has been rated investment grade by all three ratings agencies**
  - In April 2013, Fitch upgraded PLDT's long-term foreign issuer rating to 'BBB' from 'BBB-' following the upgrade of the sovereign rating to investment grade
  - On 2 May 2013, S&P upgraded PLDT's long-term foreign issuer rating to 'BBB' with 'stable' outlook from 'BBB-' with 'positive' outlook; and Asean scale rating to 'axA' from 'axA-'
  - PLDT's long-term foreign and local issuer ratings at Baa2 from Moody's

PAS 19 ADJUSTMENTS

- **Change in PAS19 affecting termination benefits (MRP costs):**

  Old PAS 19 – allows for the recognition of termination benefits when the Company is demonstrably committed to provide termination benefits, which only entails an approved detailed, formal plan and that plan has no realistic possibility of withdrawal
  Revised PAS 19 – requires the recognition of termination benefits arising from our manpower reduction programs ("MRP") only when the Company can no longer withdraw the offer which is upon formal acceptance of the offer letter by the employee

- **Impact on PLDT:**
  - P1.3bn of MRP expenses (before tax) accrued in 4Q12 to be reversed
    - ✓ Net after tax upward adjustment of P1.1bn to 2012 reported income; amount to be taken up in 2013 financials as non-core expense
      - Consolidated MRP costs of P791mn (before tax) recognized in 1Q13

- **Change in PAS19 affecting pension benefits:**

  Revised PAS 19 - requires all actuarial gains and losses to be recognized in other comprehensive income

- **Impact on PLDT:**
  - Additional P0.55bn pension expenses (before tax) in 2012
    - ✓ Net after tax downward adjustment of P0.423bn to FY12 reported income and core income

Appendix

Subscriber Data

	Mar-13	Dec- 12	Sept- 12	Jun- 12	Mar-12	1Q13 vs 1Q12 Amount	1Q13 vs 1Q12 %	1Q13 vs FY12 Amount	1Q13 vs FY12 %
CELLULAR									
Smart	**25,178,410**	**25,510,846**	**25,636,712**	**26,929,737**	**27,470,678**	**(2,292,268)**	**-8%**	**(332,436)**	**-1%**
Prepaid	24,411,169	24,827,418	24,977,891	26,287,817	26,853,620	(2,442,451)	-9%	(416,249)	-2%
Postpaid	767,241	683,428	658,821	641,920	617,058	150,183	24%	83,813	12%
Talk 'N Text	**30,570,909**	**28,445,053**	**26,524,760**	**23,992,900**	**22,159,902**	**8,411,007**	**38%**	**2,125,856**	**7%**
Red Mobile	**182,036**	**234,087**	**400,062**	**562,438**	**899,916**	**(717,880)**	**-80%**	**(52,051)**	**-22%**
SUN Cellular	**15,767,908**	**15,676,472**	**16,038,199**	**15,944,027**	**15,579,457**	**188,451**	**1%**	**91,436**	**1%**
Prepaid	14,464,318	14,105,031	14,513,253	14,470,645	14,159,612	304,706	2%	359,287	3%
Postpaid	1,303,590	1,571,441	1,524,946	1,473,382	1,419,845	(116,255)	-8%	(267,851)	-17%
Total Cellular Subscribers	**71,699,263**	**69,866,458**	**68,599,733**	**67,429,102**	**66,109,953**	**5,589,310**	**8%**	**1,832,805**	**3%**

	Mar-13	Dec- 12	Sept- 12	Jun- 12	Mar-12	1Q13 vs 1Q12 Amount	1Q13 vs 1Q12 %	1Q13 vs FY12 Amount	1Q13 vs FY12 %
BROADBAND									
SmartBro	**1,740,572**	**1,726,894**	**1,685,150**	**1,634,859**	**1,618,359**	**122,213**	**7%**	**13,678**	**1%**
Prepaid	1,226,054	1,231,092	1,210,235	1,184,579	1,168,385	57,669	5%	(5,038)	0%
Postpaid	514,518	495,802	474,915	450,280	449,974	64,544	13%	18,716	4%
DSL	**837,443**	**812,478**	**793,103**	**774,541**	**762,335**	**75,108**	**9%**	**24,965**	**3%**
WeRoam	**16,609**	**16,461**	**16,705**	**16,886**	**17,111**	**(502)**	**-3%**	**148**	**1%**
DIGITEL	**568,667**	**707,051**	**668,414**	**629,977**	**596,373**	**(27,706)**	**-5%**	**(138,384)**	**-20%**
Sun Broadband	498,407	632,130	582,280	533,868	494,554	3,853	1%	(133,723)	-21%
Prepaid	272,113	356,068	305,614	258,044	220,738	51,375	19%	(83,955)	-24%
Postpaid	226,294	276,062	276,666	275,824	273,816	(47,522)	-21%	(49,768)	-18%
DSL	70,260	74,921	86,134	96,109	101,819	(31,559)	-45%	(4,661)	-6%
Total Broadband subscribers	**3,163,291**	**3,262,884**	**3,163,372**	**3,056,263**	**2,994,178**	**169,113**	**5%**	**(99,593)**	**-3%**

1Q2013: Consolidated Financial Highlights

(PhP in millions)	1Q2013 Wireless	1Q2013 Fixed Line	1Q2013 BPO	1Q2013 Others	1Q2013 Consolidated (unaudited)	1Q2012 Consolidated (unaudited)	% Change
Continuing Operations							
Service Revenues	**28,470**	**15,190**	**2,502**	**-**	**39,968**	**40,030**	**0%**
Cash operating expenses	**12,370**	**10,156**	**2,170**	**1**	**18,597**	**17,618**	**6%**
Depreciation and amortization	**4,051**	**3,177**	**121**	**-**	**7,228**	**7,350**	**-2%**
Financing costs, net	**(631)**	**(973)**	**(4)**	**-**	**(1,604)**	**(1,675)**	**-4%**
Income before income tax	**9,863**	**1,132**	**303**	**631**	**11,731**	**13,450**	**-13%**
Provision for income tax	**2,379**	**285**	**73**	**5**	**2,669**	**3,671**	**-27%**
Including Discontinued Operations							
EBITDA	**14,412**	**5,523**	**332**	**(1)**	**20,370**	**20,376**	**0%**
***EBITDA Margin* [(1)]**	***51%***	***36%***	***13%***	**-**	***51%***	***51%***	
Core net income [(2)]	**7,470**	**1,283**	**229**	**598**	**9,580**	**9,198**	**4%**
Continuing Operations	**7,470**	**1,283**	**229**	**598**	**9,456**	**9,041**	5%
Discontinued Operations	**-**	**-**	**-**	**-**	**124**	**157**	-21%
Net Income attributable to Equity Holders of PLDT	**7,483**	**839**	**230**	**626**	**9,178**	**9,969**	**-8%**
Continuing Operations					9,053	9,788	-8%
Discontinued Operations					125	181	-31%

[(1)] EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

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

Reconciliation of Core and Reported Net Income

(PhP in billions)	1Q2013	1Q2012	Difference
Reported net income	9.2	10.0	(0.8)
Core net income	9.6	9.2	0.4
	(0.4)	**0.8**	**(1.2)**
Accounted for by:			
Forex gains, net	0.2	1.2	(1.0)
Gains on derivatives	0.1	0.0	0.1
PAS 19 Adjusment	(0.8)	-	(0.8)
Others	-	-	-
Adjustment in equity in investment	0.0	(0.1)	0.1
	(0.5)	1.2	(1.6)
Tax Effect	0.1	(0.4)	0.4
	(0.4)	**0.8**	**(1.2)**

Consolidated Service Revenues

(in billion pesos)	1Q2013	1Q2012	% Change 1Q13 vs 1Q12
SMS	11.9	12.0	-1%
Voice - Domestic	13.3	13.4	-1%
Voice - International	5.5	6.0	-8%
Non-SMS data	8.2	7.5	10%
Others	0.9	1.1	-12%
Total	**40.0**	**40.0**	**0%**

Revenues by Segment

(PhP in millions)	1Q2013 Wireless	1Q2013 Fixed Line	1Q2013 Consolidated (unaudited)	1Q2012 Consolidated (unaudited)	% Change
Service Revenues					
Wireless	**28,470**				
Cellular	25,795		25,795	25,884	-
Broadband	2,321		2,321	2,122	9%
Satellite and other services	354		354	396	-11%
Fixed line		**15,190**			
Local exchange		4,037	4,037	4,174	-3%
International long distance		2,881	2,881	2,810	3%
National long distance		1,155	1,155	1,338	-14%
Data and other network		6,195	6,195	6,003	3%
Vitro™ Data center and others		431	431	225	92%
Miscellaneous		491	491	445	10%
Others					
Others			-	-	
Inter-segment transactions			(3,692)	(3,367)	10%
	28,470	**15,190**	**39,968**	**40,030**	**-**
Non-Service Revenues	**588**	**435**	**1,023**	**797**	**28%**
Inter-segment transactions	-	-	(31)	(1)	3000%
	588	**435**	**992**	**796**	**25%**
Total Revenues	**29,058**	**15,625**	**40,960**	**40,826**	**-**

Expenses

(PhP in millions)	1Q2013				1Q2012	% Change
	Wireless	Fixed Line	Others	Consolidated (unaudited)	Consolidated (unaudited)	
Operating expenses						
Compensation and employee benefits	2,161	3,679	-	5,824	4,778	22%
Repairs and maintenance	1,987	1,494	-	3,301	3,189	4%
Selling and promotions	1,514	413	-	1,922	1,659	16%
Professional and other contracted services	902	965	1	1,403	1,441	-3%
Rent	2,518	708	-	1,477	1,433	3%
Taxes and licenses	568	331	-	899	971	-7%
Communication, training and travel	353	198	-	512	503	2%
Insurance and security services	262	141	-	378	370	2%
Interconnection/settlement costs	1,942	2,085	-	2,577	2,903	-11%
Other operating expenses	163	142	-	304	371	-18%
Cash operating expenses	**12,370**	**10,156**	**1**	**18,597**	**17,618**	**6%**
Depreciation and amortization	4,051	3,177	-	7,228	7,350	-2%
Asset impairment	295	307	-	602	621	-3%
Amortization of intangible assets	201	1	-	202	27	648%
Non-cash operating expenses	**4,547**	**3,485**	**-**	**8,032**	**7,998**	**-**
Cost of sales	**2,100**	**311**	**-**	**2,411**	**2,608**	**-8%**
Total Expenses	**19,017**	**13,952**	**1**	**29,040**	**28,224**	**3%**

Other Income (Expenses)

(PHP in millions)	1Q2013 Wireless	1Q2013 Fixed Line	1Q2013 Others	1Q2013 Consolidated (unaudited)	1Q2012 Consolidated (unaudited)	% Change
Gains (losses) on derivative financial instruments, ne	3	20	-	23	(134)	-117%
Interest income	143	145	8	296	354	-16%
Equity share in net earnings (losses) of associates and joint ventures	(33)	(6)	187	148	274	-46%
Foreign exchange gains (losses), net	188	25	-	213	1,240	83%
Others	152	248	437	735	789	-7%
Total	**453**	**432**	**632**	**1,415**	**2,523**	**-44%**
Financing costs, net						
Interest on loans and other related items	(492)	(781)	-	(1,273)	(1,585)	-20%
Accretion on financial liabilities	(255)	(6)	-	(261)	(288)	-9%
Financing charges	(18)	(213)	-	(231)	(37)	524%
Capitalized interest	134	27	-	161	235	-31%
Total	**(631)**	**(973)**	**-**	**(1,604)**	**(1,675)**	**-4%**
Total other income (expenses)	**(178)**	**(541)**	**632**	**(189)**	**848**	**122%**

EBITDA

(PhP in millions)	1Q2013 Wireless	1Q2013 Fixed Line	1Q2013 BPO	1Q2013 Others	1Q2013 Consolidated (unaudited)	1Q2012 Consolidated (unaudited)	% Change
Income before tax	9,863	1,132	303	631	11,731	13,450	-13%
Add (deduct):							
Depreciation and amortization	4,051	3,177	121	-	7,228	7,350	-2%
Financing costs, net	631	973	4	-	1,604	1,675	-4%
Amortization of intangible assets	201	1	41	-	202	27	648%
Equity share in net losses (earnings) of associates and joint ventures	33	6	-	(187)	(148)	(274)	-46%
Losses (gains) on derivative financial instruments, net	(3)	(20)	-	-	(23)	134	117%
Foreign exchange losses (gains), net	(188)	(25)	(2)	-	(213)	(1,240)	-83%
Interest income	(143)	(145)	(3)	(8)	(296)	(354)	-
Other income	(152)	(248)	(132)	(437)	(735)	(789)	-7%
PAS 19 Adjustment	119	672	-	-	791	-	
EBITDA - continuing operations	**14,412**	**5,523**	**332**	**(1)**	**20,141**	**19,979**	**1%**
EBITDA - discontinued operations	**-**	**-**	**-**	**-**	**229**	**397**	**-42%**
Total EBITDA	**14,412**	**5,523**	**332**	**(1)**	**20,370**	**20,376**	**0%**
EBITDA Margin[(1)]	**51%**	**36%**	**13%**	**-**	**50%**	**50%**	

Historical Wireless EBITDA Margin (restated)

(PhP in millions)	2012				2013
	1Q	2Q	3Q	4Q	1Q
Wireless Gross Service Revenues					
Cellular services	25,884	25,824	25,451	26,539	25,795
Cellular Voice	12,471	12,247	12,182	12,778	12,272
Cellular Data	12,720	12,900	12,654	13,155	12,914
Other Cellular Revenues	693	677	615	606	609
Broadband, satellite and others	2,518	2,448	2,540	2,575	2,675
Broadband	2,122	2,044	2,146	2,200	2,321
Satellite and others	396	404	394	375	354
Total	**28,402**	**28,272**	**27,991**	**29,114**	**28,470**
EBITDA	**14,219**	**14,015**	**13,746**	**12,500**	**14,412**
EBITDA Margin[1]	**50%**	**50%**	**49%**	**43%**	**51%**

[1] EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnect expenses)

Historical Fixed line EBITDA Margin (restated)

(PhP in millions)	2012				2013
	1Q	2Q	3Q	4Q	1Q
Fixed Line Gross Service Revenues					
Local exchange	4,174	4,116	4,089	4,092	4,037
International long distance	2,810	2,479	2,661	2,839	2,881
National long distance	1,338	1,293	1,242	1,173	1,155
Data and other network	6,228	6,189	6,139	6,503	6,195
Miscellaneous	445	417	479	365	491
Total	**14,995**	**14,494**	**14,610**	**14,972**	**14,759**
EBITDA	**5,615**	**4,295**	**4,892**	**4,977**	**5,523**
EBITDA Margin[1]	**37%**	**30%**	**33%**	**33%**	**37%**

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

Core Net Income

(PhP in millions)	1Q2013 Wireless	1Q2013 Fixed Line	1Q2013 BPO	1Q2013 Others	1Q2013 Consolidated (unaudited)	1Q2012 Consolidated (unaudited)	% Change
Net Income attributable to equity holder of PLDT	7,483	839	230	626	9,178	9,969	-8%
Add (deduct):							
Foreign exchange losses (gains), net	(188)	(25)	(2)	-	(215)	(1,236)	-83%
Losses (gains) on derivatives financial instruments, net	(3)	(89)	-	-	(92)	7	-1414%
PAS 19 Adjustment	119	672	-	-	791	-	-
Adjustment in equity share in Meralco	14	-	-	(28)	(14)	89	-116%
Tax effect	45	(114)	1	-	(68)	369	118%
Core Net Income	**7,470**	**1,283**	**229**	**598**	**9,580**	**9,198**	**4%**
Continuing operations	7,470	1,283	229	598	9,456	9,041	**5%**
Discontinued operations	-	-	-	-	124	157	**-21%**

Earnings Per Share

	1Q2013 (unaudited)		1Q2012 (unaudited)	
	Basic	Diluted	Basic	Diluted
Net income (loss) attributable to equity holders of PLDT	9,178	9,178	9,969	9,969
Continuing Operations	9,053	9,053	9,788	9,788
Discontinued Operations	125	125	181	181
Dividends on preferred shares	(15)	(15)	(12)	(12)
Net income for the period attributable to common equity holders of PLDT	**9,164**	**9,164**	**9,957**	**9,957**
Outstanding common shares at beginning of period	216,056	216,056	214,436	214,436
Effect of issuance of common shares during the period			1,619	1,619
Weighted average number of common shares, end	**216,056**	**216,056**	**216,056**	**216,055**
EPS (based on reported net income)				
EPS - Continuing Operations	41.84	41.84	45.24	45.24
EPS - Discontinued Operations	0.58	0.58	0.84	0.84
Total EPS (based on reported net income)	**42.42**	**42.42**	**46.08**	**46.08**
Core net income	9,580	9,580	9,198	9,198
Continuing Operations	9,456	9,456	9,041	9,041
Discontinued Operations	124	124	157	157
Dividends on preferred shares	(15)	(15)	(12)	(12)
Net income applicable to common shares	**9,566**	**9,566**	**9,186**	**9,186**
Weighted average number of shares, end	**216,056**	**216,056**	**216,056**	**216,056**
EPS (based on core net income)				
EPS - Continuing Operations	43.70	43.70	41.79	41.79
EPS - Discontinued Operations	0.58	0.58	0.73	0.73
EPS (based on core net income)	**44.28**	**44.28**	**42.52**	**42.52**

Cash Flows

(PhP in millions)	1Q2013 (unaudited)				1Q2012 Consolidated (unaudited)	% Change
	Wireless	Fixed Line	Others	Consolidated		
Net cash from operations	11,542	2,559	(7)	14,302	18,592	-23%
Add(Deduct):						
Capital expenditures	(1,421)	(1,522)	-	(3,066)	(2,751)	11%
Other investing activities	21	(347)	-	(322)	266	-221%
Interest, net	(193)	(1,009)	21	(1,181)	(1,046)	13%
Preferred share dividends	-	(15)	-	(15)	(25)	-40%
Others	(457)	(2,150)	-	(2,572)	(2,876)	-11%
Free cash flow	9,492	(2,484)	14	7,146	12,160	-41%
Common share dividends	4,093	(8)	(4,093)	(8)	(8)	-
Investments	(150)	(4)	-	(157)	(3,427)	-95%
Redemption of Investments	150	-	-	150	-	-
Redemption of Shares	-	-	(2)	(2)	-	-
Trust fund for redemption of shares	-	-	-	-	(5,708)	-100%
Redemption of Liabilities	-	-	-	-	(141)	-100%
Debt repayments, net	(75)	(3,945)	-	(4,160)	(2,092)	99%
Change in cash	**13,510**	**(6,441)**	**(4,081)**	**2,969**	**783**	**279%**
Cash and short term investments, beginnin	**16,514**	**16,966**	**4,255**	**38,870**	**46,616**	**-17%**
Cash and short term investments, end	**30,024**	**10,525**	**174**	**41,839**	**47,399**	**-12%**

Balance Sheet

(PhP in millions)	March 31, 2013 (Unaudited)	December 31, 2012 (Audited)
Total Assets	**407,046**	**405,815**
Nominal Value of Total Debt	**112,915**	**117,115**
in US$	***$2,760***	***$2,851***
Less: Unamortized Debt Discount	**1,132**	**1,323**
Total Debt	**111,783**	**115,792**
Cash and short-term investments	**40,722**	**37,735**
Net Debt [1]	**72,193**	**79,380**
Equity	**130,403**	**145,734**
Total Debt[2]/Equity	**0.87x**	**0.80x**
Net Debt[1]/Equity	**0.55x**	**0.54x**
Total Debt[2]/EBITDA[3]	**1.47x**	**1.46x**
Net Debt [1]/EBITDA [3]	**0.94x**	**0.99x**

(1) Nominal value of total debt

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

(3) EBITDA for the last twelve months

Debt Profile

(US$ in millions)	2006	2007	2008	2009	2010	2011[1]	2012[1]	1Q2013[1]
Debt Balance	1,756	1,585	1,625	2,210	2,113	2,719	2,851	2,760
Cash and short-term investments	514	745	847	908	852	1,061	919	995
Net Debt	1,242	840	778	1,302	1,261	1,658	1,932	1,765

(1) **Including Digitel**

Debt Maturities
as of March 31, 2013
(US$ in millions)

	Total
2013	238
2014	504
2015	288
2016	436
2017	533
2018	42
2019 onwards	718
	2,760

Interest-bearing Liabilities

(US$ in millions)	March 31, 2013 (Unaudited) Carrying Value	March 31, 2013 (Unaudited) Unamortized Debt Discount/Debt Issuance	March 31, 2013 (Unaudited) Face Value	December 31, 2012 (Audited) Face Value	Change
Debt					
PLDT	**$1,347**	**$2**	**$1,349**	**$1,440**	**($92)**
Smart	**$969**	**$26**	**$995**	**$957**	**$37**
2014 Debt	$259	$22	$280	$280	**$ -**
Others	$711	$4	$715	$677	$38
DIGITEL	**$416**	**$ -**	**$416**	**$454**	**($38)**
Others	**$ -**	**$ -**	**$ -**	**$ -**	**$0**
Total Debt	**$2,732**	**$28**	**$2,760**	**$2,851**	**($92)**
Obligations under finance lease	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**

Foreign Exchange Risk

Forex Impact on Core Income

	PLDT Group	Digitel	TOTAL
Forex sensitivity for every P1 change (in US$ Millions)			
US$ Revenues *	217.2	17.7	234.9
US$ Expenses	(101.3)	(16.5)	(117.8)
Cash opex *	(78.5)	(14.2)	(92.7)
Cost of sales	(1.1)	-	(1.1)
Financing costs	(21.7)	(2.3)	(24.0)
US$ Income before tax	115.9	1.2	117.1
Tax effect	34.8	0.4	35.1
Core Earnings	81.1	0.8	82.0
EBITDA	137.6	3.5	141.1
** Gross of interconnection costs amounting to:*	58.8	4.6	63.3
Local exchange revenues (in million Php)	2,204.9		

Forex Impact of B/S Revaluation

	PLDT Group	Digitel	TOTAL
Forex sensitivity for every P1 change on B/S Revaluation (in US$ Millions)			
Debt (net of LT hedges) *	740.4	306.8	1,047.2
Accounts Payable	130.4	63.5	193.9
Accrued Liabilities	110.8	5.8	116.6
Derivative Liabilities	63.3	4.1	67.4
Total US$-Denominated Liabilities	1,044.9	380.2	1,425.1
Cash and Cash Equivalents	60.0	10.0	70.0
Short-term Investments	13.5	-	13.5
Trade and other Receivables	187.1	8.0	195.1
Derivative Assets	-	-	-
Investment in Debt Securities & Advances	5.8	-	5.8
Total US$-Denominated Assets	266.4	18.0	284.4
Net Foreign Currency Liability Position	778.5	362.2	1,140.7
Forex Revaluation for every P1 change	±778.5	±362.2	±1,140.7
* Debt	942.1		1,248.9
Less: LT hedges (PO Swap)	201.7		201.7
Debt (net of LT hedges)	740.4		1,047.2

Forex Impact on Derivatives

P1 movement in the USD/PHP exchange rate corresponds to a P169M change in derivatives

	Ave.	Period End
Forex rate, 1Q2013	**40.70**	**40.92**
Forex rate, 1Q2012	**43.03**	**42.93**
% of Peso Appreciation vs US$	***-5%***	***-5%***

DIGITEL

In million pesos	FOR THE THREE MONTHS ENDED MARCH 31, 2013				
	Wireless	Fixed Line	Conso	Elim with PLDTGR	Impact at PLDT
REVENUES	**5,092**	**658**	**5,750**	**(61)**	**5,689**
Service	4,984	658	5,642	(61)	5,581
Non-Service	108	-	108	-	108
EXPENSES	**4,416**	**648**	**5,064**	**(106)**	**4,958**
Cash Operating Expenses	2,143	425	2,568	(56)	2,512
Interconnection Costs	284	83	367	(50)	317
Cost of Sales	745	1	746	-	746
Non-Cash Operating Expenses	1,244	139	1,383	-	1,383
OPERATING INCOME	**676**	**10**	**686**	**45**	**731**
OTHER EXPENSES	**(42)**	**12**	**(30)**	**-**	**(30)**
Financing Costs	(176)	(30)	(206)	-	(206)
Interest Income	15	4	19	-	19
Foreign Exchange Gains (Losses) - net	88	(8)	80	-	80
Gains (Losses) on Derivative Financial Instruments - net	3	-	3	-	3
Equity Share in Net Earnings (Losses) of Associates	-	-	-	-	-
Others	28	46	74	-	74
INCOME BEFORE INCOME TAX	**634**	**22**	**656**	**45**	**701**
PROVISION FOR INCOME TAX	**-**	**(11)**	**(11)**	**-**	**(11)**
NET INCOME FOR THE PERIOD	**634**	**33**	**667**	**45**	**712**
NON-CONTROLLING INTEREST	**-**	**-**	**-**	**4**	**4**
NET INCOME ATTRIBUTABLE TO PLDT HOLDERS	**634**	**33**	**667**	**41**	**708**
Foreign exchange losses (gains)	(88)	8	(80)	-	(80)
Loss (gain) on derivative transactions	(3)	-	(3)	-	(3)
PAS 19 Adjustments - MRP	-	178	178	-	178
Tax effect	27	(2)	25	-	25
CORE INCOME (LOSS)	**570**	**217**	**787**	**41**	**828**
EBITDA	**1,871**	**316**	**2,187**	**45**	**2,232**
EBITDA Margin	**38%**	**48%**	**39%**		**40%**

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.

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