

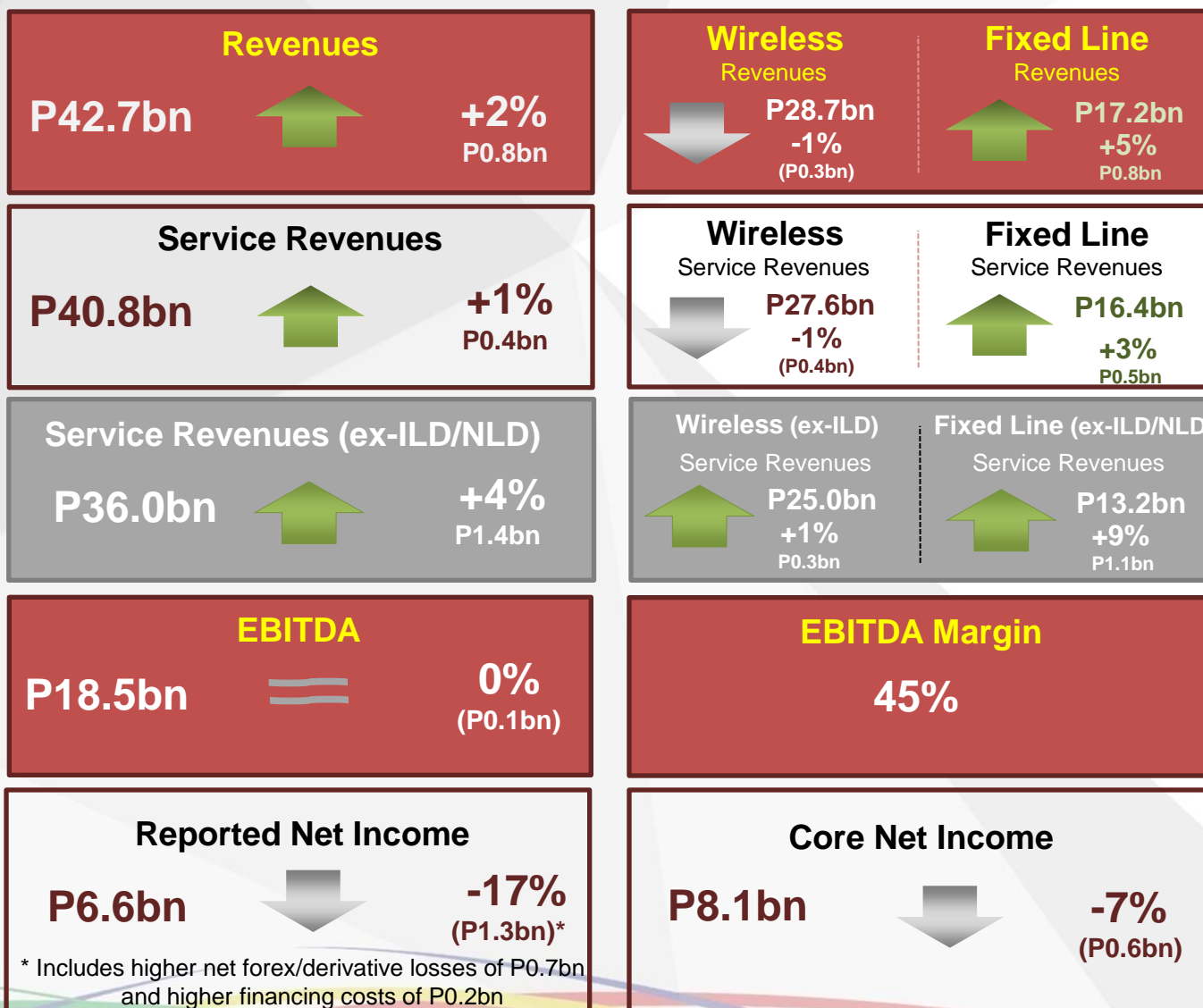


Enriching Connections

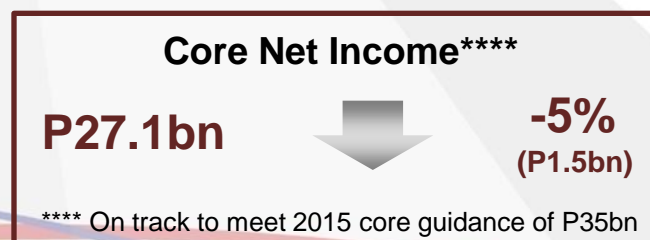
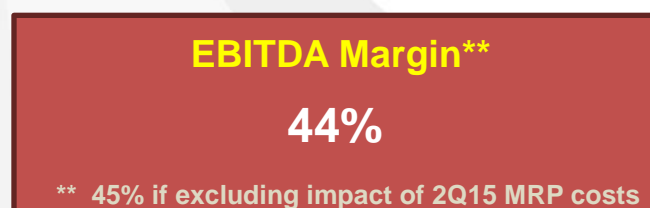
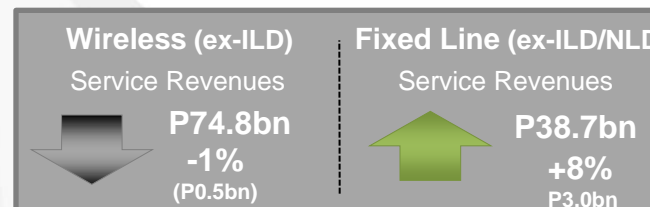
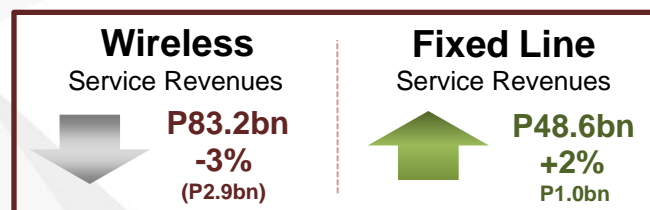
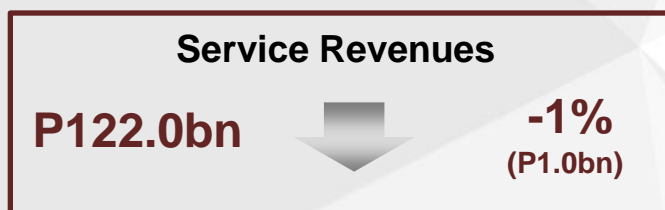
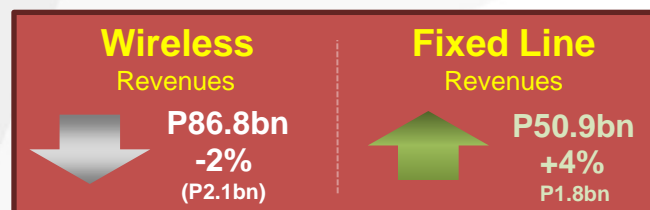
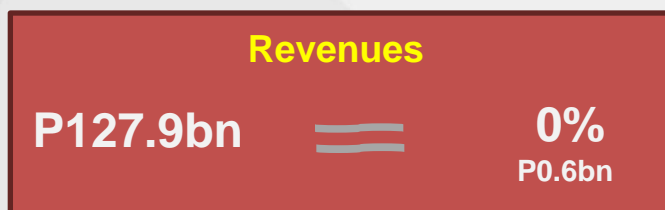
Philippine Long Distance Telephone Company (PLDT)
Nine Months 2015
Financial and Operating Results

3 November 2015

PLDT Group: 3Q15 vs 3Q14 Financial Highlights



PLDT Group: 9M15 vs 9M14 Financial Highlights



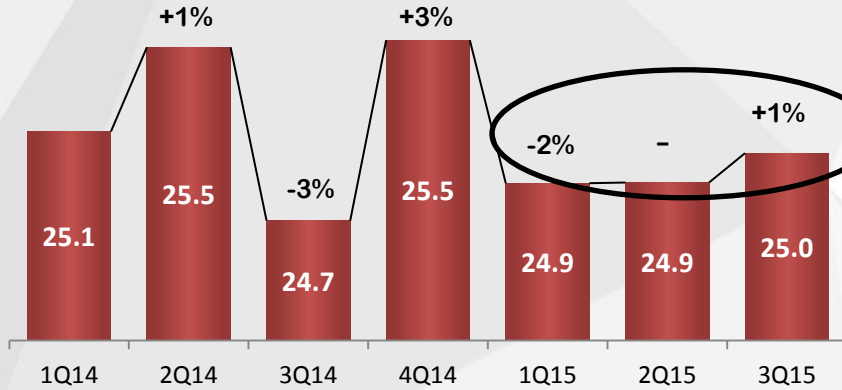
PLDT Group: Snapshot at 9M15

- **In 1H15, we said that data would be the main growth engine for PLDT and the major focus of the efforts of our Consumer and Enterprise businesses**
- **We outlined our strategy of how we would become the consumer's preferred digital services provider**
 - Offer the consumer a superior value proposition by continuously broadening the array of product and service offers, including leveraging fixed and wireless assets
 - ✓ Value proposition: provide connectivity + entertainment + convenience + peace-of-mind
 - Deliver consistent quality customer experience
- **We indicated that impact of initiatives would fully manifest in 2016 at the earliest**
 - Positive trends are emerging
 - ✓ Despite 3Q being a seasonally low quarter, PLDT's 3Q15 revenues are generally better year-on-year and quarter-on-quarter

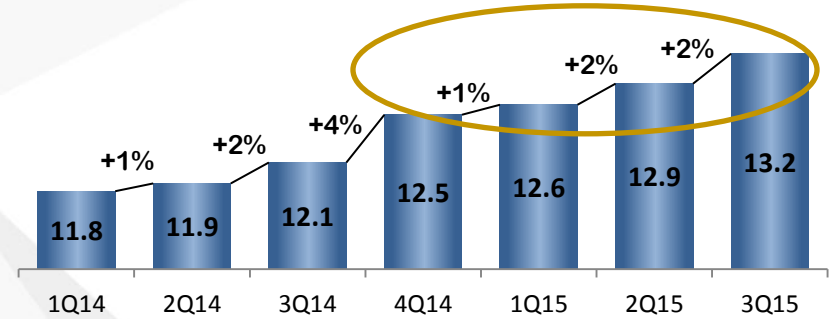
Positive Trends: Service Revenues (ex-ILD/NLD)

Quarter-on-Quarter

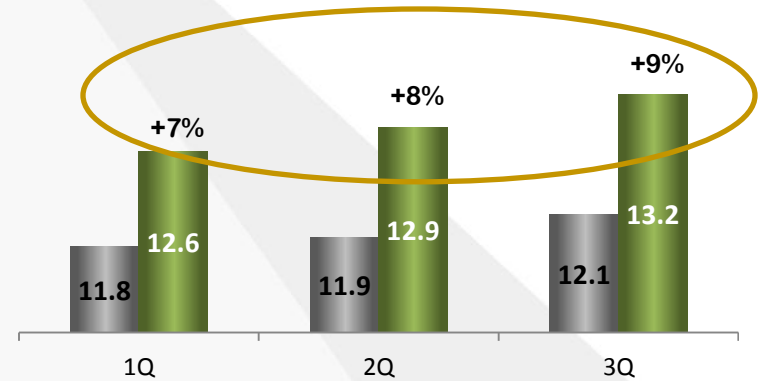
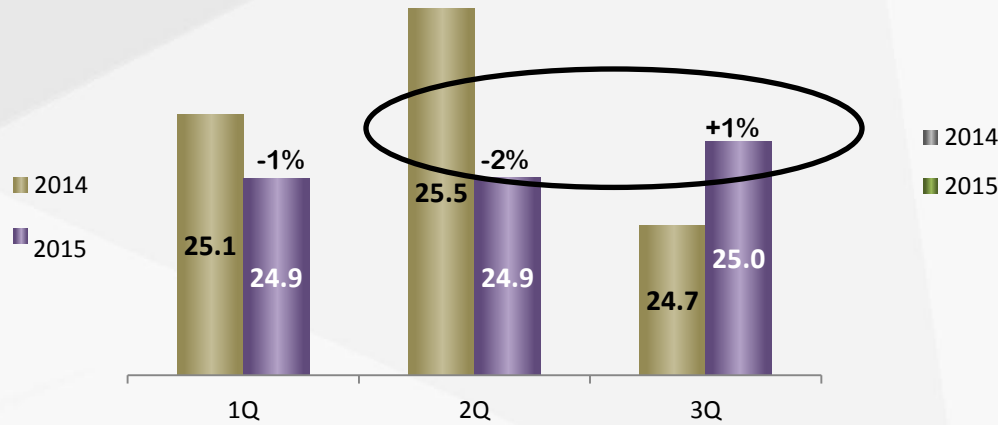
Wireless



Fixed Line*



Year-on-Year

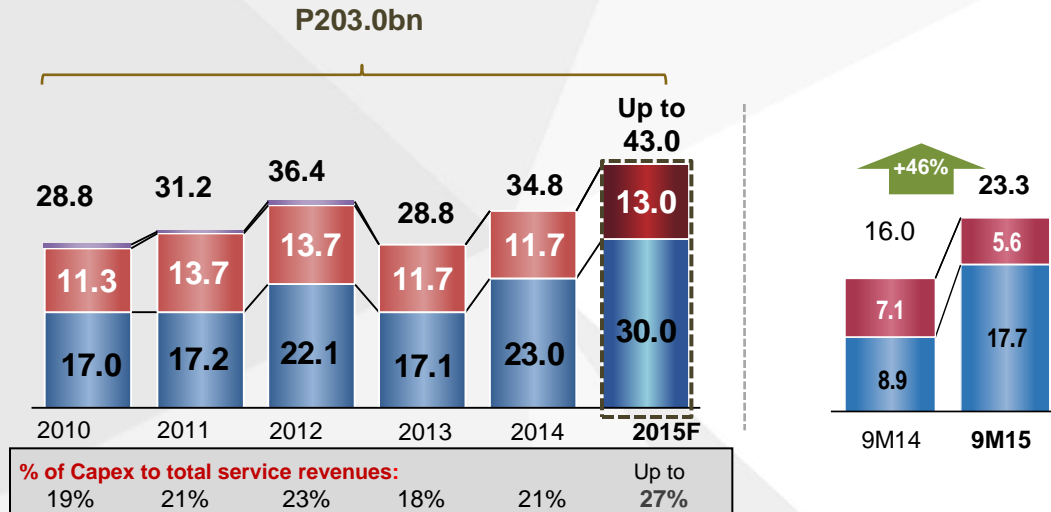


* Net of interconnect

PLDT Group: On track in executing on the strategy

➤ Build out of network capacity, coverage, resiliency on-going

PhP in billions



- **Investments focused on improving network quality and customer experience, provisioning of transport ahead of demand, network consolidation and continuous expansion of network coverage:**
 - ✓ Greater 3G capacity and coverage
 - ✓ Continual network optimization
 - ✓ Augmenting network resiliency and redundancy to improve operational stability and reliability with additional 732 kms of fiber optic cable (FOC)
 - ✓ Expansion in international connectivity and caching to improve internet speed and customer experience
 - ✓ Continuous rollout of fiber-to-the-home (FTTH) with over 300k FTTH line capacity available in about 2500 locations and 850k homes nationwide
 - ✓ Migration to new Data Centers at Tier 3 to improve service availability to 99.99%
 - ✓ Integration of Smart and Sun networks for operational efficiency
 - ✓ Build out of 4G coverage and capacity
 - ✓ Enhancement of indoor penetration and outdoor coverage

- **From 2010-15, PLDT Group capex to reach P203bn or approx. US\$4.6bn**

PLDT Group: On track in executing on the strategy

➤ Continuous expansion of our fixed and wireless offers to the consumer



Introducing the most advanced PLDT HOME Telpad for your connected home.

Connect to your home devices and control them with the all-new Telpad.



PLDT HOME introduces the TVolution Stick by Intel.

Your TV is not just a TV anymore.

EXCLUSIVE ONLINE GET IT FOR FREE!




PLDT HOME

Fibr • Telpad • DSL • Bro

The strongest connections are at home.



Live the SMART Life

The leader in mobile makes life better with meaningful Innovations



Consumer Group



FREE Instagram from Smart.

Up to 200MB with our top prepaid and postpaid offers.

Sharing how you feel is easier with the Smart Life



SUN

CHOOSE BETTER



TNT



Live the Smart Life with **BIGbytes 50**



3 DAYS of Surfing 350 MB + movies, music & more! 600 MB

Dial *121# to register!

iflix SMART PREPAID FOX




PLDT HOME Fibr

PLDT HOME FIBR, Home's most powerful broadband, introduces The FIBR Giga Plan!

1 Gbps



- **PLDT Home strengthens leadership in Connected Home with digital services.**
- **SMART posts all-time high in broadband and mobile internet growth.**
- **PLDT-SMART leads digital innovation with strategic partnerships to deliver entertainment, peace of mind, and urban comfort.**

CONNECTED HOME

Live the SMART Life

➤ Enterprise Group accelerating market leadership by digitally-enabling businesses

Intensified Expansion & Global Accreditation of Digital Infra



2Q 2016



2Q 2016

Largest Data Center Operations

End-2015: 3,200 racks, 6 Data Centers
End-2016: 8,000 racks, 8 Data Centers

Further Expanding the Mobility Solutions Portfolio



SMART TRACKER



SMART E-FORM



SMART FLEET



SMART E-TICKETING

Sustaining Traction for Data-Driven Solutions via Industry Immersion

ePLDT
Big Data



Accelerating Enterprise digital commerce via innovative platforms



Launch of Tack This!, Safezone and, Digital Campus Suite in the Enterprise market

Landmark Agreement to Boost Philippine Internet



PLDT – DOST Philippine Open Internet Exchange MOA Signing

Fostering ICT Thought Leadership & Elevating Expertise



Value-creating partnerships to expand ICT capabilities & to foster ICT thought leadership

- Future sources of additional revenues, and platforms to enhance PLDT's value proposition continue to be pursued via innovations at Voyager...

PROVEN WINNERS	 		
RISING STARS	 		
FOR LAUNCH			

... and investments in adjacent spaces by PLDT Capital

- **Phunwhare** (mobile delivery platform that creates, markets and mobilizes mobile applications across multiple screens)
- **Appcard** (engaged in the development, marketing, selling and servicing digital loyalty program platforms)

➤ Realities

- Drag from toll businesses: ILD/NLD (P3.4bn in 9M15; P4-5bn annualized)
 - ✓ Partly exacerbated by our efforts to grow our data businesses
 - ✓ Impact likely to moderate once data contributes at least 40% to total revenues
- Competition
 - ✓ PLDT Group to continue to focus on engaging the customer by providing him a superior Value Proposition of: connectivity + entertainment-on-the-go + convenience + peace-of-mind
 - ✓ Enterprise Group accelerating market leadership by digitally-enabling businesses
- Free cash flow under pressure from elevated capex levels and plans to invest in new/adjacent businesses
- Timing of capex vs data monetization and investments vs returns

➤ Efforts focused on executing the strategy and sustaining the momentum from “early wins”

Core Net Income

P35.0bn

(P2.4bn or 6.4% lower than 2014)

CAPEX

Up to P43bn

(approx. up to 27% of service revenues)

**Capital
Management**

Dividend Pay-out Policy:

75% of Core EPS + “look-back” approach

Details

PLDT Group: Service Revenues and EBITDA

Consolidated Service Revenues

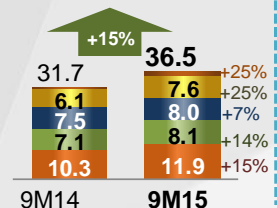
P122.0bn

-1%
(P1.0bn)

Excluding ILN/DLD revenues, up by 2% or P2.4bn at P107.0bn

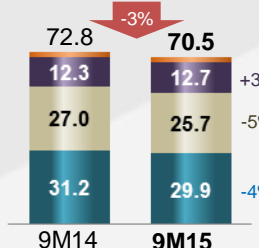
Growing

- Voyager
- Mobile Internet
- Wireless Broadband
- Corp Data and Data Center
- Fixed Broadband



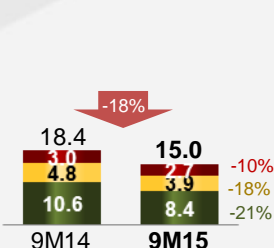
Mature

- Others
- Fixed Line Voice - Domestic
- Cellular Voice - Domestic
- SMS and VAS



Declining

- NLD
- Fixed-International
- Cellular-International



% to total service revenues:

Category	9M14	9M15
Growing	26%	30%
Mature	59%	58%
Declining	15%	12%

- Excluding ILN and NLD revenues, consolidated service revenues for 9M15 of P107.0bn were higher by P2.4bn or 2% year-on-year compared with P104.5bn in 9M14
 - P4.8bn rise in consolidated data/broadband revenues fully absorbed the P2.5bn reduction in cellular domestic voice and SMS and VAS revenues
- Innovations unit, Voyager, generated P0.9bn of revenues in 9M15, a 25% year-on-year rise, mainly from fintech/Smart Money
- 3Q15 service revenues of P40.8bn were higher by 1% compared with P40.4bn in 3Q14 and P40.6bn in 2Q15
 - Excluding ILN and NLD revenues, 3Q15 service revenues rose by P1.4bn or 4% compared with 3Q14

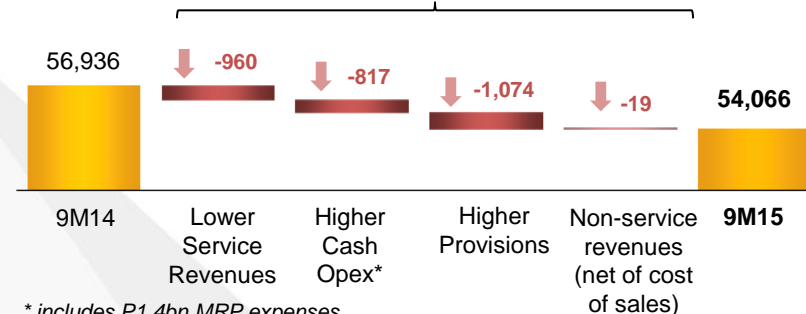
EBITDA and EBITDA Margin

P54.1bn

-5%
(P2.9bn)

EBITDA Margin: 44%

P2.9bn decline in EBITDA was due to changes in:



- Consolidated EBITDA for 9M15 dipped by 5% or P2.9bn year-on-year to P54.1bn due to the combined effect of:
 - Decline in service revenues by P1.0bn
 - Increase in cash operating expenses by P0.8bn, including P1.4bn in MRP expenses booked in 2Q15
 - Higher provisions by P1.1bn
- Consolidated EBITDA margin at 44% vis-à-vis 46% in 9M14
- Excluding P1.4bn MRP expenses booked in 2Q15, consolidated EBITDA would have been lower by 3% or P1.5bn from 9M14 at P55.5bn, and EBITDA margin at 45%
- EBITDA of P18.5bn for 3Q15 was stable year-on-year and 14% or P2.3bn higher than P16.2bn in 2Q15
 - Excluding impact of MRP expenses in 2Q15, 3Q15 EBITDA was higher by 5% or P0.9bn quarter-on-quarter

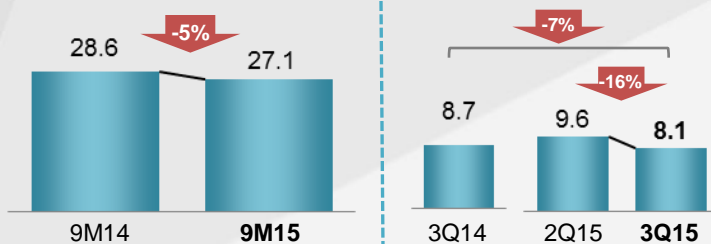
PLDT Group: Core and Reported Net Income

Core Net Income

P27.1bn

-5%
(P1.5bn)

2015 Core Income Guidance: P35.0bn



➤ Core net income for 9M15 of P27.1bn declined by P1.5bn or 5% year-on-year due to:

- Dip in EBITDA by P2.9bn, including the impact of the P1.4bn MRP expenses booked in 2Q15
- Higher financing costs by P0.7bn due to higher debt levels

offset by

- Lower provision for income tax by P1.4bn
- Decrease in depreciation and amortization by P0.8bn

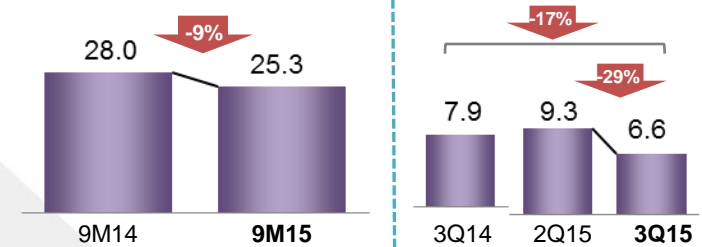
➤ Excluding gain from sale of Meralco shares of P3.2bn and P1.4bn MRP costs booked in 2Q15, 3Q15 was up by P0.3bn or 4% compared with 2Q15

Reported Net Income

P25.3bn

-9%
(P2.6bn)

Includes impact of forex and derivative losses of P1.3bn



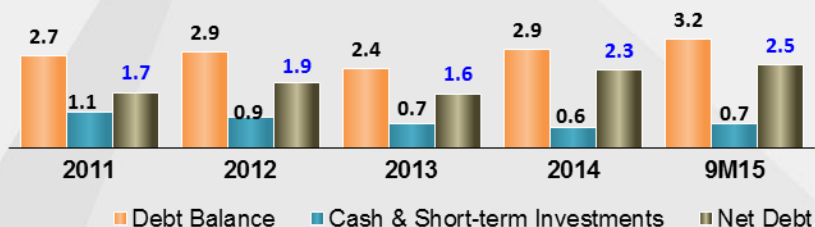
➤ Reported net income of P25.3bn in 9M15 dipped by P2.6bn or 9% year-on-year resulting from:

- Lower core income by P1.5bn
- Higher net foreign and derivatives losses by P1.3bn due to the depreciation of the peso vis-à-vis the US dollar
- ✓ Net forex losses in 3Q15 higher by P0.7bn compared with 3Q14

PLDT Group: Debt Profile

Debt Balance

(US\$ in billions)



Net Debt/EBITDA

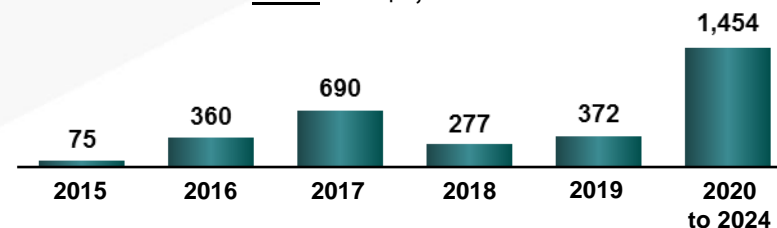
0.9x 1.05x 0.9x 1.35x 1.57x

- Net debt and net debt to EBITDA at end September 2015 were higher from end 2014 at US\$2.5bn and 1.57x, respectively
- As of end September 2015, gross debt stood at US\$3.2bn, higher by US\$0.3bn from YE14
 - 47% of gross debt is US\$ denominated
 - Taking into account our US\$ cash holdings and hedges, only US\$1.0bn or 30% of total debt is unhedged
 - ✓ Natural hedge from dollar-linked revenues: 18% of 9M15 revenues or US\$0.5bn
 - ✓ As dollar-linked revenues are expected to continue to decline, maturing dollar debts are to be refinanced in pesos
 - 57% are fixed-rate loans, while 43% are floating-rate loans; post-interest rate swaps: 86% fixed, 14% floating
 - Average interest cost (pre-tax) of 4.2% for 9M15 (FY14: 4.05%)
- Full-year impact of higher debt levels starting in 2014 to manifest in 2015

Debt Maturities

(US\$ in millions, as of September 30, 2015)

Total: US\$3,228mn



Debt maturities to total debt

2% 11% 21% 9% 12% 45%

- Debt maturities continue to be well spread out
 - US\$228mn bonds maturing in 2017
 - Over 60% of total debt due to mature beyond 2017
- In 2015, PLDT's investment grade rating were affirmed by the three major international ratings agencies

Ratings Agencies	Long-Term Foreign Issuer Rating	Long-term Local Issuer Rating	Outlook
Fitch	BBB	BBB+ *	stable
Moody's	Baa2	Baa2	stable
Standard and Poor's / S&P National	BBB+	axA+	stable

* From 'A-' on 1 October 2015

PLDT Group: Free Cash Flow and Capex

Free Cash Flow

P23.9bn

0%
(P0.1bn)

FCF affected by the following changes:

(Php in billions)



9M14 FCF	Lower Cash from Operations	Lower decrease in Working Capital	Lower Income Taxes paid	Higher Capex	Higher Dividends Received	Others	9M15 FCF
----------	----------------------------	-----------------------------------	-------------------------	--------------	---------------------------	--------	----------

➤ Free cash flow for 9M15 was lower by P0.1bn at P23.9bn due to:

- Higher dividends received by P3.7bn
 - ✓ P5.1bn received in 1Q15 from Beacon in connection with the sale of 5% Meralco stake in June 2014
- Lower net decrease in working capital by P3.0bn
- Reduction in income taxes paid by P2.0bn

offset by:

- Higher capex by P7.3bn
- Lower cash from operations of P3.8bn

➤ FCF of P23.9bn and net debt proceeds of P17.3bn were used for:

- Cash dividend payments of P32.6bn, consisting of:
 - ✓ Final regular and special cash dividends of P18.8bn in April 2015 for 2014
 - ✓ Interim cash dividends of P14.0bn in September 2015 for 2015

Capex

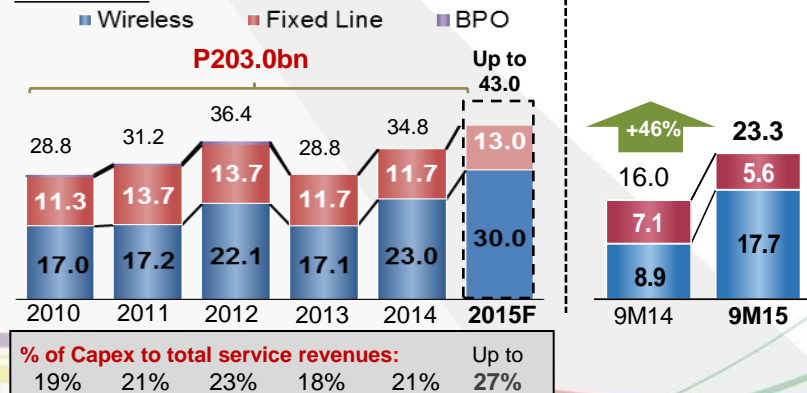
P23.3bn

+46%
P7.3bn

2015 Revised Capex Guidance: Up to P43bn from P39bn

- Investments focused on improving network quality and customer experience, provisioning of transport ahead of demand, network consolidation and continuous expansion of network coverage:
- Greater 3G capacity and coverage
 - Continual network optimization
 - Augmenting network resiliency and redundancy to improve operational stability and reliability with additional 732 kms of FOC
 - Expansion in international connectivity and caching to improve internet speed and customer experience
 - Continuous rollout of FTTH with over 300k FTTH line capacity available in about 2500 locations and 850k homes nationwide
 - Migration to new Data Centers at Tier 3 to improve service availability to 99.99%
 - Integration of Smart and Sun networks for operational efficiency
 - Build out of 4G coverage and capacity
 - Enhancement of indoor penetration and outdoor coverage

PhP in billions



PLDT Group: Data and broadband

Revenues

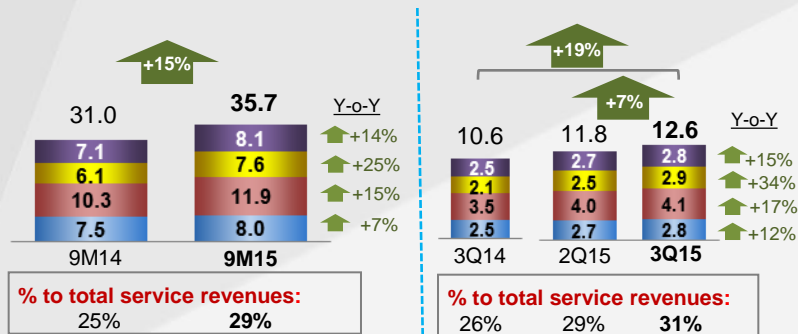
P35.7bn

+15%
P4.6bn

Represents 29% of consolidated service revenues

(Php in billions)

■ Corp. Data ■ Mobile Internet ■ Fixed Broadband ■ Wireless Broadband



Subscribers

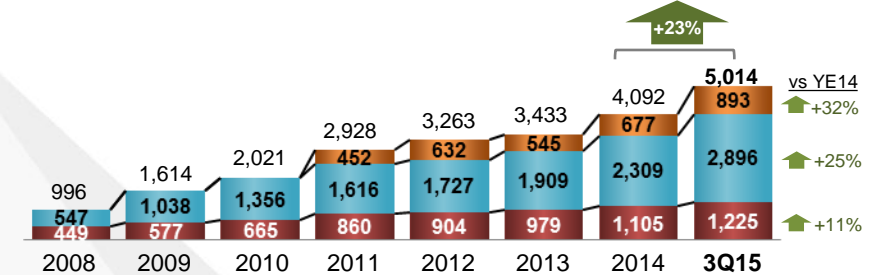
5.0mn

+33%
1.3mn

+23% or over 922,000 from YE14

(in thousands)

■ Fixed Broadband ■ Smart Broadband ■ Sun Broadband



Mobile Internet

- **Mobile internet revenues: 22% of total data/broadband revenues**
 - Year-on-year increase of 25% or P1.5bn to P7.6bn in 9M15
 - Rise in data usage by 139% to 72,525 terabytes
 - ✓ Higher by 50% from FY14 usage of 48,329 terabytes
- **Smartphone penetration:** over 35% of cellular subscriber base, of which almost half pay for data
- **Value proposition: SMART Life**
 - Connectivity + entertainment+ convenience + peace-of-mind
 - Convergence with PLDT HOME and Voyager

Corporate Data and Data Centers

- **Corporate data and data center revenues were up by 14% or P1.0bn to 8.1bn in 9M15, representing 23% of total data/broadband revenues**
 - Corporate data revenues grew by 12% or P0.7bn to P6.8bn
 - Data center revenues increased by 25% or P0.3bn to P1.4bn with the PLDT group having the largest rack capacity in the Philippines

Fixed Broadband

- **Fixed broadband revenues: 33% of total data/broadband revenues**
 - P1.5bn or 15% higher year-on-year at P11.9bn
- **Fixed broadband subscribers grew to over 1.2mn, up by 15% year-on-year, with net adds of almost 120,000 or an 11% increase from YE14**
- **Value proposition: Connected HOME**
 - Connectivity + entertainment + convenience + peace-of-mind
 - Enable via devices: Telpad, Tvolution
 - Encourage usage: iflix (SVOD), Fox (live and catch-up TV), Cignal over Fibr, Disney/Kids Channel

Wireless Broadband

- **Wireless broadband revenues: 22% of total data/broadband revenues**
 - Rose by 7% or P0.5bn to P8.0bn in 9M15
 - Ultra (TD-LTE) fixed wireless services to complement fixed broadband reach
- **Wireless broadband subscriber base grew by 41% or 1.1mn year-on-year to about 3.8mn, with net adds of 0.8mn from YE14**

PLDT Group: Fixed line segment

Service Revenues

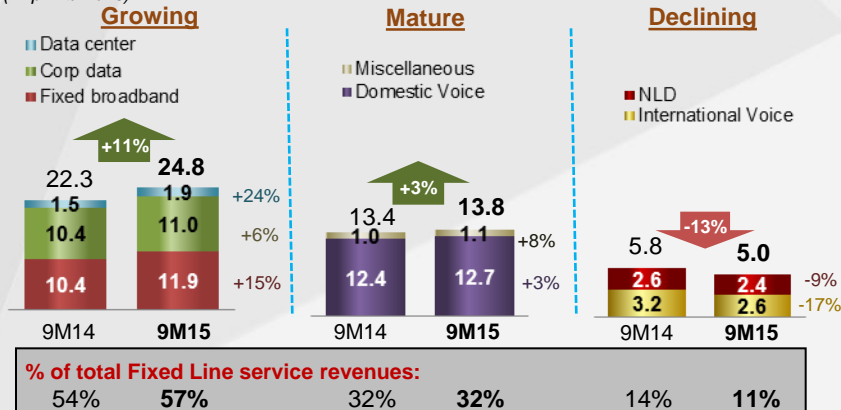
P43.7bn*

5%
P2.2bn

* net of interconnection costs

Excluding ILD/NLD revenues, up by P3.0bn or 8% at P38.7bn

(Php in billions)



➤ **Data/broadband revenues rose by P2.5bn or 11% to P24.8bn and account for 57% of total fixed line service revenues**

- Fixed broadband revenues, or 48% of total fixed line data revenues, grew by 15% or P1.5bn to P11.9bn, mainly due to a 15% growth in subscribers
 - ✓ 9M15 ARPU of P1,137 rose from P1,118 in 9M14
 - ✓ 3Q15 ARPU of P1,138 higher than P1,137 in 2Q15 and P1,108 in 3Q14
- Corporate data and other network services, contributing 44% of total fixed line data revenues, were up by 6% or P0.6bn to P11.0bn
- Data center revenues, or 8% of total fixed line data revenues, rose by 24% or P0.4bn to P1.9bn buoyed by demand for disaster recover, cloud, and co-location services

➤ **Domestic voice revenues, or 29% of total Fixed Line service revenues, were higher by P0.4bn or 3% at P12.7bn due to a 5% increase in subscribers**

Subscribers

2.3mn

+5%
0.1mn

+4% or net adds of over 78,000 from YE14

➤ **Over 1.2mn or 54% of fixed line subscribers have broadband subscriptions**



➤ **Legacy revenues, contributing 11% to total fixed line service revenues, were lower by P0.8bn or 13% at P5.0bn and remained under pressure from the availability of alternative over-the-top (OTT) options such as VOIP**

➤ **Non-service revenues from the sale of Telpad, TVolution, FamCam, and Signal on Fibr, rose by 48% or P0.8bn to P2.4bn, higher than cost of sales of P1.8bn**

- “Bill-above” options that enable and encourage greater use of broadband access

➤ **EBITDA for 9M15 dipped by P0.2bn or 1% to P17.9bn mainly due to P1.4bn in MRP costs booked in 2Q15 partly offset by service revenues higher by P1.8bn; EBITDA margin at 37%**

- Excluding the impact of the MRP expense, EBITDA would have been higher by P1.2bn or 7% at P19.3bn with EBITDA margin at 40%

➤ **EBITDA for 3Q15 was 13% or P0.8bn higher year-on-year and P2.0bn or 42% higher quarter-on-quarter**

- Excluding the MRP expense booked in 2Q15, EBITDA would have grown P0.6bn or 10% vis-à-vis 2Q15

PLDT Group: Wireless segment

Service Revenues

P83.2bn

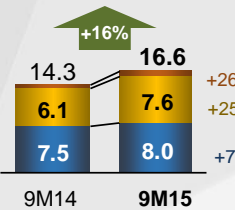
-3%
(P2.9bn)

Excluding ILD revenues, lower by 1% or P0.5bn at P74.8bn

(Php in billions)

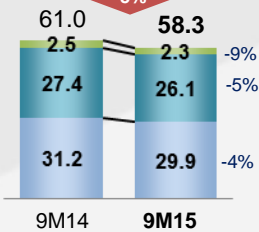
Growing

- Voyager
- Mobile Internet
- Wireless Broadband



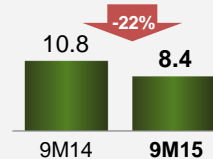
Mature

- Others
- Cellular Voice - Domestic
- SMS and VAS



Declining

Cellular Voice - International



% to total wireless service revenues:	
9M14	17%
9M15	20%
9M14	71%
9M15	70%
9M14	12%
9M15	10%

- Revenues from data/broadband and Voyager businesses at 9M15 rose by 16% or P2.2bn to P16.6bn
 - Mobile internet revenues grew by 25% or P1.5bn to P7.6bn, underpinned by a 139% growth in mobile data usage
 - ✓ 3Q15 mobile internet revenues were 34% higher year-on-year and 13% quarter-on-quarter
 - Wireless broadband revenues were up by 7% or P0.5bn to P8.0bn, following a 41% increase in subscribers
- Growth of mobile internet usage and availability of over-the-top (OTT) alternatives continue to put pressure on traditional (SMS and domestic voice) and legacy (ILD) revenues
 - Bundled SMS+voice+data offers to mitigate impact of OTT options
 - Combined revenues from SMS and VAS, domestic voice, and mobile internet of P21.1bn in 3Q15 were stable quarter-on-quarter and year-on-year

Subscribers

70.8mn

-1%
(933K)

Lower by 3% vs YE14

Cellular Revenues and Subscribers

	Revenues	% Y-o-Y	Subscribers	% Y-o-Y
Postpaid	P17.6bn	+11%	2.9mn	+10%
Prepaid	P54.5bn	-9%	64.1mn	-3%

Wireless Broadband Revenues and Subscribers

Wireless broadband	P8.0bn	+7%	3.8mn	+41%
--------------------	--------	-----	-------	------

- Postpaid revenues rose by P1.7bn or 11% to P17.6bn, accounting for 24% of total cellular service revenues from 21% in 9M14
 - Postpaid subscriber base grew by 10% or over 263,000 to 2.9mn
 - Subsidies in 9M15 higher year-on-year by P0.5mn
- Prepaid revenues declined by P5.1bn or 9% to P54.5bn
 - Year-on-year decrease in 3Q15 of P1.3bn or 7% is lower than the year-on-year declines of P2.2bn or 11% in 2Q15 and P1.6bn or 8% in 1Q15
- EBITDA of P35.2bn for 9M15 was lower year-on-year by P2.7bn or 7% due to the P2.9bn dip in service revenues and P0.5bn increase in subsidies, partly offset by the P0.9bn decrease in cash operating expenses
 - EBITDA margin of 42% lower than 44% in 9M14

PLDT Group: Appendix

Subscriber Data: Cellular

Cellular Subscribers by category:

	Sept-15	Jun-15	Mar-15	Dec-14	Sept-14	Jun-14	9M15 vs 9M14		9M15 vs FY14		Net Adds						
							Net Adds	%	Net Adds	%	1Q15	%	2Q15	%	3Q15	%	
CELLULAR																	
Prepaid	64,082,775	65,843,593	66,721,243	67,091,612	66,374,421	66,339,954	(2,291,646)	-3%	(3,008,837)	-4%	(370,369)	-1%	(877,650)	-1%	(1,760,818)	-3%	
Smart Prepaid	23,390,886	24,188,189	24,819,813	24,877,144	24,735,917	24,610,726	(1,345,031)	-5%	(1,486,258)	-6%	(57,331)	-	(631,624)	-3%	(797,303)	-3%	
Sun Prepaid	12,983,058	13,753,240	13,846,206	14,065,108	13,853,723	13,673,112	(870,665)	-6%	(1,082,050)	-8%	(218,902)	-2%	(92,966)	-1%	(770,182)	-6%	
Talk 'N Text	27,708,831	27,902,164	28,055,224	28,149,360	27,784,781	28,056,116	(75,950)	-	(440,529)	-2%	(94,136)	-	(153,060)	-1%	(193,333)	-1%	
Postpaid	2,920,068	3,018,671	2,900,904	2,765,448	2,656,323	2,557,152	263,745	10%	154,620	6%	135,456	5%	117,767	4%	(98,603)	-	
Smart Postpaid	1,183,996	1,139,536	1,088,806	1,040,221	1,006,124	969,612	177,872	18%	143,775	14%	48,585	5%	50,730	5%	44,460	4%	
Sun Postpaid	1,736,072	1,879,135	1,812,098	1,725,227	1,650,199	1,587,540	85,873	5%	10,845	1%	86,871	5%	67,037	4%	(143,063)	-8%	
Total Cellular Subscribers	67,002,843	68,862,264	69,622,147	69,857,060	69,030,744	68,897,106	(2,027,901)	-3%	(2,854,217)	-4%	(234,913)	-	(759,883)	-1%	(1,859,421)	-3%	

Cellular Subscribers by brand:

	Sept-15	Jun-15	Mar-15	Dec-14	Sept-14	Jun-14	9M15 vs 9M14		9M15 vs FY14		Net Adds						
							Net Adds	%	Net Adds	%	1Q15	%	2Q15	%	3Q15	%	
CELLULAR																	
Smart	24,574,882	25,327,725	25,908,619	25,917,365	25,742,041	25,580,338	(1,167,159)	-5%	(1,342,483)	-5%	(8,746)	-	(580,894)	-2%	(752,843)	-3%	
Smart Prepaid	23,390,886	24,188,189	24,819,813	24,877,144	24,735,917	24,610,726	(1,345,031)	-5%	(1,486,258)	-6%	(57,331)	-	(631,624)	-3%	(797,303)	-3%	
Smart Postpaid	1,183,996	1,139,536	1,088,806	1,040,221	1,006,124	969,612	177,872	18%	143,775	14%	48,585	5%	50,730	5%	44,460	4%	
Talk 'N Text	27,708,831	27,902,164	28,055,224	28,149,360	27,784,781	28,056,116	(75,950)	-	(440,529)	-2%	(94,136)	-	(153,060)	-1%	(193,333)	-1%	
Sun Cellular	14,719,130	15,632,375	15,658,304	15,790,335	15,503,922	15,260,652	(784,792)	-5%	(1,071,205)	-7%	(132,031)	-1%	(25,929)	-	(913,245)	-6%	
Sun Prepaid	12,983,058	13,753,240	13,846,206	14,065,108	13,853,723	13,673,112	(870,665)	-6%	(1,082,050)	-8%	(218,902)	-2%	(92,966)	-1%	(770,182)	-6%	
Sun Postpaid	1,736,072	1,879,135	1,812,098	1,725,227	1,650,199	1,587,540	85,873	5%	10,845	1%	86,871	5%	67,037	4%	(143,063)	-8%	
Total Cellular Subscribers	67,002,843	68,862,264	69,622,147	69,857,060	69,030,744	68,897,106	(2,027,901)	-3%	(2,854,217)	-4%	(234,913)	-	(759,883)	-1%	(1,859,421)	-3%	

Subscriber Data: Broadband

	Sept-15	Jun-15	Mar-15	Dec-14	Sept-14	Jun-14	9M15 vs 9M14		9M15 vs FY14		Net Adds					
							Net Adds	%	Net Adds	%	1Q15	%	2Q15	%	3Q15	%
BROADBAND																
Wireless Broadband	3,789,654	3,676,164	3,391,440	2,986,146	2,694,840	2,598,920	1,094,814	41%	803,508	27%	405,294	14%	284,724	8%	113,490	3%
Smart Broadband	2,896,187	2,829,074	2,613,672	2,309,366	2,103,587	2,052,107	792,600	38%	586,821	25%	304,306	13%	215,402	8%	67,113	2%
Prepaid	2,380,817	2,321,847	2,110,120	1,795,039	1,560,743	1,496,560	820,074	53%	585,778	33%	315,081	18%	211,727	10%	58,970	3%
Postpaid	515,370	507,227	503,552	514,327	542,844	555,547	(27,474)	-5%	1,043	-	(10,775)	-2%	3,675	1%	8,143	2%
Sun Broadband	893,467	847,090	777,768	676,780	591,253	546,813	302,214	51%	216,687	32%	100,988	15%	69,322	9%	46,377	5%
Prepaid	561,045	489,168	424,648	347,527	292,076	274,538	268,969	92%	213,518	61%	77,121	22%	64,520	15%	71,877	15%
Postpaid	332,422	357,922	353,120	329,253	299,177	272,275	33,245	11%	3,169	1%	23,867	7%	4,802	1%	(25,500)	-7%
Fixed Line Broadband	1,224,735	1,185,319	1,138,598	1,105,368	1,069,013	1,037,874	155,722	15%	119,367	11%	33,230	3%	46,721	4%	39,416	3%
Total Broadband Subscribers	5,014,389	4,861,483	4,530,038	4,091,514	3,763,853	3,636,794	1,250,536	33%	922,875	23%	438,524	11%	331,445	7%	152,906	3%

9M2015: Consolidated Financial Highlights



	9M2015				9M2014	% Change
	Wireless	Fixed Line	Others	Consolidated (unaudited)	Consolidated (unaudited)	
<i>(Php in millions)</i>						
Service Revenues	83,234	48,571	-	122,001	122,961	(1%)
Cash operating expenses	39,918	30,260	52	59,434	58,617	1%
Depreciation and amortization	11,524	9,663	-	21,187	21,897	(3%)
Financing costs, net	(1,308)	(3,279)	(132)	(4,550)	(3,855)	18%
Income before income tax	21,075	6,331	5,287	32,693	36,703	(11%)
Provision for income tax	5,253	1,965	120	7,338	8,766	(16%)
EBITDA	35,196	17,928	(52)	54,066	56,936	(5%)
EBITDA Margin ⁽¹⁾	42%	37%	-	44%	46%	
Net Income attributable to Equity Holders of PLDT	15,822	4,350	5,167	25,339	27,957	(9%)
Core net income	16,835	4,582	5,660	27,077	28,561	(5%)

⁽¹⁾ EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

Reconciliation of Core and Reported Net Income



<i>(Php in millions)</i>	9M2015				9M2014	% Change
	Wireless	Fixed Line	Others	Consolidated (unaudited)	Consolidated (unaudited)	
Net Income attributable to equity holder of PLDT	15,822	4,350	5,167	25,339	27,957	(9%)
Add (deduct):						
Foreign exchange losses (gains), net	1,292	772	459	2,523	741	240%
Losses (gains) on derivative financial instruments, net	(14)	(673)	-	(687)	(244)	182%
Others	-	142	(55)	87	252	(65%)
Tax effect	(265)	(9)	89	(185)	(145)	28%
Core Net Income	16,835	4,582	5,660	27,077	28,561	(5%)

Consolidated Service Revenues

	2015				2014						% Change	
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M15 vs 9M14	3Q15 vs 3Q14
<i>(Php in billions)</i>												
SMS and VAS	10.2	9.8	9.9	29.9	10.7	10.5	9.9	31.2	10.3	41.4	(4%)	(1%)
Voice - Domestic	13.9	13.8	13.5	41.2	13.9	14.3	14.1	42.3	14.5	56.9	(3%)	(4%)
Voice - International	4.3	4.1	3.9	12.3	5.5	5.2	4.8	15.4	5.2	20.6	(20%)	(18%)
Non-SMS data	11.4	12.1	13.0	36.5	10.2	10.6	10.9	31.7	11.2	43.0	15%	19%
Others	0.7	0.8	0.6	2.1	0.9	0.8	0.7	2.4	0.7	3.1	(9%)	(11%)
Total	40.5	40.6	40.8	122.0	41.2	41.3	40.4	123.0	42.0	164.9	(1%)	1%

Expenses

<i>(Php in millions)</i>	9M2015				9M2014	% Change
	Wireless	Fixed Line	Others	Consolidated (unaudited)	Consolidated (unaudited)	
Operating expenses						
Compensation and employee benefits	5,513	10,877	-	16,376	15,777	4%
Repairs and maintenance	6,549	5,149	-	11,271	10,952	3%
Selling and promotions	5,880	1,500	-	7,379	7,905	(7%)
Rent	8,029	1,885	-	4,704	4,749	(1%)
Insurance and security services	889	541	-	1,349	1,360	(1%)
Taxes and licenses	1,629	1,170	44	2,843	2,485	14%
Professional and other contracted services	4,069	3,330	8	6,049	5,404	12%
Communication, training and travel	707	405	-	995	1,144	(13%)
Interconnection costs	6,300	4,921	-	7,637	7,737	(1%)
Other expenses	353	482	-	831	1,104	(25%)
Cash operating expenses	39,918	30,260	52	59,434	58,617	1%
Depreciation and amortization	11,524	9,663	-	21,187	21,897	(3%)
Asset impairment	1,759	903	-	2,662	1,816	47%
Amortization of intangible assets	805	-	-	805	862	(7%)
Non-cash operating expenses	14,088	10,566	-	24,654	24,575	-
Cost of sales	9,882	1,831	-	11,709	10,180	15%
Total Expenses	63,888	42,657	52	95,797	93,372	3%

Other Income (Expenses)



<i>(Php in millions)</i>	9M2015				9M2014	% Change
	Wireless	Fixed Line	Others	Consolidated (unaudited)	Consolidated (unaudited)	
Equity share in net earnings (losses) of associates and joint ventures	(47)	(131)	2,846	2,668	2,687	(1%)
Interest income	239	448	72	590	567	4%
Gains on derivative financial instruments, net	14	433	-	447	13	3,338%
Foreign exchange gains (losses), net	(1,292)	(772)	(459)	(2,523)	(741)	240%
Others	602	1,367	3,012	3,987	4,083	(2%)
Total	(484)	1,345	5,471	5,169	6,609	(22%)
Financing costs, net						
Loans and other related items	(1,394)	(3,245)	(132)	(4,602)	(3,976)	16%
Accretion on financial liabilities	(106)	(57)	-	(163)	(119)	37%
Financing charges	(37)	(33)	-	(70)	(102)	(31%)
Capitalized interest	229	56	-	285	342	(17%)
Total	(1,308)	(3,279)	(132)	(4,550)	(3,855)	18%
Total other income (expenses)	(1,792)	(1,934)	5,339	619	2,754	(78%)

Cellular and Broadband Net ARPU



Cellular Net ARPU

	2015			2014			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Smart Postpaid	1,039	1,065	1,021	1,086	1,074	1,068	1,084
Smart Prepaid	118	114	115	132	134	124	125
Talk 'N Text	85	83	82	87	89	87	89
Sun Cellular Prepaid	63	64	65	67	66	64	65
Sun Cellular Postpaid	449	419	436	476	467	469	497

Cellular Prepaid and Postpaid blended Net ARPU

	2015			2014			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Prepaid and Postpaid Blended, Net ⁽¹⁾	119	118	118	124	127	122	124

⁽¹⁾ The average monthly ARPU of all prepaid and postpaid cellular subscribers; excluding DMPI

Broadband Net ARPU

	2015			2014			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Smart Broadband blended	274	262	267	338	332	325	299
Sun Broadband blended	237	213	207	274	285	286	268
Fixed Broadband	1,137	1,137	1,138	1,152	1,095	1,108	1,142

Historical Consolidated: Service Revenues and EBITDA



(Php in millions)	2015				2014					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Fixed line	13,034	13,302	13,589	39,925	12,720	12,635	12,773	38,128	13,360	51,488
Local exchange	4,172	4,226	4,280	12,678	4,087	4,107	4,104	12,298	4,189	16,487
International long distance	1,311	1,323	1,273	3,907	1,679	1,603	1,483	4,765	1,769	6,534
National long distance	923	906	915	2,744	1,006	1,007	1,031	3,044	942	3,986
Data and other network	6,436	6,644	6,945	20,025	5,760	5,744	5,975	17,479	6,242	23,721
Miscellaneous	192	203	176	571	188	174	180	542	218	760
Wireless	27,514	27,309	27,253	82,076	28,518	28,690	27,625	84,833	28,622	113,455
Cellular services	24,529	24,103	23,872	72,504	25,608	25,614	24,570	75,792	25,505	101,297
Wireless broadband and others	2,721	2,962	3,031	8,714	2,763	2,804	2,788	8,355	2,747	11,102
Wireless broadband	2,506	2,655	2,820	7,981	2,448	2,490	2,519	7,457	2,465	9,922
Others	215	307	211	733	315	314	269	898	282	1,180
Digital	264	244	350	858	147	272	267	686	370	1,056
Total Consolidated Gross Service Revenues	40,548	40,611	40,842	122,001	41,238	41,325	40,398	122,961	41,982	164,943
Non-Service revenues	2,005	2,027	1,838	5,870	1,326	1,572	1,462	4,360	1,532	5,892
Total Consolidated Gross Revenues	42,553	42,638	42,680	127,871	42,564	42,897	41,860	127,321	43,514	170,835
Add:										
Cash operating expenses	(18,701)	(21,575)	(19,158)	(59,434)	(18,756)	(20,257)	(19,604)	(58,617)	(19,754)	(78,371)
Cost of sales	(3,704)	(3,984)	(4,021)	(11,709)	(3,449)	(3,476)	(3,255)	(10,180)	(3,332)	(13,512)
Writedown of inventory and provision for doubtful AR	(866)	(841)	(955)	(2,662)	(637)	(557)	(394)	(1,588)	(614)	(2,202)
EBITDA	19,282	16,238	18,546	54,066	19,722	18,607	18,607	56,936	19,814	76,750
EBITDA Margin ⁽¹⁾	48%	40%	45%	44%	48%	45%	46%	46%	47%	47%

⁽¹⁾ EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

Historical Wireless: Service Revenues & EBITDA

(Php in millions)	2015				2014					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Wireless Gross Service Revenues										
Cellular services	24,878	24,478	24,238	73,594	26,024	26,012	24,966	77,002	25,778	102,780
Cellular voice	11,915	11,599	10,995	34,509	12,811	12,946	12,382	38,139	12,926	51,065
Domestic	8,920	8,786	8,378	26,084	8,968	9,320	9,064	27,352	9,528	36,880
International	2,995	2,813	2,617	8,425	3,843	3,626	3,318	10,787	3,398	14,185
SMS	9,698	9,542	9,472	28,712	10,333	10,077	9,506	29,916	9,878	39,794
Domestic	9,016	8,860	8,873	26,749	9,526	9,239	8,735	27,500	9,105	36,605
International	682	682	599	1,963	807	838	771	2,416	773	3,189
Mobile internet	2,235	2,543	2,871	7,649	1,872	2,089	2,146	6,107	2,146	8,253
VAS/financial services	521	282	399	1,202	410	421	426	1,257	408	1,665
Other cellular revenues	509	512	501	1,522	598	479	506	1,583	420	2,003
Wireless broadband and others	2,743	2,984	3,052	8,779	2,790	2,830	2,812	8,432	2,769	11,201
Wireless broadband	2,528	2,677	2,841	8,046	2,474	2,515	2,543	7,532	2,487	10,019
Others	215	307	211	733	316	315	269	900	282	1,182
Digital	265	245	351	861	147	272	267	686	370	1,056
Total Wireless Gross Service Revenues	27,886	27,707	27,641	83,234	28,961	29,114	28,045	86,120	28,917	115,037
Non-Service revenues	1,290	1,204	1,027	3,521	863	945	969	2,777	1,065	3,842
Total Wireless Gross Revenues	29,176	28,911	28,668	86,755	29,824	30,059	29,014	88,897	29,982	118,879
Add:										
Cash operating expenses	(12,775)	(13,941)	(13,202)	(39,918)	(13,002)	(14,306)	(13,507)	(40,815)	(13,511)	(54,326)
Cost of sales	(3,217)	(3,270)	(3,395)	(9,882)	(2,926)	(2,892)	(2,838)	(8,656)	(2,976)	(11,632)
Writedown of inventory and provision for doubtful AR	(581)	(539)	(639)	(1,759)	(599)	(521)	(392)	(1,512)	(492)	(2,004)
EBITDA	12,603	11,161	11,432	35,196	13,297	12,340	12,277	37,914	13,003	50,917
<i>EBITDA Margin ⁽¹⁾</i>	<i>45%</i>	<i>40%</i>	<i>41%</i>	<i>42%</i>	<i>46%</i>	<i>42%</i>	<i>44%</i>	<i>44%</i>	<i>45%</i>	<i>44%</i>

(1) EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

Historical Fixed Line: Service Revenues and EBITDA

(Php in millions)	2015				2014					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Fixed Line Gross Service Revenues										
Local exchange	4,196	4,250	4,304	12,750	4,111	4,132	4,131	12,374	4,213	16,587
International long distance	2,255	2,335	2,233	6,823	2,859	2,843	2,696	8,398	3,006	11,404
National long distance	1,018	1,000	1,010	3,028	1,099	1,100	1,128	3,327	1,038	4,365
Data and other network	8,074	8,261	8,537	24,872	7,385	7,420	7,605	22,410	7,922	30,332
Miscellaneous	393	362	343	1,098	324	344	352	1,020	399	1,419
Total Fixed Line Service Revenues	15,936	16,208	16,427	48,571	15,778	15,839	15,912	47,529	16,578	64,107
Non-Service revenues	715	824	812	2,351	463	628	493	1,584	487	2,071
Total Fixed Line Gross Revenues	16,651	17,032	17,239	50,922	16,241	16,467	16,405	49,113	17,065	66,178
Add:										
Cash operating expenses	(9,590)	(11,197)	(9,473)	(30,260)	(9,586)	(9,868)	(9,940)	(29,394)	(10,128)	(39,522)
Cost of sales	(491)	(714)	(626)	(1,831)	(523)	(588)	(417)	(1,528)	(375)	(1,903)
Writedown of inventory and provision for doubtful AR	(285)	(302)	(316)	(903)	(38)	(36)	(2)	(76)	(122)	(198)
EBITDA	6,285	4,819	6,824	17,928	6,094	5,975	6,046	18,115	6,440	24,555
<i>EBITDA Margin⁽¹⁾</i>	39%	30%	42%	37%	39%	38%	38%	38%	39%	38%

(1) EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

Fixed line revenues - net of interconnection costs

(Php in millions)	2015				2014					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Fixed Line Service Revenues, net										
Local exchange	4,196	4,249	4,303	12,748	4,109	4,132	4,130	12,371	4,213	16,584
International long distance	853	873	895	2,621	1,100	1,062	996	3,158	1,245	4,403
National long distance	786	782	804	2,372	865	857	888	2,610	814	3,424
Data and other network	8,056	8,245	8,510	24,811	7,347	7,382	7,585	22,314	7,933	30,247
Miscellaneous	393	362	343	1,098	324	344	352	1,020	399	1,419
Total	14,284	14,511	14,855	43,650	13,745	13,777	13,951	41,473	14,604	56,077

Earnings Per Share



	9M2015 (unaudited)		9M2014 (unaudited)	
	Basic	Diluted	Basic	Diluted
Net income attributable to equity holders of PLDT	25,339	25,339	27,957	27,957
Dividends on preferred shares	(45)	(45)	(44)	(44)
Net income for the period attributable to common equity holders of PLDT	25,294	25,294	27,913	27,913
Weighted average number of common shares, end	216,056	216,056	216,056	216,056
EPS (based on reported net income)	117.07	117.07	129.19	129.19
Core net income	27,077	27,077	28,561	28,561
Dividends on preferred shares	(45)	(45)	(44)	(44)
Core Net income applicable to common shares	27,032	27,032	28,517	28,517
Weighted average number of common shares, end	216,056	216,056	216,056	216,056
EPS (based on core net income)	125.11	125.11	131.99	131.99

Cash Flows



<i>(Php in millions)</i>	9M2015				9M2014	% Change
	Wireless	Fixed Line	Others	Consolidated (unaudited)	Consolidated (unaudited)	
Net cash from operations	33,867	13,366	(86)	47,796	46,573	3%
Add(Deduct):						
Capital expenditures	(17,650)	(5,647)	-	(23,297)	(15,981)	46%
Interest, net	(751)	(3,092)	28	(3,511)	(3,140)	12%
Preferred share dividends paid	-	(53)	-	(53)	(44)	20%
Others	5,282	23,163	5,571	3,006	(3,351)	190%
Free cash flow	20,748	27,737	5,513	23,941	24,057	-
Common share dividends	(24,500)	(32,592)	(5,498)	(32,596)	(39,840)	(18%)
Investments	(269)	(299)	(687)	(1,192)	(21,618)	(94%)
Maturity of Investment in debt securities	292	-	-	292	1,090	(73%)
Payments for redemption of shares	-	-	(1)	(1)	(6)	(83%)
Trust fund for redemption of shares	-	-	-	-	3	-
Payments for redemption of liabilities	-	-	-	-	(3)	-
Debt proceeds (repayments), net	6,244	11,073	-	17,317	28,028	(38%)
Change in cash	2,515	5,919	(673)	7,761	(8,289)	(194%)
Cash and short term investments, beginning	14,787	10,747	1,768	27,302	32,623	(16%)
Cash and short term investments, end	17,302	16,666	1,095	35,063	24,334	44%

Balance Sheet

<i>(Php in millions)</i>	Consolidated	
	September 30, 2015 (unaudited)	December 31, 2014 (audited)
Total Assets	433,709	436,295
Nominal Value of Total Long-term Debt in US\$	151,177	130,634
Less: Unamortized Debt Discount	642	511
Total Long-term Debt	150,535	130,123
Cash and short-term investments	35,063	27,302
Net Debt ⁽¹⁾	116,114	103,332
Equity	110,698	134,668
Total Debt ⁽²⁾/Equity	<u>1.37x</u>	<u>0.97x</u>
Net Debt ⁽¹⁾/Equity	<u>1.05x</u>	<u>0.77x</u>
Total Debt ⁽²⁾/EBITDA ⁽³⁾	<u>2.05x</u>	<u>1.70x</u>
Net Debt ⁽¹⁾/EBITDA ⁽³⁾	<u>1.57x</u>	<u>1.35x</u>

⁽¹⁾ Net Debt calculated based on nominal value of debts less cash and cash equivalents and short-term investments

⁽²⁾ Nominal value of total debt

⁽³⁾ EBITDA for the last twelve months

Debt Profile

<i>(US\$ in millions)</i>	2011	2012	2013	2014	9M2015
Debt Balance	2,719	2,851	2,353	2,920	3,228
Cash and short-term investments	1,061	919	735	610	749
Net Debt	1,658	1,932	1,618	2,310	2,479

Interest-bearing Liabilities

<i>(US\$ in millions)</i>	September 30, 2015 (unaudited)			December 31, 2014	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	(Audited) Face Value	
Debt					
PLDT	\$1,953	\$6	\$1,959	\$1,766	\$193
Smart	1,140	8	1,148	962	186
DIGITEL	121	-	121	192	(71)
Total Debt	\$3,214	\$14	\$3,228	\$2,920	\$308

Foreign Exchange Risk

Forex Impact on Core Income

Forex sensitivity for every P1 change (in US\$ millions)

	Conso - net of Elim
US\$ Revenues*	475.9
US\$ Expenses	(227.4)
Cash Opex*	(171.9)
Cost of sales	(5.7)
Financing costs	(49.7)
US\$ Income before tax	248.5
Tax effect	74.6
Core Earnings	173.9
EBITDA	298.2
* Gross of interconnection costs amounting to:	73.9
Local exchange revenues (in million Php)	7,202.1

Forex Impact of B/S Revaluation

Forex sensitivity for every P1 change on B/S Revaluation (in US\$ millions)

	Conso
Debt (net of LT hedges)*	1,286.4
Accounts Payable	112.6
Accrued Liabilities	143.4
Derivative Liabilities	29.8
Total US\$ denominated Liabilities	1,572.2
Cash and Cash Equivalents	225.2
Short-term Investments	24.4
Trade and other receivables	161.3
Derivative Assets	0.9
Investment in Debt Securities, Advances & Others	18.3
Total US\$ denominated Assets	430.1
Forex Revaluation for every P1 change	±1,142.1
* Debt	1,511.1
Less: LT hedges	224.7
Debt (net of LT hedges)	1,286.4

Forex Impact on Derivatives

P1 movement in the USD/PHP exchange rate corresponds to a P187M change in derivatives

	Ave.	Period End
Forex rate, 9M2015	45.07	46.83
Forex rate, 9M2014	44.26	44.88
% of Peso depreciation vs US\$	2%	4%

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.

For inquiries, please contact: PLDT INVESTOR RELATIONS
(632) 816-8024
pldt_ir_center@pldt.com.ph

