



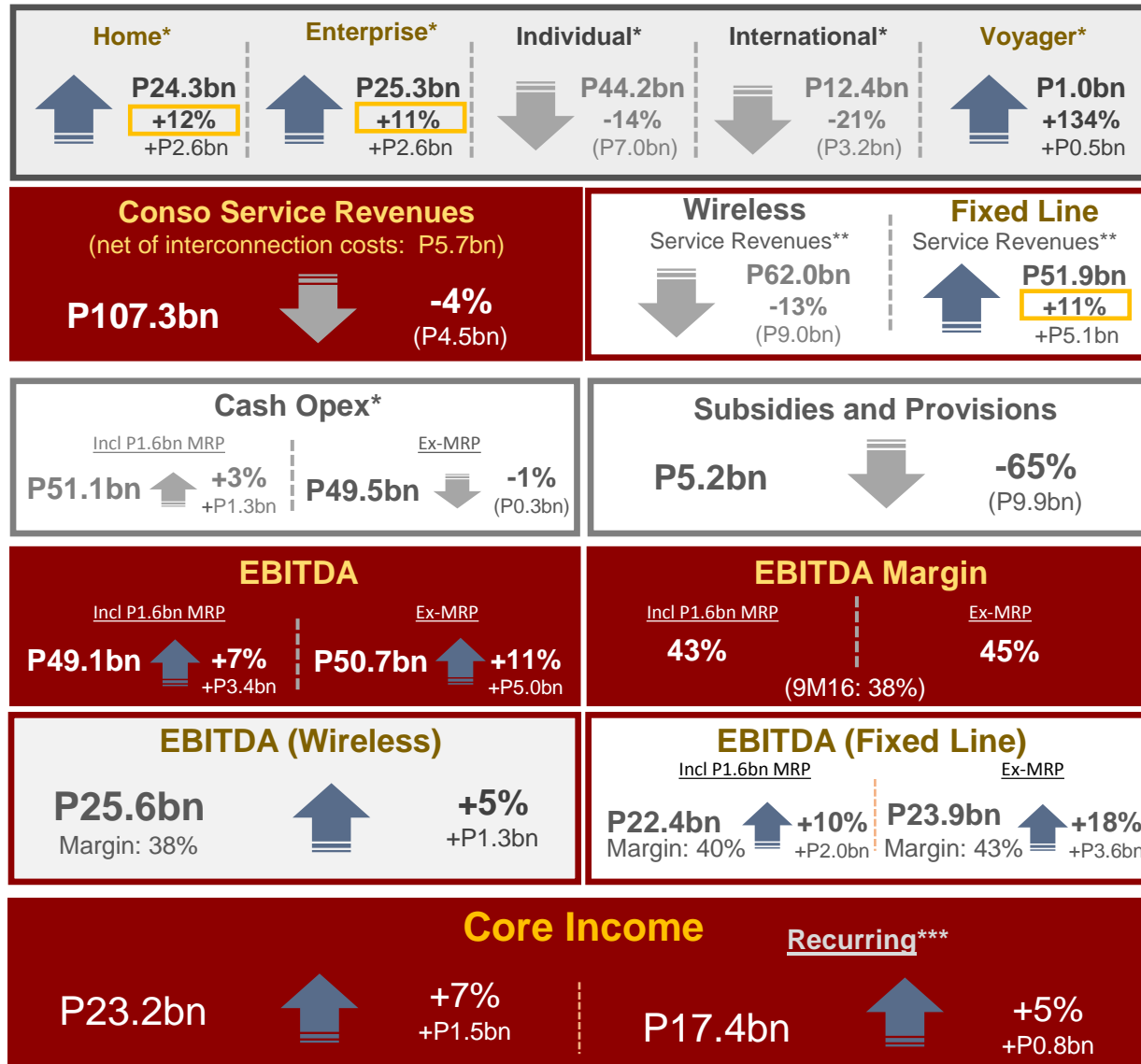
2017 Nine Months Results

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Financial and Operating Results

9<sup>th</sup> November 2017

# PLDT Group: 9M17 vs 9M16 Financial Highlights



\* On consolidated basis, net of interconnection costs

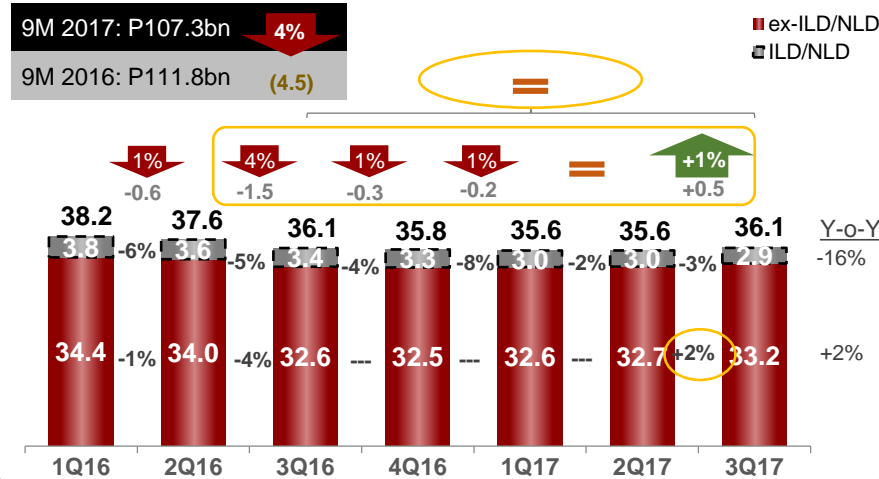
\*\* Per segment basis, net of interconnection costs

\*\*\* Excluding MRP expenses, gain from asset sales, accelerated depreciation and EBITDA adjustments

# PLDT Group: Consolidated Financial Highlights

(Php in billions)

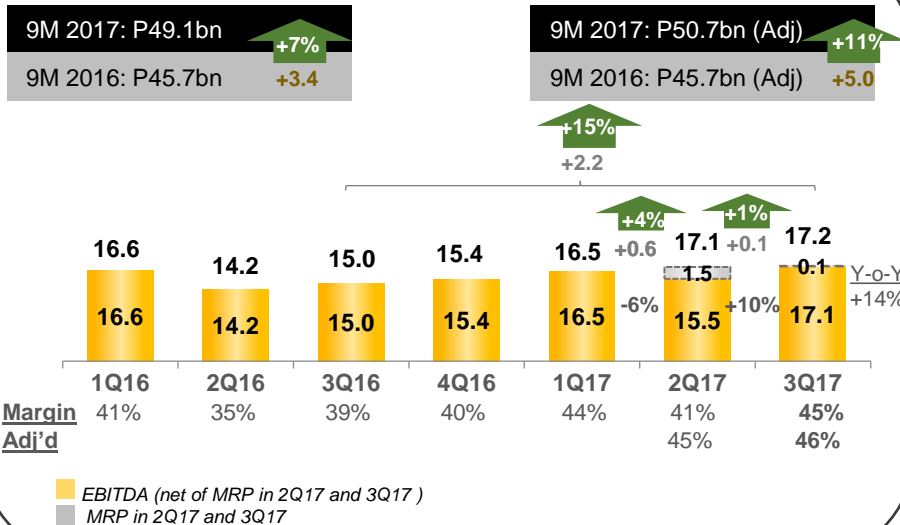
## Service Revenues, net of interconnection costs



- Consolidated service revenues showing four quarters of sequential improvements
  - 3Q17 stable year-on-year and 1% higher vs 2Q17
- Excl ILD/NLD:
  - After remaining at the same level for four quarters, 3Q17 service revenues showed a quarter-on-quarter increase of 2%
  - 3Q17 service revenues rose 2% vs 3Q16 -- first quarter showing a year-on-year increase

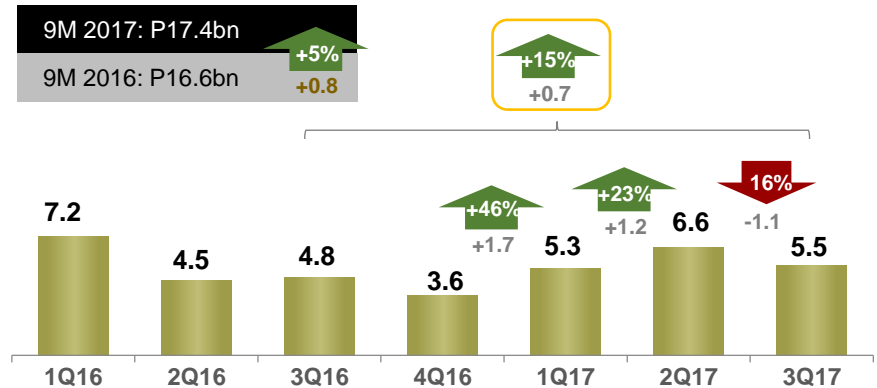
Excl MRP expenses in 2Q17 and 3Q17, EBITDA continued to grow quarter-on-quarter from 2Q16

## EBITDA and Adjusted EBITDA



2017 Guidance: P68.0bn

## Core Income (recurring)\*



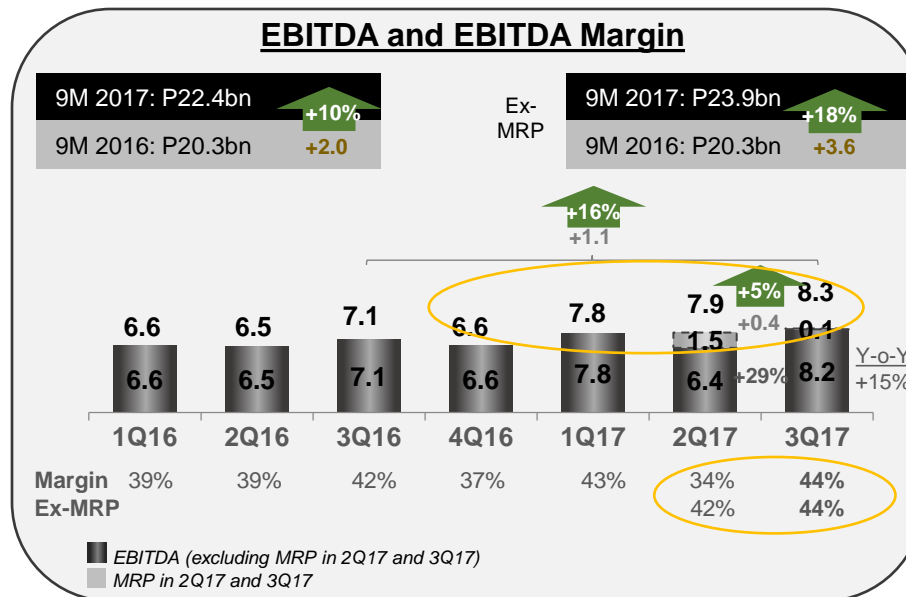
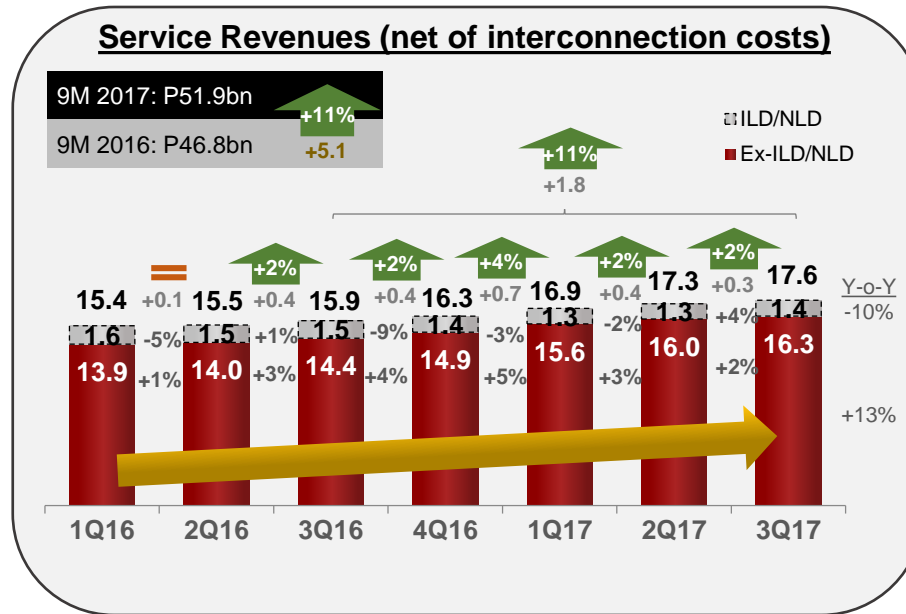
\* Excluding MRP expenses, gain from asset sales, accelerated depreciation and EBITDA adjustments

2017 Guidance: P22.0bn

# PLDT Group: Fixed Line Financial Highlights

(Php in billions)

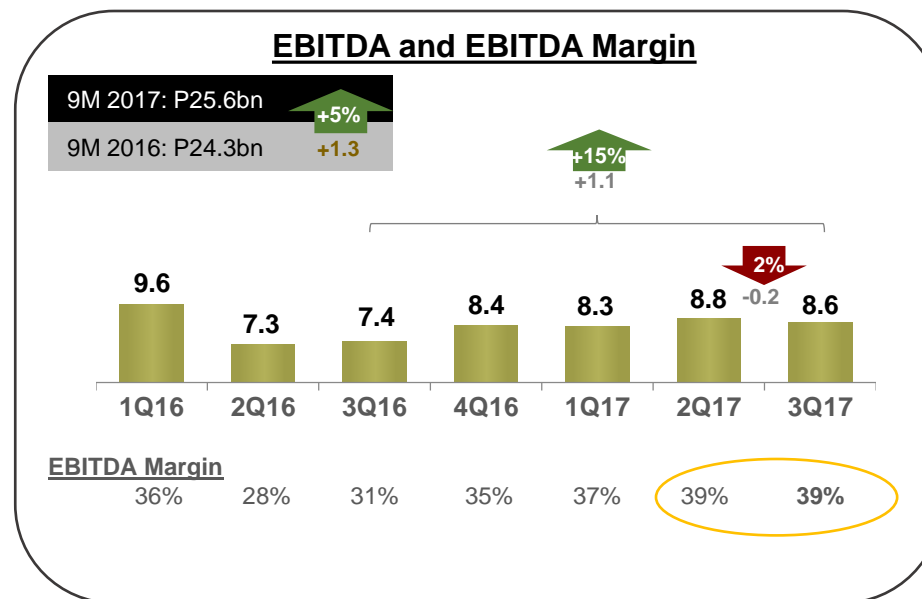
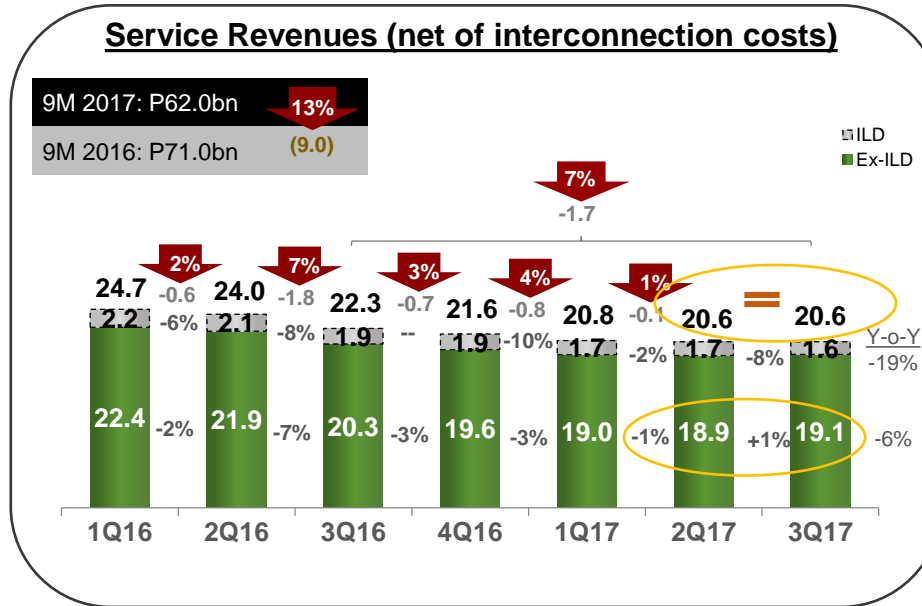
## Fixed



# PLDT Group: Wireless Financial Highlights

(Php in billions)

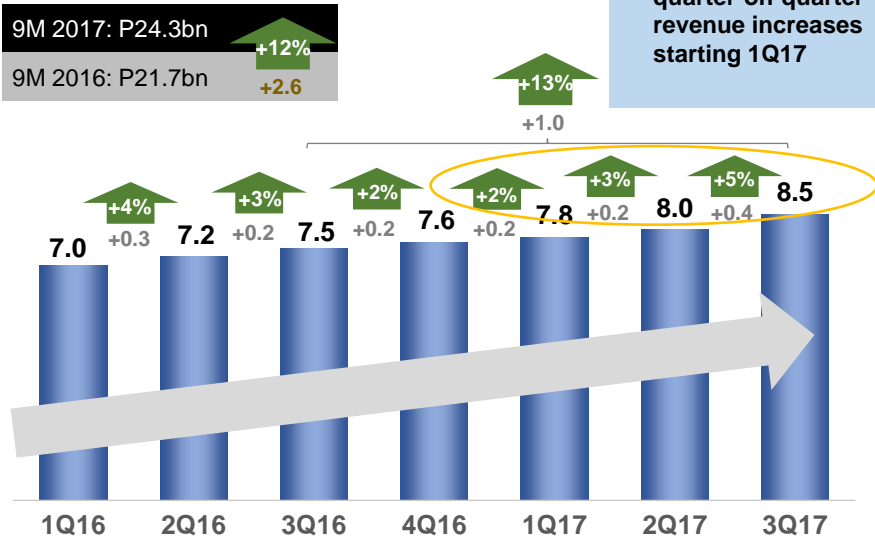
## Wireless



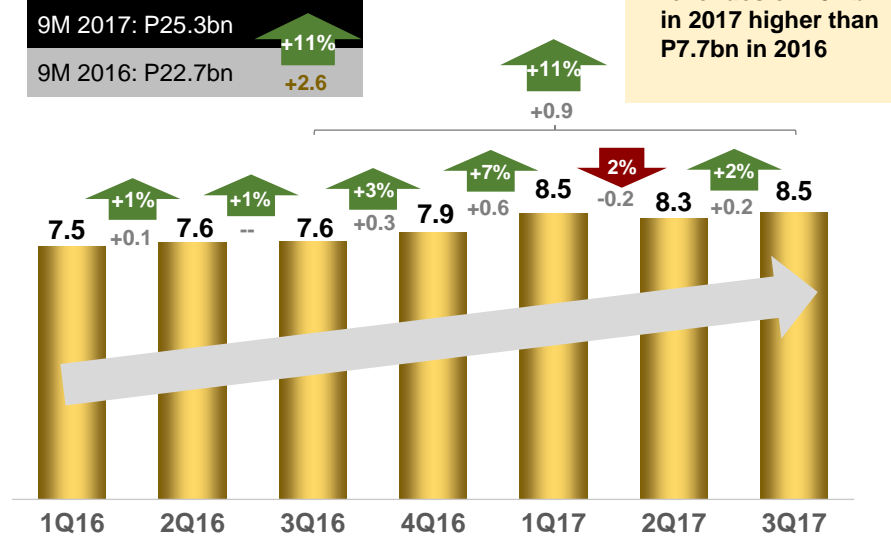
# PLDT Group: Service Revenues (by Business Unit)

(Php in billions)

## Home



## Enterprise



## Individual

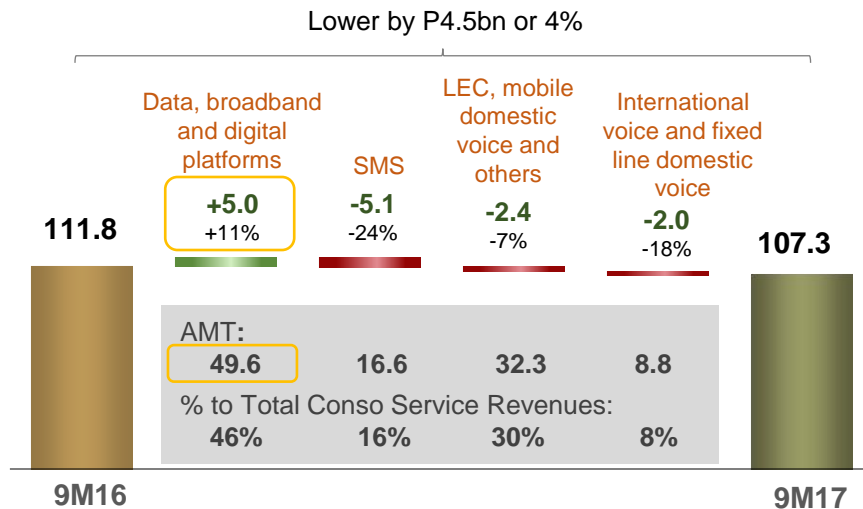


# PLDT Group: Consolidated Service Revenues

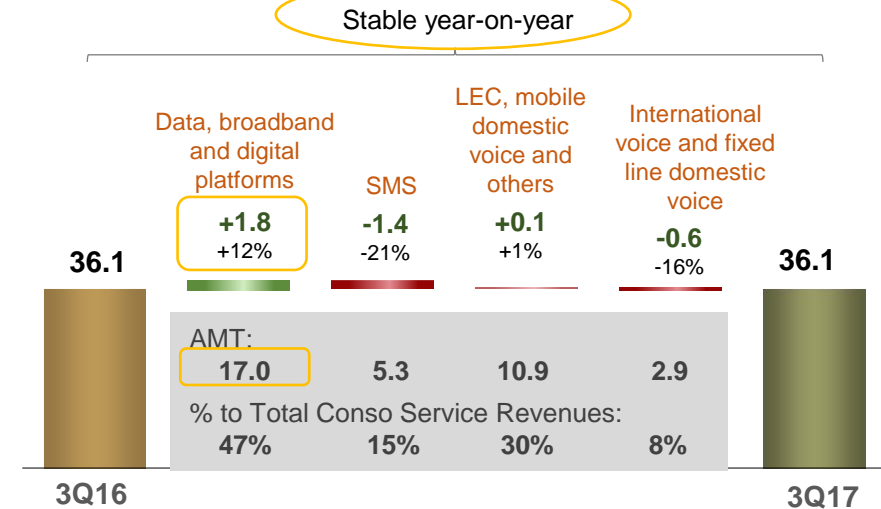
(by Product Type)\*

(Php in billions)

## 9M17 vs 9M16



## 3Q17 vs 3Q16



- **Revenues from data, broadband and digital platforms, accounting for 46% of total consolidated revenues, grew by P5.0bn or 11% year-on-year to P49.6bn**
  - Mobile internet revenues higher by 17% or P2.1bn to P14.7bn
  - Home broadband revenues up by 16% or P2.1bn to P14.9bn -- increase represents 71% of total industry growth
  - Corporate data revenues higher by 16% or P2.0bn to P14.5bn -- growth accounts for 87% of total industry growth
- **In 9M17, data/broadband represent 62% of Fixed Line\* and 36% of Wireless service revenues\*, from 59% and 30%, respectively, in 9M16**
- **Consolidated service revenues of P36.1bn in 3Q17 were higher by 1% or P0.5bn quarter-on-quarter and stable year-on-year**
  - Home broadband revenues of P5.3bn up by 18% or P0.8bn year-on-year, and 7% or P0.4bn vs 2Q17
  - Corporate data revenues of P4.8bn higher by 18% or P0.7bn vs 3Q16 and 2% or P0.1bn quarter-on-quarter
  - Mobile internet revenues of P5.1bn up by 15% or P0.7bn year-on-year and 3% or P0.1bn vs 2Q17

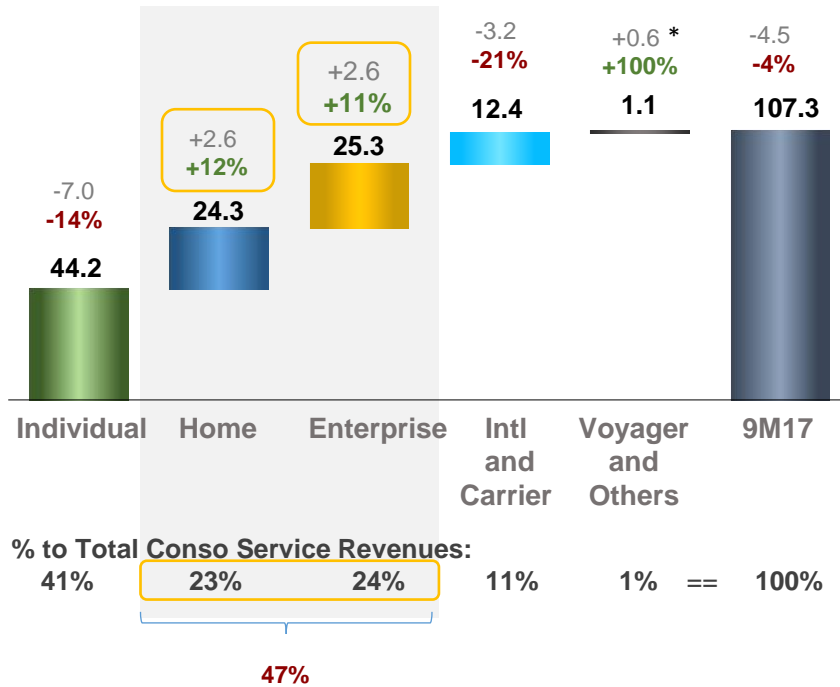
\* Net of interconnection costs

# PLDT Group: Consolidated Service Revenues

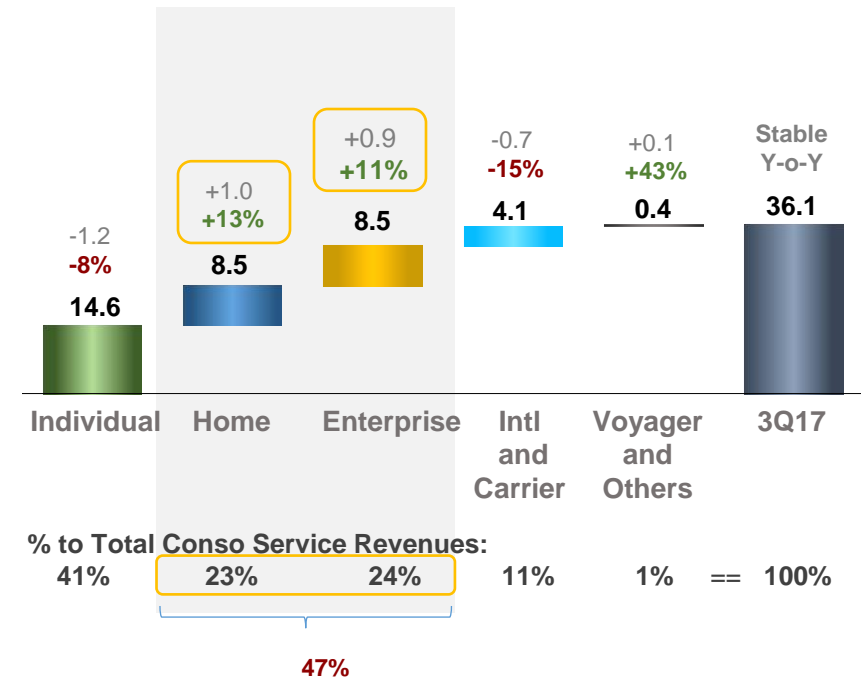
(by Business Unit)\*

(Php in billions)

## 9M17 vs 9M16



## 3Q17 vs 3Q16



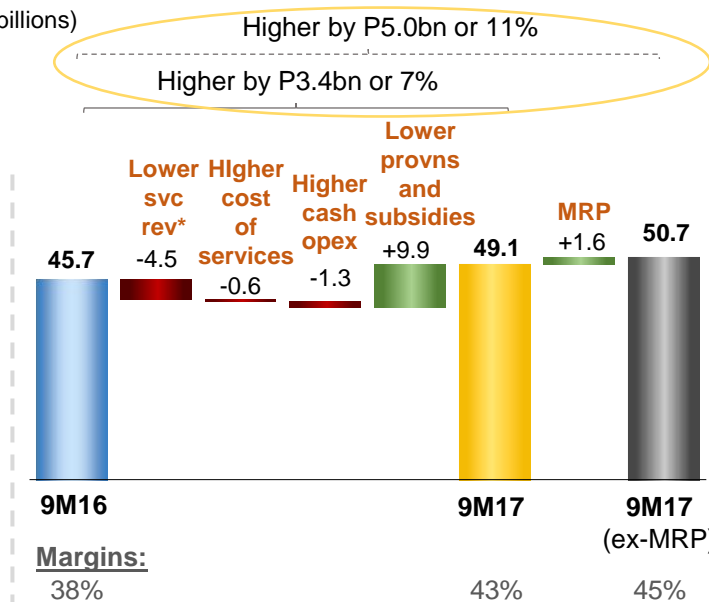
- **Combined Home and Enterprise revenues account for 47% of total service revenues, greater than the 41% contribution from the Individual segment**
  - In 9M17, Home and Enterprise service revenues grew by 12% and 11%, respectively
- **Data and broadband remain the growth drivers of the Home, Enterprise and Individual segments representing 62%, 63% and 39% of total service revenues, respectively**

\* P0.1bn if including deconsolidated revenues of P0.5bn in 2016

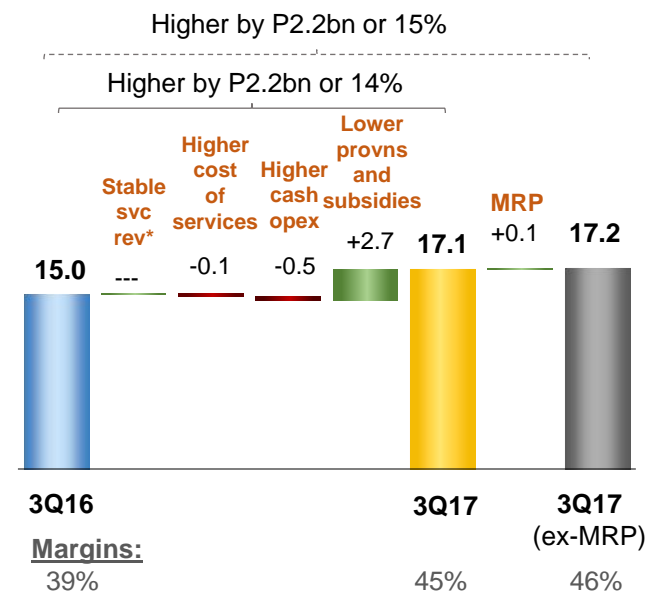


# PLDT Group: Consolidated EBITDA

(Php in billions)



\* Net of interconnection costs



\* Net of interconnection costs

➤ **Consolidated EBITDA for 9M17 of P49.1bn was higher by P3.4bn or 7% vs 9M16**

- Lower subsidies and provisions by P9.9bn
- Decline in cash opex by P0.3bn excluding MRP expenses

fully offset the:

- Decline in service revenues of P4.5bn
- MRP expenses of P1.6bn booked in 2017
- Higher cost of services by P0.6bn]

➤ **Excluding MRP expenses of P1.6bn in 2017, EBITDA of P50.7bn in 9M17 was higher by P5.0bn or 11% year-on-year**

- Increase accounts for 62% of total industry growth of P8.1bn during the period

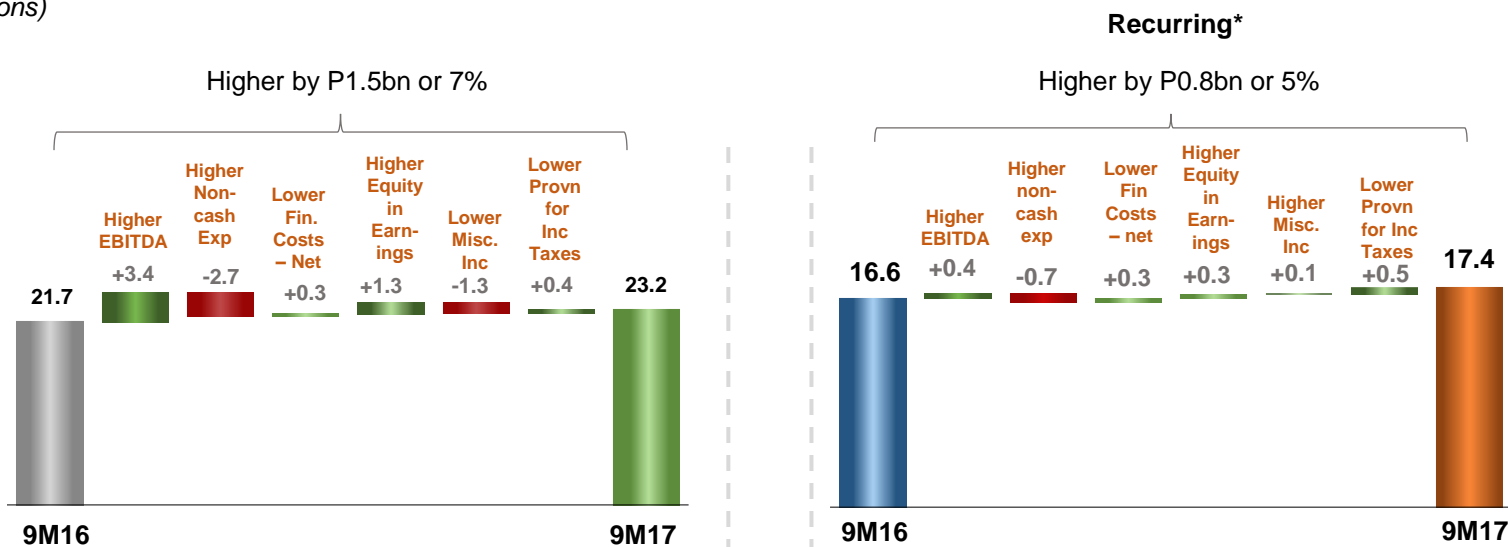
➤ **Consolidated EBITDA margin for 9M17 stood at 43% (45% ex-MRP), higher than 38% in 9M16**

- Wireless: 9M17: 38%; 3Q17: 39% (vs 9M16: 32%; FY16: 32%; 3Q16: 31%)
- Fixed Line: 9M17: 40% 3Q17: 44% (43% ex-MRP; vs 9M16: 40%; FY16: 39%; 3Q16: 42%)

➤ **EBITDA for 3Q17 of P17.1bn rose by P2.2bn or 14% year-on-year and by P1.6bn or 10% quarter-on-quarter**

# PLDT Group: Core Income

(Php in billions)



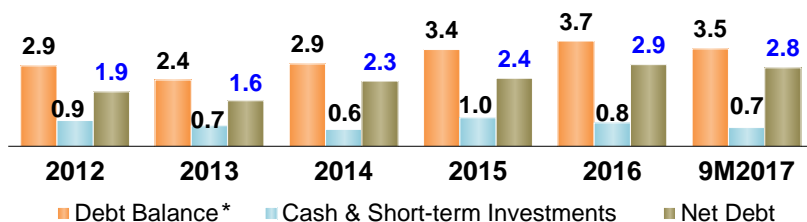
\* Excludes gain from asset sales, EBITDA adjustments, accelerated depreciation and tax adjustments

- **Core income of P23.2bn in 9M17 grew year-on-year by 7% or P1.5bn accounting for 54% of total industry growth**
  - 9M17 includes gain from sale of Beacon (P6.9bn) and SPi (P1.4bn), Accelerated Depreciation (P2.0bn) and MRP expenses (P1.6bn)
  - 9M16 includes gain from sale of Beacon (P7.4bn), real estate (P1.0bn) and SPi (P0.4bn), EBITDA adjustments on subsidiaries and provisions (P4.7bn)
- **Recurring core income at end September 2017, which excludes gain from asset sales, EBITDA adjustments, accelerated depreciation, and related tax adjustments, rose by P0.8bn or 5% to P17.4bn**
  - Total recurring core income for the industry increased by P0.3bn during the period
- **Reported net income for 9M17 was higher year-on-year by P6.0bn or 38% to P21.9bn**
  - No additional impairment of the Rocket Internet investment after end of March 2017
    - ✓ Rocket closed at €21.755 at the end of September 2017 (vs €16.03 at the end of March 2017)
- **Recurring core income at 9M17 in line with full year updated guidance of P22.0bn**

# PLDT Group: Debt Profile

## Debt Balance

(US\$ in billions)



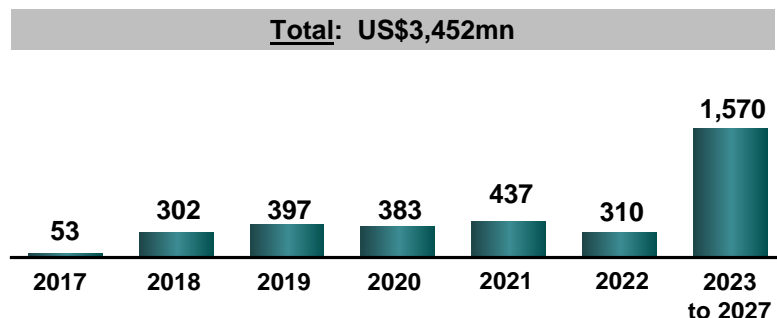
Net Debt/EBITDA:

1.05x    0.9x    1.35x    1.62x    2.36x    2.19x

\* Total debt based on nominal debt amount

## Debt Maturities

(US\$ in millions, end September 2017)



Debt maturities to total debt:

2%    9%    11%    11%    13%    9%    45%

\* On 30 August 2017, Fitch revised outlook for PLDT's Long-Term Local-Currency Issuer Default Rating (LC IDR) to "stable" from negative.

- **Net debt and net debt to EBITDA as of end September 2017 stood at US\$2.8bn and 2.19x**
- **At end September 2017, gross debt amounted to US\$3.5bn**
  - US\$ denominated gross debt now at 21% from 32% at YE16 following the full payment of the 8.35% US\$ bond on 6 March 2017 (refinanced in pesos)
  - Taking into account our available US\$ cash and hedges allocated for debt, only US\$0.3bn or 9% of total debt is unhedged
  - 76% are fixed-rate loans, while 24% are floating-rate loans; post-interest rate swaps: 92% fixed, 8% floating
  - Average interest cost (pre-tax) of 4.2% (FY16: 4.4%)
- **Significant cash flow movements in 9M17 include:**
  - Dividend payments for common shares of P16.4bn:
    - ✓ 2017 interim dividend of P48 per share or P10.4bn paid in September 2017
    - ✓ 2016 final dividend of P28 per share or P6.0bn paid in April 2017
  - Final 25% payment of P6.6bn to SMC for the VegaTel acquisition
  - Additional payment of P1.3bn to SMC post-due diligence
  - Receipt of P14bn of proceeds from the sale of Beacon shares consisting of:
    - ✓ P12.0bn from the sale in 2Q17 (with P9.8bn receivable)
    - ✓ P2.0bn from the sale in 2016 (with P7.2bn balance)
  - Proceeds of US\$56.2mn from sale of SPi to the Partners Group received in October/November 2017
- **As of end September 2017, PLDT's investment grade ratings remained unchanged from YE16**

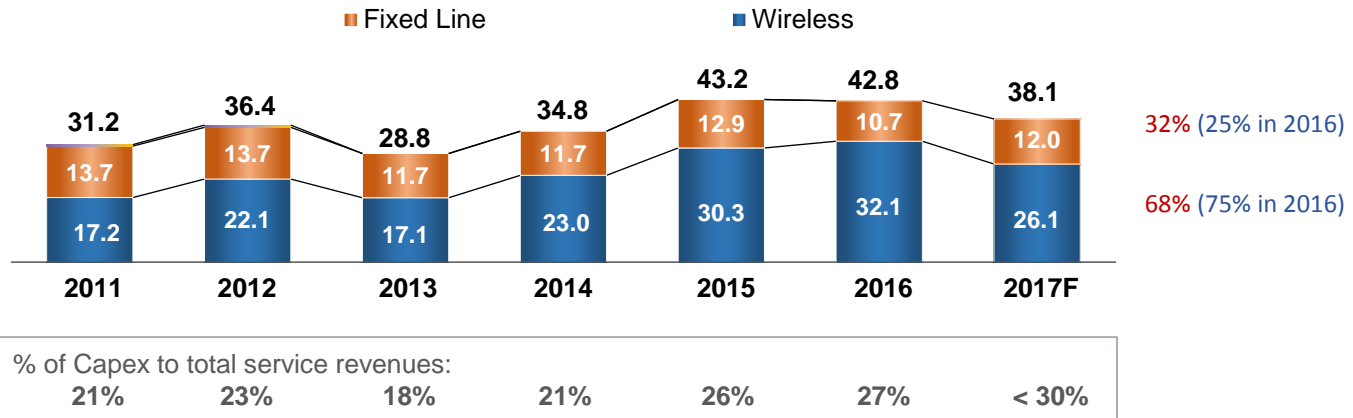
Ratings Agencies	Long-Term Foreign Issuer Rating	Long-term Local Issuer Rating	Outlook
Fitch	BBB	BBB+	stable*
Moody's	Baa2	Baa2	stable
Standard and Poor's / S&P National	BBB+	axA+	stable

# PLDT Group: Network Initiatives

- **Further expanded the reach of PLDT's home broadband network**
  - On-track to achieve approx. 4.0mn fiber homes passed by year-end 2017
    - ✓ Network projects in east and south Metro Manila,
    - ✓ Naga added to PLDT's "Smart Fibr Cities" and Cavite as the first "Smart province"
    - ✓ Completed fiber-roll out in Bonifacio Global City, Rockwell and in Mindanao (300 kms and DFON capacity of 300Gbps)
    - ✓ Deployment of *V-fiber* using hybrid technologies such as VVDSL and G.fast that deliver fiber speeds over copper
  - Approx. 880K available fiber ports at the end of September 2017 with target of 1mn ports by YE17
  
- **On-track to rollout of 3G/LTE across the Philippines in line with the commitment to NTC to cover 90% of cities and municipalities**
  - Completion of network improvement in Metro Cebu; on-going in Metro Manila
  - Continued roll-out of network using the spectrum acquired through VegaTel, including the 700MHz
  
- **Launch of new technology:**
  - Roll-out of 4-component carrier (4CC) aggregation which increases transmission bandwidth to achieve higher data throughput rates
    - ✓ Successfully activated in Boracay
    - ✓ Commenced roll-out in Metro Manila
      - Activation in Marikina to be completed by November 2017
        - ❖ Download speeds of up to 350Mbps attained
        - ❖ Data volumes increased by 15%
        - ❖ Improvement in all other voice and data KPIs
      - Deployment in Quezon City to commence in November 2017
  - Achieved promising speeds on initial tests of 4x4 MIMO (Multiple Input Multiple Output) and 256QAM (Quadrature Amplitude Modulation) technology in Boracay
    - ✓ Started rollout of 256QAM for in-building solutions: 50 sites completed
  
- **Participation in "EDSA Free Wi-Fi Project"(including Wi-Fi in 13 MRT Line 3 Stations) in partnership with the DICT – now benefitting around 230,000 out of approx. 444,000 daily commuters**

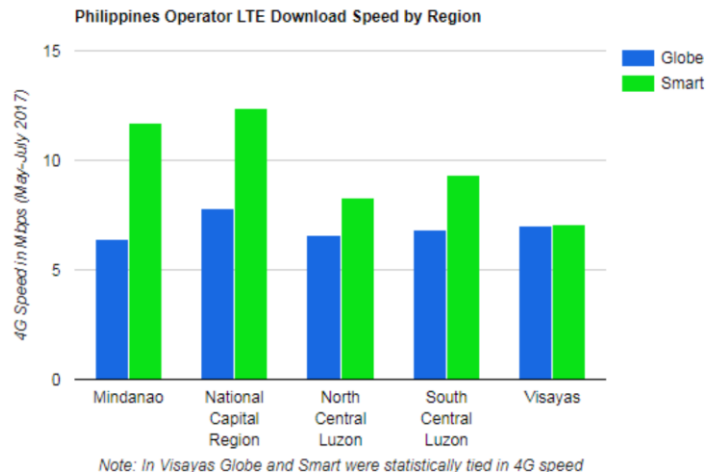
# PLDT Group: Capex

(Php in billions)



Note: BPO capex up to 2012 only

- **PLDT to build an unparalleled integrated fixed and wireless network that will provide customers with a superior data experience**
- **Capex of P11.0bn at 9M17, with 2017 full year capex guidance updated to P38bn (projects to be completed during the year)**
  - Another P15bn of on-going projects and capex commitments made in 2017 are to be completed and booked in 2018
- **Significant improvements in coverage and speeds achieved**
  - Excerpt from the write-up “How 4G stacks up in the Philippines region by region” (by K. Fitchard, posted on Open Signal on 17 October 2017):







“Last month, OpenSignal published its Mobile Networks Update for the Philippines documenting two-way competition between Smart and Globe in the archipelago’s growing 4G market....***In 4G speed, Smart was really able to strut its stuff in the NCR and Mindanao. In those two regions Smart not only exceeded its national average LTE download speed of 10.6 Mbps, but it beat out Globe by huge margins in our test results (by more than 4 Mbps in both cases).***”

# Business Unit Updates

# Q3 2017 HIGHLIGHTS

## SERVICE REVENUES

In Billions of Pesos

HOME 	8.5
ENTERPRISE 	8.5
INDIVIDUAL 	14.6
INTERNATIONAL 	4.1
<b>TOTAL</b>	<b>35.7</b>

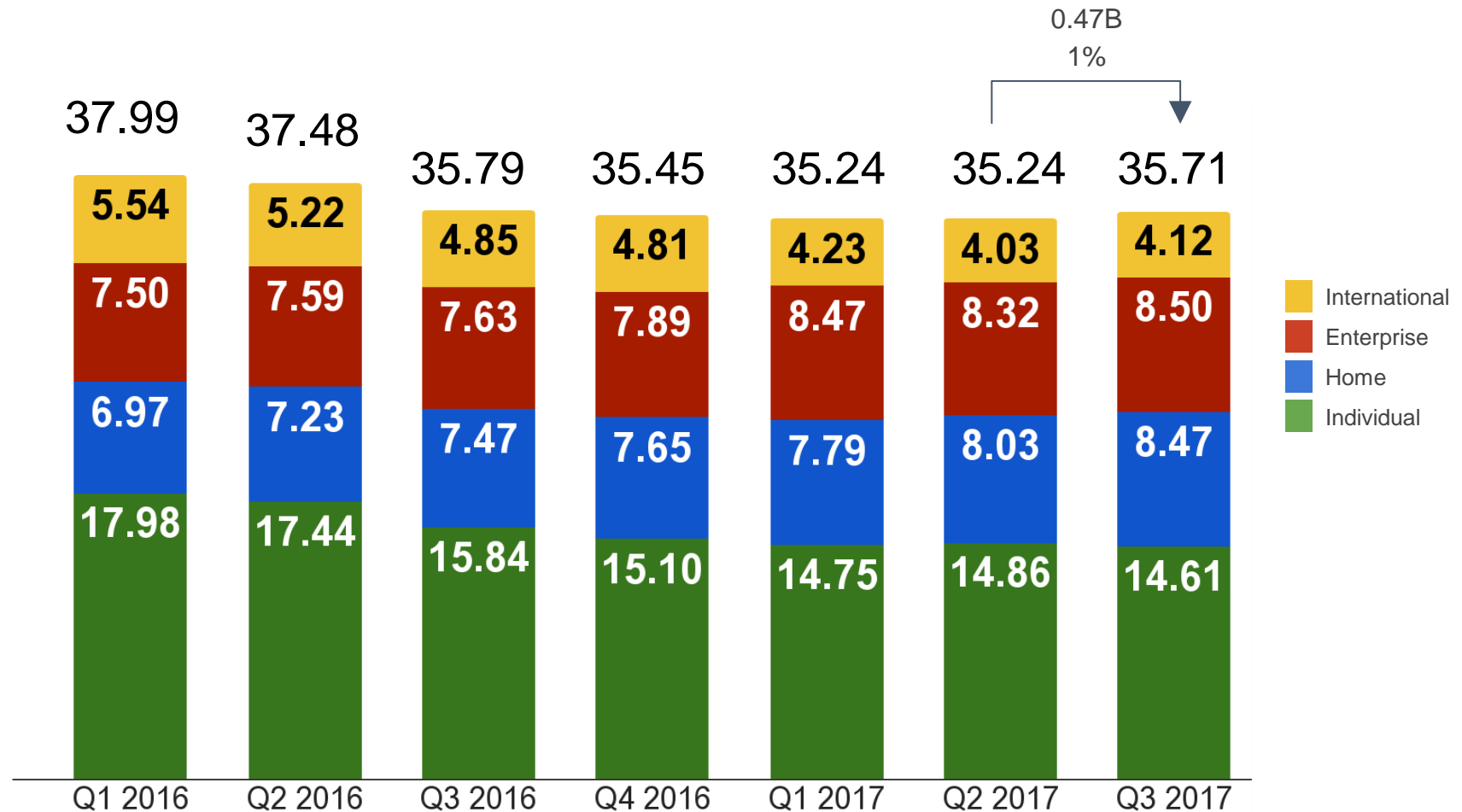
Net of Interconnection Cost  
Excludes Voyager and Others

- Contribution of Home and Enterprise, our fastest growing segments, comprise 54% of revenues, excluding International and Voyager.
- Combined revenues of Home and Enterprise (FIXED: ₱17 Billion) have again surpassed Individual Wireless.



# Service Revenues Net of Interconnection Cost

In Billions of PHP

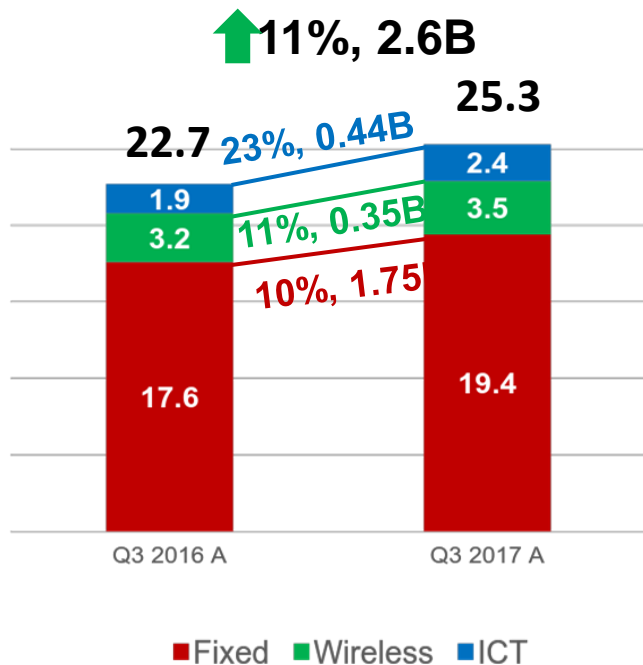




# YTD Q3 2017 Highlights: Enterprise Business

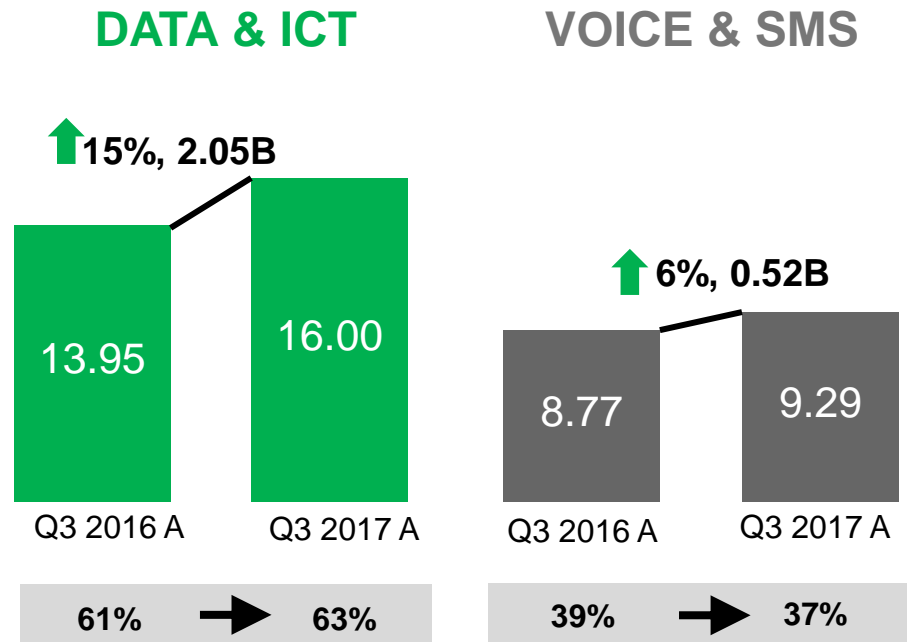
## Double-Digit Growth Across All Product Lines

Service Revenues by Product Line.  
(in Billions of Php)



## Continuing to Grow Where It Matters

Service Revenues by Product Category, YTD Sept 2017.  
(in Billions of Php)



61% → 63%

39% → 37%

# YTD Q3 2017 Highlights: Enterprise Business

## Aggressively Covering Our Active Markets



**Launch of IT-BPM Solutions Suite**



### PBOAP



PLDT, provincial bus operators to uplift local commute



Paranaque 911 hotline center on



**Launch of Retail Solutions Suite at the NCRE**

## The Preferred Innovation Partner



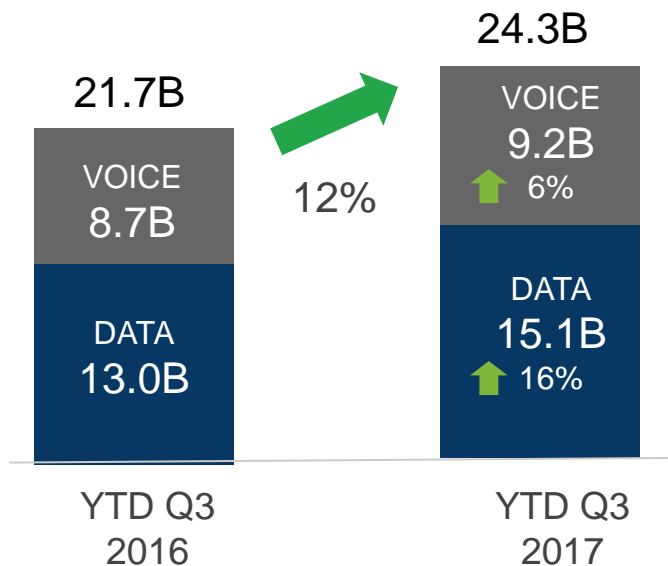
PLDT Enterprise Launches 1<sup>st</sup> Cisco Spark Board in PH



# YTD Q3 2017 HIGHLIGHTS: HOME Business

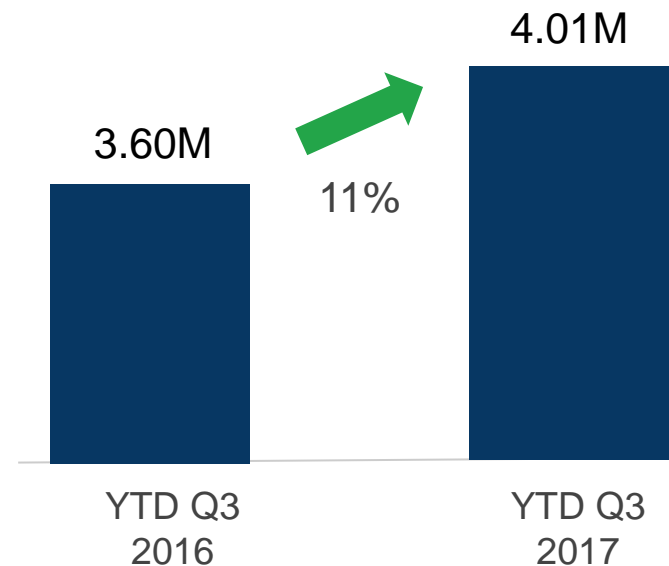
12% YTD growth, with both Voice and Data growing

In Billions of PhP



Added 408K Subscriptions resulting in 11% YTD growth

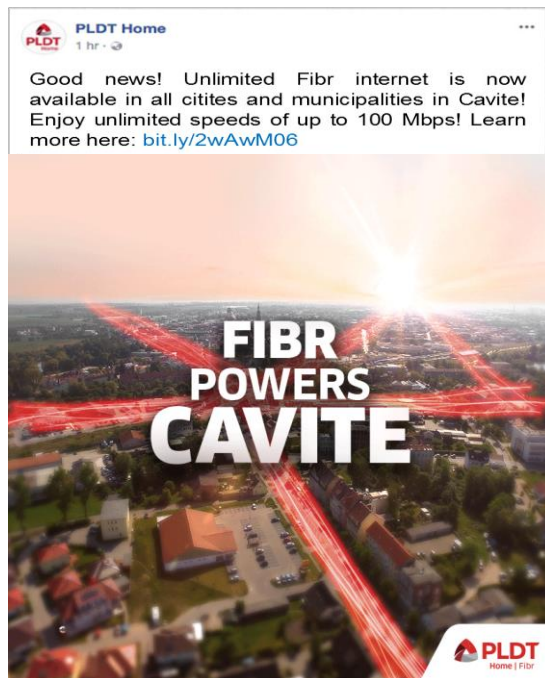
In Millions



# YTD Q3 2017 HIGHLIGHTS: HOME Business

1

## LEADING IN FIBR INFRASTRUCTURE



PLDT Home Rolled out **278K FIBR BROADBAND LINES** as of Q3 2017. Now with **165,000 KILOMETERS** of Fiber optic cables nationwide.

Starting with 2.5M HOMES PASSED YE 2016, we are now well on our way to reach the **4M** target by year-end 2017.

# YTD Q3 2017 HIGHLIGHTS: HOME Business

## 2

### BEYOND ACCESS STRATEGY



Kicked off the “Fibrization” program to modernize a total of 1.3M subs on legacy copper network over the next 2 years committing P11B in CAPEX

Launched Fibr TV Plan to drive adoption and penetration of Cignal TV among PLDT Home broadband subscribers.

Expanded security home solution with FamCam Plus, now enhanced with cloud storage

# YTD Q3 2017 HIGHLIGHTS: HOME Business

3

CONVERGED  
FIXED WIRELESS  
CAPABILITIES OF  
PLDT AND SMART

INTRODUCING  
SMART BRO PREPAID  
LTE HOME WIFI

FOR ONLY  
**P 1995**

2X FASTER  
THAN SMART BRO  
POCKET WIFI

Now Available in  
PLDT Stores

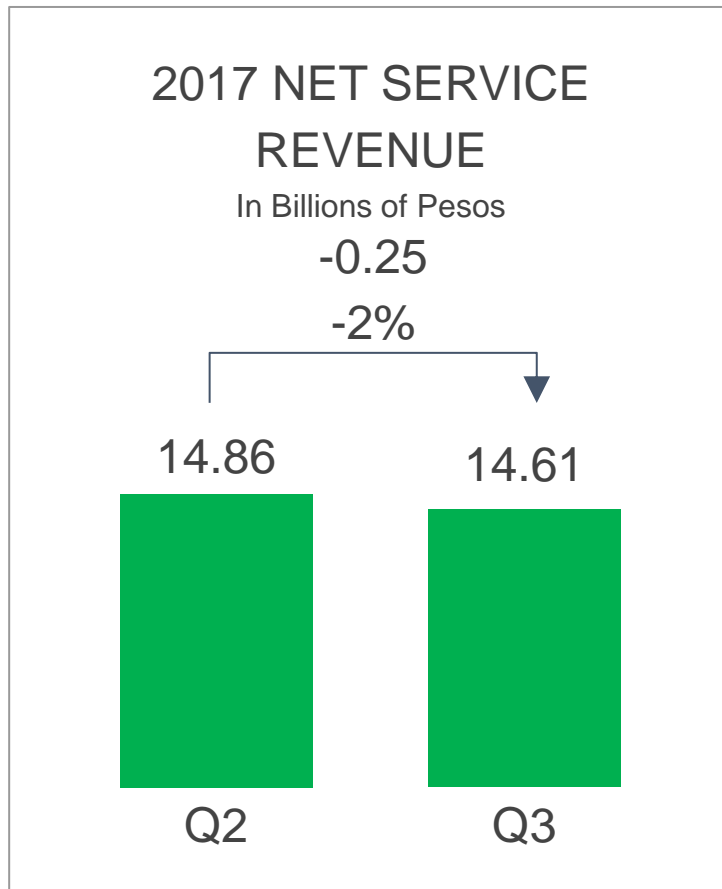
BETTER INDOOR  
SIGNAL 700MHz

EASY TO USE  
PLUG & SURF

COMES WITH  
**10GB**  
FOR 7 DAYS

BEST LOADED WITH  
SURF MAX **50**

# 2017 HIGHLIGHTS: Individual Business



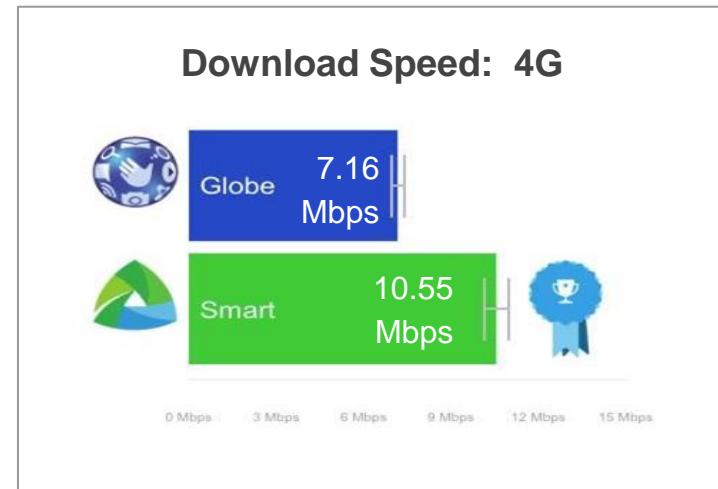
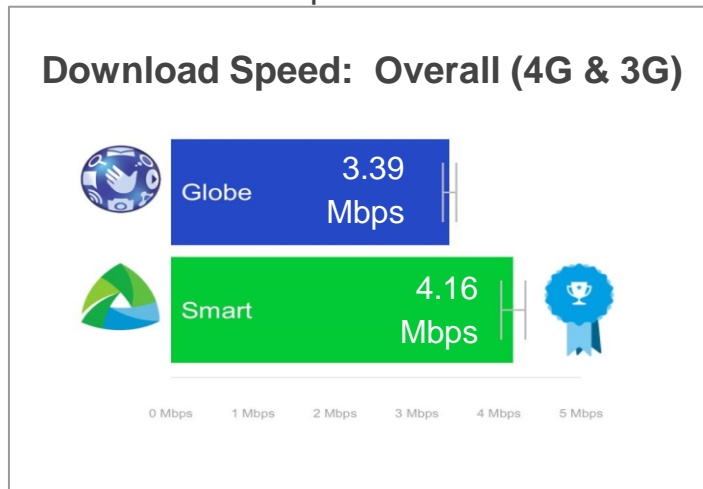
Q3 sustained Q2 levels, net of the impact from one-time deflators

# YTD 2017 HIGHLIGHTS: Individual Business

1

## INCREMENTAL 4,000\* BASE STATIONS; IMPROVING CUSTOMER EXPERIENCE

OpenSignal September 2017 Update



SOURCE: <https://opensignal.com/reports/2017/09/philippines/mobile-networks-update>

NOTE: 4,000 base stations include all 3G and LTE bands rolled out Jan-Sep 2017



# Q3 2017 HIGHLIGHTS: Individual Business

2

## SUNRISE: LTE Network, Data Offers and New Campaign



**SUN**  
**ITO NA ANG ARAW NG BAGONG SUN**  
 Stream, chat, download 24/7 with Sun's newest and widest LTE network and big time offers

ASC Ref No. XXXXXXXXXXXX Promo runs until December 31, 2017. Per DTI-FTEB Permit No. 15825, Series of 2017

Get the **NEW SUN SIM!**  
 Enjoyed better with Sun Big Time Data 70



**SUN** **BIGTIME DATA70**  
 valid for 7 days  
**1 GB DATA**  
 Unli all-net texts  
 30 mins Sun calls  
 Text **BDATA70** to **247**  
 POWERED BY SUN'S NEWEST AND WIDEST LTE NETWORK



**SUN** Now with more ways to connect! **VALID 30 DAYS**

**1,000** ALL-NET TEXTS + **UNLIMITED** SUN TEXTS

**NEW!** **5 HOURS PLDT CALLS** + SUN, SMART & TNT

**CHAT** + SUN, SMART & TNT

Promo valid until June 3, 2017. Per DTI-FTEB Permit No. 14695 Series of 2017. Text **TU200** to **247**

# Q3 2017 HIGHLIGHTS: Individual Business

3

Aggressive advertising and on-ground campaigning to push enhanced offers, upsell beyond access services and offer latest devices

Enhanced Offers

Beyond Access

New Devices



Leading non-bank payments company in Ph, offering the widest range of payment services from issuance of e-wallet accounts to consumers, payment solutions for merchants, and remittance services

- **Leading mobile money eWallet enabler in PH with 8M accounts** (combined PayMaya and Smart Money base, as of 3Q 2017)
- **Pervasive availability across channels** (mobile app, FB in Messenger, virtual and physical MasterCard and Visa cards)
- **Prepaid payment app and wallet of choice for millennial market**
- **Disbursement platform, card of choice for LGUs, enterprises, schools**
- **Largest mobile payments acquirer in Ph**, enabling merchants to accept card payment online and offline
- **Leading mobile money remittance network with 15,000** Smart Padala money-in, money-out agent centers

## HIGHLIGHTS



### PayMaya QR deployed nationwide in October

: Available in ALL Smart Stores, select merchants in Smart Spots, LGU partner merchants, STI canteens etc.

**Making payments social:**  
**PayMaya in Messenger launched w/ FB in August**  
Create account, Buy telco load, Send Money, Pay Bills



**ID + card of choice:** On boarded new LGUs (Muntinlupa City, Malolos City, Malabon City), schools (STI)

**Processing payments for top companies:**  
Lazada, Zalora, PAL, Cebu Pacific, McDonald's, Domino's Pizza, Meralco, Smart, MPTC



# Voyager: Most extensive digital lending footprint with FINTQ



Leader and pioneer in FinTech, RegTech, InsurTech services, enabling partner banks and other financial institutions expand their reach through digital and mobile technologies.

**MOST EXTENSIVE**  
digital lending footprint  
in the country

**P25.2B**  
LTD Loan Released

**176,000**  
LTD Loan Accounts

**100%**  
181/181 Provinces

**7 out of 10**  
Borrowers from provinces

**40%**  
Approval Rate

**91%**  
132/145 Cities

**650,000**  
Customer Base

**15%**  
Salary Loan Market Share

## HIGHLIGHTS



### Over 70 partners across FINTQ platforms

#### Increasing traction with new loan variants

DBP mSME Loan, Asialink OFW Loan, Eastwest Bank Personal Loan, Producers Bank Mobile Crop Loan



**iNVSTR** 1st Micro-investment platform in PH



**KasamaKA income and community builder program:** Building a financial inclusion movement with a referral and rewards model

# Voyager: Completing the DX suite with Hatch and TackThis!



### Leader in Marketing Technology Platforms

: sponsored data (freenet), insights, rewards, loyalty, APIs  
: used by ~300 enterprises such as Unilever, Ford, Shell, Meralco, Transcom, Security Bank, Shopee, S&R, Okada and big 5 ad agencies

### Accelerating Digital Commerce Adoption

: Enabling over 1,400 companies such as such as Robinsons Mall, ShopTV, MyPhone and PAL as well as SMEs through TackThis! Digital Commerce Platforms

# PLDT Group: Guidance for 2017

## EBITDA: P68bn

- **To grow by P6.8bn from P61.2bn in 2016**
  - impact of P4.6bn in subsidies and provisions in 2016 which will not recur in 2017
  - Consolidated service revenues improving but remain under pressure
    - ✓ Double-digit growth in data/broadband to continue
      - Home and Enterprise to grow double-digit
    - ✓ Continuing declines in toll, cellular voice and SMS revenues
  - Reduction in cash opex to result from tighter management of costs

## Recurring Core Income: P22.0bn

- **Recurring core income from telco operations to rise to P22.0bn**
  - P1.5bn increase due to the combined effect of:
    - ✓ Higher EBITDA partly offset by increases in depreciation and financing costs resulting from the higher capex
    - ✓ Lower equity in earnings due to reduced ownership in Beacon, accelerated depreciation and losses and amortization of purchase price acquisition related to the Vega Tel transaction
- **Including asset sales, core income anticipated to be at P27-28bn - broadly similar to 2016**
  - Anticipated gain from asset sales to be offset by expected MRP expense

\* Normalized to exclude asset sales and impact of higher provisions

## Capex: P38bn

- **Updated from original guidance of P46bn**
  - Includes carry-over of capex started in 2016
  - Additional P15bn of on-going projects and capex commitments made in 2017 to be completed and booked in 2018
  - Target completion for 2017:
    - ✓ About 1mn new homes passed to reach 4mn
    - ✓ 400K fiber ports hit 1mn ports
    - ✓ Have over 4,200 LTE sites
  - Increase in fixed line capex to support push to further grow the Home and Enterprise businesses

## Dividend Payout: 60%

- **Dividend policy: Regular dividend payout of 60% of core income**
- **Takes into consideration:**
  - Technology roadmap/capex requirements
  - Management of cash and gearing levels
  - Plans to invest (on opportunistic basis) in new adjacent businesses that will complement the current business and provide future sources of profits and dividends

## Other Details

# PLDT Group: Service Revenues

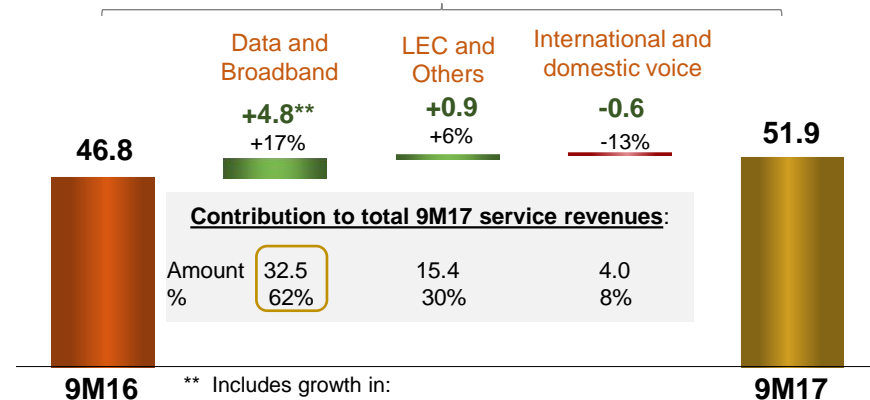
(by Product Type)\*

(Php in billions)

## Fixed Line\*

9M17 vs 9M16

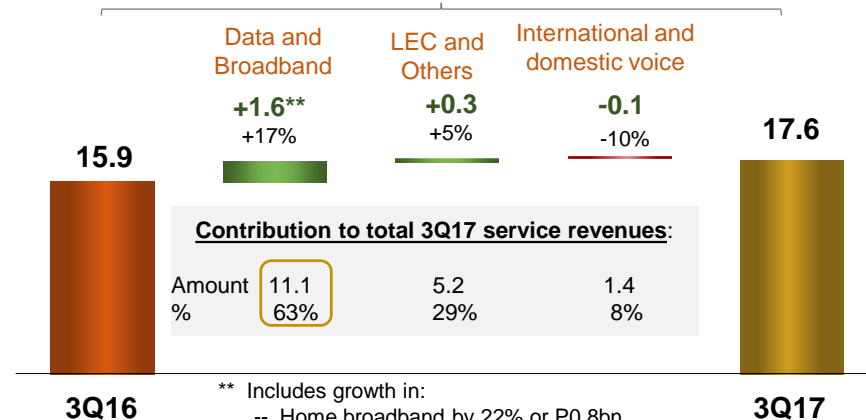
Higher by P5.1bn or 11%



\*\* Includes growth in:  
 -- Home broadband by 20% or P2.2bn  
 -- Corp. Data and Data Center by 15% or P2.5bn

3Q17 vs 3Q16

Higher by P1.8bn or 11%

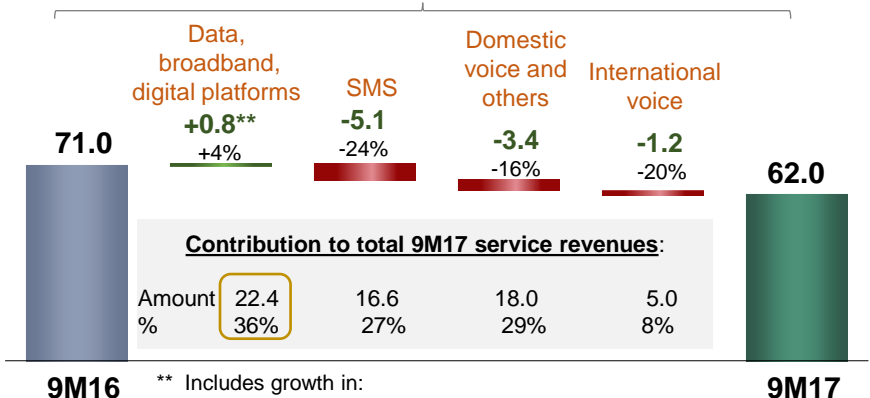


\*\* Includes growth in:  
 -- Home broadband by 22% or P0.8bn  
 -- Corp. Data and Data Center by 14% or P0.8bn

## Wireless\*

9M17 vs 9M16

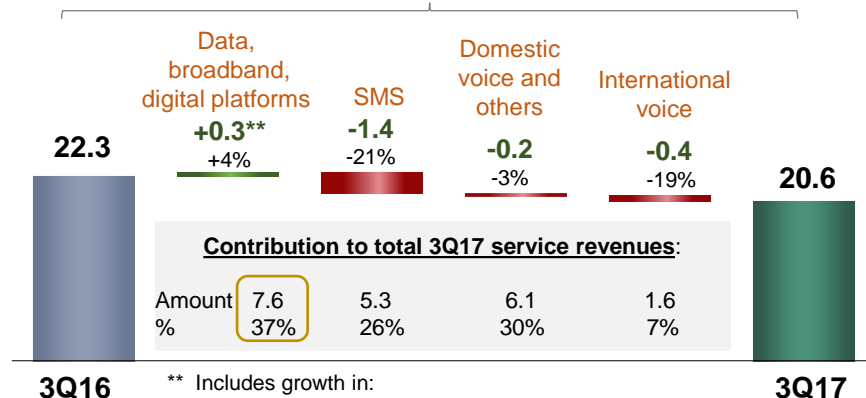
Lower by P9.0bn or 13%



\*\* Includes growth in:  
 -- Mobile internet by 17% or P2.1bn

3Q17 vs 3Q16

Lower by P1.7bn or 7%

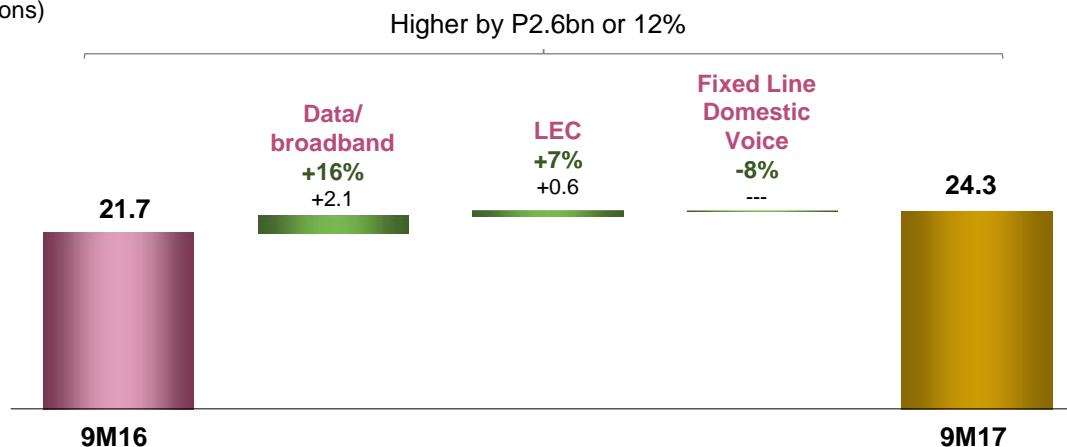


\*\* Includes growth in:  
 -- Mobile internet by 15% or P0.7bn

# PLDT Group: Home Service Revenues\*

## Home

(Php in billions)



Service Revenues (Php in millions)	9M16	9M17
Data/Broadband	12,957	15,048
LEC	8,082	8,671
Domestic Voice	608	562
Others	15	15
<b>Total</b>	<b>21,662</b>	<b>24,296</b>

Service Revenue Mix	9M16	9M17
Data/Broadband	60%	62%
LEC	37%	36%
Domestic Voice	3%	2%
Others	0%	0%

- **Data/broadband revenues grew by 16% or P2.1bn to P15.0bn**
  - Fixed home broadband revenues of P13.0bn were 20% or P2.2bn higher year-on-year
  - Wireless broadband revenues were 6% or P0.1bn lower at P1.9bn
- **Combined fixed and wireless home broadband subscribers grew by 13% or 224K year-on-year to 1.9mn at end September 2017**
- **Fixed line voice subscribers increased by 9% or 209K from 9M16 to 2.6mn at 9M17**

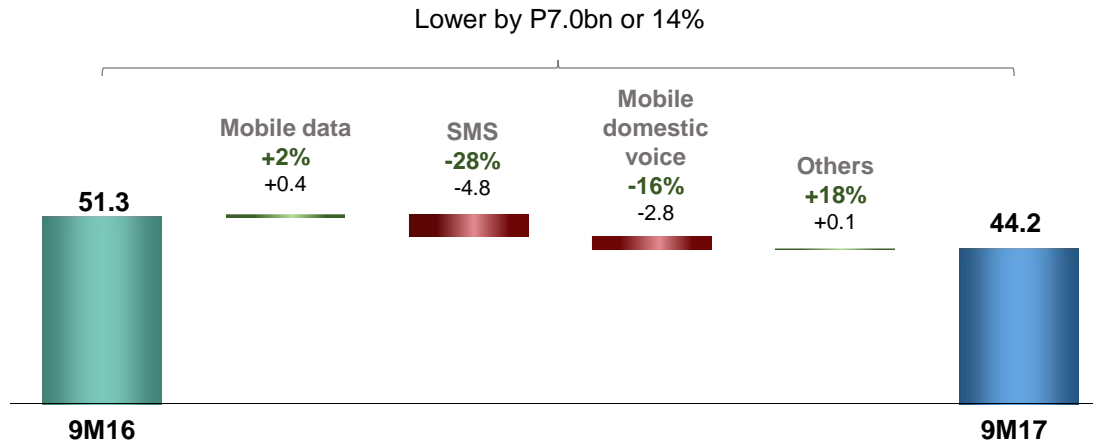
\* Consolidated and net of interconnection costs



# PLDT Group: Individual Service Revenues\*

## Individual

(Php in billions)



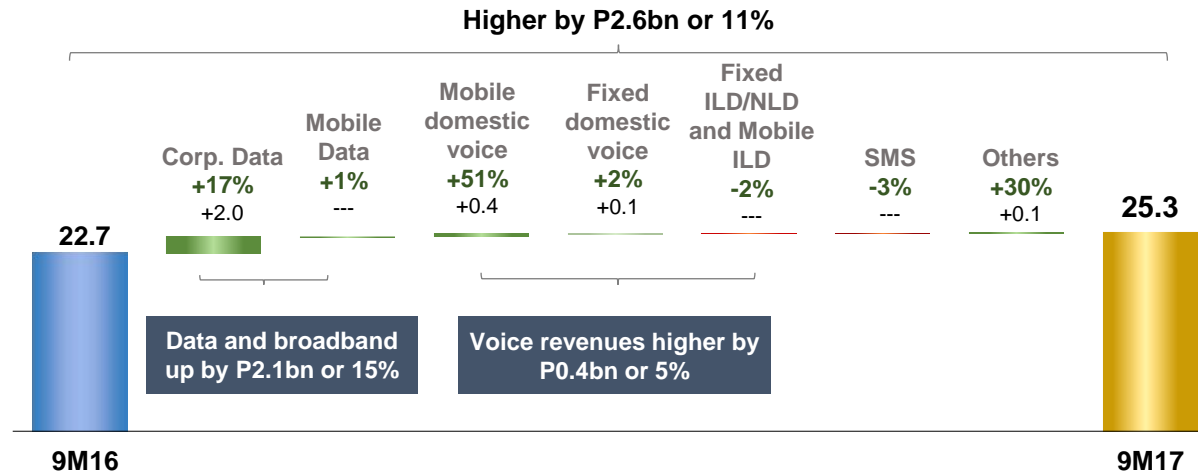
Service Revenues (Php in millions)	9M16	9M17
Mobile Data	16,969	17,391
Mobile Domestic Voice	16,895	14,129
SMS	17,128	12,376
Others	278	328
<b>Total</b>	<b>51,270</b>	<b>44,224</b>

Service Revenue Mix	9M16	9M17
Mobile Data	33%	39%
Mobile Domestic Voice	33%	32%
SMS	33%	28%
Others	1%	1%

- **Mobile data revenues rose by 2% or P0.4bn year-on-year to P17.4bn, and now account for 39% of total Individual service revenues**
  - Mobile internet revenues of P13.1bn were 20% or P2.2bn higher
  - Revenues from dongles declined by 29% or P1.7bn
- **Total mobile subscribers stood at 58.2mn at the end of September 2017**

# PLDT Group: Enterprise Service Revenues\*

(Php in billions)



Service Revenues (Php in millions)	9M16	9M17
Data/Broadband	13,950	16,001
Voice	7,624	8,015
SMS	673	656
Others	476	621
<b>Total</b>	<b>22,723</b>	<b>25,293</b>

Service Revenue Mix	9M16	9M17
Data/Broadband	61%	63%
Voice	34%	32%
SMS	3%	3%
Others	2%	2%

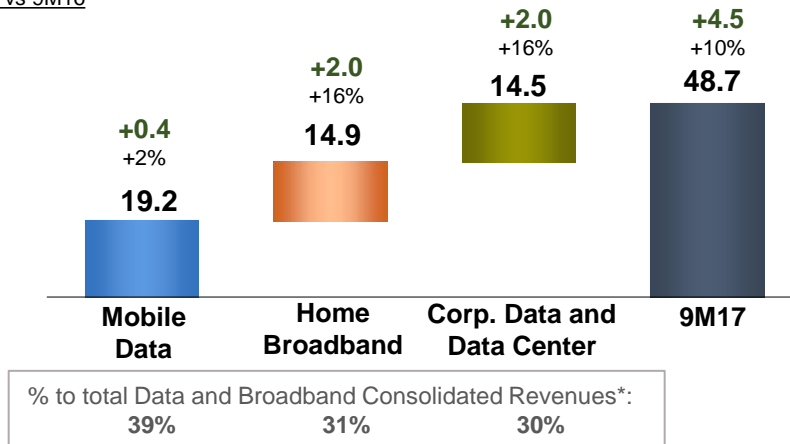
- **Data/broadband revenues grew by 15% or P2.1bn year-on-year to P16.0bn, and represent 63% of total Enterprise service revenues**
  - Corporate data and other data services rose 17% or P1.8bn to P12.4bn at 9M17
  - Data center revenues were higher by 17% or P0.3bn to P1.8bn

\* On consolidated basis and net of interconnection costs

# PLDT Group: Consolidated Data and Broadband\*

(Php in billions)

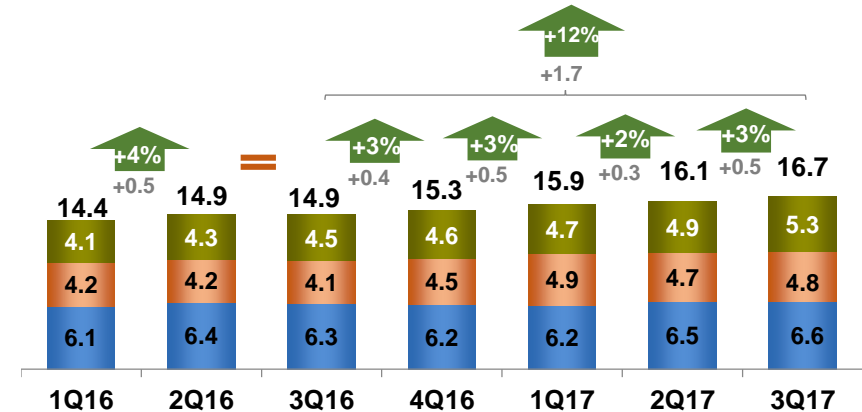
9M17 vs 9M16



## Mobile Internet

- Growth in mobile data revenues was driven mainly by the increase in smartphone ownership causing further declines in usage of dongles/pocket wi-fi devices
  - Mobile internet revenues, 30% of total data and broadband revenues, rose by 17% year-on-year to P14.7bn in 9M17
    - ✓ Data usage in 9M17 **increased by 90%** to 183,630 Terabytes from 9M16
    - ✓ Smartphone penetration: approximately **53%** of our subscriber base, with about **60%** of whom pay for data
    - ✓ Goal: Enable and accelerate data adoption to drive usage and build the data habit enabled by Smart's LTE network
      - Introduction of video packages
      - Launch of various data packages (e. g., Giga Surf, All Out Surf) bundled with call and text allocations
      - New Smart postpaid plans offering bigger data volume allowances
      - Brand refresh highlighting superiority of Smart's LTE network: "Be there like never before"
      - Subscribers are encouraged to replace old SIM cards to LTE SIM cards to better experience Smart's LTE network

■ Mobile Data ■ Corp. Data and Data Center ■ Home Broadband



- Sustaining upward direction in revenues for four (4) consecutive quarters

## Home Broadband

- Home broadband revenues grew by 16% to P14.9bn at 9M17 following a 13% increase in subscribers
  - Home broadband revenues rose **7% q-o-q** in 3Q17 showing a sustained acceleration of quarterly revenue growth
  - Goal: To transform households into a 'Smart Home' or 'the HOME of the future' and continue roll out of 'PLDT Smart Cities'
    - ✓ Launched the ROKU-powered TVolution box
    - ✓ Roll out of high speed internet via Fibr bundled with great content, Fox+, iFlix, iWantTv, and Netflix

## Corporate Data and Data Centers

- Corporate data and data center revenues, or 30% of total data and broadband revenues, increased by P2.0bn or 16% at P14.5bn
- PLDT is the nation's largest data center operator with ten data centers and a total rack capacity of about 9,000 by year-end 2017

# Appendix

# Subscriber Base: Mobile

## Mobile Subscribers <sup>(1)</sup> by Category:

	Sept-17 <sup>(2)</sup>	Jun-17 <sup>(2)</sup>	Mar-17	Dec-16	Sept-16	Jun-16	Mar-16
<b>Mobile Subscriber Base <sup>(1)</sup></b>							
<b>Prepaid <sup>(2)</sup></b>	<b>55,651,398</b>	<b>56,083,707</b>	<b>60,421,068</b>	<b>59,952,941</b>	<b>62,259,067</b>	<b>64,701,367</b>	<b>64,651,175</b>
Smart Prepaid	20,537,068	20,587,687	21,933,462	21,643,963	23,560,542	24,185,165	24,836,433
Sun Prepaid	6,749,894	7,014,726	8,086,432	8,463,469	8,846,953	9,652,756	10,495,342
TNT	28,364,436	28,481,294	30,401,174	29,845,509	29,851,572	30,863,446	29,319,400
<b>Postpaid</b>	<b>2,566,636</b>	<b>2,620,025</b>	<b>2,721,410</b>	<b>2,810,268</b>	<b>3,117,035</b>	<b>3,556,485</b>	<b>3,539,055</b>
Smart Postpaid	1,372,661	1,353,468	1,365,709	1,383,830	1,482,672	1,573,147	1,610,670
Sun Postpaid	1,193,975	1,266,557	1,355,701	1,426,438	1,634,363	1,983,338	1,928,385
<b>Total Mobile Subscribers</b>	<b>58,218,034</b>	<b>58,703,732</b>	<b>63,142,478</b>	<b>62,763,209</b>	<b>65,376,102</b>	<b>68,257,852</b>	<b>68,190,230</b>

## Mobile Subscribers <sup>(1)</sup> by Brand:

	Sept-17 <sup>(2)</sup>	Jun-17 <sup>(2)</sup>	Mar-17	Dec-16	Sept-16	Jun-16	Mar-16
<b>Mobile Subscriber Base <sup>(1)</sup></b>							
<b>Smart</b>	<b>21,909,729</b>	<b>21,941,155</b>	<b>23,299,171</b>	<b>23,027,793</b>	<b>25,043,214</b>	<b>25,758,312</b>	<b>26,447,103</b>
Smart Prepaid <sup>(2)</sup>	20,537,068	20,587,687	21,933,462	21,643,963	23,560,542	24,185,165	24,836,433
Smart Postpaid	1,372,661	1,353,468	1,365,709	1,383,830	1,482,672	1,573,147	1,610,670
<b>TNT <sup>(2)</sup></b>	<b>28,364,436</b>	<b>28,481,294</b>	<b>30,401,174</b>	<b>29,845,509</b>	<b>29,851,572</b>	<b>30,863,446</b>	<b>29,319,400</b>
<b>Sun Cellular</b>	<b>7,943,869</b>	<b>8,281,283</b>	<b>9,442,133</b>	<b>9,889,907</b>	<b>10,481,316</b>	<b>11,636,094</b>	<b>12,423,727</b>
Sun Prepaid <sup>(2)</sup>	6,749,894	7,014,726	8,086,432	8,463,469	8,846,953	9,652,756	10,495,342
Sun Postpaid	1,193,975	1,266,557	1,355,701	1,426,438	1,634,363	1,983,338	1,928,385
<b>Total Mobile Subscribers</b>	<b>58,218,034</b>	<b>58,703,732</b>	<b>63,142,478</b>	<b>62,763,209</b>	<b>65,376,102</b>	<b>68,257,852</b>	<b>68,190,230</b>

<sup>(1)</sup> Includes Mobile Broadband subscribers

<sup>(2)</sup> Beginning 2Q2017, prepaid subscriber base excludes subscribers who do not reload within 90 days versus the previous cut-off of 120 days

# Subscriber Base: Broadband and Fixed Line

## Broadband Subscribers

	Sept-17	Jun-17	Mar-17	Dec-16	Sept-16	Jun-16	Mar-16
<b>BROADBAND</b>							
Wireless Home Broadband	251,897	257,187	264,227	270,203	271,572	265,473	248,675
Fixed Line Broadband <sup>(1)</sup>	1,651,515	1,575,914	1,506,578	1,450,550	1,407,122	1,347,422	1,296,402
<b>Total Broadband Subscribers</b>	<b>1,903,412</b>	<b>1,833,101</b>	<b>1,770,805</b>	<b>1,720,753</b>	<b>1,678,694</b>	<b>1,612,895</b>	<b>1,545,077</b>

<sup>(1)</sup> Includes Corporate Fixed Broadband Subscribers

## Fixed Line Subscribers

	Sept-17	Jun-17	Mar-17	Dec-16	Sept-16	Jun-16	Mar-16
<b>Fixed Line Subscribers</b>	<b>2,614,248</b>	<b>2,546,992</b>	<b>2,487,601</b>	<b>2,438,473</b>	<b>2,404,893</b>	<b>2,380,390</b>	<b>2,339,001</b>

# 9M2017: Consolidated Financial Highlights

<i>(Unaudited, Php in millions)</i>	9M2017				9M2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
<b>Total Revenues</b>	<b>70,271</b>	<b>58,075</b>	<b>8</b>	<b>119,066</b>	<b>125,386</b>	<b>(5%)</b>
<b>Service Revenues <sup>(1)</sup></b>	<b>66,837</b>	<b>55,466</b>	<b>8</b>	<b>113,029</b>	<b>118,932</b>	<b>(5%)</b>
<b>Cash Operating Expenses <sup>(2)</sup></b>	<b>36,295</b>	<b>30,950</b>	<b>43</b>	<b>56,821</b>	<b>56,916</b>	<b>-</b>
<i>Cash Operating Expenses (excluding MRP) <sup>(3)</sup></i>	36,295	29,361	43	55,232	56,916	(3%)
<b>Depreciation and Amortization</b>	<b>15,713</b>	<b>9,834</b>	<b>-</b>	<b>25,547</b>	<b>22,603</b>	<b>13%</b>
<b>Financing Costs, Net</b>	<b>(1,819)</b>	<b>(3,846)</b>	<b>(148)</b>	<b>(5,628)</b>	<b>(5,430)</b>	<b>4%</b>
<b>Income before Income Tax</b>	<b>7,649</b>	<b>11,345</b>	<b>9,123</b>	<b>27,878</b>	<b>22,160</b>	<b>26%</b>
<b>Provision for Income Tax</b>	<b>2,751</b>	<b>3,099</b>	<b>86</b>	<b>5,936</b>	<b>6,260</b>	<b>(5%)</b>
<b>EBITDA</b>	<b>25,623</b>	<b>22,359</b>	<b>(35)</b>	<b>49,129</b>	<b>45,717</b>	<b>7%</b>
<b>EBITDA Margin <sup>(4)</sup></b>	<b>38%</b>	<b>40%</b>	<b>-</b>	<b>43%</b>	<b>38%</b>	
<b>EBITDA (excluding MRP) <sup>(3)</sup></b>	<b>25,623</b>	<b>23,948</b>	<b>(35)</b>	<b>50,718</b>	<b>45,717</b>	<b>11%</b>
<b>EBITDA Margin <sup>(3) (4)</sup></b>	<b>38%</b>	<b>43%</b>	<b>-</b>	<b>45%</b>	<b>38%</b>	
<b>Net Income Attributable to Equity Holders of PLDT</b>	<b>4,891</b>	<b>8,188</b>	<b>9,038</b>	<b>21,878</b>	<b>15,865</b>	<b>38%</b>
<b>Core income</b>	<b>5,757</b>	<b>7,810</b>	<b>9,861</b>	<b>23,189</b>	<b>21,736</b>	<b>7%</b>
<b>Core income (recurring) <sup>(5)</sup></b>	<b>7,071</b>	<b>9,041</b>	<b>1,536</b>	<b>17,355</b>	<b>16,551</b>	<b>5%</b>

(1) Service Revenues, gross of interconnection costs

Service revenues, gross of interconnection costs	66,837	55,466	8	113,029	118,932	(5%)
Interconnection costs	4,835	3,596	-	5,712	7,102	(20%)
Service revenues, net of interconnection costs	62,002	51,870	8	107,317	111,830	(4%)

(2) Cash Operating Expenses includes interconnection costs

(3) Excluding Manpower Reduction Program (MRP) of P1.6bn offered in 2017

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

(5) Excluding gain from asset sales, MRP in 2017, accelerated depreciation, non recurring provisions and subsidies in 2016 and related tax adjustments

# Underlying Core Income

<i>(Unaudited, Php in millions)</i>	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
<b>Core Income</b>	<b>5,329</b>	<b>12,098</b>	<b>5,762</b>	<b>23,189</b>	<b>7,211</b>	<b>10,489</b>	<b>4,036</b>	<b>21,736</b>	<b>6,121</b>	<b>27,857</b>
Core Income Adjustments										
One-Time Provisions and Subsidies	-	-	-	-	1,011	2,034	1,605	4,650	-	4,650
Manpower Reduction Program (MRP)	-	1,509	80	1,589	-	-	-	-	-	-
Asset Sales	-	(6,601)	(1,775)	(8,376)	(970)	(7,365)	(396)	(8,731)	(438)	(9,169)
Accelerated Depreciation	-	-	2,043	2,043	-	-	-	-	4,084	4,084
Deferred Tax Asset Recognition	-	-	-	-	-	-	-	-	(5,027)	(5,027)
Net Tax Effect of Adjustments	-	(453)	(637)	(1,090)	(12)	(611)	(481)	(1,104)	(1,094)	(2,198)
<b>Underlying Core Income</b>	<b>5,329</b>	<b>6,553</b>	<b>5,473</b>	<b>17,355</b>	<b>7,240</b>	<b>4,547</b>	<b>4,764</b>	<b>16,551</b>	<b>3,646</b>	<b>20,197</b>



# Reconciliation of Core and Reported net income

<i>(Unaudited, Php in millions)</i>	9M2017				9M2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
<b>Net Income (Losses) Attributable to Equity Holders of PLDT</b>	4,891	8,188	9,038	21,878	15,865	38%
Add (Deduct):						
Foreign Exchange Losses, Net	468	76	243	787	1,434	(45%)
Gains on Derivative Financial Instruments, Net	(384)	(434)	-	(818)	(916)	(11%)
Asset Impairment	828	(201)	540	1,167	5,381	(78%)
Others	-	74	(8)	66	(25)	364%
Tax Effect	(46)	107	48	109	(3)	3,733%
<b>Core Income</b>	<b>5,757</b>	<b>7,810</b>	<b>9,861</b>	<b>23,189</b>	<b>21,736</b>	<b>7%</b>

# Consolidated Service Revenues\*

(Unaudited, Php in millions)	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
<b>Fixed Line</b>	<b>15,556</b>	<b>15,620</b>	<b>15,979</b>	<b>47,155</b>	<b>14,287</b>	<b>14,320</b>	<b>14,446</b>	<b>43,053</b>	<b>15,033</b>	<b>58,086</b>
LEC	4,553	4,623	4,695	13,871	4,333	4,384	4,479	13,196	4,499	17,695
Fixed Line Voice - International	970	859	800	2,629	1,240	1,092	1,015	3,347	1,111	4,458
Fixed Line Voice - Domestic (NLD)	789	777	780	2,346	844	845	863	2,552	797	3,349
Home Broadband	4,074	4,300	4,603	12,977	3,413	3,615	3,781	10,809	3,920	14,729
Corporate Data and Data Center	4,951	4,760	4,863	14,574	4,237	4,189	4,098	12,524	4,474	16,998
Corporate data and leased lines	4,333	4,223	4,209	12,765	3,678	3,595	3,704	10,977	3,978	14,955
Data Center and IT	618	537	654	1,809	559	594	394	1,547	496	2,043
Miscellaneous	219	301	238	758	220	195	210	625	232	857
<b>Wireless</b>	<b>22,145</b>	<b>22,062</b>	<b>21,664</b>	<b>65,871</b>	<b>26,311</b>	<b>25,686</b>	<b>23,882</b>	<b>75,879</b>	<b>23,236</b>	<b>99,115</b>
Mobile Services	21,069	20,993	20,586	62,648	25,305	24,806	22,826	72,937	22,129	95,066
Mobile Voice	7,594	7,579	7,367	22,540	10,240	9,458	8,272	27,970	8,011	35,981
Mobile Voice - Domestic	5,796	5,810	5,804	17,410	7,948	7,276	6,326	21,550	6,035	27,585
Mobile Voice - International	1,798	1,769	1,563	5,130	2,292	2,182	1,946	6,420	1,976	8,396
SMS	6,910	6,514	6,271	19,695	8,688	8,643	7,873	25,204	7,532	32,736
Mobile Data	6,235	6,614	6,493	19,342	6,063	6,444	6,375	18,882	6,333	25,215
Mobile Internet	4,612	5,100	5,050	14,762	3,811	4,257	4,471	12,539	4,628	17,167
Mobile Broadband	1,623	1,513	1,443	4,579	2,252	2,187	1,903	6,342	1,704	8,046
Other data	-	1	-	1	-	-	1	1	1	2
Inbound Roaming and Others	330	286	455	1,071	314	261	306	881	253	1,134
Home Broadband	652	609	662	1,923	679	670	697	2,046	712	2,758
Digital Platforms and Mobile Financial Services	309	325	324	958	133	57	219	409	300	709
MVNO and Others	115	135	92	342	194	153	140	487	95	582
<b>Others</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>9</b>	<b>9</b>
<b>Total Consolidated Service Revenues</b> <sup>(1)</sup>	<b>37,701</b>	<b>37,682</b>	<b>37,646</b>	<b>113,029</b>	<b>40,598</b>	<b>40,006</b>	<b>38,328</b>	<b>118,932</b>	<b>38,278</b>	<b>157,210</b>

(1) Gross of Interconnection costs

## Consolidated service revenues, net of interconnection costs

(Unaudited, Php in millions)	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Consolidated Service Revenues, gross of interconnection costs	37,701	37,682	37,646	113,029	40,598	40,006	38,328	118,932	38,278	157,210
Interconnection Costs	2,091	2,062	1,559	5,712	2,436	2,398	2,268	7,102	2,471	9,573
<b>Consolidated Service Revenues, net of interconnection costs</b>	<b>35,610</b>	<b>35,620</b>	<b>36,087</b>	<b>107,317</b>	<b>38,162</b>	<b>37,608</b>	<b>36,060</b>	<b>111,830</b>	<b>35,807</b>	<b>147,637</b>

# Consolidated Service Revenues and EBITDA

(Unaudited, Php in millions)	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
<b>Data/Broadband/Digital Platforms</b>	<b>16,221</b>	<b>16,608</b>	<b>16,948</b>	<b>49,777</b>	<b>14,525</b>	<b>14,975</b>	<b>15,170</b>	<b>44,670</b>	<b>15,748</b>	<b>60,418</b>
Mobile Data	6,235	6,614	6,493	19,342	6,063	6,444	6,375	18,882	6,333	25,215
Mobile Internet	4,612	5,100	5,050	14,762	3,811	4,257	4,471	12,539	4,628	17,167
Mobile Broadband	1,623	1,513	1,443	4,579	2,252	2,187	1,903	6,342	1,704	8,046
Other Data	-	1	-	1	-	-	1	1	1	2
Home Broadband	4,726	4,909	5,265	14,900	4,092	4,285	4,478	12,855	4,632	17,487
Fixed	4,074	4,300	4,603	12,977	3,413	3,615	3,781	10,809	3,920	14,729
Wireless	652	609	662	1,923	679	670	697	2,046	712	2,758
Corp. Data and Data Center	4,951	4,760	4,863	14,574	4,237	4,189	4,098	12,524	4,474	16,998
Corp. Data and Leased Lines	4,333	4,223	4,209	12,765	3,678	3,595	3,704	10,977	3,978	14,955
Data Center and IT	618	537	654	1,809	559	594	394	1,547	496	2,043
Digital Platforms and Others	309	325	327	961	133	57	219	409	309	718
<b>SMS/Mobile Voice - Domestic/LEC/Others</b>	<b>17,923</b>	<b>17,669</b>	<b>17,555</b>	<b>53,147</b>	<b>21,697</b>	<b>20,912</b>	<b>19,334</b>	<b>61,943</b>	<b>18,646</b>	<b>80,589</b>
SMS	6,910	6,514	6,271	19,695	8,688	8,643	7,873	25,204	7,532	32,736
Mobile Voice - Domestic	5,796	5,810	5,804	17,410	7,948	7,276	6,326	21,550	6,035	27,585
LEC	4,553	4,623	4,695	13,871	4,333	4,384	4,479	13,196	4,499	17,695
Others	664	722	785	2,171	728	609	656	1,993	580	2,573
Inbound Roaming and Others	330	286	455	1,071	314	261	306	881	253	1,134
MVNO and Others	115	135	92	342	194	153	140	487	95	582
Miscellaneous - Fixed Line	219	301	238	758	220	195	210	625	232	857
<b>ILD/Fixed Line - Domestic (NLD)</b>	<b>3,557</b>	<b>3,405</b>	<b>3,143</b>	<b>10,105</b>	<b>4,376</b>	<b>4,119</b>	<b>3,824</b>	<b>12,319</b>	<b>3,884</b>	<b>16,203</b>
Fixed Line Voice - Domestic (NLD)	789	777	780	2,346	844	845	863	2,552	797	3,349
Fixed Line Voice - International	970	859	800	2,629	1,240	1,092	1,015	3,347	1,111	4,458
Mobile Voice - International	1,798	1,769	1,563	5,130	2,292	2,182	1,946	6,420	1,976	8,396
<b>Total Consolidated Gross Service Revenues <sup>(1)</sup></b>	<b>37,701</b>	<b>37,682</b>	<b>37,646</b>	<b>113,029</b>	<b>40,598</b>	<b>40,006</b>	<b>38,328</b>	<b>118,932</b>	<b>38,278</b>	<b>157,210</b>
Non-Service Revenues	1,487	2,145	2,405	6,037	2,181	2,499	1,774	6,454	1,598	8,052
<b>Total Consolidated Gross Revenues</b>	<b>39,188</b>	<b>39,827</b>	<b>40,051</b>	<b>119,066</b>	<b>42,779</b>	<b>42,505</b>	<b>40,102</b>	<b>125,386</b>	<b>39,876</b>	<b>165,262</b>
<b>Deduct:</b>										
Cash Operating Expenses <sup>(2)</sup>	(18,385)	(19,793)	(18,643)	(56,821)	(19,014)	(19,032)	(18,870)	(56,916)	(18,666)	(75,582)
Cost of Sales	(2,646)	(2,508)	(2,675)	(7,829)	(5,126)	(5,519)	(3,337)	(13,982)	(2,771)	(16,753)
Cost of Services	(639)	(786)	(446)	(1,871)	(388)	(485)	(365)	(1,238)	(560)	(1,798)
Writedown of Inventory and Provision for Doubtful AR	(1,051)	(1,197)	(1,168)	(3,416)	(1,645)	(3,317)	(2,571)	(7,533)	(2,435)	(9,968)
<b>EBITDA</b>	<b>16,467</b>	<b>15,543</b>	<b>17,119</b>	<b>49,129</b>	<b>16,606</b>	<b>14,152</b>	<b>14,959</b>	<b>45,717</b>	<b>15,444</b>	<b>61,161</b>
<i>EBITDA Margin <sup>(3)</sup></i>	<i>44%</i>	<i>41%</i>	<i>45%</i>	<i>43%</i>	<i>41%</i>	<i>35%</i>	<i>39%</i>	<i>38%</i>	<i>40%</i>	<i>39%</i>

<sup>(1)</sup> Gross of Interconnection costs

<sup>(2)</sup> Includes Interconnection costs

<sup>(3)</sup> EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

## Consolidated service revenues, net of interconnection costs

(Unaudited, Php in millions)	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Consolidated Service Revenues, gross of interconnection costs	37,701	37,682	37,646	113,029	40,598	40,006	38,328	118,932	38,278	157,210
Interconnection Costs	2,091	2,062	1,559	5,712	2,436	2,398	2,268	7,102	2,471	9,573
<b>Consolidated Service Revenues, net of interconnection costs</b>	<b>35,610</b>	<b>35,620</b>	<b>36,087</b>	<b>107,317</b>	<b>38,162</b>	<b>37,608</b>	<b>36,060</b>	<b>111,830</b>	<b>35,807</b>	<b>147,637</b>

# Wireless Service Revenues and EBITDA

(Unaudited, Php in millions)	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
<b>Data/Broadband/Digital Platforms</b>	<b>7,281</b>	<b>7,627</b>	<b>7,555</b>	<b>22,463</b>	<b>6,944</b>	<b>7,270</b>	<b>7,375</b>	<b>21,589</b>	<b>7,428</b>	<b>29,017</b>
Mobile Data	6,308	6,691	6,566	19,565	6,127	6,536	6,445	19,108	6,409	25,517
Mobile Internet	4,612	5,100	5,050	14,762	3,811	4,257	4,471	12,539	4,628	17,167
Mobile Broadband	1,655	1,547	1,476	4,678	2,276	2,209	1,926	6,411	1,736	8,147
Other Data	41	44	40	125	40	70	48	158	45	203
Home Broadband	655	612	663	1,930	683	674	700	2,057	716	2,773
Digital Platforms and mobile financial services	318	324	326	968	134	60	230	424	303	727
<b>SMS/Mobile Voice - Domestic/Others</b>	<b>13,388</b>	<b>12,979</b>	<b>12,853</b>	<b>39,220</b>	<b>17,422</b>	<b>16,612</b>	<b>14,918</b>	<b>48,952</b>	<b>14,185</b>	<b>63,137</b>
SMS	6,912	6,516	6,274	19,702	8,690	8,646	7,875	25,211	7,534	32,745
Mobile Voice - Domestic	6,029	6,039	6,026	18,094	8,221	7,551	6,594	22,366	6,300	28,666
Others	447	424	553	1,424	511	415	449	1,375	351	1,726
Inbound roaming and others	332	287	461	1,080	315	262	308	885	256	1,141
MVNO and others	115	137	92	344	196	153	141	490	95	585
<b>Mobile Voice - International</b>	<b>1,806</b>	<b>1,777</b>	<b>1,571</b>	<b>5,154</b>	<b>2,304</b>	<b>2,189</b>	<b>1,952</b>	<b>6,445</b>	<b>1,983</b>	<b>8,428</b>
<b>Total Wireless Gross Service Revenues <sup>(1)</sup></b>	<b>22,475</b>	<b>22,383</b>	<b>21,979</b>	<b>66,837</b>	<b>26,670</b>	<b>26,071</b>	<b>24,245</b>	<b>76,986</b>	<b>23,596</b>	<b>100,582</b>
Non-Service Revenues	687	1,120	1,627	3,434	1,261	1,472	838	3,571	761	4,332
<b>Total Wireless Gross Revenues</b>	<b>23,162</b>	<b>23,503</b>	<b>23,606</b>	<b>70,271</b>	<b>27,931</b>	<b>27,543</b>	<b>25,083</b>	<b>80,557</b>	<b>24,357</b>	<b>104,914</b>
<b>Deduct:</b>										
Cash Operating Expenses <sup>(2)</sup>	(12,101)	(12,135)	(12,059)	(36,295)	(12,515)	(12,576)	(12,642)	(37,733)	(11,845)	(49,578)
Cost of Sales	(1,905)	(1,640)	(2,223)	(5,768)	(4,421)	(4,748)	(2,748)	(11,917)	(2,223)	(14,140)
Cost of Services	(119)	(128)	(133)	(380)	(31)	(15)	(35)	(81)	(208)	(289)
Writedown of Inventory and Provision for Doubtful AR	(728)	(847)	(630)	(2,205)	(1,335)	(2,947)	(2,237)	(6,519)	(1,727)	(8,246)
<b>EBITDA</b>	<b>8,309</b>	<b>8,753</b>	<b>8,561</b>	<b>25,623</b>	<b>9,629</b>	<b>7,257</b>	<b>7,421</b>	<b>24,307</b>	<b>8,354</b>	<b>32,661</b>
<i>EBITDA Margin <sup>(3)</sup></i>	37%	39%	39%	38%	36%	28%	31%	32%	35%	32%

<sup>(1)</sup> Gross of Interconnection costs

<sup>(2)</sup> Includes Interconnection costs

<sup>(3)</sup> EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

## Wireless service revenues - net of interconnection costs\*

(Unaudited, Php in millions)	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
Wireless Service Revenues, gross of interconnection costs	22,475	22,383	21,979	66,837	26,670	26,071	24,245	76,986	23,596	100,582
Interconnection Costs	1,709	1,764	1,362	4,835	2,019	2,033	1,970	6,022	2,013	8,035
<b>Wireless Service Revenues, net of interconnection costs</b>	<b>20,766</b>	<b>20,619</b>	<b>20,617</b>	<b>62,002</b>	<b>24,651</b>	<b>24,038</b>	<b>22,275</b>	<b>70,964</b>	<b>21,583</b>	<b>92,547</b>

\*Service revenues before intersegment elims

# Fixed Line Service Revenues and EBITDA

<i>(Unaudited, Php in millions)</i>	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
<b>Data/Broadband</b>	<b>10,574</b>	<b>10,885</b>	<b>11,111</b>	<b>32,570</b>	<b>9,110</b>	<b>9,216</b>	<b>9,457</b>	<b>27,783</b>	<b>9,928</b>	<b>37,711</b>
Home Broadband	4,134	4,361	4,663	13,158	3,434	3,655	3,835	10,924	3,972	14,896
Corp. Data and Other Network Services	5,622	5,711	5,573	16,906	4,938	4,793	4,970	14,701	5,279	19,980
Data Center and ICT	818	813	875	2,506	738	768	652	2,158	677	2,835
<b>LEC/Others</b>	<b>5,035</b>	<b>5,153</b>	<b>5,185</b>	<b>15,373</b>	<b>4,761</b>	<b>4,806</b>	<b>4,922</b>	<b>14,489</b>	<b>4,968</b>	<b>19,457</b>
LEC	4,580	4,646	4,719	13,945	4,357	4,408	4,503	13,268	4,524	17,792
Miscellaneous	455	507	466	1,428	404	398	419	1,221	444	1,665
<b>Fixed Line Voice - International/Domestic</b>	<b>2,640</b>	<b>2,542</b>	<b>2,341</b>	<b>7,523</b>	<b>3,144</b>	<b>2,952</b>	<b>2,819</b>	<b>8,915</b>	<b>2,923</b>	<b>11,838</b>
Fixed Line Voice - International	1,744	1,643	1,425	4,812	2,203	1,998	1,842	6,043	2,013	8,056
Fixed Line Voice - Domestic (NLD)	896	899	916	2,711	941	954	977	2,872	910	3,782
<b>Total Fixed Line Service Revenues <sup>(1)</sup></b>	<b>18,249</b>	<b>18,580</b>	<b>18,637</b>	<b>55,466</b>	<b>17,015</b>	<b>16,974</b>	<b>17,198</b>	<b>51,187</b>	<b>17,819</b>	<b>69,006</b>
Non-Service Revenues <sup>(2)</sup>	800	1,029	780	2,609	920	1,028	936	2,884	838	3,722
<b>Total Fixed Line Gross Revenues</b>	<b>19,049</b>	<b>19,609</b>	<b>19,417</b>	<b>58,075</b>	<b>17,935</b>	<b>18,002</b>	<b>18,134</b>	<b>54,071</b>	<b>18,657</b>	<b>72,728</b>
<b>Deduct:</b>										
Cash Operating Expenses <sup>(3)</sup>	(9,668)	(11,364)	(9,918)	(30,950)	(9,932)	(9,853)	(9,737)	(29,522)	(10,408)	(39,930)
Cost of Sales	(741)	(870)	(453)	(2,064)	(705)	(772)	(589)	(2,066)	(551)	(2,617)
Cost of Services	(520)	(658)	(313)	(1,491)	(357)	(470)	(330)	(1,157)	(352)	(1,509)
Writedown of Inventory and Provision for Doubtful AR	(323)	(350)	(538)	(1,211)	(310)	(370)	(334)	(1,014)	(708)	(1,722)
<b>EBITDA</b>	<b>7,797</b>	<b>6,367</b>	<b>8,195</b>	<b>22,359</b>	<b>6,631</b>	<b>6,537</b>	<b>7,144</b>	<b>20,312</b>	<b>6,638</b>	<b>26,950</b>
<i>EBITDA Margin <sup>(4)</sup></i>	<i>43%</i>	<i>34%</i>	<i>44%</i>	<i>40%</i>	<i>39%</i>	<i>39%</i>	<i>42%</i>	<i>40%</i>	<i>37%</i>	<i>39%</i>

<sup>(1)</sup> Gross of Interconnection costs

<sup>(2)</sup> Non-service revenues include sale of PLP units, FabTAB, Tvolution, managed ICT equipment, Telpad, UNO equipment and managed PABX

<sup>(3)</sup> Includes Interconnection costs

<sup>(4)</sup> EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

## Fixed line service revenues - net of interconnection costs\*

<i>(Unaudited, Php in millions)</i>	2017				2016					
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY
<b>Fixed Line Service Revenues, Net</b>										
LEC	4,579	4,645	4,719	13,943	4,357	4,406	4,502	13,265	4,523	17,788
Fixed Line Voice - International	565	530	570	1,665	831	734	716	2,281	660	2,941
Fixed Line Voice - Domestic (NLD)	765	775	790	2,330	747	759	790	2,296	717	3,013
Home Broadband	4,134	4,361	4,663	13,158	3,434	3,655	3,835	10,924	3,972	14,896
Corp. Data and Other Network Services	5,611	5,688	5,541	16,840	4,924	4,780	4,957	14,661	5,267	19,928
Data Center and ICT	818	813	875	2,506	738	768	652	2,158	677	2,835
Miscellaneous	455	507	466	1,428	404	398	419	1,221	444	1,665
<b>Total</b>	<b>16,927</b>	<b>17,319</b>	<b>17,624</b>	<b>51,870</b>	<b>15,435</b>	<b>15,500</b>	<b>15,871</b>	<b>46,806</b>	<b>16,260</b>	<b>63,066</b>

\*Service revenues before intersegment elims

# Expenses

(Unaudited, Php in millions)	9M2017				9M2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
<b>Operating Expenses</b>						
Compensation and Employee Benefits <sup>(1)</sup>	5,679	12,202	-	17,870	15,078	19%
Repairs and Maintenance	6,045	4,027	-	9,555	10,905	(12%)
Selling and Promotions	3,364	1,327	-	4,682	6,441	(27%)
Rent	8,121	2,079	-	5,067	4,795	6%
Insurance and Security Services	743	549	-	1,212	1,289	(6%)
Taxes and Licenses	1,940	869	27	2,836	3,008	(6%)
Professional and Other Contracted Services	4,734	5,666	15	8,550	6,603	29%
Communication, Training and Travel	583	372	-	836	984	(15%)
Interconnection Costs	4,835	3,596	-	5,712	7,102	(20%)
Other Expenses	251	263	1	501	711	(30%)
<b>Cash Operating Expenses <sup>(1)</sup></b>	<b>36,295</b>	<b>30,950</b>	<b>43</b>	<b>56,821</b>	<b>56,916</b>	<b>-</b>
Depreciation and Amortization	15,713	9,834	-	25,547	22,603	13%
Asset Impairment	2,594	1,211	-	3,805	7,533	(49%)
Amortization of Intangible Assets	622	-	-	622	821	(24%)
<b>Non-Cash Operating Expenses</b>	<b>18,929</b>	<b>11,045</b>	<b>-</b>	<b>29,974</b>	<b>30,957</b>	<b>(3%)</b>
<b>Cost of Sales</b>	<b>5,768</b>	<b>2,064</b>	<b>-</b>	<b>7,829</b>	<b>13,982</b>	<b>(44%)</b>
<b>Cost of Services</b>	<b>380</b>	<b>1,491</b>	<b>-</b>	<b>1,871</b>	<b>1,238</b>	<b>51%</b>
<b>Total Expenses</b>	<b>61,372</b>	<b>45,550</b>	<b>43</b>	<b>96,495</b>	<b>103,093</b>	<b>(6%)</b>

<sup>(1)</sup> 9M2017 Compensation and Employee Benefits – consolidated and Fixed Line expenses - include P1.6bn MRP expenses

## Total Expenses, excluding Interconnection Costs:

(Unaudited, Php in millions)	9M2017				9M2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
Total Cash Operating Expenses	36,295	30,950	43	56,821	56,916	-
Less: Interconnection Costs	4,835	3,596	-	5,712	7,102	(20%)
Total Cash Operating Expenses, excluding Interconnection Costs	31,460	27,354	43	51,109	49,814	3%
Non-Cash Operating Expenses	18,929	11,045	-	29,974	30,957	(3%)
Cost of Sales	5,768	2,064	-	7,829	13,982	(44%)
Cost of Services	380	1,491	-	1,871	1,238	51%
<b>Total Expenses, excluding Interconnection Costs</b>	<b>56,537</b>	<b>41,954</b>	<b>43</b>	<b>90,783</b>	<b>95,991</b>	<b>(5%)</b>

# Other Income (expenses)

(Unaudited, Php in millions)	9M2017				9M2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures						
Beacon	-	-	887	887	1,829	(52%)
Vega	-	-	(246)	(246)	(540)	(54%)
Others	(102)	145	2,050	2,093	188	1,013%
<b>Total Equity Share in Net Earnings (Losses)</b>	<b>(102)</b>	<b>145</b>	<b>2,691</b>	<b>2,734</b>	<b>1,477</b>	<b>85%</b>
Financing Costs, Net						
Loans and Other Related Items	(2,064)	(3,884)	(148)	(5,911)	(5,507)	7%
Accretion on Financial Liabilities	(115)	(54)	-	(169)	(176)	(4%)
Financing Charges	(93)	(34)	-	(127)	(113)	12%
Capitalized Interest	453	126	-	579	366	58%
<b>Total Financing Costs</b>	<b>(1,819)</b>	<b>(3,846)</b>	<b>(148)</b>	<b>(5,628)</b>	<b>(5,430)</b>	<b>4%</b>
Other Income (Expenses), Net						
Gain on Sale of Assets	-	-	6,923	6,923	7,365	(6%)
Gain on Sale of Properties	-	-	-	-	970	(100%)
Investment Impairment (includes Rocket Internet Impairment)	(439)	201	(540)	(778)	(5,381)	(86%)
Others	1,015	1,537	39	1,170	1,046	12%
<b>Other Income, Net</b>	<b>576</b>	<b>1,738</b>	<b>6,422</b>	<b>7,315</b>	<b>4,000</b>	<b>83%</b>
<b>Interest Income</b>	<b>237</b>	<b>535</b>	<b>436</b>	<b>1,023</b>	<b>743</b>	<b>38%</b>
<b>Gains on Derivative Financial Instruments, Net</b>	<b>326</b>	<b>324</b>	<b>-</b>	<b>650</b>	<b>511</b>	<b>27%</b>
<b>Foreign Exchange Losses, Net</b>	<b>(468)</b>	<b>(76)</b>	<b>(243)</b>	<b>(787)</b>	<b>(1,434)</b>	<b>(45%)</b>
<b>Total Other Income (Expenses)</b>	<b>(1,250)</b>	<b>(1,180)</b>	<b>9,158</b>	<b>5,307</b>	<b>(133)</b>	<b>4,090%</b>

# ARPU

## Mobile ARPU, Net<sup>(1)</sup> :

	2017			2016			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Smart Postpaid	965	985	975	938	951	946	970
Smart Prepaid <sup>(2)</sup>	104	109	108	112	110	102	104
TNT <sup>(2)</sup>	71	77	74	80	77	71	75
Sun Postpaid	413	412	421	475	453	402	418
Sun Prepaid <sup>(2)</sup>	78	82	82	80	81	84	85

<sup>(1)</sup> Includes Mobile Broadband subscribers

<sup>(2)</sup> Beginning 2Q2017, prepaid subscriber base excludes subscribers who do not reload within 90 days versus the previous cut-off of 120 days

## Broadband ARPU, Net :

	2017			2016			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Wireless Home Broadband	813	778	865	891	875	866	870
Fixed Line Broadband <sup>(1)</sup>	1,168	1,170	1,182	1,162	1,169	1,171	1,165

<sup>(1)</sup> Includes Corporate Fixed Broadband



# Earnings Per Share (EPS)

<i>(Unaudited, Php in millions except EPS (in Php) and Shares (in mn))</i>	9M2017		9M2016	
	Basic	Diluted	Basic	Diluted
Net Income Attributable to Equity Holders of PLDT	21,878	21,878	15,865	15,865
Dividends on Preferred Shares	(44)	(44)	(45)	(45)
<b>Net Income for the Period Attributable to Common Equity Holders of PLDT</b>	<b>21,834</b>	<b>21,834</b>	<b>15,820</b>	<b>15,820</b>
<b>Weighted Average Number of Common Shares, End</b>	<b>216,056</b>	<b>216,056</b>	<b>216,056</b>	<b>216,056</b>
<b>EPS (Based on Reported Net Income)</b>	<b>101.06</b>	<b>101.06</b>	<b>73.22</b>	<b>73.22</b>
Core Income	23,189	23,189	21,736	21,736
Dividends on Preferred Shares	(44)	(44)	(40)	(40)
<b>Core Income Applicable to Common Shares</b>	<b>23,145</b>	<b>23,145</b>	<b>21,696</b>	<b>21,696</b>
<b>Weighted Average Number of Common Shares, End</b>	<b>216,056</b>	<b>216,056</b>	<b>216,056</b>	<b>216,056</b>
<b>EPS (Based on Core Income)</b>	<b>107.12</b>	<b>107.12</b>	<b>100.42</b>	<b>100.42</b>

# Balance Sheet

<i>(Php in millions)</i>	Consolidated	
	September 30, 2017 (unaudited)	December 31, 2016 (audited)
<b>Total Assets</b>	<b>452,392</b>	<b>475,119</b>
<b>Nominal Value of Total Long-Term Debt in US\$</b>	<b>175,457</b>	<b>185,663</b>
<b>Less: Unamortized Debt Discount</b>	<b>575</b>	<b>631</b>
<b>Total Long-Term Debt</b>	<b>174,882</b>	<b>185,032</b>
<b>Cash and Short-Term Investments</b>	<b>34,037</b>	<b>41,460</b>
<b>Net Debt <sup>(1)</sup></b>	<b>141,420</b>	<b>144,203</b>
<b>Equity</b>	<b>118,884</b>	<b>108,537</b>
<b>Total Debt<sup>(2)</sup>/Equity</b>	<b><u>1.48x</u></b>	<b><u>1.71x</u></b>
<b>Net Debt<sup>(1)</sup>/Equity</b>	<b><u>1.19x</u></b>	<b><u>1.33x</u></b>
<b>Total Debt<sup>(2)</sup>/EBITDA<sup>(3)</sup></b>	<b><u>2.72x</u></b>	<b><u>3.04x</u></b>
<b>Net Debt <sup>(1)</sup>/EBITDA<sup>(3)</sup></b>	<b><u>2.19x</u></b>	<b><u>2.36x</u></b>

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

<sup>(2)</sup> Nominal value of total debt

<sup>(3)</sup> EBITDA for the Last Twelve Months (LTM)

# Debt Profile

<i>(US\$ in millions)</i>	2012	2013	2014	2015	2016	9M2017
Debt Balance	2,851	2,353	2,920	3,429	3,730	3,452
Cash and Short-Term Investments	919	735	610	1,016	833	670
<b>Net Debt</b>	<b>1,932</b>	<b>1,618</b>	<b>2,310</b>	<b>2,413</b>	<b>2,897</b>	<b>2,782</b>

## Interest-Bearing liabilities

<i>(US\$ in millions)</i>	September 30, 2017			December 31, 2016	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	(Audited) Face Value	
<b>Debt</b>					
PLDT	\$2,180	\$6	\$2,186	\$2,212	(\$26)
Smart	1,261	5	1,266	1,512	(246)
DIGITEL	-	-	-	6	(6)
<b>Total Debt</b>	<b>\$3,441</b>	<b>\$11</b>	<b>\$3,452</b>	<b>\$3,730</b>	<b>(\$278)</b>

# Foreign Exchange Risk

## Forex Impact on Core Income

Forex sensitivity for every P1 change (in US\$ millions)	Conso - net of Elim
<b>US\$ Revenues*</b>	<b>361.9</b>
<b>US\$ Expenses</b>	<b>(174.5)</b>
Cash Opex*	(135.9)
Cost of Sales and Services	(13.5)
Financing Costs	(25.1)
US\$ Income before tax	<b>187.4</b>
Tax effect	56.2
<b>Core Earnings</b>	<b>131.2</b>
<b>EBITDA</b>	<b>212.5</b>
	41.2
	7,970.4

\* Gross of interconnection costs amounting to:  
Local exchange revenues (in million Php)

## 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 & ST Forwards/options)	628.7
Accounts Payable (net of ST Forwards/options)	149.2
Accrued Liabilities	153.6
Derivative Liabilities	1.7
Other Current & Non Current Liabilities	0.2
<b>Total US\$ denominated Liabilities</b>	<b>933.4</b>
Cash and Cash Equivalents	277.9
Short-term Investments	162.5
Trade and other receivables	183.4
Derivative Assets	8.7
Investment in Debt Securities, Advances & Others	7.3
<b>Total US\$ denominated Assets</b>	<b>639.8</b>
<b>Forex Revaluation for every P1 change</b>	<b>±293.6</b>

**Forex rate, 9M 2017**

**Ave.**  
**50.24**

**Period End**  
**50.83**

**Forex rate, 9M 2016**

**46.95**

**48.48**

**% of Peso depreciation vs US\$**

**7.0%**

**4.8%**

*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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