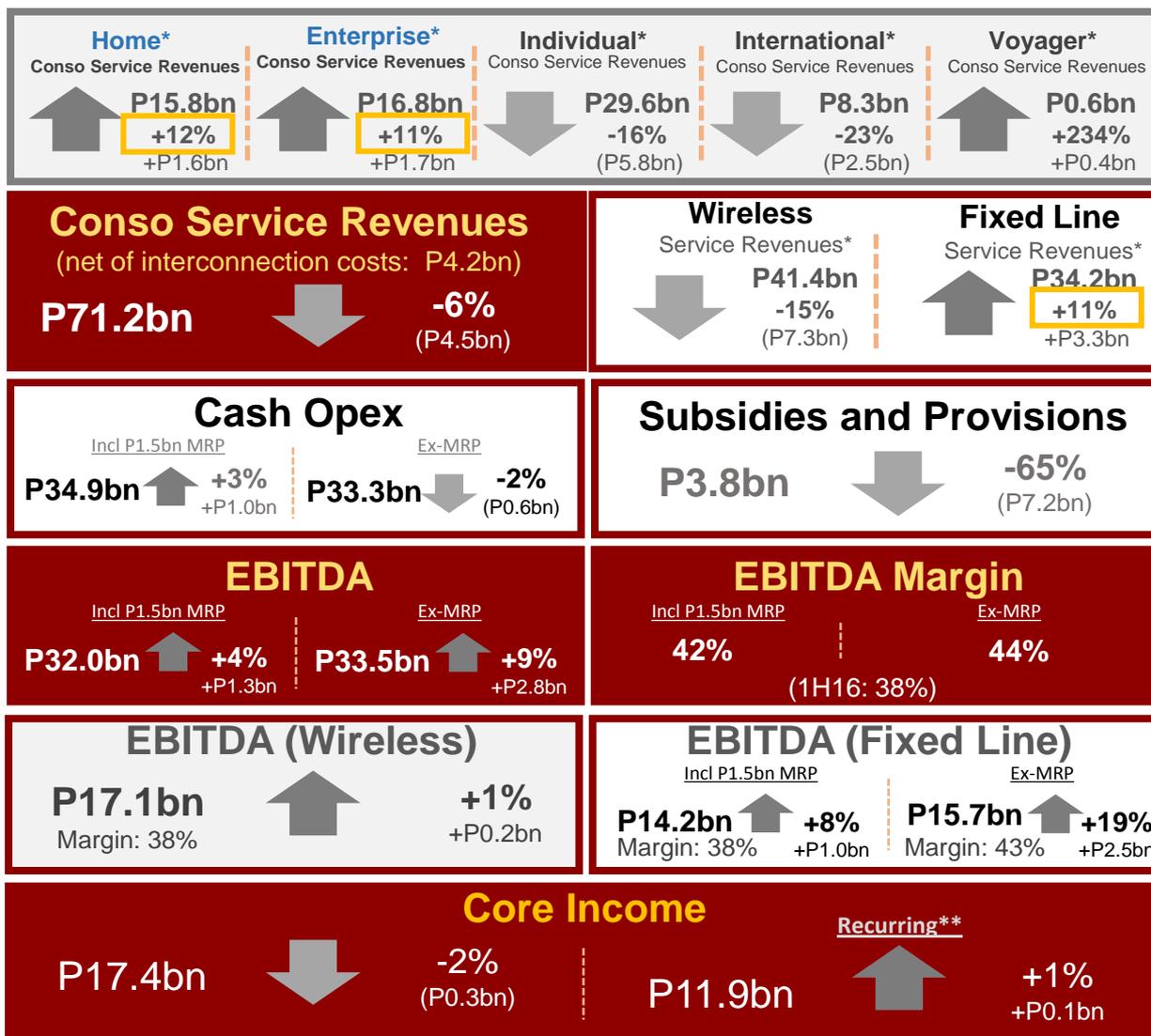




PLDT Inc.
2017 First Half Financial and Operating Results
10th August 2017

PLDT Group: 1H17 vs 1H16 Financial Highlights



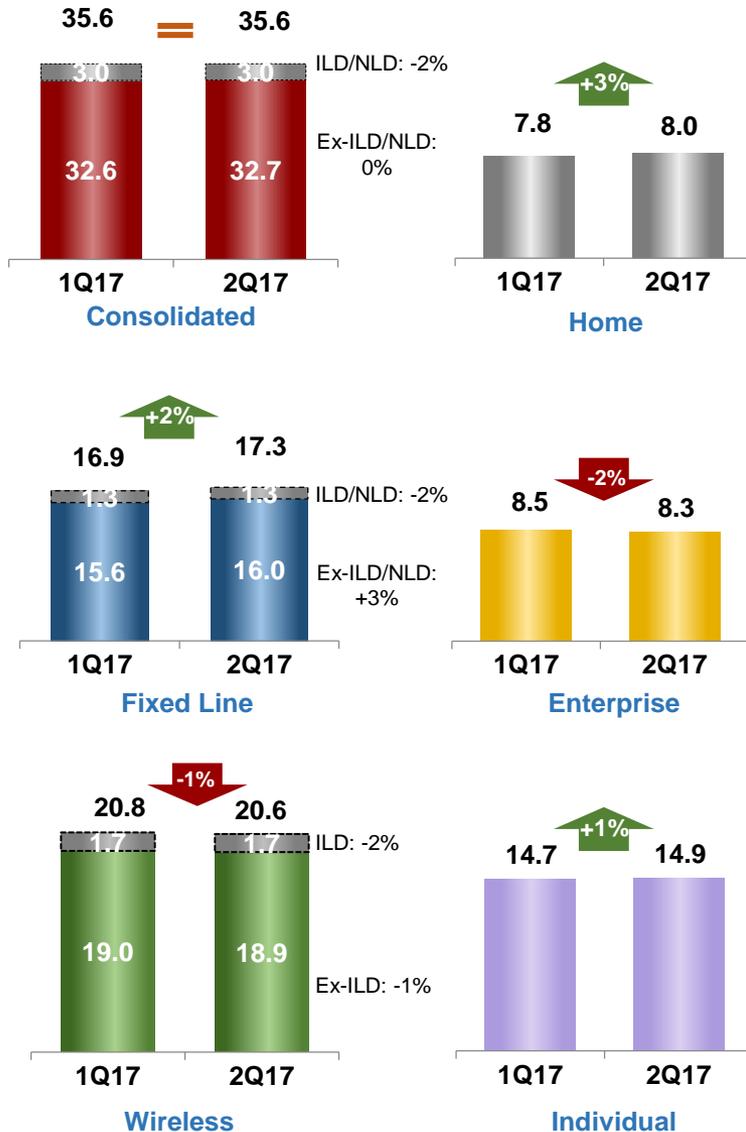
* Net of interconnection costs

** Excluding MRP expense, gain from asset sales and EBITDA adjustments

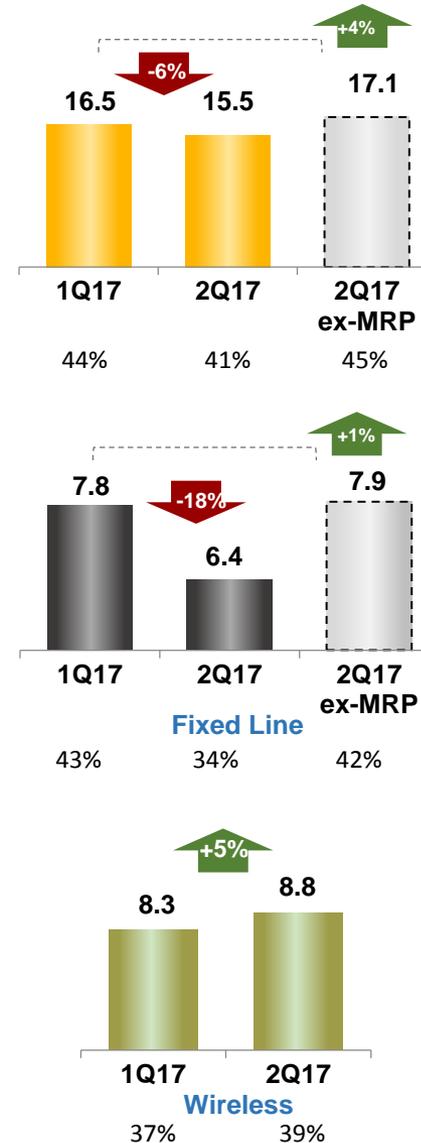
PLDT Group: 2Q17 vs 1Q17 Financial Highlights

(Php in billions)

Service Revenues*



EBITDA and Margin



Net Income

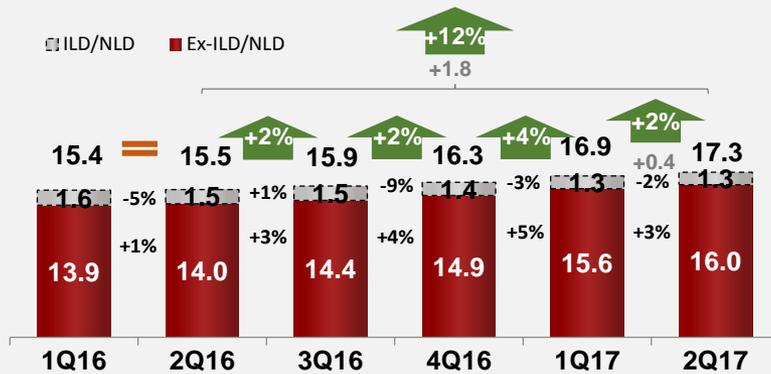


* Net of interconnection costs

(Php in billions)

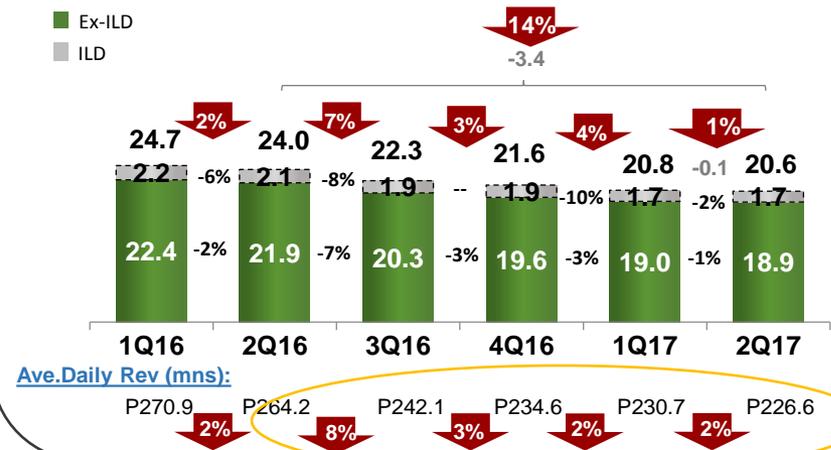
Fixed

Service Revenues (net of interconnection costs)

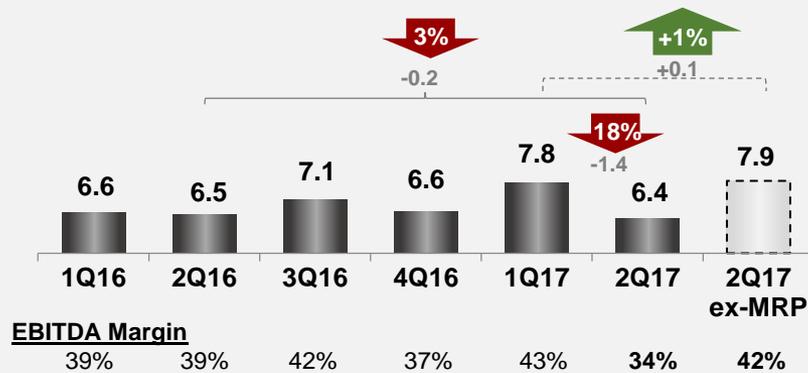


Wireless

Service Revenues (net of interconnection costs)

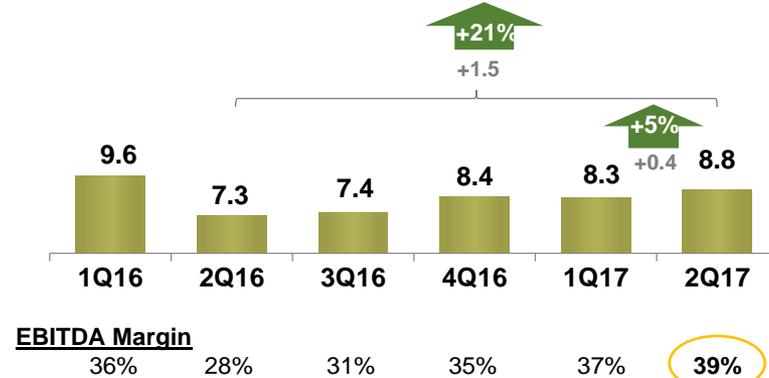


EBITDA and EBITDA Margin



➤ Excluding 2Q17 MRP of P1.5bn, 2Q17 EBITDA of P7.9bn higher quarter-on-quarter by 1% or P0.1bn; margin of 42%

EBITDA and EBITDA Margin



➤ 1H17 EBITDA margin of 38% was higher than the 32% in FY16

PLDT Group: Service Revenues (by Business Unit)

(Php in billions)

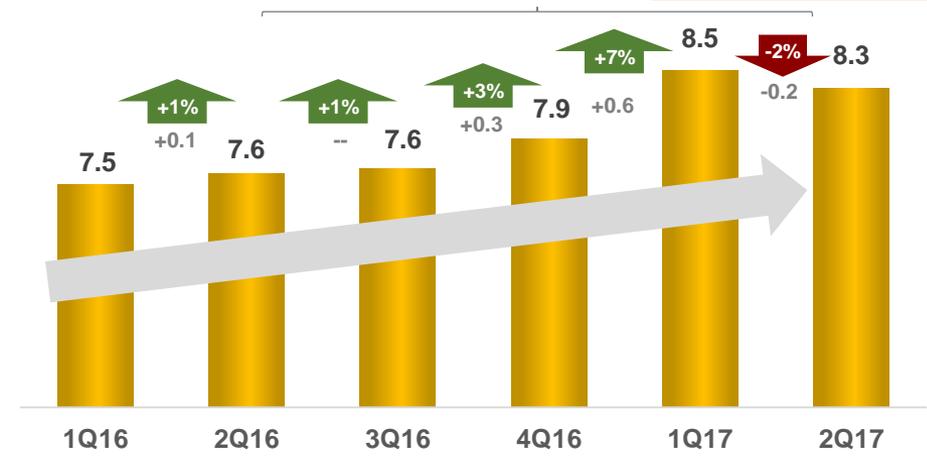
Home

+11%
+0.8



Enterprise

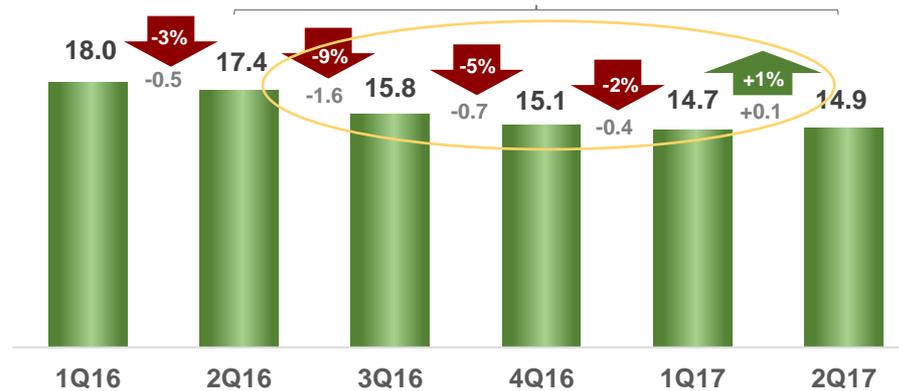
+10%
+0.7



* 2017 quarterly average of P8.4bn
* 2Q17 a 10% y-o-y increase

Individual

-15%
-2.6



- Improvement in momentum over three consecutive quarters
- * Average daily top ups have **remained steady** from 4Q16

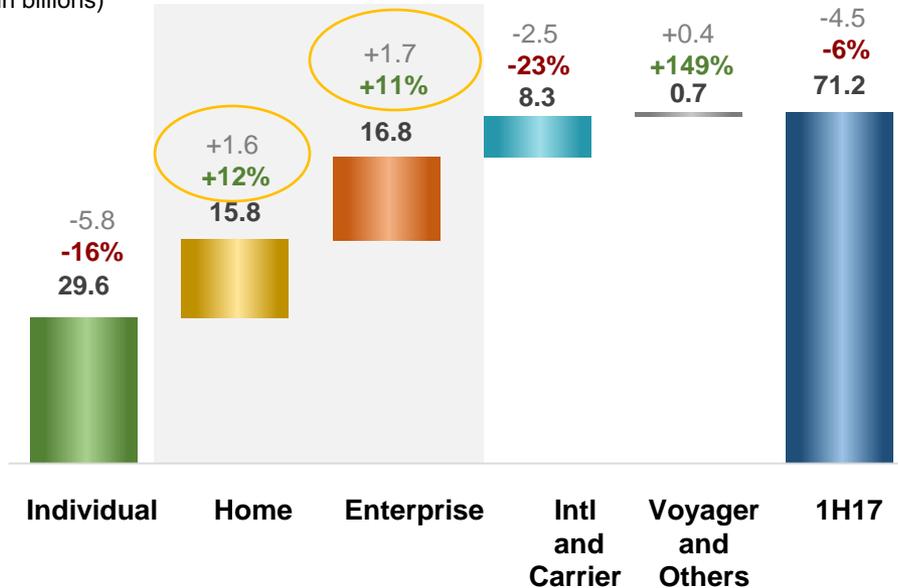
Avg Daily Top-up:



PLDT Group: Consolidated Service Revenues*

By Business Units

(Php in billions)



Service Revenue Mix	1H16	1H17
Individual	47%	41%
Home	19%	22%
Enterprise	20%	24%
International and Carrier	14%	12%
Voyager and Others	0%	1%

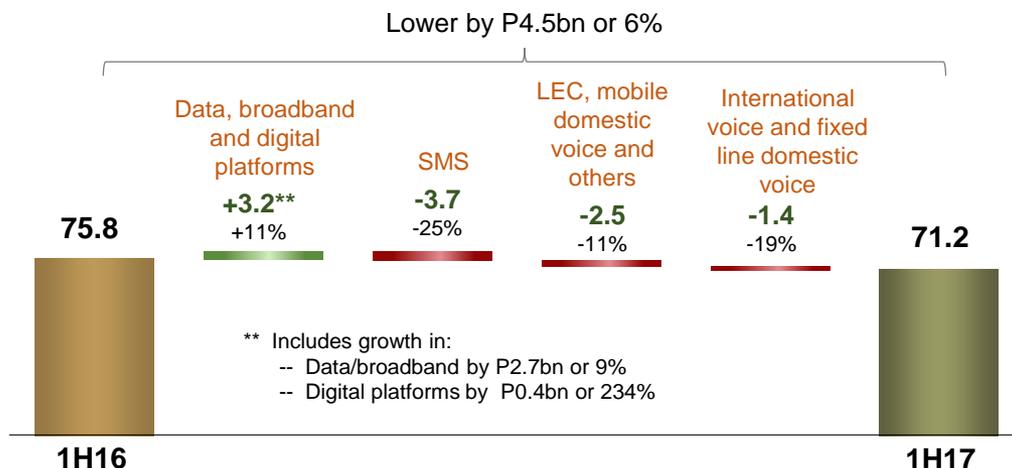
Service Revenues (Php in millions)	1H16	1H17
Individual	35,426	29,610
Home	14,194	15,827
Enterprise	15,091	16,788
International and Carrier	10,760	8,259
Voyager and Others	299	746
Total	75,770	71,230

- **Combined Home and Enterprise revenues account for 46% of total service revenues, greater than the 41% contribution from the Individual segment**
 - Revenues in 1H17 rose 12% and 11% year-on-year, respectively
- **Data and broadband remain the growth drivers of the Home, Enterprise and Individual segments representing 62%, 65% and 38% of total service revenues, respectively**

PLDT Group: Consolidated Service Revenues*

By Product type

(Php in billions)

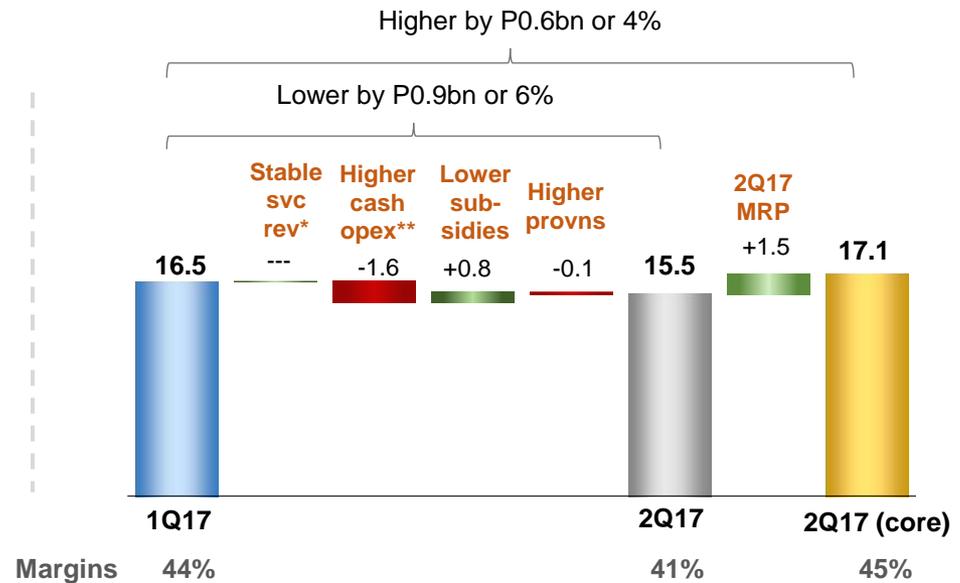
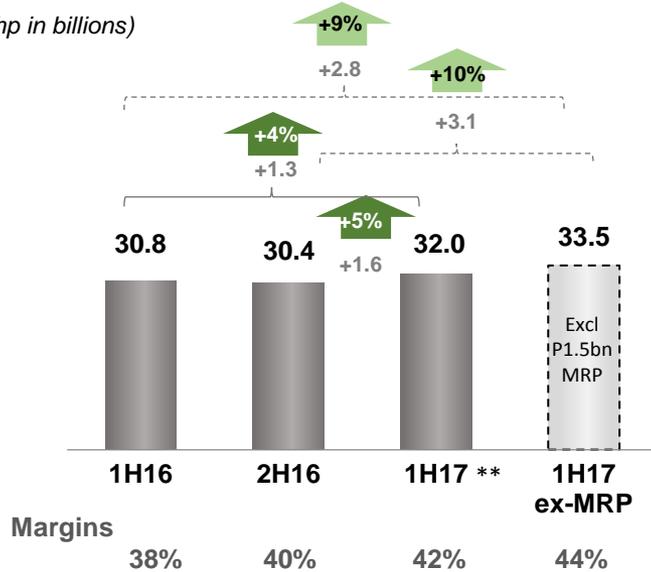


Service Revenue Mix	1H16	1H17
Data/Broadband/Digital Platforms	39%	46%
SMS	20%	16%
LEC/Mobile Domestic Voice/Others	31%	30%
International Voice/Fixed Line Domestic voice	10%	8%

Service Revenues (Php in millions)	1H16	1H17
Data/Broadband/Digital Platforms	29,472	32,631
SMS	15,001	11,258
LEC/Mobile Domestic Voice/Others	23,900	21,363
International Voice/Fixed Line Domestic voice	7,397	5,978
Total	75,770	71,230

- Revenues from data, broadband and digital platforms grew by P3.2bn or 11% year-on-year to P32.6bn and account for 46% -- the largest portion -- of PLDT's 1H17 consolidated service revenues
 - Mobile internet revenues were higher by 18% at P9.6bn
 - Corporate data and data center revenues grew by 15% to P9.7bn
 - Home broadband revenues increased by 15% to P9.6bn
 - ✓ Fixed home broadband rose by 19% to P8.4bn
- Data/broadband represent 63% of Fixed Line* and 34% of Wireless service revenues*, from 59% and 29%, respectively, in 1H16

(Php in billions)



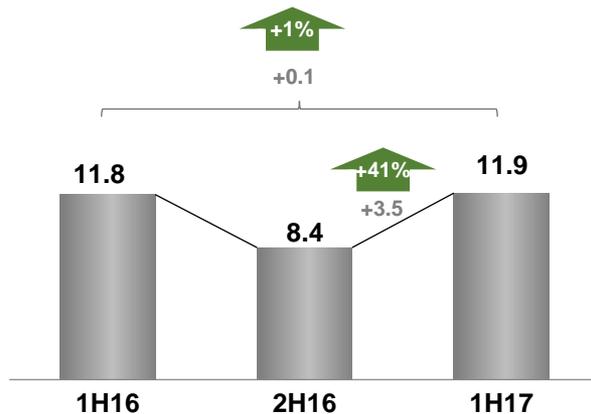
* Net of interconnection costs

** Includes MRP expenses of P1.5bn

- **Consolidated EBITDA for 1H17 of P32.0bn was higher by P1.6bn or 5% vs 2H16 and by P1.3bn or 4% vs 1H16**
 - *Sequential improvement in 1H17 EBITDA due to the combined effect of:*
 - ✓ Lower subsidies and provisions by P4.0bn
 - ✓ Higher cash opex by P1.5bn (mainly MRP expenses), stable ex-MRP
 - ✓ Lower service revenues* of P0.6bn
 - ✓ Rise in cost of services by P0.2bn
 - *Excluding P1.5bn in MRP expenses booked in 2Q17:*
 - ✓ EBITDA for 1H17 would be higher by 10% vs 2H16 and 9% vs 1H16
 - ✓ 2Q17 EBITDA would be higher by 20% year-on-year and 4% quarter-on-quarter
- **Consolidated EBITDA margin for 1H17 stood at 42% (44% ex-MRP), higher than 40% in 2H16 and 38% in 1H16**
 - Wireless: 1H17: 38% (vs 1H16: 32%; 2H16: 33%; FY16: 32%)
 - Fixed Line: 1H17: 38% (43% ex-MRP; vs 1H16: 39%; 2H16: 39%; FY16: 39%)
- **EBITDA guidance of P70bn for 2017 anticipates stronger revenues in the second half of 2017**

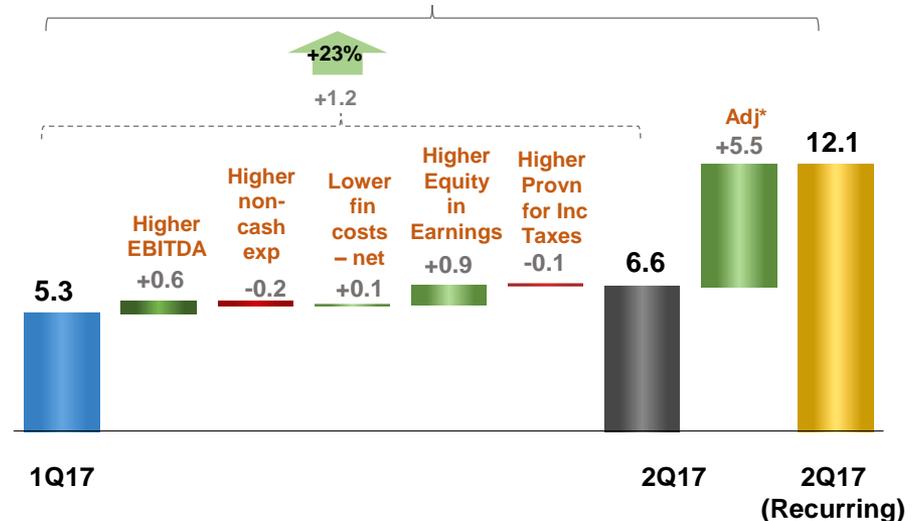
(Php in billions)

Core Income (recurring)*



* excluding gain from asset sales, EBITDA adjustments, MRP expenses in 2Q17 and deferred tax asset recognition

Higher by P6.8bn or 127%



* Includes gain from sale of Beacon, MRP expenses booked in 2Q17 and tax adjustments

- Core income of P17.4bn in 1H17 higher by 72% or P7.3bn vs 2H16 but lower by 2% or P0.3bn vs 1H16
- Excluding gain from asset sales, EBITDA adjustments (including MRP expenses) and related tax adjustments, recurring core income stood at P11.9bn for the first half of 2017
 - Higher by 1% year-on-year and by 41% from 2H16
- Reported net income for 1H17 improved year-on-year by P4.1bn or 33% to P16.5bn
 - No additional impairment of Rocket Internet investment in 2Q17
 - ✓ Rocket closed at €18.825 at the end of June 2017 (vs €16.03 at the end of March 2017)
- Recurring core income at 1H17 in line with full year guidance of P21.5bn

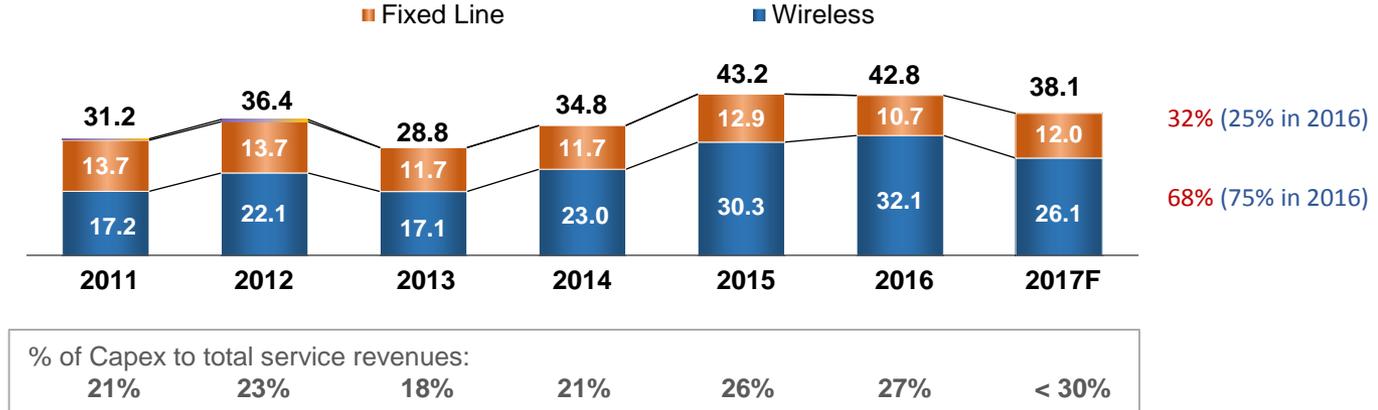
Capital Management

Core income for First Half 2017	P17.4bn
Core income per share	P80.53
Interim dividend per share (60%)	P48

Declaration Date	10 August 2017
Record Date	25 August 2017
Payment Date	08 September 2017

- Core income of P17.4bn for 1H17 includes a P6.6bn gain from asset sales (shares of Beacon Asset Holdings) booked in 2Q17
- Regular dividend payout of 60% of core income in line with our dividend policy
- Supporting business requirements (mainly capex) and deleveraging remain to be the priority use of available cash

(Php in billions)



Note: BPO capex up to 2012 only

- **PLDT to build an integrated fixed and wireless network that will provide customers with a superior data experience**
- **Capex of P5.7bn at 1H17, with 2017 full year capex guidance updated to P38bn**
 - Of capex projects awarded/to be implemented, approx. P38bn to be completed during the year
 - In addition, another P15bn of capex commitments made in 2017 to be completed and booked in 2018
- **Network initiatives in 2Q17 included:**
 - Widened further the reach of PLDT's home broadband network
 - ✓ 3.1mn fiber homes passed at end June 2017: coverage expanded to east and south Metro Manila and Naga added to PLDT's "Smart Fibr Cities"
 - ✓ Deployment of G.fast technology to bolster speeds over copper lines
 - ✓ 152K ports rolled out in 1H17
 - Ongoing rollout of LTE across the Philippines in line with the commitment to NTC to meet 70% population coverage by end of 2017
 - 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
 - Continued rollout of network using the spectrum acquired through VegaTel, including the 700MHz
- **Significant improvements in coverage and speeds achieved**
 - Excerpt from the JP Morgan/Open Signal Report (ca. 24 July 2017):
*"PLDT's Smart has **significant lead in LTE speeds across all circles measured**. This implies greater likelihood of market share gains going forward, with potentially better pricing power."*

Debt Balance

(US\$ in billions)



Net Debt/EBITDA:	
2012	1.05x
2013	0.9x
2014	1.35x
2015	1.62x
2016	2.36x
1H2017	2.1x

* Total debt based on nominal debt amount

Debt Maturities

(US\$ in millions, end June 2017)



Debt maturities to total debt:	
2017	4%
2018	9%
2019	11%
2020	11%
2021	13%
2022	9%
2023 to 2026	43%

➤ Net debt and net debt to EBITDA as of end June 2017 stood at US\$2.6bn and 2.1x

➤ At end June 2017, gross debt amounted to US\$3.5bn

- US\$ denominated gross debt now at 23% 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
- 74% are fixed-rate loans, while 26% are floating-rate loans; post-interest rate swaps: 91% fixed, 9% floating
- Average interest cost (pre-tax) of 4.3% (FY16: 4.4%)

➤ Significant cash flow movements in 2Q17 include:

- Final 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
 - ✓ P2.0bn from the sale in 2016

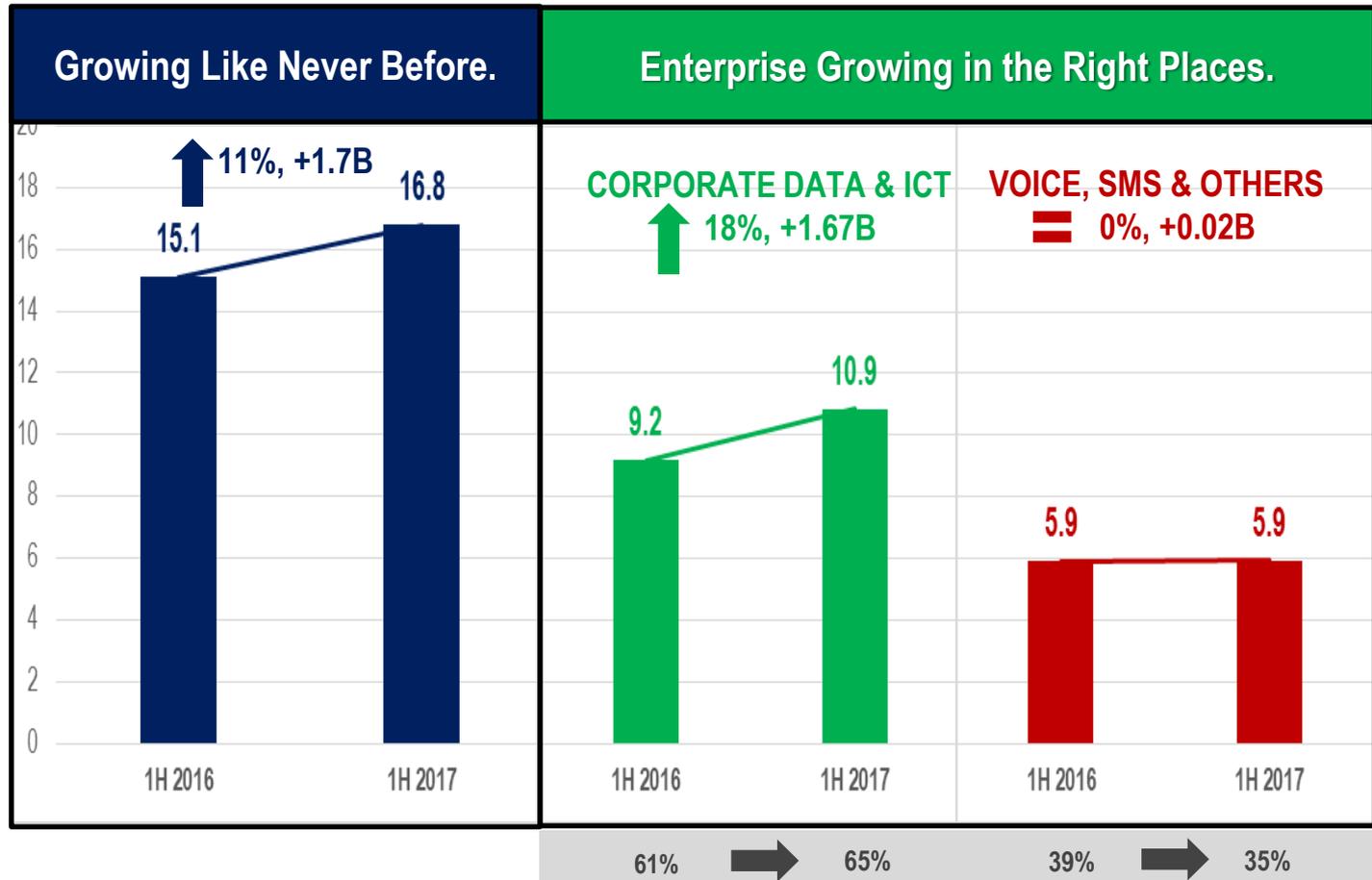
➤ As of end June 2017, PLDT's investment grade ratings remained unchanged from YE16

Ratings Agencies	Long-Term Foreign Issuer Rating	Long-term Local Issuer Rating	Outlook
Fitch	BBB	BBB+	stable (FC IDR); negative (LC IDR)
Moody's	Baa2	Baa2	stable
Standard and Poor's / S&P National	BBB+	axA+	stable

Business Unit Updates

ENTERPRISE

ENTERPRISE BUSINESS SUSTAINS DOUBLE DIGIT GROWTH SERVICE REVENUES (In Billions of PhP)



ENTERPRISE

ROBUST GROWTH ACROSS BUSINESS LINES SERVICE REVENUES (In Billions of PhP)

Growth Drivers: Business Lines



Growth Drivers: Key Industry Verticals



ENTERPRISE

Undisputed Leadership in the Enterprise Space.
E2E ICT Partner & Thought Leader in the Enterprise Market.

Undisputed Leadership in Enabling Digital Infrastructure



Bedrock of Digital Transformation

Delivering Value Beyond Access: Value-Laden Solutions



Unparalleled Partnerships

Trusted Partner & Thought Leader



PLDT Global
US, UK, HK, SG, AU

Pervasive Customer Engagement: Domestic & International

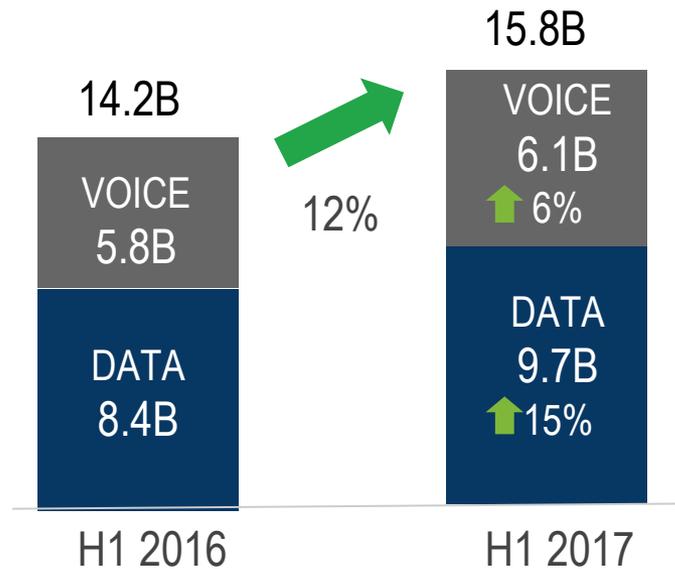


1H 2017 HIGHLIGHTS: HOME BUSINESS

1

12% YOY growth, with both Voice and Data growing

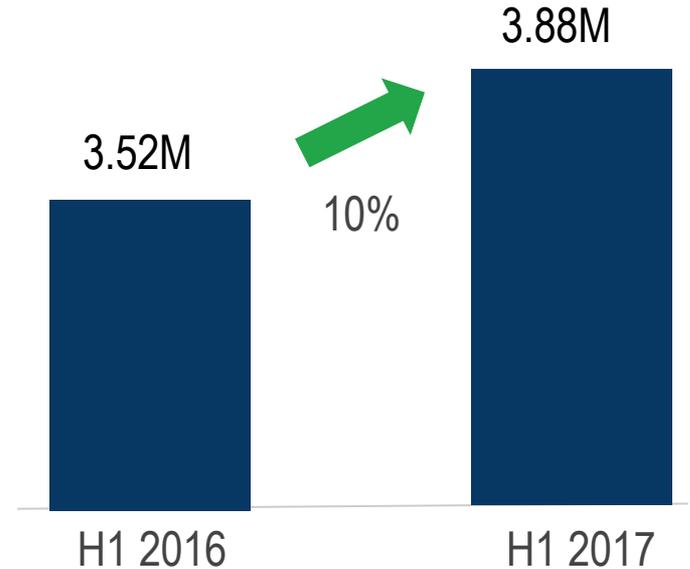
In Billions of PHP



2

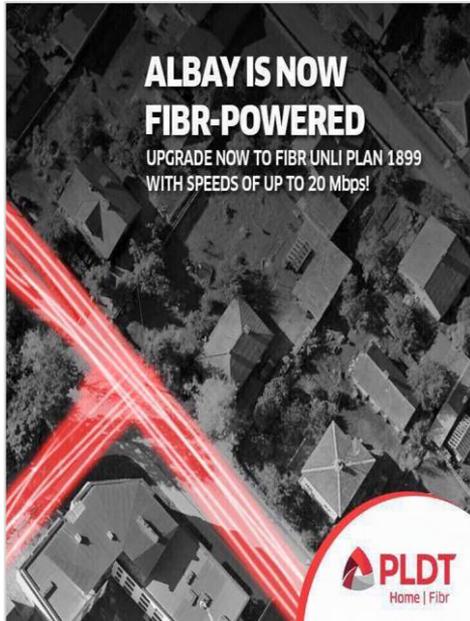
Added 364K Subscribers resulting in 10% YOY growth

In Millions of Subscribers



3

Accelerating momentum to cover the country with leading edge technologies and in strengthening market dominance



- ✓ Toledo & Bogo City, Cebu
- ✓ General Santos City
- ✓ Isulan, Sultan Kudarat
- ✓ Naga City, Camarines Sur
- ✓ So. Manila (BF Homes, Merville and Alabang)
- ✓ Acacia Estates Taguig
- ✓ BGC
- ✓ Rockwell
- ✓ Legazpi City, Albay
- ✓ Cavite Province



- PLDT Home Rolled out 152K high speed broadband lines in H1 2017
- Starting with 2.8M HOMES PASSED YE 2016, we are now covering over 3.11M HOMES PASSED and well on our way to reach approximately 4M target by year-end 2017

Continuous rollout of Home “Fibr City” Program, which enables areas all over the country to experience the country’s most powerful broadband

4

Realizing significant growth in Home Broadband, with Digital Content and Services instrumental to creating more demand



Strong demand for higher broadband subscriptions, with a significant 1st Half YOY growth of 19% in wired broadband revenues



Beyond Access: Roku & Whole Home WiFi

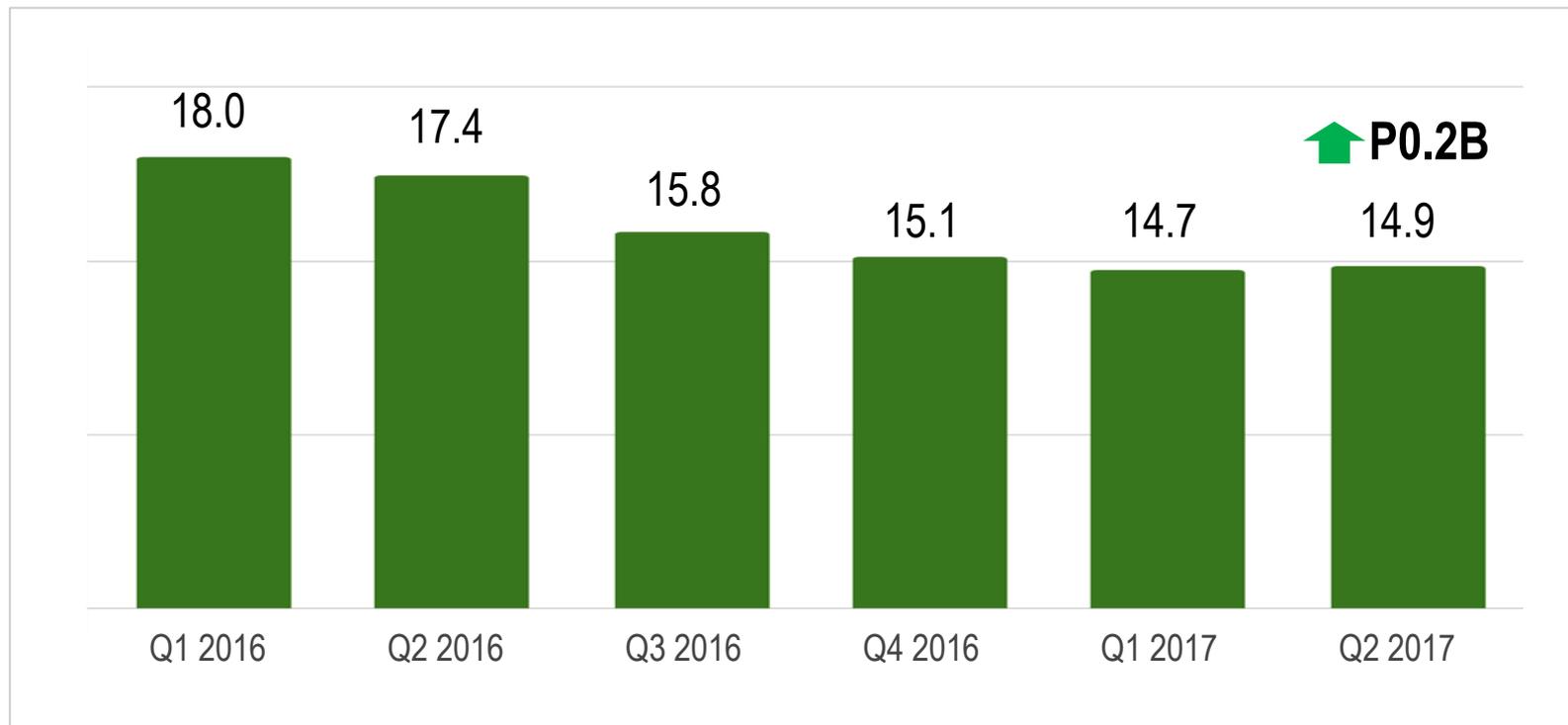
Launch of the Roku Powered™ Tvolution to drive data usage and adoption of PLDT Home's premier content

Launch of the Whole Home WiFi plan Router to maximize and amplify the ultra-fast internet of PLDT Home Fibr

1H 2017 HIGHLIGHTS: WIRELESS INDIVIDUAL TURNAROUND PLAN TAKING ROOT

QUARTERLY NET SERVICE REVENUE

In Billions of Pesos



TURNAROUND PLAN CENTERED ON DATA ADOPTION AND USAGE

WIRELESS INDIVIDUAL DATA REVENUE

In Billions of PHP

+ P0.4B

5.5

Q1 '17

5.9

Q2 '17

CONTRIBUTION TO CONSUMER WIRELESS REVENUE:

37%

40%

Prepaid Data
Subscribers



Up 5% Q2 vs
Q1

Prepaid Data
ARPU



Up 7% Q2 vs
Q1

SHOWCASING SMART'S SUPERIOR LTE NETWORK AND NEW DATA PRODUCTS



Build Superior Data Network Equity



Play like never before with SMART's newest and fastest LTE network. So there like never before.



Drive Relevant Data Products



ALL OUT 30
P 30/2 days
300MB Any site | CALLS 30 mins on any net | TEXTS 300 on any net | UNLI

Text ALLOUT30 to 9999



Drive Relevant Data Products



CHOOSE YOUR TROPAS APPS
Choose up to 3 apps!
200MB per day (per day)
Text CHOOSE to 4545 for only 3 days

Manage Mainstream Services



TNT SUPER COMBO 30
P 30 only 3 days
Text SC30 to 4545



Strengthened Long-Validity Mainstream Services

Enhanced TU 200 (Now with PLDT calls)



SUN PREPAID
SUPER LOADED TU200



NEW SUN WAITS 200
ANG SIMPLE, SULTI AT SAKTO NA UNLI

Sustain On-ground Presence

Merchandising

Activation Blitzes

Festivals

Communities

SmartSpots

EFFECTIVE AND EFFICIENT EXECUTION USING ANALYTICS AND A TARGETED GO-TO-MARKET BUSINESS MODEL

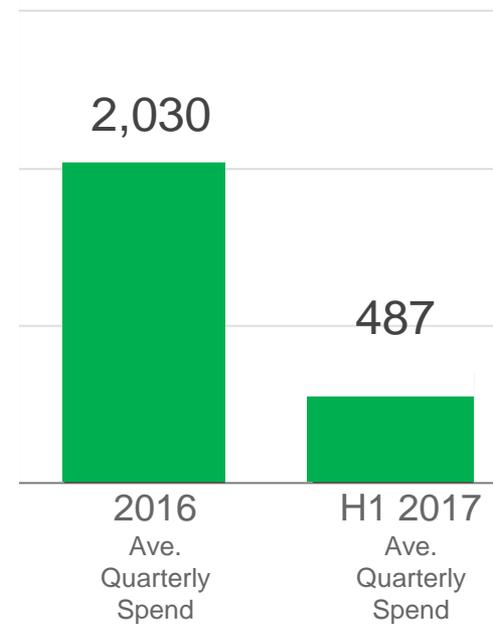
ADVERTISING & PROMOTIONS

In Millions of Pesos



PRODUCT SUBSIDY

In Millions of Pesos



BUILD ON TURNAROUND PLAN BY AGGRESSIVELY PUSHING LTE ADOPTION AND BEYOND ACCESS SERVICES

Improve customer experience through the country's fastest LTE Network

EXPERIENCE THE PHILIPPINES' FASTEST LTE

Validated by OpenSignal

LTE
CAMPA
IGN



SUN
NOW IN
LTE



TNT
TROPA
DATA



Stimulate data usage through relevant “beyond access” and data packages

PRIME
PLAY



VIDEO
PRIME



GAANS
URF



1H 2017 HIGHLIGHTS

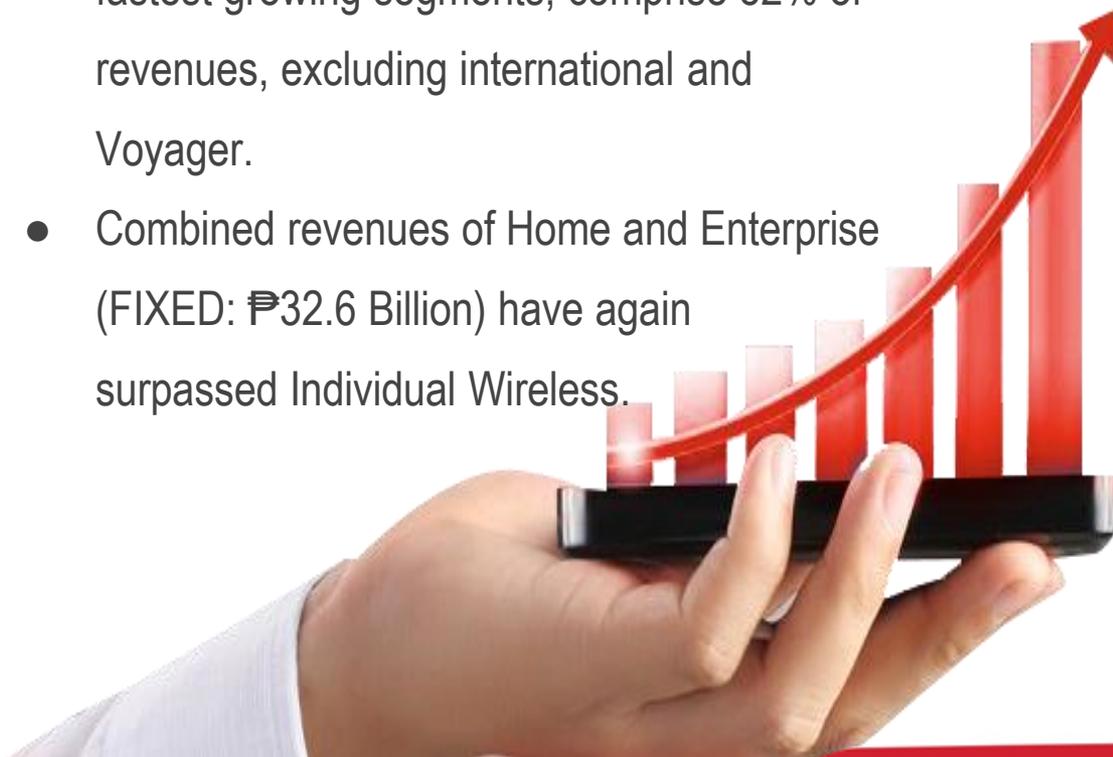
SERVICE REVENUES

In Billions of Pesos

HOME 	15.8
ENTERPRISE 	16.8
INDIVIDUAL 	29.6
INTERNATIONAL 	8.3
TOTAL	70.5

Net of Interconnection Cost
Excludes Voyager and Others

- Contribution of Home and Enterprise, our fastest growing segments, comprise 52% of revenues, excluding international and Voyager.
- Combined revenues of Home and Enterprise (FIXED: ₱32.6 Billion) have again surpassed Individual Wireless.



1H 2017 HIGHLIGHTS: ENTERPRISE AND HOME BUSINESS

Double digit growths and pulling away in FIXED LINE market leadership

ENTERPRISE

Enterprise grew 11% YoY, which is faster than industry growth

Corporate Data & ICT  Up by 1.7B or 18% in H1



HOME

Home grew 12% YoY, driven by pervasive nationwide rollout of fiber

Home Broadband  Up by 1.3B or 15% in H1

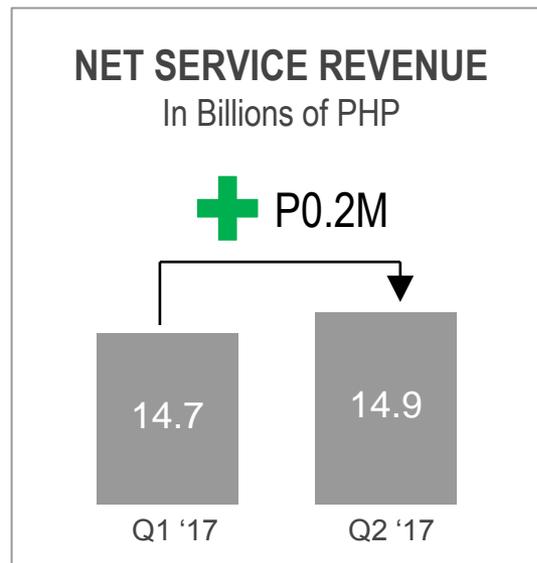


1H 2017 HIGHLIGHTS: WIRELESS INDIVIDUAL BUSINESS

Green shoots of progress showing stronger form...

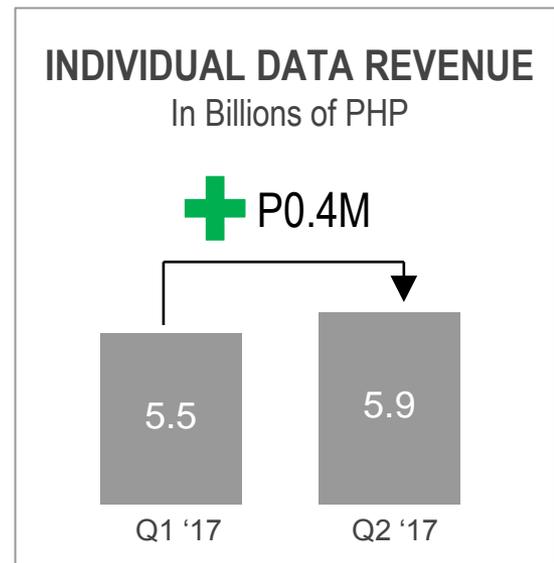


NET SERVICE REVENUE



Encouraging QoQ growth of P0.2B after several quarters of continuous decline

DATA REVENUE



Mobile DATA now at 40% of total INDIVIDUAL revenues, up P0.4B QoQ

Continue to build on top of the H1 Strategies and Programs in the 2nd Half of 2017



LEVERAGE ANALYTICS

- Granular Insights
- Regional BTL Go-To-Market
- Personal Campaigning



BEYOND ACCESS SOLUTIONS

- Stimulate more data usage
- Drive stickiness
- Increase customer value



NETWORK & PLATFORMS

- Fiber in PLDT SmartCities
- Superior LTE Network
- Fortify ICT platforms and infrastructure

Deliver Excellent Customer Experiences... Like Never Before!

EBITDA: P70bn

- **To grow by P8.8bn from P61.2bn in 2016**
 - impact of P4.6bn in subsidies and provisions in 2016 which will not recur in 2017
 - Consolidated service revenues to 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: P21.5bn

- **Recurring core income from telco operations to rise to P21.5bn**
 - 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, and losses and amortization of purchase price acquisition related to the Vega Tel transaction
- **Including asset sales, core income anticipated at P25bn or higher**
 - 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
 - Increase in fixed line capex to support push to further grow the Home and Enterprise businesses
 - Anticipating that some projects programmed and started in 2017 are to be completed/accepted in 2018

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

(Php in billions)

Home

Service Revenues (net of interconnection costs)



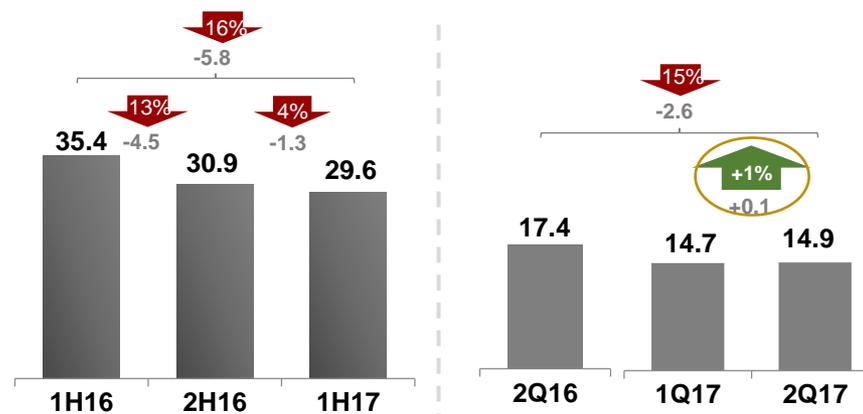
Enterprise

Service Revenues (net of interconnection costs)



Individual

Service Revenues (net of interconnection costs)



Fixed Line*

(Php in billions)



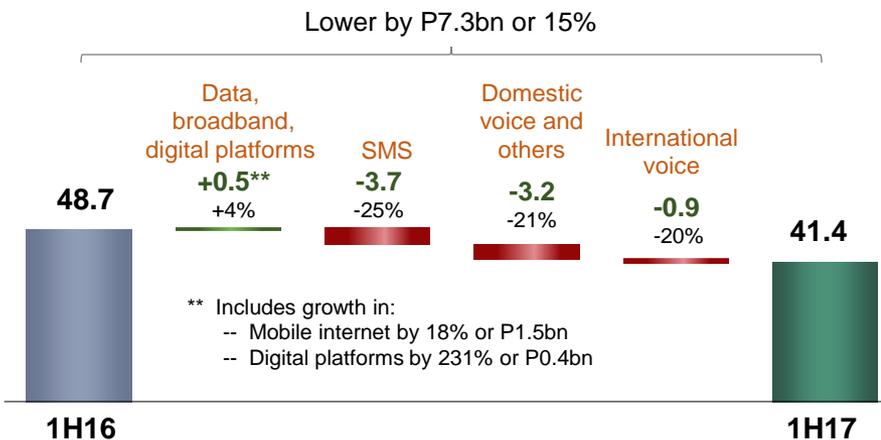
Service Revenue Mix	1H16	1H17
Data/Broadband	59%	63%
LEC/Others	31%	30%
International Voice/Domestic Voice	10%	7%

Service Revenues (Php in millions)	1H16	1H17
Data/Broadband	18,298	21,425
LEC/Others	9,565	10,186
International Voice/Domestic Voice	3,071	2,635
Total	30,934	34,246

- Corporate data and data center revenues represent 38% of total fixed line revenues
- Home broadband revenues account for 25% of total fixed line revenues

Wireless*

(Php in billions)



Service Revenue Mix	1H16	1H17
Data/Broadband/Digital Platforms	29%	36%
SMS	31%	27%
Domestic Voice/Others	31%	29%
International Voice	9%	8%

Service Revenues (Php in millions)	1H16	1H17
Data/Broadband/Digital Platforms	14,207	14,738
SMS	15,007	11,263
Domestic Voice/Others	15,135	11,930
International Voice	4,340	3,454
Total	48,689	41,385

- Data/broadband service revenues contributed 34% to total wireless service revenues, mainly from mobile internet services

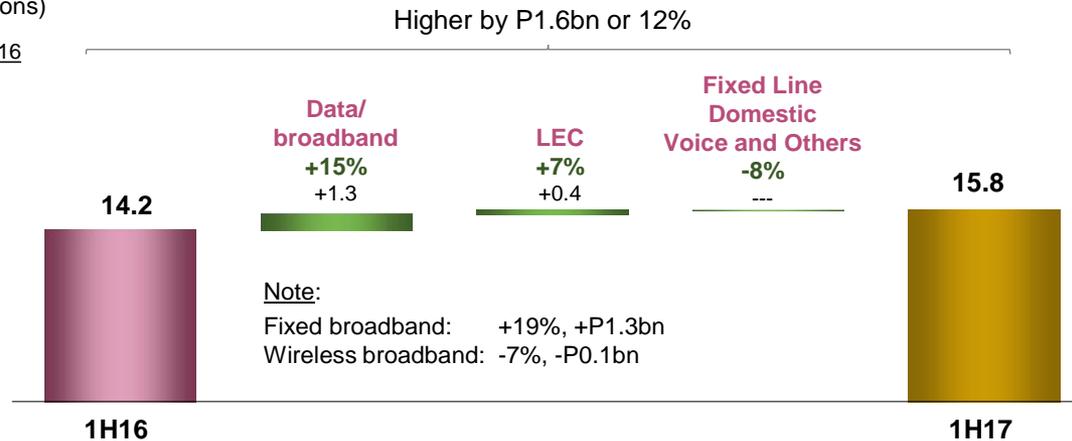
* Net of interconnection costs

PLDT Group: Home and Individual Service Revenues*

Home

(Php in billions)

1H17 vs 1H16



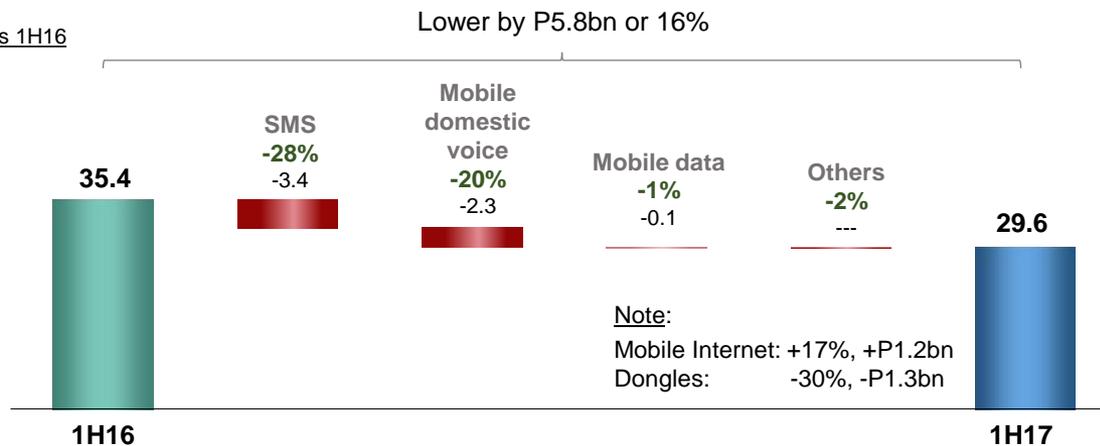
Service Revenue Mix	1H16	1H17
Data/Broadband	59%	62%
LEC	38%	36%
Domestic Voice	3%	2%
Others	0%	0%

Service Revenues (Php in millions)	1H16	1H17
Data/Broadband	8,441	9,729
LEC	5,333	5,712
Domestic Voice	420	376
Others	0	10
Total	14,194	15,827

Individual

(Php in billions)

1H17 vs 1H16



Service Revenue Mix	1H16	1H17
Mobile Data	32%	38%
Mobile Domestic Voice	34%	32%
SMS	34%	29%
Others	0%	1%

Service Revenues (Php in millions)	1H16	1H17
Mobile Data	11,409	11,335
Mobile Domestic Voice	11,920	9,573
SMS	11,905	8,513
Others	192	189
Total	35,426	29,610

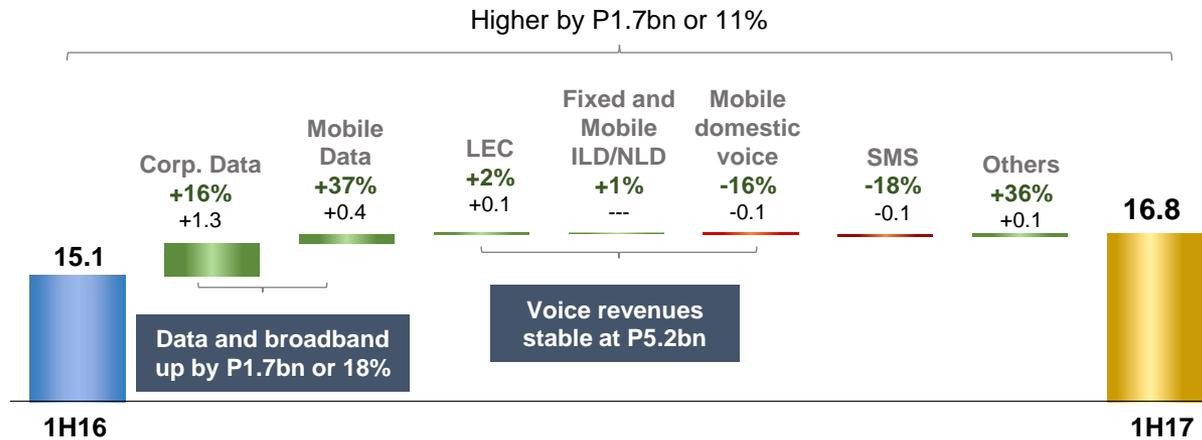
* Consolidated and net of interconnection costs

PLDT Group: Enterprise Service Revenues*

Enterprise*

(Php in billions)

1H17 vs 1H16



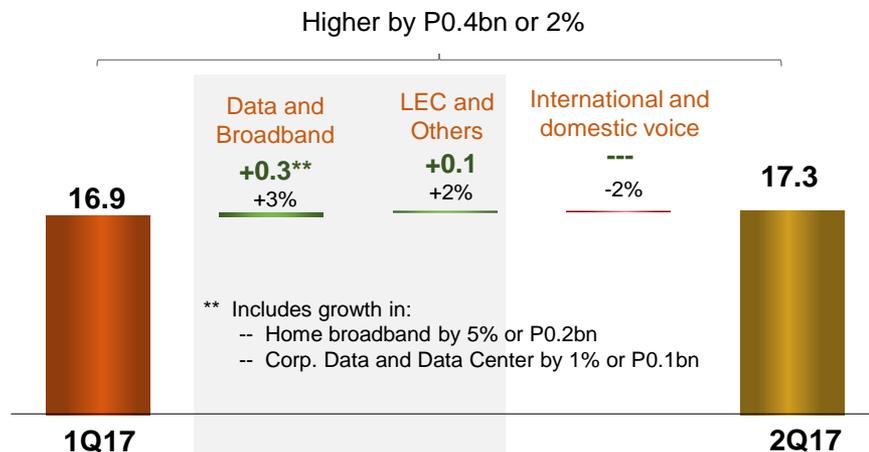
Service Revenue Mix	1H16	1H17
Data/Broadband	61%	65%
Voice	34%	31%
SMS	3%	2%
Others	2%	2%

Service Revenues (Php in millions)	1H16	1H17
Data/Broadband	9,180	10,856
Voice	5,167	5,154
SMS	430	352
Others	314	426
Total	15,091	16,788

* Consolidated and net of interconnection costs

Fixed Line*

(Php in billions)

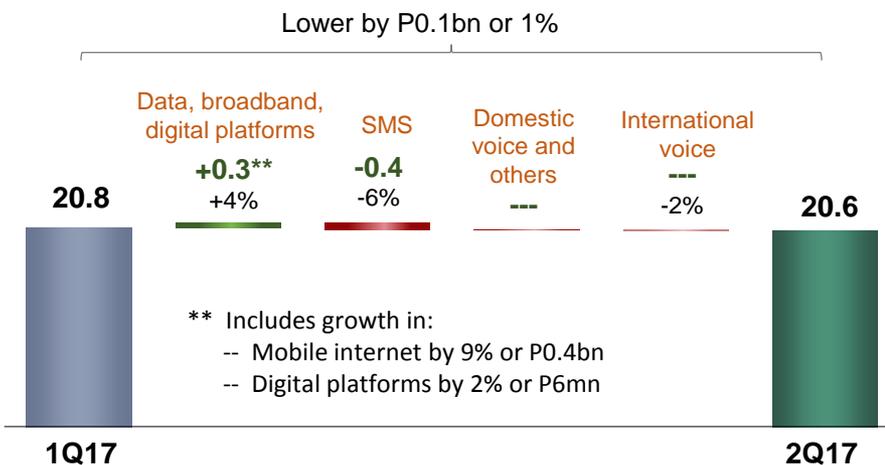


Service Revenue Mix	1Q17	2Q17
Data/Broadband	62%	63%
LEC/Others	30%	30%
International Voice/Domestic Voice	8%	7%

	1Q17	2Q17
Data/Broadband	10,563	10,862
LEC/Others	5,034	5,152
International Voice/Domestic Voice	1,330	1,305
Total	16,927	17,319

Wireless*

(Php in billions)



Service Revenue Mix	1Q17	2Q17
Data/Broadband/Digital Platforms	35%	37%
SMS	28%	26%
Domestic Voice/Others	29%	29%
International Voice	8%	8%

Service Revenues (Php in millions)	1Q17	2Q17
Data/Broadband/Digital Platforms	7,232	7,506
SMS	5,815	5,448
Domestic Voice/Others	5,976	5,954
International Voice	1,743	1,711
Total	20,766	20,619

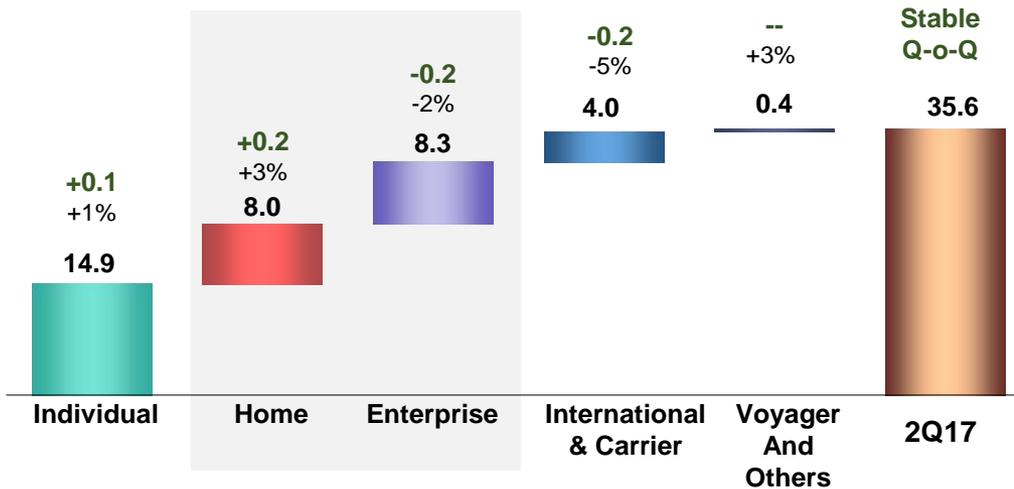
* Net of interconnection costs

PLDT Group: Consolidated Service Revenues*

By Business Units

(Php in billions)

2Q17 vs 1Q17



Service Revenue Mix	1Q17	2Q17
Individual	41%	42%
Home	22%	23%
Enterprise	24%	23%
International & Carrier	12%	11%
Voyager and Others	1%	1%

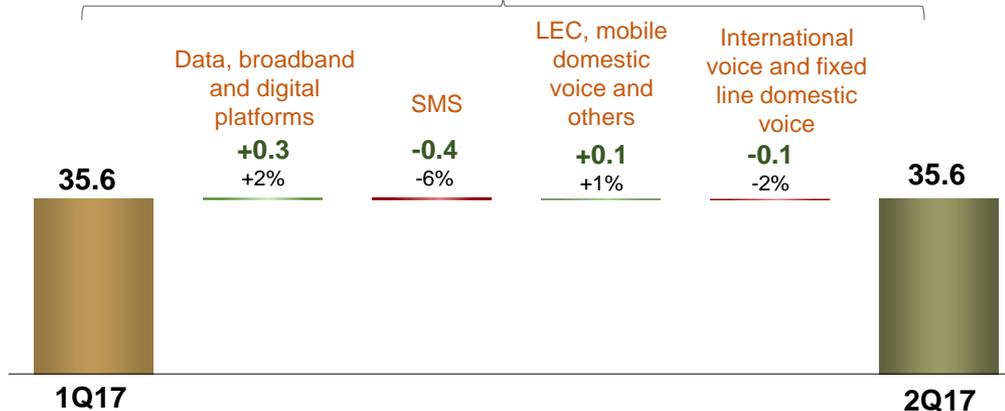
46%

Service Revenues (Php in millions)	1Q17	2Q17
Individual	14,749	14,861
Home	7,794	8,033
Enterprise	8,469	8,319
International & Carrier	4,230	4,029
Voyager and Others	368	378
Total	35,610	35,620

By Product type

(Php in billions)

Stable quarter –on-quarter

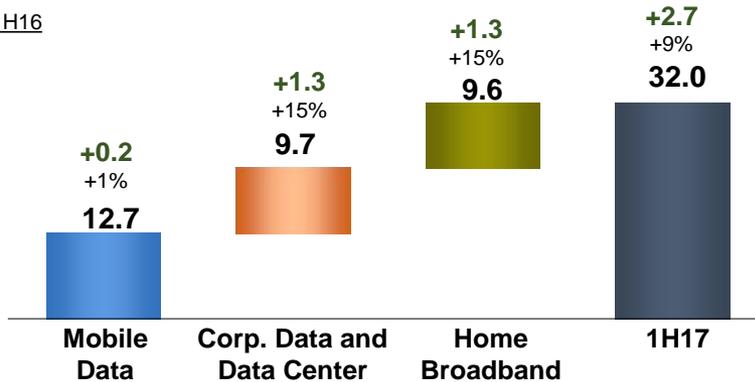


Service Revenue Mix	1Q17	2Q17
Data/Broadband/Digital Platforms	45%	46%
SMS	16%	16%
LEC/Mobile Domestic Voice/Others	30%	30%
International Voice/Fixed Line Domestic Voice	9%	8%

Service Revenues (Php in millions)	1Q17	2Q17
Data/Broadband/Digital Platforms	16,163	16,468
SMS	5,813	5,445
LEC/Mobile Domestic Voice/Others	10,608	10,755
International Voice/Fixed Line Domestic Voice	3,026	2,952
Total	35,610	35,620

(Php in billions)

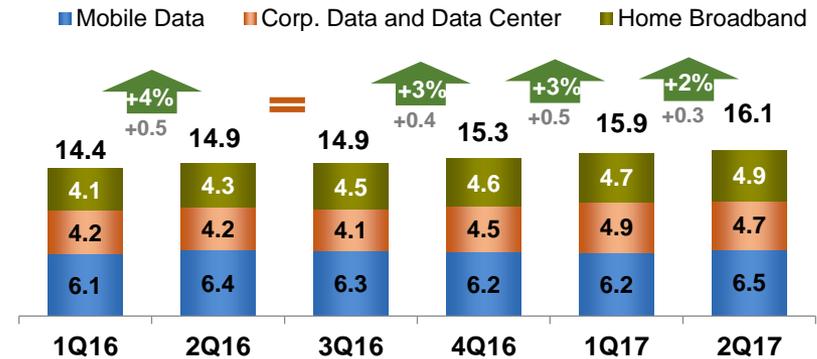
1H17 vs 1H16



% to total Data and Broadband Consolidated Revenues*:	
Mobile Data	40%
Corp. Data and Data Center	30%
Home Broadband	30%

Mobile Internet

- **Growth in mobile data revenues was driven mainly by the increase in smartphone ownership offsetting declines in usage of dongles/pocket wi-fi devices**
 - Mobile internet revenues, 30% of total data and broadband revenues, grew by 18% year-on-year to P9.6bn in 1H17
 - ✓ Acceleration in revenue growth with a 9% q-o-q rise in 2Q17 revenues compared with 1% q-o-q increase in 1Q17
 - ✓ Data usage in 1H17 increased by 78% to 117,657 Terabytes from 1H16 and by 43% from 2H16
 - ✓ Smartphone penetration: approximately **52%** 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., 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"



➤ **Sustaining upward direction in revenues**

Home Broadband

- **Home broadband revenues grew by 15% to P9.6bn following a 14% increase in subscribers**
 - Speeding up of fixed broadband revenue growth from 4% q-o-q in 1Q17 to 6% q-o-q in 2Q17
 - 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, were higher by P1.3bn or 15% at P9.7bn**
- **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 ⁽¹⁾ by Category:

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

Mobile Subscribers ⁽¹⁾ by Brand:

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

(1) Includes Mobile Broadband subscribers

(2) 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

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

(1) Includes Corporate Fixed Broadband Subscribers

Fixed Line Subscribers

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

1H2017: Consolidated Financial Highlights

<i>(Unaudited, Php in millions)</i>	1H2017				1H2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
Total Revenues	46,665	38,658	6	79,015	85,284	(7%)
Service Revenues	44,858	36,829	6	75,383	80,604	(6%)
Cash Operating Expenses	24,236	21,858	19	39,004	38,729	1%
<i>Cash Operating Expenses (excluding MRP) ⁽¹⁾</i>	<i>24,236</i>	<i>20,349</i>	<i>19</i>	<i>37,495</i>	<i>38,729</i>	<i>(3%)</i>
Depreciation and Amortization	9,025	6,304	-	15,329	14,575	5%
Financing Costs, Net	(1,269)	(2,555)	(97)	(3,799)	(3,620)	5%
Income before Income Tax	6,495	7,306	7,175	20,737	17,132	21%
Provision for Income Tax	2,189	1,934	53	4,176	4,646	(10%)
EBITDA	17,062	14,164	(13)	32,010	30,758	4%
EBITDA Margin ⁽²⁾	38%	38%	-	42%	38%	
<i>EBITDA (excluding MRP) ⁽¹⁾</i>	<i>17,062</i>	<i>15,673</i>	<i>(13)</i>	<i>33,519</i>	<i>30,758</i>	<i>9%</i>
<i>EBITDA Margin ^{(1) (2)}</i>	<i>38%</i>	<i>43%</i>	<i>-</i>	<i>44%</i>	<i>38%</i>	
Net Income Attributable to Equity Holders of PLDT	4,301	5,333	7,123	16,518	12,463	33%
Core income	4,775	5,050	7,841	17,427	17,700	(2%)
<i>Core income (recurring) ⁽³⁾</i>	<i>4,775</i>	<i>6,106</i>	<i>1,240</i>	<i>11,882</i>	<i>11,787</i>	<i>1%</i>

⁽¹⁾ Excluding Manpower Reduction Program (MRP) of P1.5bn offered in 2Q17

⁽²⁾ EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

⁽³⁾ Excluding gain from asset sales, MRP in 2Q17, non recurring provisions and subsidies in 2016 and related tax adjustments

Underlying Core Income

<i>(Unaudited, Php in millions)</i>	2017			2016						
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY
Core Income	5,329	12,098	17,427	7,211	10,489	17,700	4,036	6,121	10,157	27,857
Core Income Adjustments										
One-Time Provisions and Subsidies	-	-	-	1,011	2,034	3,045	1,605	-	1,605	4,650
Manpower Reduction Program (MRP)	-	1,509	1,509	-	-	-	-	-	-	-
Asset Sales	-	(6,601)	(6,601)	(970)	(7,365)	(8,335)	(396)	(438)	(834)	(9,169)
Accelerated Depreciation	-	-	-	-	-	-	-	4,084	4,084	4,084
Deferred Tax Asset Recognition	-	-	-	-	-	-	-	(5,027)	(5,027)	(5,027)
Net Tax Effect of Adjustments	-	(453)	(453)	(12)	(611)	(623)	(481)	(1,094)	(1,575)	(2,198)
Underlying Core Income	5,329	6,553	11,882	7,240	4,547	11,787	4,764	3,646	8,410	20,197

Reconciliation of Core and Reported net income

<i>(Unaudited, Php in millions)</i>	1H2017				1H2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
Net Income (Losses) Attributable to Equity Holders of PLDT	4,301	5,333	7,123	16,518	12,463	33%
Add (Deduct):						
Foreign Exchange Losses (gains), Net	278	45	156	479	(77)	722%
Gains on Derivative Financial Instruments, Net	(228)	(270)	-	(498)	(89)	460%
Asset Impairment	439	(201)	540	778	5,382	(86%)
Others	-	75	(8)	67	(13)	615%
Tax Effect	(15)	68	30	83	34	144%
Core Income	4,775	5,050	7,841	17,427	17,700	(2%)

Consolidated Service Revenues*

(Unaudited, Php in millions)	2017			2016						
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY
Fixed Line	15,556	15,620	31,176	14,287	14,320	28,607	14,446	15,033	29,479	58,086
LEC	4,553	4,623	9,176	4,333	4,384	8,717	4,479	4,499	8,978	17,695
Fixed Line Voice - International	970	859	1,829	1,240	1,092	2,332	1,015	1,111	2,126	4,458
Fixed Line Voice - Domestic (NLD)	789	777	1,566	844	845	1,689	863	797	1,660	3,349
Home Broadband	4,074	4,300	8,374	3,413	3,615	7,028	3,781	3,920	7,701	14,729
Corporate Data and Data Center	4,951	4,760	9,711	4,237	4,189	8,426	4,098	4,474	8,572	16,998
Corporate data and leased lines	4,333	4,223	8,556	3,678	3,595	7,273	3,704	3,978	7,682	14,955
Data Center and IT	618	537	1,155	559	594	1,153	394	496	890	2,043
Miscellaneous	219	301	520	220	195	415	210	232	442	857
Wireless	22,145	22,062	44,207	26,311	25,686	51,997	23,882	23,236	47,118	99,115
Mobile Services	21,069	20,993	42,062	25,305	24,806	50,111	22,826	22,129	44,955	95,066
Mobile Voice	7,594	7,579	15,173	10,240	9,458	19,698	8,272	8,011	16,283	35,981
Mobile Voice - Domestic	5,796	5,810	11,606	7,948	7,276	15,224	6,326	6,035	12,361	27,585
Mobile Voice - International	1,798	1,769	3,567	2,292	2,182	4,474	1,946	1,976	3,922	8,396
SMS	6,910	6,514	13,424	8,688	8,643	17,331	7,873	7,532	15,405	32,736
Mobile Data	6,235	6,614	12,849	6,063	6,444	12,507	6,375	6,333	12,708	25,215
Mobile Internet	4,612	5,100	9,712	3,811	4,257	8,068	4,471	4,628	9,099	17,167
Mobile Broadband	1,623	1,513	3,136	2,252	2,187	4,439	1,903	1,704	3,607	8,046
Other data	-	1	1	-	-	-	1	1	2	2
Inbound Roaming and Others	330	286	616	314	261	575	306	253	559	1,134
Home Broadband	652	609	1,261	679	670	1,349	696	713	1,409	2,758
Digital Platforms and Mobile Financial Services	309	325	634	133	57	190	219	300	519	709
MVNO and Others	115	135	250	194	153	347	141	94	235	582
Others	-	9	9	9						
Total	37,701	37,682	75,383	40,598	40,006	80,604	38,328	38,278	76,606	157,210

*Consolidated and Gross of Interconnection costs

Consolidated Service Revenues* and EBITDA

(Unaudited, Php in millions)	2017			2016						
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY
Data/Broadband/Digital Platforms	16,221	16,608	32,829	14,525	14,975	29,500	15,169	15,749	30,918	60,418
Mobile Data	6,235	6,614	12,849	6,063	6,444	12,507	6,375	6,333	12,708	25,215
Mobile Internet	4,612	5,100	9,712	3,811	4,257	8,068	4,471	4,628	9,099	17,167
Mobile Broadband	1,623	1,513	3,136	2,252	2,187	4,439	1,903	1,704	3,607	8,046
Other Data	-	1	1	-	-	-	1	1	2	2
Home Broadband	4,726	4,909	9,635	4,092	4,285	8,377	4,477	4,633	9,110	17,487
Fixed	4,074	4,300	8,374	3,413	3,615	7,028	3,781	3,920	7,701	14,729
Wireless	652	609	1,261	679	670	1,349	696	713	1,409	2,758
Corp. Data and Data Center	4,951	4,760	9,711	4,237	4,189	8,426	4,098	4,474	8,572	16,998
Corp. Data and Leased Lines	4,333	4,223	8,556	3,678	3,595	7,273	3,704	3,978	7,682	14,955
Data Center and IT	618	537	1,155	559	594	1,153	394	496	890	2,043
Digital Platforms and Others	309	325	634	133	57	190	219	309	528	718
SMS/Mobile Voice - Domestic/LEC/Others	17,923	17,669	35,592	21,697	20,912	42,609	19,335	18,645	37,980	80,589
SMS	6,910	6,514	13,424	8,688	8,643	17,331	7,873	7,532	15,405	32,736
Mobile Voice - Domestic	5,796	5,810	11,606	7,948	7,276	15,224	6,326	6,035	12,361	27,585
LEC	4,553	4,623	9,176	4,333	4,384	8,717	4,479	4,499	8,978	17,695
Others	664	722	1,386	728	609	1,337	657	579	1,236	2,573
Inbound Roaming and Others	330	286	616	314	261	575	306	253	559	1,134
MVNO and Others	115	135	250	194	153	347	141	94	235	582
Miscellaneous - Fixed Line	219	301	520	220	195	415	210	232	442	857
ILD/Fixed Line - Domestic (NLD)	3,557	3,405	6,962	4,376	4,119	8,495	3,824	3,884	7,708	16,203
Fixed Line Voice - Domestic (NLD)	789	777	1,566	844	845	1,689	863	797	1,660	3,349
Fixed Line Voice - International	970	859	1,829	1,240	1,092	2,332	1,015	1,111	2,126	4,458
Mobile Voice - International	1,798	1,769	3,567	2,292	2,182	4,474	1,946	1,976	3,922	8,396
Total Consolidated Gross Service Revenues	37,701	37,682	75,383	40,598	40,006	80,604	38,328	38,278	76,606	157,210
Non-Service Revenues	1,487	2,145	3,632	2,181	2,499	4,680	1,774	1,598	3,372	8,052
Total Consolidated Gross Revenues	39,188	39,827	79,015	42,779	42,505	85,284	40,102	39,876	79,978	165,262
Deduct:										
Cash Operating Expenses	(18,715)	(20,289)	(39,004)	(19,295)	(19,434)	(38,729)	(19,128)	(18,947)	(38,075)	(76,804)
Cost of Sales	(2,646)	(2,508)	(5,154)	(5,126)	(5,519)	(10,645)	(3,337)	(2,771)	(6,108)	(16,753)
Cost of Services	(309)	(290)	(599)	(107)	(83)	(190)	(107)	(279)	(386)	(576)
Writedown of Inventory and Provision for Doubtful AR	(1,051)	(1,197)	(2,248)	(1,645)	(3,317)	(4,962)	(2,571)	(2,435)	(5,006)	(9,968)
EBITDA	16,467	15,543	32,010	16,606	14,152	30,758	14,959	15,444	30,403	61,161
<i>EBITDA Margin ⁽¹⁾</i>	<i>44%</i>	<i>41%</i>	<i>42%</i>	<i>41%</i>	<i>35%</i>	<i>38%</i>	<i>39%</i>	<i>40%</i>	<i>40%</i>	<i>39%</i>

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

*Consolidated and Gross of Interconnection costs

Wireless Service Revenues* and EBITDA

(Unaudited, Php in millions)	2017			2016						
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY
Data/Broadband/Digital Platforms	7,281	7,627	14,908	6,944	7,270	14,214	7,375	7,428	14,803	29,017
Mobile Data	6,308	6,691	12,999	6,127	6,536	12,663	6,445	6,409	12,854	25,517
Mobile Internet	4,612	5,100	9,712	3,811	4,257	8,068	4,471	4,628	9,099	17,167
Mobile Broadband	1,655	1,547	3,202	2,276	2,209	4,485	1,926	1,736	3,662	8,147
Other Data	41	44	85	40	70	110	48	45	93	203
Home Broadband	655	612	1,267	683	674	1,357	700	716	1,416	2,773
Digital Platforms and mobile financial services	318	324	642	134	60	194	230	303	533	727
SMS/Mobile Voice - Domestic/Others	13,388	12,979	26,367	17,422	16,612	34,034	14,918	14,185	29,103	63,137
SMS	6,912	6,516	13,428	8,690	8,646	17,336	7,875	7,534	15,409	32,745
Mobile Voice - Domestic	6,029	6,039	12,068	8,221	7,551	15,772	6,594	6,300	12,894	28,666
Others	447	424	871	511	415	926	449	351	800	1,726
Inbound roaming and others	332	287	619	315	262	577	308	256	564	1,141
MVNO and others	115	137	252	196	153	349	141	95	236	585
Mobile Voice - International	1,806	1,777	3,583	2,304	2,189	4,493	1,952	1,983	3,935	8,428
Total Wireless Gross Service Revenues	22,475	22,383	44,858	26,670	26,071	52,741	24,245	23,596	47,841	100,582
Non-Service Revenues	687	1,120	1,807	1,261	1,472	2,733	838	761	1,599	4,332
Total Wireless Gross Revenues	23,162	23,503	46,665	27,931	27,543	55,474	25,083	24,357	49,440	104,914
Deduct:										
Cash Operating Expenses	(12,101)	(12,135)	(24,236)	(12,515)	(12,576)	(25,091)	(12,640)	(11,847)	(24,487)	(49,578)
Cost of Sales	(1,905)	(1,640)	(3,545)	(4,421)	(4,748)	(9,169)	(2,748)	(2,223)	(4,971)	(14,140)
Cost of Services	(119)	(128)	(247)	(31)	(15)	(46)	(35)	(208)	(243)	(289)
Writedown of Inventory and Provision for Doubtful AR	(728)	(847)	(1,575)	(1,335)	(2,947)	(4,282)	(2,237)	(1,727)	(3,964)	(8,246)
EBITDA	8,309	8,753	17,062	9,629	7,257	16,886	7,423	8,352	15,775	32,661
<i>EBITDA Margin⁽¹⁾</i>	<i>37%</i>	<i>39%</i>	<i>38%</i>	<i>36%</i>	<i>28%</i>	<i>32%</i>	<i>31%</i>	<i>35%</i>	<i>33%</i>	<i>32%</i>

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

Fixed Line Service Revenues* and EBITDA

(Unaudited, Php in millions)	2017			2016						
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY
Data/Broadband	10,574	10,885	21,459	9,110	9,216	18,326	9,457	9,928	19,385	37,711
Home Broadband	4,134	4,361	8,495	3,434	3,655	7,089	3,835	3,972	7,807	14,896
Corp. Data and Other Network Services	5,622	5,711	11,333	4,938	4,793	9,731	4,970	5,279	10,249	19,980
Data Center and ICT	818	813	1,631	738	768	1,506	652	677	1,329	2,835
LEC/Others	5,035	5,153	10,188	4,761	4,806	9,567	4,922	4,968	9,890	19,457
LEC	4,580	4,646	9,226	4,357	4,408	8,765	4,503	4,524	9,027	17,792
Miscellaneous	455	507	962	404	398	802	419	444	863	1,665
Fixed Line Voice - International/Domestic	2,640	2,542	5,182	3,144	2,952	6,096	2,819	2,923	5,742	11,838
Fixed Line Voice - International	1,744	1,643	3,387	2,203	1,998	4,201	1,842	2,013	3,855	8,056
Fixed Line Voice - Domestic (NLD)	896	899	1,795	941	954	1,895	977	910	1,887	3,782
Total Fixed Line Service Revenues ⁽¹⁾	18,249	18,580	36,829	17,015	16,974	33,989	17,198	17,819	35,017	69,006
Non-Service Revenues ⁽²⁾	800	1,029	1,829	920	1,028	1,948	936	838	1,774	3,722
Total Fixed Line Gross Revenues	19,049	19,609	38,658	17,935	18,002	35,937	18,134	18,657	36,791	72,728
Deduct:										
Cash Operating Expenses	(9,998)	(11,860)	(21,858)	(10,213)	(10,255)	(20,468)	(9,995)	(10,689)	(20,684)	(41,152)
Cost of Sales	(741)	(870)	(1,611)	(705)	(772)	(1,477)	(589)	(551)	(1,140)	(2,617)
Cost of Services	(190)	(162)	(352)	(76)	(68)	(144)	(72)	(71)	(143)	(287)
Writedown of Inventory and Provision for Doubtful AR	(323)	(350)	(673)	(310)	(370)	(680)	(334)	(708)	(1,042)	(1,722)
EBITDA	7,797	6,367	14,164	6,631	6,537	13,168	7,144	6,638	13,782	26,950
<i>EBITDA Margin ⁽³⁾</i>	<i>43%</i>	<i>34%</i>	<i>38%</i>	<i>39%</i>	<i>39%</i>	<i>39%</i>	<i>42%</i>	<i>37%</i>	<i>39%</i>	<i>39%</i>

⁽¹⁾ Gross of Interconnection costs

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

⁽³⁾ EBITDA margin calculated as EBITDA divided by service revenues (gross of interconnection costs)

Fixed line revenues - net of interconnection costs*

(Unaudited, Php in millions)	2017			2016						
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY
Fixed Line Service Revenues, Net										
LEC	4,579	4,645	9,224	4,357	4,406	8,763	4,502	4,523	9,025	17,788
Fixed Line Voice - International	565	530	1,095	831	734	1,565	716	660	1,376	2,941
Fixed Line Voice - Domestic (NLD)	765	775	1,540	747	759	1,506	790	717	1,507	3,013
Home Broadband	4,134	4,361	8,495	3,434	3,655	7,089	3,835	3,972	7,807	14,896
Corp. Data and Other Network Services	5,611	5,688	11,299	4,924	4,780	9,704	4,957	5,267	10,224	19,928
Data Center and ICT	818	813	1,631	738	768	1,506	652	677	1,329	2,835
Miscellaneous	455	507	962	404	398	802	419	444	863	1,665
Total	16,927	17,319	34,246	15,435	15,500	30,935	15,871	16,260	32,131	63,066

*Service revenues before intersegment elims

(Unaudited, Php in millions)	1H2017				1H2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
Operating Expenses						
Compensation and Employee Benefits ⁽¹⁾	3,756	8,677	-	12,425	10,064	23%
Repairs and Maintenance	3,925	3,043	-	6,611	7,593	(13%)
Selling and Promotions	2,084	906	-	2,982	4,247	(30%)
Rent	5,468	1,488	-	3,525	3,411	3%
Insurance and Security Services	464	365	-	776	914	(15%)
Taxes and Licenses	1,331	606	2	1,939	2,073	(6%)
Professional and Other Contracted Services	3,164	3,689	17	5,604	4,373	28%
Communication, Training and Travel	394	270	-	589	654	(10%)
Interconnection Costs	3,473	2,583	-	4,153	4,834	(14%)
Other Expenses	177	231	-	400	566	(29%)
Cash Operating Expenses ⁽¹⁾	24,236	21,858	19	39,004	38,729	1%
Depreciation and Amortization	9,025	6,304	-	15,329	14,575	5%
Asset Impairment	1,575	673	-	2,248	4,963	(55%)
Amortization of Intangible Assets	412	-	-	412	544	(24%)
Non-Cash Operating Expenses	11,012	6,977	-	17,989	20,082	(10%)
Cost of Sales	3,545	1,611	-	5,154	10,645	(52%)
Cost of Services	247	352	-	599	190	215%
Total Expenses	39,040	30,798	19	62,746	69,646	(10%)

⁽¹⁾ 1H2017 Compensation and Employee Benefits include P1.5bn MRP expenses

Other Income (expenses)

(Unaudited, Php in millions)	1H2017				1H2016	% Change
	Wireless	Fixed Line	Others	Consolidated	Consolidated	
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures						
Beacon	-	-	886	886	1,332	(33%)
Vega	-	-	(383)	(383)	(150)	155%
Others	(66)	94	618	646	(247)	362%
Total Equity Share in Net Earnings (Losses)	(66)	94	1,121	1,149	935	23%
Financing Costs, Net						
Loans and Other Related Items	(1,420)	(2,586)	(97)	(3,981)	(3,672)	8%
Accretion on Financial Liabilities	(85)	(37)	-	(122)	(127)	(4%)
Financing Charges	(87)	(16)	-	(103)	(44)	134%
Capitalized Interest	323	84	-	407	223	83%
Total Financing Costs	(1,269)	(2,555)	(97)	(3,799)	(3,620)	5%
Other Income (Expenses), Net						
Gain on Sale of Assets	-	-	6,601	6,601	7,365	(10%)
Gain on Sale of Properties	-	-	-	-	970	(100%)
Investment Impairment (includes Rocket Internet Impairment)	(439)	201	(540)	(778)	(5,381)	(86%)
Others	594	1,209	38	805	854	(6%)
Other Income, Net	155	1,410	6,099	6,628	3,808	74%
Interest Income	142	370	221	611	472	29%
Gains (Losses) on Derivative Financial Instruments, Net	186	172	-	358	(178)	301%
Foreign Exchange Gains (Losses), Net	(278)	(45)	(156)	(479)	77	(722%)
Total Other Income (Expenses)	(1,130)	(554)	7,188	4,468	1,494	199%

Mobile ARPU, Net⁽¹⁾ :

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

⁽¹⁾ Includes Mobile Broadband subscribers

⁽²⁾ 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	1Q	2Q	3Q	4Q
Wireless Home Broadband	813	778	891	875	866	870
Fixed Line Broadband ⁽¹⁾	1,164	1,176	1,162	1,169	1,171	1,165

⁽¹⁾ Includes Corporate Fixed Broadband

Earnings Per Share (EPS)

<i>(Unaudited, Php in millions except EPS (in Php) and Shares (in mn))</i>	1H2017		1H2016	
	Basic	Diluted	Basic	Diluted
Net Income Attributable to Equity Holders of PLDT	16,518	16,518	12,463	12,463
Dividends on Preferred Shares	(29)	(29)	(30)	(30)
Net Income for the Period Attributable to Common Equity Holders of PLDT	16,489	16,489	12,433	12,433
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
EPS (Based on Reported Net Income)	76.32	76.32	57.55	57.55
Core Income	17,427	17,427	17,700	17,700
Dividends on Preferred Shares	(29)	(29)	(30)	(30)
Core Income Applicable to Common Shares	17,398	17,398	17,670	17,670
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
EPS (Based on Core Income)	80.53	80.53	81.78	81.78

<i>(Php in millions)</i>	Consolidated	
	June 30, 2017 (unaudited)	December 31, 2016 (audited)
Total Assets	465,804	475,119
Nominal Value of Total Long-Term Debt in US\$	175,689 \$3,498	185,663 \$3,730
Less: Unamortized Debt Discount	623	631
Total Long-Term Debt	175,066	185,032
Cash and Short-Term Investments	44,200	41,460
Net Debt ⁽¹⁾	131,489	144,203
Equity	123,019	108,537
Total Debt⁽²⁾/Equity	<u>1.43x</u>	<u>1.71x</u>
Net Debt⁽¹⁾/Equity	<u>1.07x</u>	<u>1.33x</u>
Total Debt⁽²⁾/EBITDA⁽³⁾	<u>2.81x</u>	<u>3.04x</u>
Net Debt ⁽¹⁾/EBITDA⁽³⁾	<u>2.11x</u>	<u>2.36x</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 (LTM)

<i>(US\$ in millions)</i>	2012	2013	2014	2015	2016	1H2017
Debt Balance	2,851	2,353	2,920	3,429	3,730	3,483
Cash and Short-Term Investments	919	735	610	1,016	833	876
Net Debt	1,932	1,618	2,310	2,413	2,897	2,606

Interest-Bearing liabilities

<i>(US\$ in millions)</i>	June 30, 2017			December 31, 2016	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	(Audited) Face Value	
Debt					
PLDT	\$2,162	\$7	\$2,169	\$2,212	(\$43)
Smart	1,308	6	1,314	1,512	(198)
DIGITEL	-	-	-	6	(6)
Total Debt	\$3,470	\$13	\$3,483	\$3,730	(\$247)

Foreign Exchange Risk

Forex Impact on Core Income

Forex sensitivity for every P1 change (in US\$ millions)	Conso - net of Elim
US\$ Revenues*	253.1
US\$ Expenses	(124.3)
Cash Opex*	(98.2)
Cost of Sales and Services	(7.4)
Financing Costs	(18.7)
US\$ Income before tax	128.8
Tax effect	38.6
Core Earnings	90.2
EBITDA	147.5
* Gross of interconnection costs amounting to:	34.3
Local exchange revenues (in million Php)	5,291.3

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)	637.6
Accounts Payable (net of ST Forwards/options)	146.4
Accrued Liabilities	154.1
Derivative Liabilities	2.7
Other Current & Non Current Liabilities	0.1
Total US\$ denominated Liabilities	940.9
Cash and Cash Equivalents	243.1
Short-term Investments	208.7
Trade and other receivables	169.4
Derivative Assets	12.0
Investment in Debt Securities, Advances & Others	7.4
Total US\$ denominated Assets	640.6
Forex Revaluation for every P1 change	±300.3

Forex rate, 1H 2017
Forex rate, 1H 2016
% of Peso depreciation vs US\$

Ave.
49.94
46.88
6.5%

Period End
50.45
47.01
7.3%

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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