



# 2018 First Quarter Results

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## Financial and Operating Results

10<sup>th</sup> May 2018

# PLDT Group: Financial Highlights

(Consolidated, Php in billions)

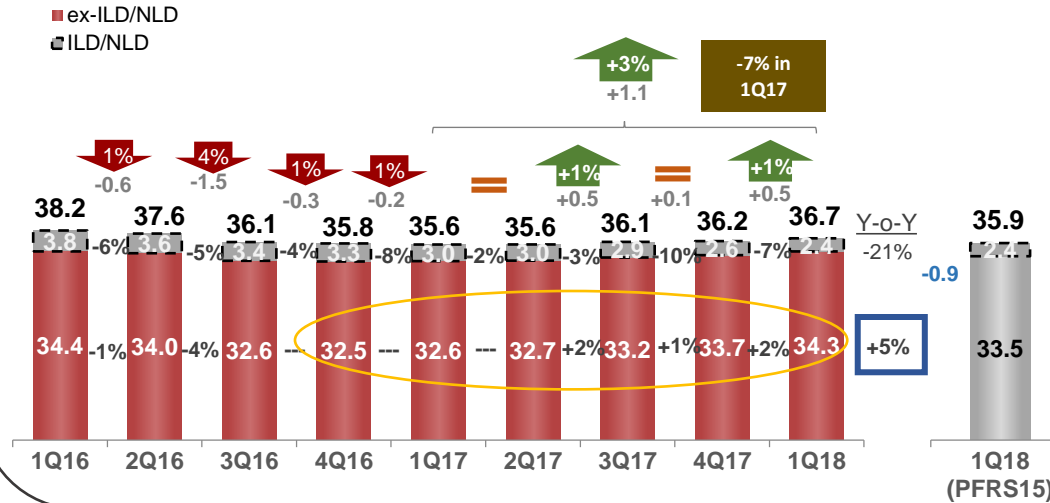
	1Q2018 (Pre-PFRS15)	1Q2017 (Pre-PFRS15)	Change Y-o-Y	1Q2018 (PFRS15)	Change vs IAS18	Change Y-o-Y
<b>Total Revenues*</b>	<b>38.8</b>	<b>37.1</b>	+5%	<b>38.6</b>	<b>(0.2)</b>	+4%
<b>Service Revenues*</b>	<b>36.7</b>	<b>35.6</b>	+3%	<b>35.9</b>	<b>(0.9)</b>	+1%
<b>Non-Service Revenues</b>	<b>2.1</b>	<b>1.5</b>	+41%	<b>2.8</b>	<b>+0.7</b>	+86%
<b>EBITDA</b>	<b>16.7</b>	<b>16.5</b>	+2%	<b>16.5</b>	<b>(0.2)</b>	---
<b>ex-Voyager</b>	<b>17.3</b>	<b>16.6</b>	+4%	<b>17.1</b>	<b>(0.2)</b>	+3%
<b>EBITDA Margin</b>	<b>43%</b>	<b>44%</b>	-1%pt	<b>44%</b>	<b>+1%pt</b>	---
<b>ex-Voyager</b>	<b>45%</b>	<b>45%</b>	---	<b>46%</b>	<b>+1%pt</b>	<b>+1%pt</b>
<b>Interest Income</b>	<b>0.4</b>	<b>0.3</b>	+31%	<b>0.5</b>	<b>+0.1</b>	+54%
<b>Core Income</b>	<b>6.1</b>	<b>5.3</b>	+14%	<b>6.0</b>	<b>(0.1)</b>	+13%
<b>ex-Voyager</b>	<b>6.7</b>	<b>5.4</b>	+23%	<b>6.6</b>	<b>(0.1)</b>	+21%
<b>Reported Income</b>	<b>7.0</b>	<b>5.0</b>	+41%	<b>6.9</b>	<b>(0.1)</b>	+39%

\* Net of interconnection costs

# PLDT Group: Consolidated Financial Highlights

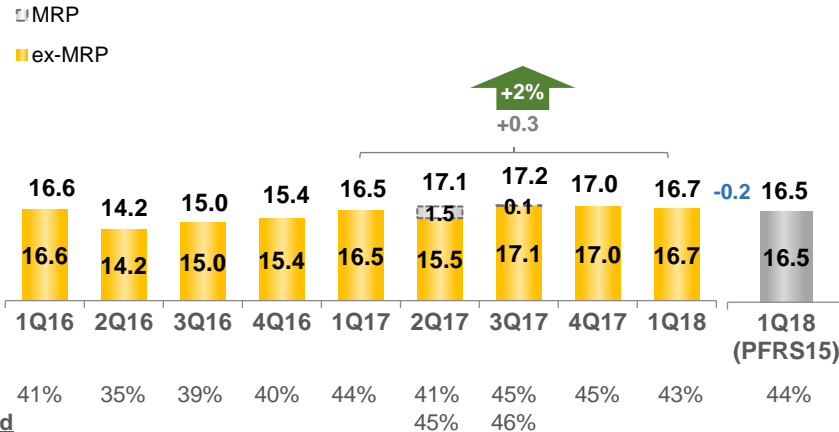
(Php in billions)

## Service Revenues, net of interconnection costs



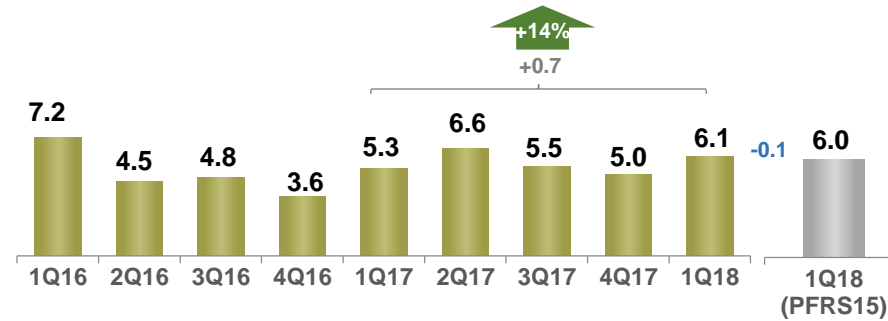
- Negative momentum in 2016 stemmed in 2017
  - Excluding ILD/NLD, service revenues grew quarter-on-quarter from 4Q16
- Upward trajectory sustained in 1Q18:
  - Excluding ILD/NLD:
    - ✓ 2% higher q-o-q and 5% y-o-y
    - ✓ Higher than average quarterly revenues of P33.0bn and P33.4bn in 2017 and 2016, respectively
- PFRS 15 impact: (P0.9bn)

## EBITDA



- Ex-Voyager, EBITDA higher year-on-year by P0.7bn or 4% at P17.3bn, or by P0.5bn or 3%

## Core Income (recurring)

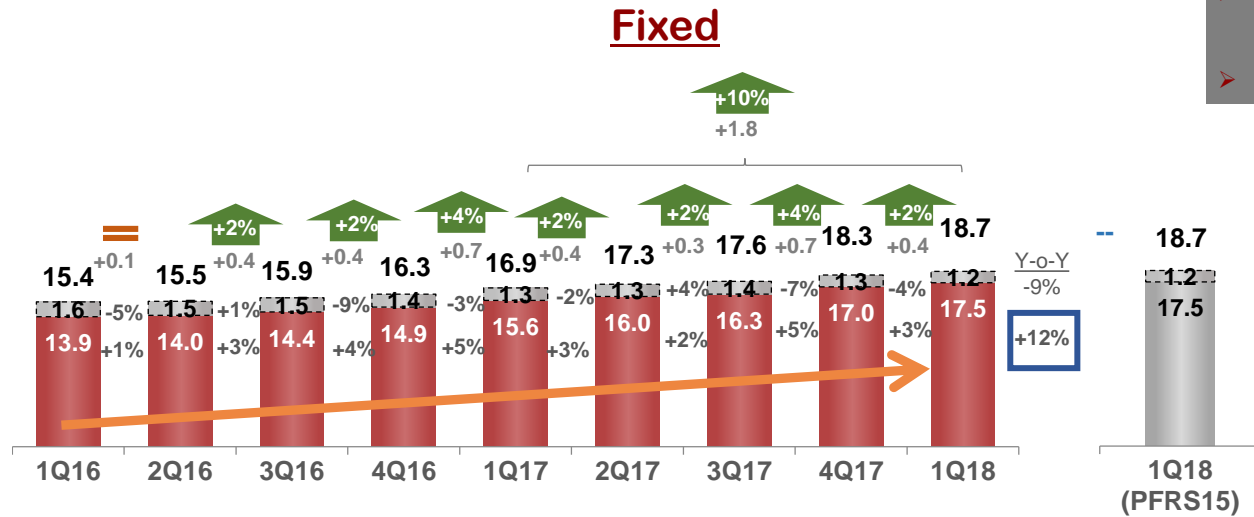


- Ex-Voyager, core income higher year-on-year by P1.2bn or 23% at P6.7bn, or by 21%

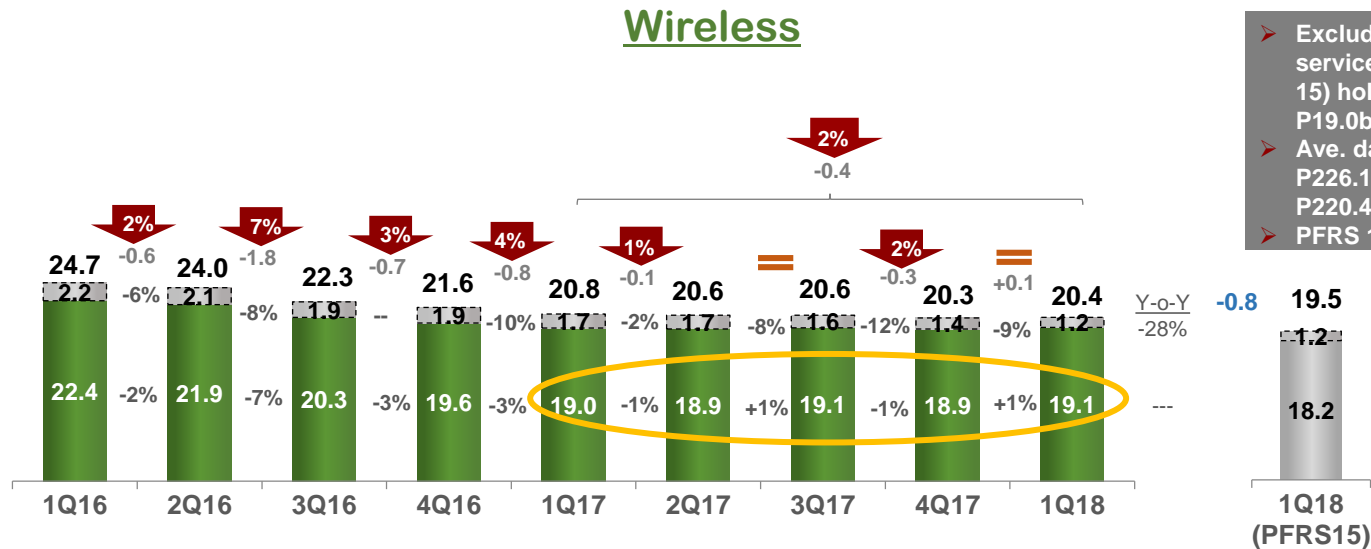
# PLDT Group: Fixed Line and Wireless Financial Highlights

(Php in billions)

## Service Revenues (net of interconnection costs)



- Excluding ILD/NLD, service revenues (pre-PFRS 15) 12% higher y-o-y and 3% q-o-q
- PFRS 15 impact insignificant

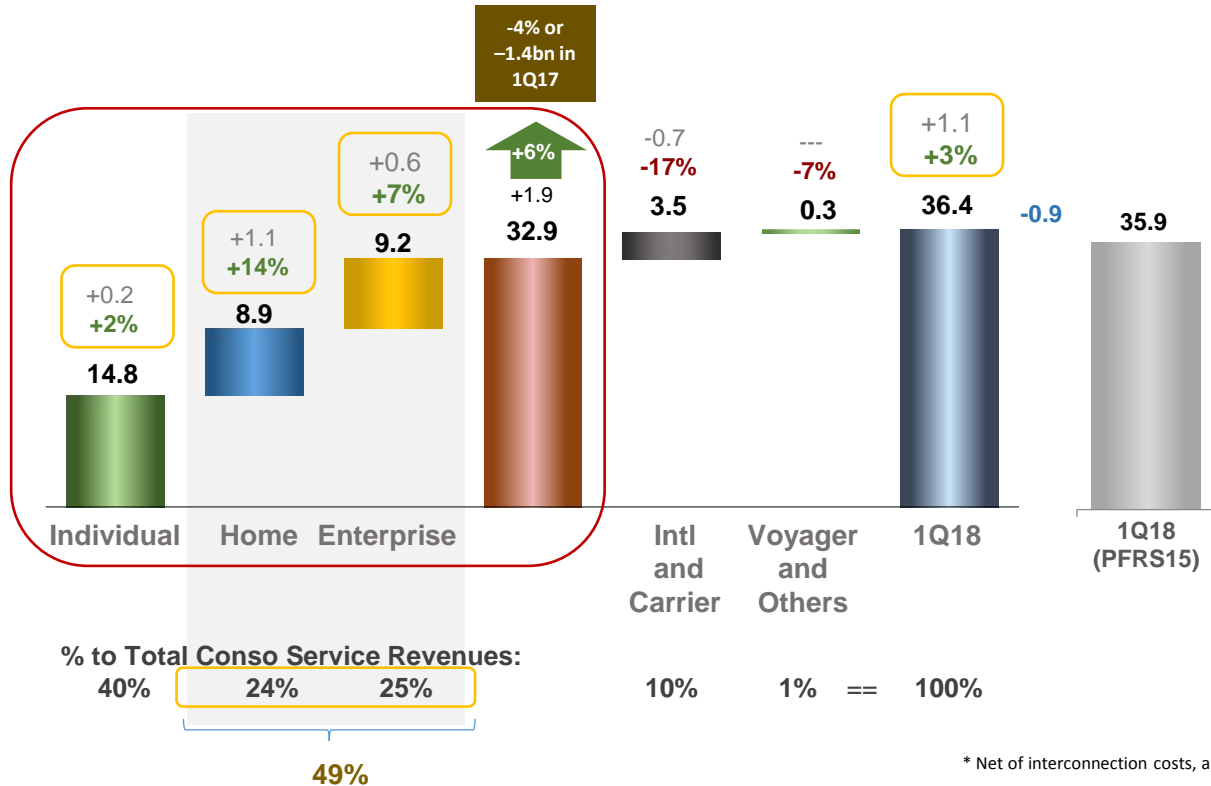


- Excluding ILD, Quarterly service revenues (pre-PFRS 15) holding steady at the P19.0bn level
- Ave. daily revenue of P226.14 higher by 3% vs P220.40 in 4Q17
- PFRS 15 impact: (P0.9bn)

# PLDT Group: Consolidated Service Revenues

(by Business Unit)\*

(Php in billions)  
1Q18 vs 1Q17



\* Net of interconnection costs, and pre-PFRS 15

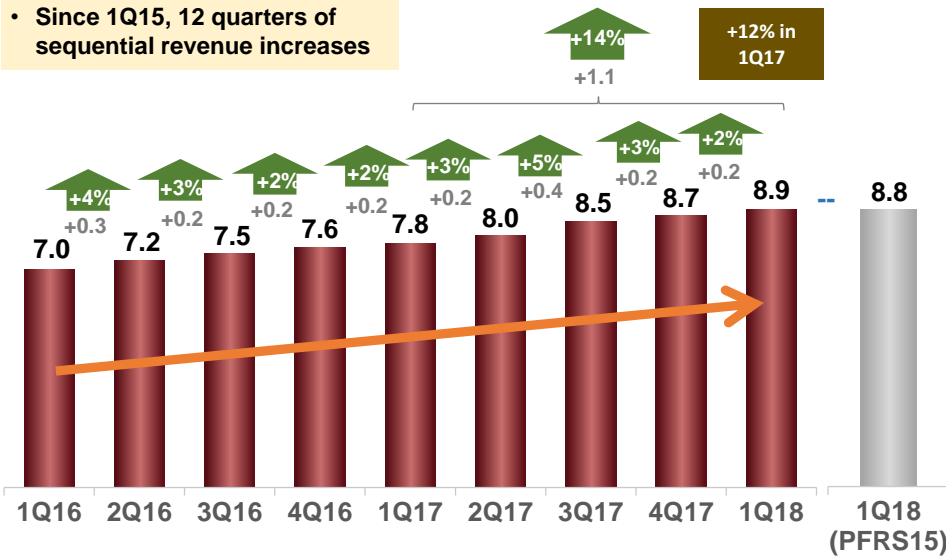
- **Excluding International and Voyager, service revenues of P32.9bn representing 89% of total service revenues, grew 6% or P1.9bn year-on-year**
  - Revenues improved by P1.9bn in 1Q18 vis-à-vis a P1.4bn year-on-year decline in 1Q17
- **Combined Home and Enterprise revenues accounted for 49% of pro-forma service revenues in 1Q2018, vis-à-vis the 40% contribution from the Individual segment**
  - Combined Home and Enterprise revenues of P18.1bn, higher by P1.6bn or 10% year-on-year
    - ✓ Home and Enterprise service revenues grew by 14% and 7% year-on-year, respectively
  - Individual service revenues rose by 2% from 1Q17
- **Data and broadband remain the growth drivers of the Home, Enterprise and Individual segments representing 64%, 61% and 44% of total service revenues, respectively**

# PLDT Group: Service Revenues (by Business Unit)

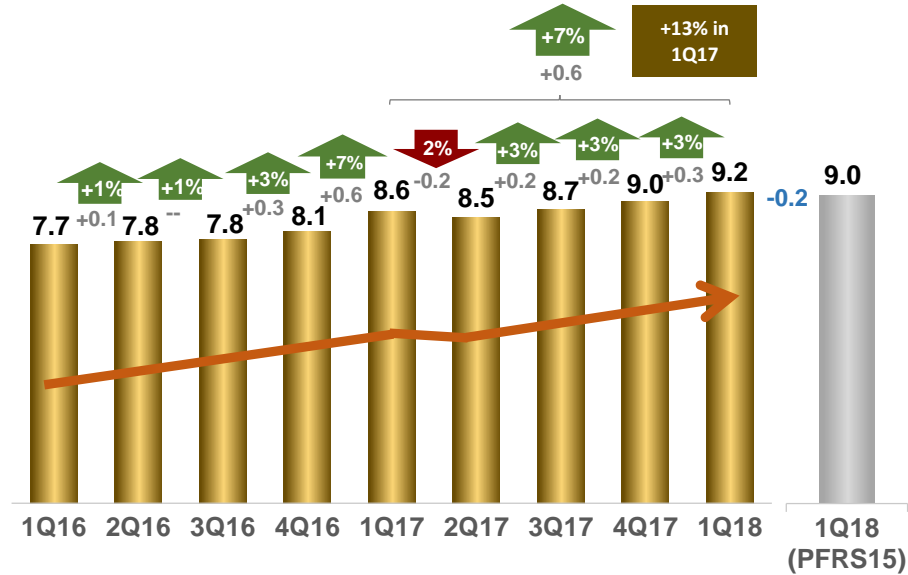
(Php in billions)

• Since 1Q15, 12 quarters of sequential revenue increases

## Home



## Enterprise



## Individual

• Two sequential quarters of revenue growth

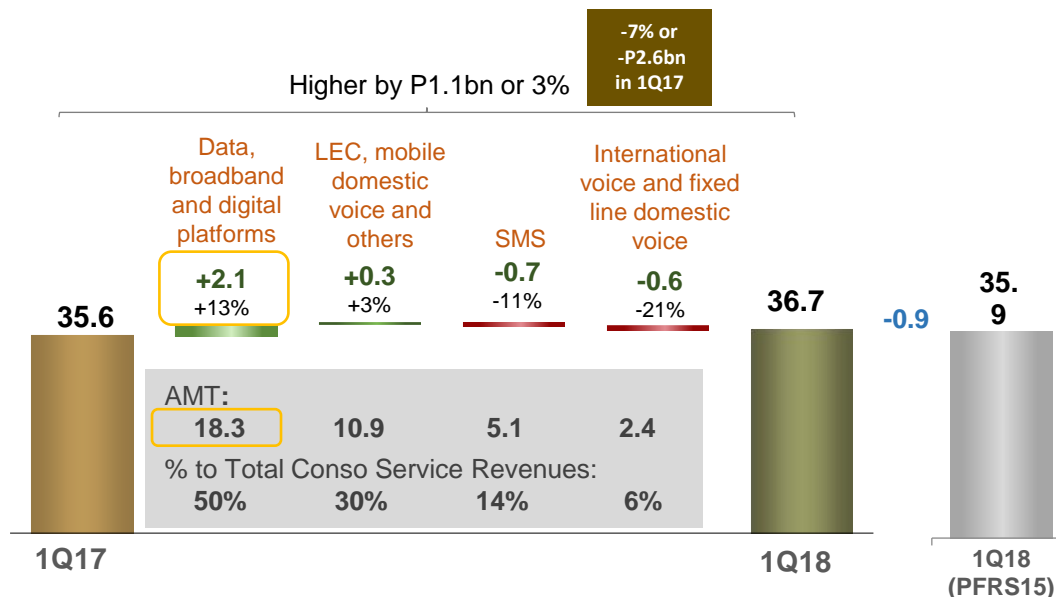


# PLDT Group: Consolidated Service Revenues

(by Product Type)\*

(Php in billions)

1Q18 vs 1Q17

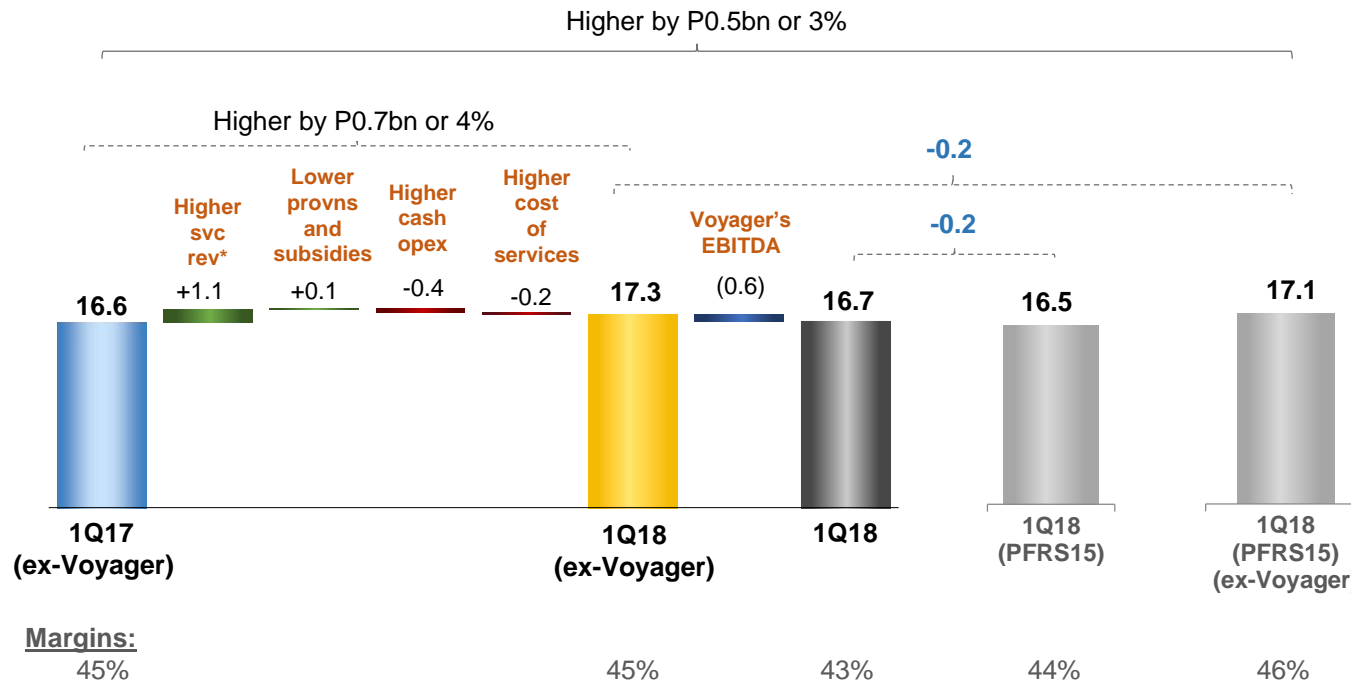


- **50% of 1Q18 pro-forma consolidated service revenues were from data/broadband and digital platforms from 45% in 1Q17**
  - Data/broadband and digital platform revenues in 1Q18 represented 65% of Fixed Line\* and 39% of Wireless\* service revenues, from 62% and 35%, respectively, in 1Q17
- **Revenues from data, broadband and digital platforms grew by P2.1bn or 13% year-on-year to P18.3bn**
  - Mobile internet revenues up by 29% or P1.3bn to P5.9bn
  - Home broadband revenues rose by 18% or P0.9bn to P5.6bn
  - Corporate data and data center revenues grew by 6% or P0.3bn to P5.2bn

\* Net of interconnection costs, pre-PFRS15

# PLDT Group: Consolidated EBITDA

(Php in billions)

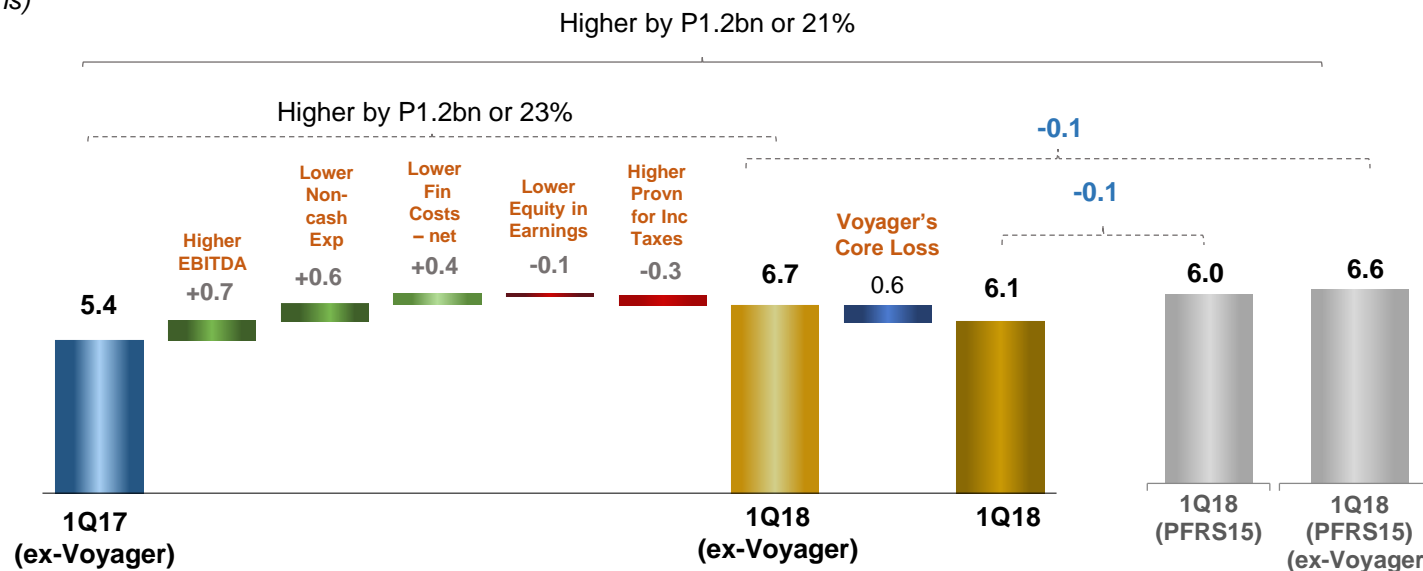


- **Excluding Voyager, pro-forma EBITDA amounted to P17.3bn in 1Q18, 4% or P0.7bn higher than 1Q17, with EBITDA margin stable at 45%**
- **Consolidated EBITDA for 1Q18 stood at P16.5bn\*\* higher by P0.1bn year-on-year**
  - Due to impact of PFRS 15, consolidated EBITDA for 1Q18 lower by P0.2bn at P17.1bn with margin at 46%
    - ✓ Lower service revenues by P0.9bn
    - ✓ Higher non-service revenues by P0.7bn
- **Consolidated EBITDA margin for 1Q18 stood at 44%\*\* stable vis-à-vis 1Q17**
  - Wireless: 1Q18 (ex-Voyager): 41%; 1Q18: 38% (vs 1Q17: 37%; FY17: 40%)
  - Fixed Line: 1Q18: 42% (vs 1Q17: 43%; FY17 (ex-MRP): 42%)



# PLDT Group: Core Income

(Php in billions)

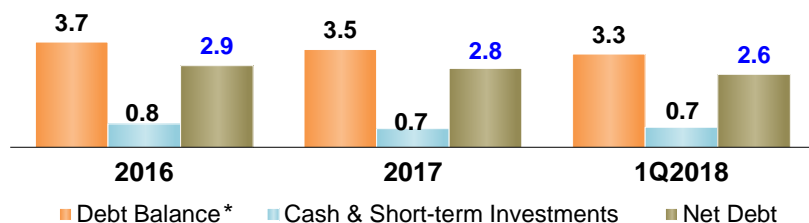


- **Excluding Voyager, core income amounted to P6.6bn\***, higher by P1.2bn or 21% year-on-year
  - On track vs 2018 core income guidance of P23-24bn
- **Core income for 1Q18 stood at P6.0bn\***, higher by 13% or P0.7bn from 1Q17
  - Lower by P0.1bn under PFRS 15:
    - ✓ Decline in EBITDA by P0.2bn
    - ✓ Higher interest income by P0.1bn
- **Reported net income\* rose by P1.9bn or 39% year-on-year to P6.9bn**
  - Revaluation gain on Rocket Internet investment of P3.4bn recognized in 1Q18 following adoption of PFRS 9
    - ✓ Increase in investment value from €21.125 at YE17 to €24.92 at end March 2018
    - ✓ In May 2018, Rocket Internet bought back PLDT Online's 6.8mn shares at €24/share (€163.2mn or P10.5bn)
      - Estimated realized gain of P1.4bn to be booked as core income in 2Q2018
      - Remaining shares held by PLDT of 3.3mn or 2% of Rocket Internet
  - Non-core accelerated depreciation of P2.4bn recognized in 1Q18 in connection with the shortened estimated useful life of network assets resulting from PLDT's aggressive network upgrade aimed to achieve dramatic improvements in customer experience
    - ✓ P4.6bn of non-core accelerated depreciation is expected to be recognized in 2018

# PLDT Group: Debt Profile

## Debt Balance

(US\$ in billions)

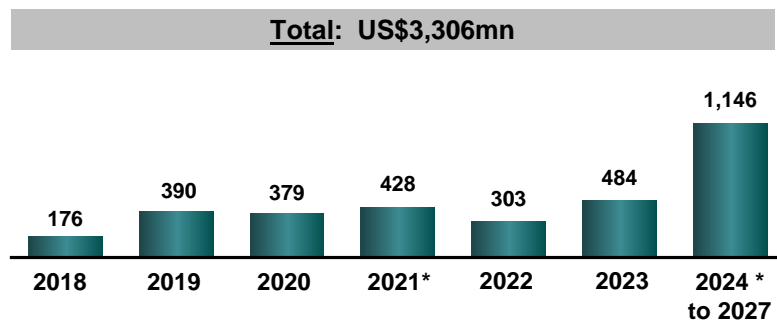


Net Debt/EBITDA:	2016	2017	1Q2018
	2.36x	2.10x	2.04x

\* Total debt based on nominal debt amount

## Debt Maturities

(US\$ in millions, end March 2018)



Debt maturities to total debt:	2018	2019	2020	2021*	2022	2023	2024*
	5%	12%	11%	13%	9%	15%	35%

\*Includes maturing portion of P15bn Retail bonds: P12.4bn in 2021 and P2.6bn in 2024

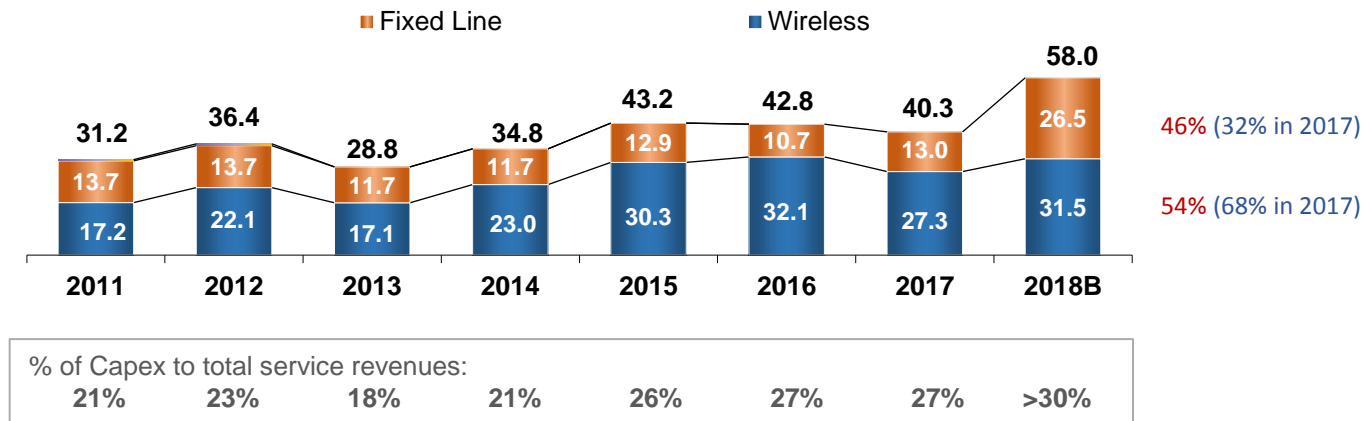
- Net debt and net debt to EBITDA as of end March 2018 stood at US\$2.6bn and 2.04x, respectively
- At end March 2018, gross debt amounted to US\$3.3bn
  - US\$ denominated gross debt now at 18% from 20% at YE17
  - Taking into account our available US\$ cash and hedges allocated for debt, only US\$0.3bn or 8% of total debt is unhedged
  - 79% are fixed-rate loans, while 21% are floating-rate loans; post-interest rate swaps: 92% fixed, 8% floating
  - Average interest cost (pre-tax) of 4.3% (FY17: 4.2%)
- Operating cash flows to be supplemented by:
  - Proceeds from discounted receivables from MPI of P7.0bn
  - Proceeds from sale of 6.8mn Rocket Internet shares of approx. P10.5bn
- As of end March 2018, PLDT's credit ratings remained at investment grade

\* On 12 December 2017, Fitch revised rating for PLDT's Long-Term Foreign-Currency Issuer Default Rating (FC IDR) to BBB+ from BBB.

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: Capex

(Php in billions)



Note: BPO capex up to 2012 only

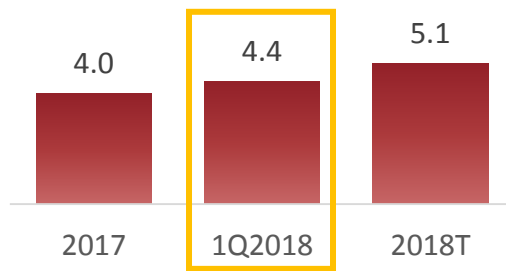
- **PLDT to invest approximately P260bn (US\$5bn) from 2016 – 2020 in its mobile and fixed networks in order to improve network quality and provide the customer a superior data experience**
  - Excluding capex of P83bn for 2016-17, capex for 2018-20 estimated at P177bn or an average of nearly P60bn (US\$1-1.2bn) p. a.
- **Capex guidance for 2018 at P58.0bn, of which approx. P31.5bn will be for the wireless business and P26.5bn for the fixed line**
  - Includes investments in upgrading the PLDT Group's various network- and customer-facing platforms (OSS, BSS)
    - ✓ Multi-year agreements signed in 1Q18 with Huawei (US\$28.5mn) and Amdocs (US\$300mn)
  - Also involves projects to make the transport and core networks 5G-ready
  - P6.9bn capex booked in 1Q18: P4.6bn for wireless and P2.3bn for fixed line
- **Major capex initiatives in 1Q18:**
  - Expanded homes passed to 4.4mn and number of ports to 1.4mn at end March 2018 to support and respond to market demand for fiber
  - Grew the PLDT Group's total fiber footprint to about 187K kms further improving reach, capacity and resiliency
  - Rolled out over 1,300 4G- and about 100 3G- additional base stations during the quarter
    - ✓ LTE roll-out covers:
      - ❖ Firing up in hard-to-reach areas and places where there is no LTE (e. g., Batanes, Sagada)
      - ❖ Adding base stations to existing LTE sites to enable activation of LTE-A and carrier aggregation
      - ❖ Capacity expansion for existing LTE sites
    - ✓ Completion of first round of upgrade of cell sites in Quezon City

# Fixed Fiber and Wireless Network: Selected Highlights

## Accelerated Fixed Network Rollout

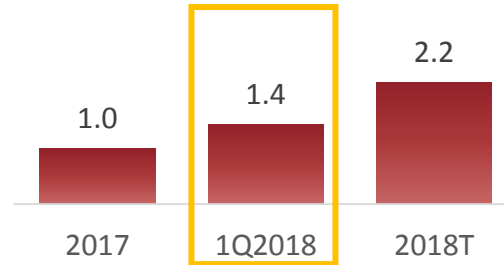
### TOTAL HOMES PASSED

(Million Homes)



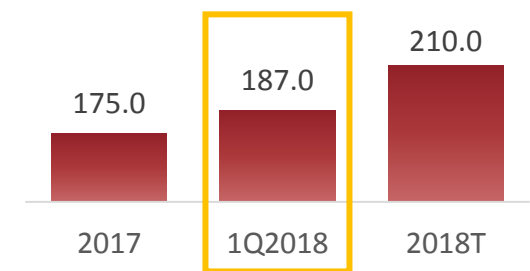
### TOTAL CAPACITY

(Million Ports)



### TOTAL FIBER FOOTPRINT

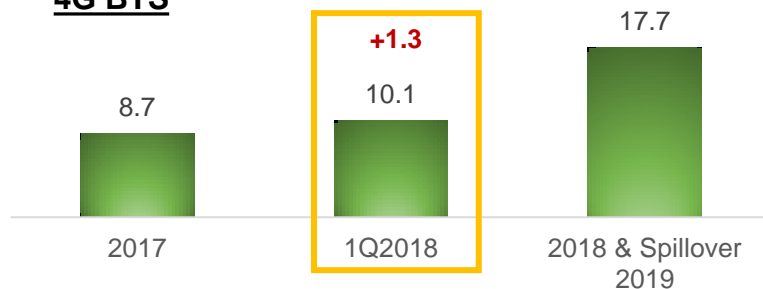
(Thousand Cable Kilometers Laid)



## and the Wireless Network Rollout

### LTE and 3G Rollout (in thousands)

#### 4G BTS



#### 3G BTS



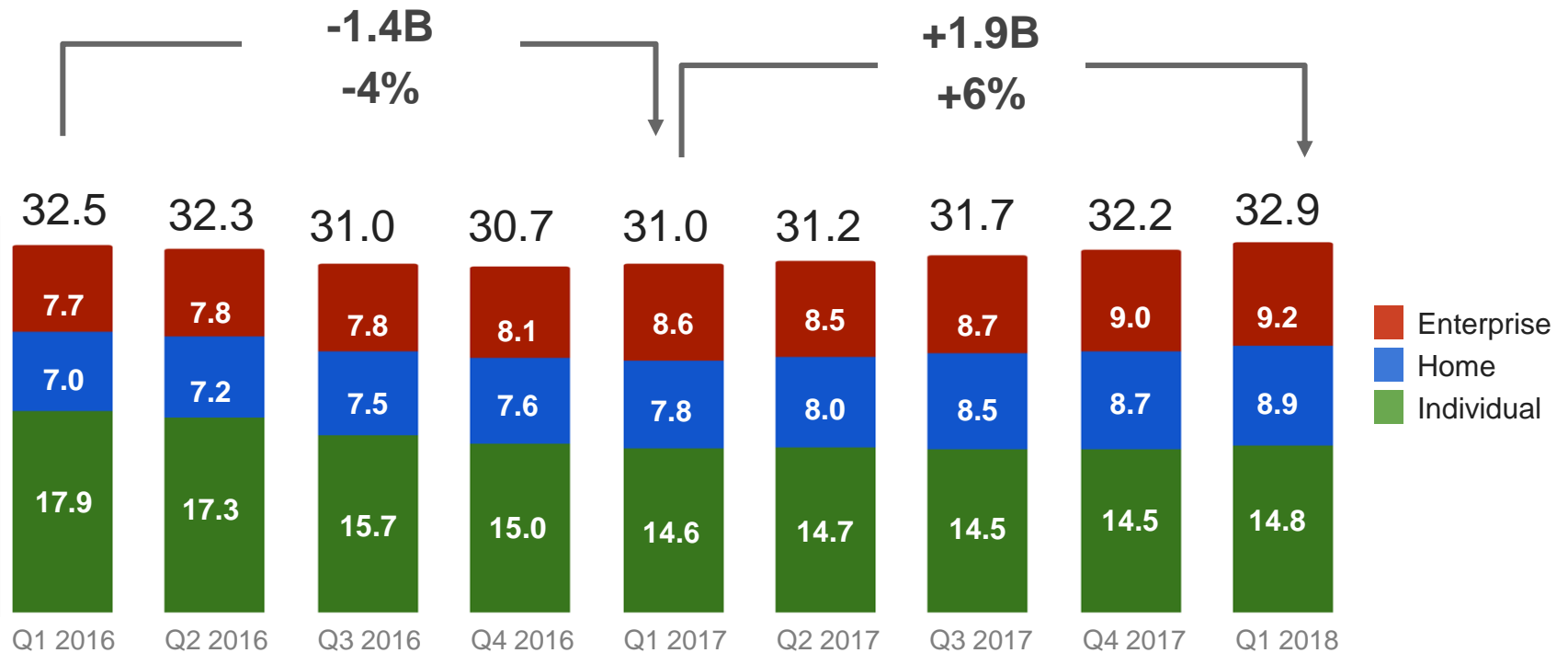


Chief Revenue Office  
**2018 Quarter 1**  
**Business Results**

# Q1 2018 HIGHLIGHTS : TOTAL CRO NET OF INTERNATIONAL

## Service Revenue Net of Interconnection Cost

In Billions of PHP

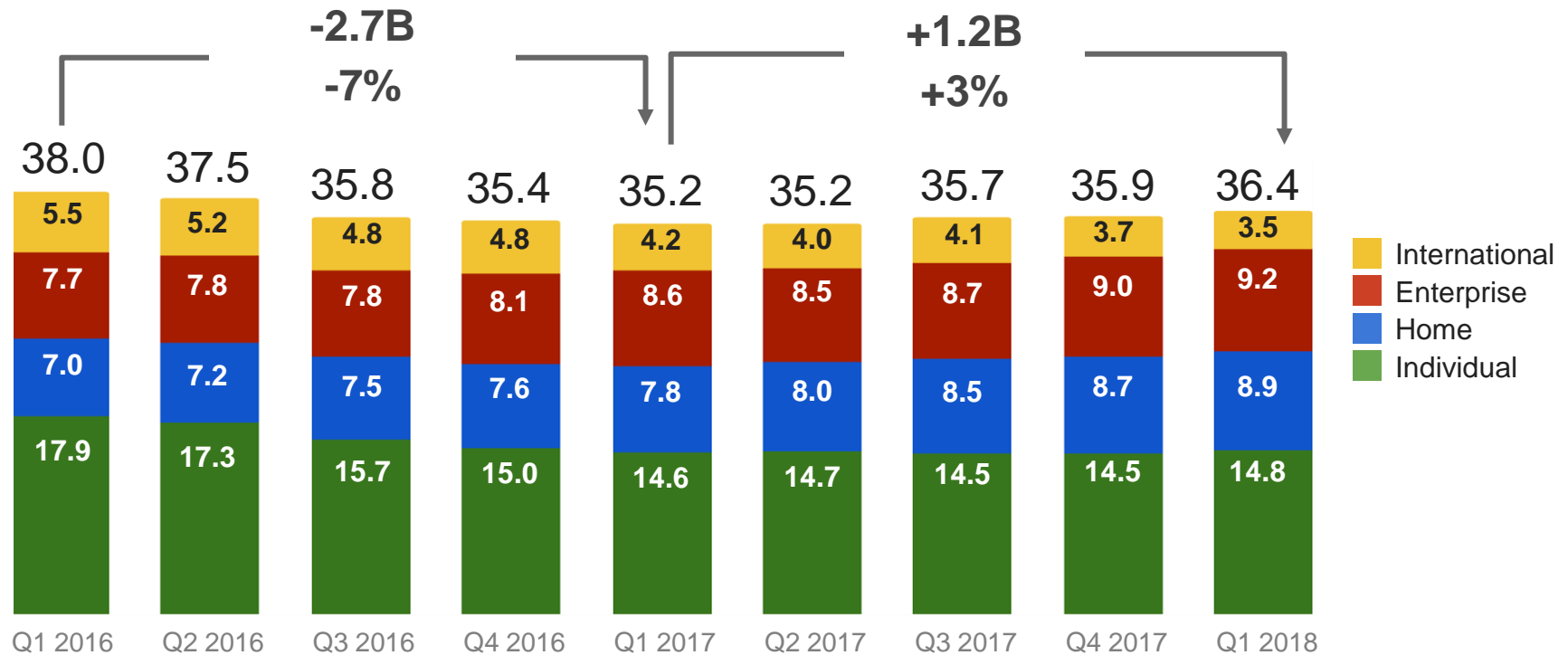


**Total of P3.3B swing net of International,  
of which, P3.4B in Wireless**

# Q1 2018 HIGHLIGHTS : TOTAL CRO

## Service Revenue Net of Interconnection Cost

In Billions of PHP



**Higher swing of P3.9B reflects slowing down of the decline in our legacy International Business.**





Q1 2018 :

# SEGMENT HIGHLIGHTS

Excludes Voyager and Others

## SERVICE REVENUES

Net of Interconnection Cost | In Billions of Pesos

	Q1'17	Q1'18	GROWTH	
			PHP	%
ENTERPRISE 	8.6	9.2	+0.6B	+7%
HOME 	7.8	8.9	+1.1B	+14%
INDIVIDUAL 	14.6	14.8	+0.2B	+2%
<b>SUB-TOTAL</b>	<b>31.0</b>	<b>32.9</b>	<b>+1.9B</b>	<b>+6%</b>
INT'L 	4.2	3.5	-0.7B	-17%
<b>TOTAL</b>	<b>35.2</b>	<b>36.4</b>	<b>+1.2B</b>	<b>+3%</b>



PLDT  Smart

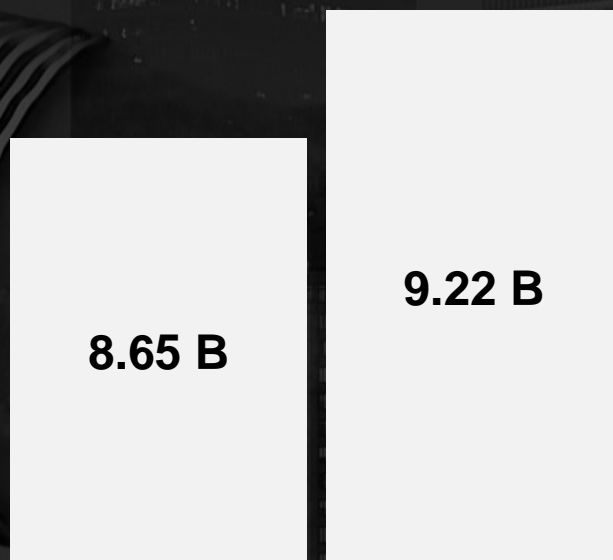
ENTERPRISE





Sustains  
Robust  
Growth  
Trajectory

### Net Service Revenues, Q1 2018 vs Q1 2017.



Q1 2017

Q1 2018

YoY Growth 7%, +0.570B

Category	YoY Growth	Change (B)
FIXED	2%	+0.163B
WIRELESS	22%	+0.291B
ICT	15%	+0.117B

### Q1 2018 Highlights:

1. **Wireless Revenues growing like never before.**

Corporate Postpaid	19%
Broadband	20%
IoT / M2M / Solutions	38%

2. **ICT Revenues growing 2x faster than market.**

Data Center	14%
Cloud Infra & SaaS	51%
Managed IT/Services	23%

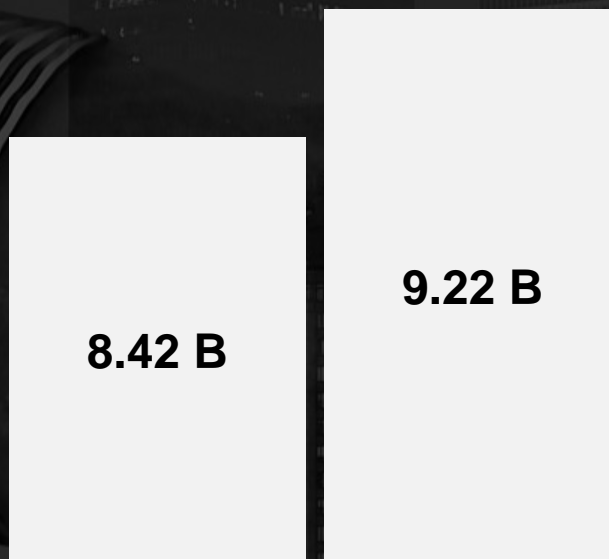
3. **Fixed Line Revenues continue to grow.**

Managed Voice	3%
Broadband	5%
Private Networking	-1%



Sustains  
Robust  
Growth  
Trajectory

**Net Service Revenues, Q1 2018 vs Q1 2017.**  
(Normalized – less one-off revenues in Q1 '17)



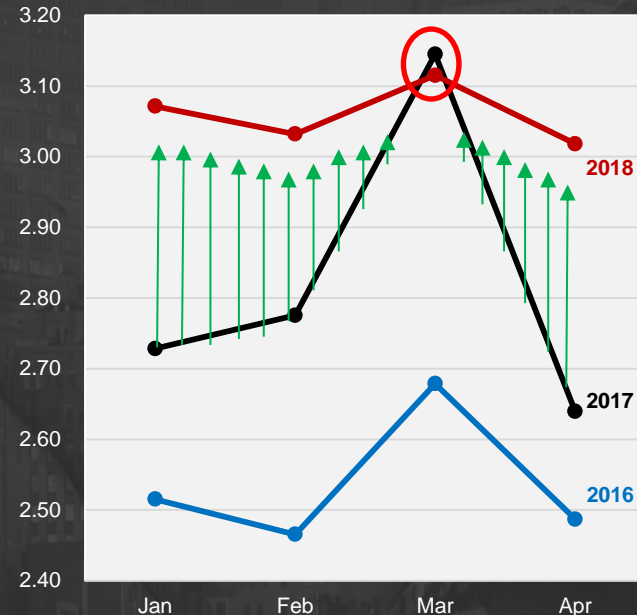
Q1 2017

Q1 2018

**YoY Growth 9%, +0.799B**



**Enterprise Service Revenues, 3-Year Comparative.**  
(in PhP B)



**3. Fixed Line Revenues continue to grow.**

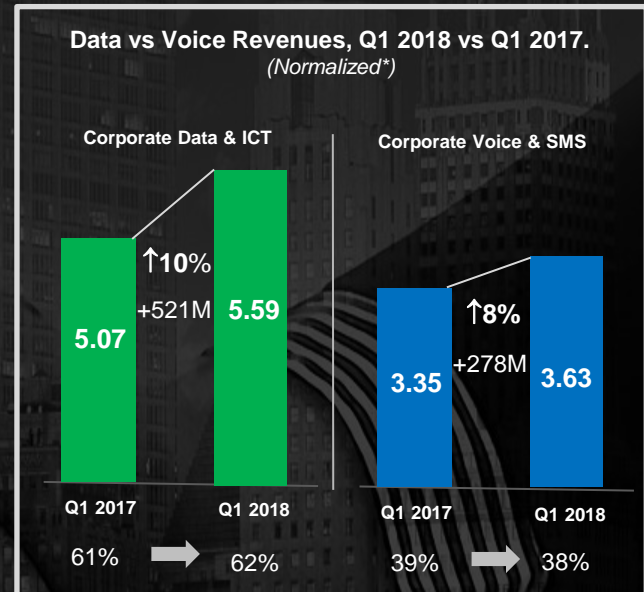
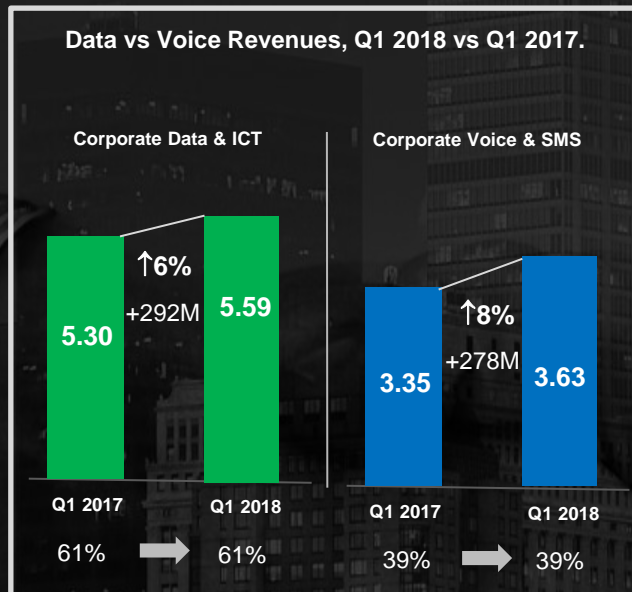
Managed Voice	3%
Broadband	11%
Private Networking	5%





Growing in the right places.

Growing faster than competition.



\* Normalized – less one-off revenues in Q1 2017.

### Key Take-Aways:

1. PLDT Enterprise is at least 2x bigger than competition in terms of revenues.
2. In Corporate Data Q1 2018 vs Q1 2017, PLDT Enterprise cornered 76% of the market growth further widening the lead versus competition.
3. Based on estimates (taking into account like-for-like comparison versus competition), PLDT Enterprise has increased its market share position from 68% to 69% over SPLY further solidifying our indisputable market leadership in the B2B space.



*Pervasive  
Customer  
and Partner  
Engagement  
Activities*

### THIS WEEK'S HIGHLIGHT EVENTS

#### Super 8-Smart Wifi Contract Signing



PLDT Enterprise—through its corporate business group, PLDT ALPHA—strengthened its partnership with Super 8 Retail Systems Inc. by providing the supermarket chain with its fastest LTE data service, Smart Wifi.

#### Internal Product Cascade



PLDT Enterprise held an internal product cascade to help members of SME GMM clusters to refresh their knowledge on all fixed, ICT and wireless products.



#### GADC's Cashless Payments Launch



PLDT Enterprise—through its corporate business group, PLDT ALPHA—enabled the Golden Arches Development Corporation to accelerate their digital transformation by deploying PayMaya's cashless payments technology to its store branches nationwide.

### LAST WEEK'S HIGHLIGHT EVENTS

#### The SM Store's Cashless Payments Launch



PLDT Enterprise—through its corporate business group, PLDT ALPHA—enabled The SM Store to fortify their services through the provision of the PayMaya solution.

#### FINTQ Disruptor's Ball



PLDT Chairman & CEO Manuel Pangilinan, EVP & CRO Eric Alberto, SVP & Head of PLDT and Smart Enterprise Business Groups Jovy Hernandez attended the FINTQ Disruptors ball to underline PLDT's commitment to promote inclusive financial growth.



### LAST WEEK'S EVENT HIGHLIGHTS

#### PTC '18



PLDT Global Asia Pacific Enterprise Regional Head, William Gozon, VP & Head of PLDT ALPHA Vie Tri, PLDT Global Americas & Europe Enterprise Regional Head Roselle Gerona-Dela Cruz and PLDT US Managing Director & Senior Advisor Richard Ontaga attended the PTC '18 conference in Honolulu, Hawaii on behalf of PLDT Enterprise.

#### Fast Forward Cebu



PLDT Enterprise opened its nationwide logistics summit themed, "Fast Forward with Digital Mobility" at the Cebu InnoLab for Visayas-based clients.

#### Techno Update with SM Investments Corporation



PLDT ALPHA fortified its digital roadmap plan for SM Investments Corporation in a technology update event with the longtime partner.

#### SME Nation's Kapihan Session



PLDT SME Nation held the first Kapihan Session of the year to introduce to clients its latest digital innovations.

### LAST WEEK'S EVENT HIGHLIGHTS

#### MVP Rewards Launch



#### Hollywood in Manila Concert



#### Villar Group Technology Update



#### Akamai Sales Enablement



#### PLDT SME Nation Kapihan Session



PLDT SME Nation organized the Kapihan Session to share from CIO's to support their clients on the latest digital innovations.





*Pervasive  
Customer  
and Partner  
Engagement  
Activities*

### LAST WEEK'S EVENT HIGHLIGHTS

PLDT and GoNegosyo launch renewed partnership for 2018



PLDT SME Nation and Voyager Innovations Inc. partnered with GoNegosyo to enable MSMEs nationwide with enhanced e-commerce capabilities.

### LAST WEEK'S EVENT HIGHLIGHTS

FEBRUARY 19-24

Global SIP the Sales Cascade



Enterprise, Core Business Solutions holds a product cascade forum to inform the pre-sales team of the newest SIP features.

Smart WiFi Launch at LRT 1 EDSA



PLDT Enterprise, in partnership with PHAP Philippines, launched Smart WiFi at the LRT EDSA Station with Smart SIP & Head of Sales and Distribution Alan Corp leading the initiative.

ICT Awards 2018 Closing of Nominations Reception



PLDT ALPHA Corporate Business Head Kaye Bercosa, aka Cris delivered the opening remarks during the ICT Awards 2018 Closing of Nominations Reception on behalf of PLDT Enterprise.

Cyber Security Enablement & Security Operations Center Tour



PLDT Enterprise and ePLDT held a cyber security enablement forum and SOC tour to keep the Sales Team up-to-date with the latest security initiatives.

Smart WiFi Launch at Adamson University



PLDT Enterprise provided Adamson University with its super-speed Internet, Smart WiFi, through the efforts of PLDT ALPHA Relationship Manager Al Contreras (2nd from right).

FRP-IT Committee Meeting



Digital Solutions Engagement Manager Thelma Basolas represented PLDT Enterprise at the recently concluded FRP-IT Committee Meeting.

PLDT ALPHA - Philippine Business Bank Contract Signing



PLDT ALPHA strengthened the Philippines Business Bank's core banking system through the provision of collocation and managed IT services.

PLDT SME Nation Kapitan Session



PLDT SME Nation organized another Kapitan Session for clients from CRM 2 to update them on our latest suites of solutions.

PLDT SME Nation CRM 4 Kapitan Session



PLDT SME Nation CRM 4 organized a Kapitan Session to update its clients on our latest suites of solutions.

PLDT Enterprise Chinese New Year Celebration



PLDT Enterprise held its annual Chinese New Year Festival to welcome the Lunar New Year together with partners and clients.

PLDT SME Nation Accelerate



PLDT SME Nation invited clients from the retail sector to its industry-focused summit themed "Accelerate."

PLDT SME Nation - Parasat Cable TV Inc. Contract Signing



PLDT SME Nation provided Parasat Cable TV Inc. with enterprise-grade connectivity powered by Gate.

PLDT SME Nation - City Government of Cagayan de Oro Contract Signing



PLDT SME Nation enabled the City Government of Cagayan de Oro with Smart WiFi and PayMaya.

PLDT SME Nation - Seven Seas Water Park and Resort Inc. Contract Signing



PLDT SME Nation fortified Seven Seas Water Park and Resort Inc.'s connectivity capabilities with its deployment of the Gate service.

Cisco Product Enablement: Road to Digital Transformation



In collaboration with Cisco, PLDT ALPHA organized a product enablement session for the Public Sector Sales Team to ensure their enablers to help their clients' digital transformation.

6th Annual VICTOR Conference



ePLDT Cyber Security Managed Services Head, Marriette Tongson represented PLDT Enterprise at the 6th Annual VICTOR Conference.

PLDT Enterprise - Skycall Asia Technology, Inc. Contract Signing



PLDT Enterprise partnered with Skycall Asia Technology, Inc. to provide their employees with prepaid and Bizload services.

SmartROGR Partnership Signing



PLDT Enterprise partnered with Genetec and Dugger to launch high-grade PTT solution, SmartROGR.

Cignal Product Cascade



In collaboration with Cignal TV, PLDT Enterprise Support organized a product cascade to learn more of Cignal's latest offers.

Boracay IT Association Technology Update



PLDT Enterprise held a techno update forum to provide members of the Boracay IT Association with knowledge on our latest end-to-end solutions.

### LAST WEEK'S EVENT HIGHLIGHTS

FEB-MAR 26-2

DICT Philippine Cybersecurity Conference 2018



GRB Head for Public Sector Alvin Martinez represented PLDT ALPHA at DICT's Philippine Cybersecurity Conference, where he discussed how our security solutions provide business resiliency.

Ureka Mini Circuit



PLDT SME Nation Partnerships, Associations, and Community Engagement Category Head Vince Rodriguez presented our portfolio of e-commerce solutions at the Ureka Mini Circuit.

PLDT Enterprise Decode



PLDT Enterprise and ePLDT mounted a joint product forum to update clients of the latest in cyber security technology.

PLDT SME Nation-3D Networks Contract Signing



PLDT SME Nation expanded its partnership with 3D Networks through Smart Postpaid services for their employees.

PLDT ALPHA-Home Credit Technology Update



PLDT ALPHA held a techno update event to inform our clients from Home Credit of the latest in our portfolio of solutions.

Fire Prevention Month Kickoff



PLDT Alpha launched its support for BFP's Fire Prevention Month campaign. Employees participated by presenting our BSAFE by solutions at the campaign launch event.

AFP Darknet Workshop



PLDT Enterprise, @tagged our subset of end-to-end security solutions at AFP's Darknet Workshop.





*Pervasive  
Customer  
and Partner  
Engagement  
Activities*

## LAST WEEK'S EVENT HIGHLIGHTS

MAR 5-9

### 78th ACASIA Board of Directors Meeting



Chief Revenue Officer of PLDT & Smart and President & CEO of ePLDT Group Eric Alberto and EVP & Head of PLDT ALPHA Vic Tria attended the 78th ACASIA Board of Directors Meeting on behalf of PLDT Enterprise.

### Philippine Network Operators Group Conference 2018



PLDT Head of International Network Core Planning Noel Tabernilla and Product Manager for Enterprise IP Solutions Edok Agida presented the improvements in our IPv6 and peering services at this year's PhNIOG Conference.

### PLDT Enterprise Product Summit and Awards Night 2018



PLDT Enterprise held its annual kickoff events last Tuesday, setting the tone for the year at the 2018 Product Summit and celebrating 2017's top performers at the Enterprise Awards.

### IBPAP 2nd IT-BPM Business Resiliency Summit



VP & Head of Disruptive Business Group Nico Alcosasa participated in the panel discussion of IBPAP's 2nd Annual IT-BPM Business Resiliency Summit on behalf of PLDT Enterprise.

### PLDT ALPHA-Convergys Philippines Inc. Technology Update



PLDT ALPHA held a techno update forum for our clients from Convergys Philippines to inform them of the latest in our suites of solutions.

## LAST WEEK'S EVENT HIGHLIGHTS

MAR 12-16

### Smart Infinity Gala



Smart Infinity held the first-ever Smart Infinity Gala to formally introduce to clients our newest plans and partners.

### Asia CEO Forum on Cyber Security: Executive Briefing



ePLDT Chief Information Security Officer Angel Redoble represented PLDT Enterprise and ePLDT at the Asia CEO Forum on Cyber Security.

### PLDT ALPHA-Enchanted Kingdom Technology Update



PLDT ALPHA held a techno update forum for our partners from Enchanted Kingdom.

### PLDT SME Nation CRM 3 Kapighan Session



PLDT SME Nation held another Kapighan Session to update partners from CRM 3 of developments in our suites of solutions.

### Asia BPM Summit 2018



FVP & Head of PLDT ALPHA Vic Tria and VP & Head for Corporate Relationship Management Victor Alwalas shared their insights at the Asia BPM Summit on behalf of PLDT Enterprise.

### Cisco Enablement Session for One Visayas Sales



PLDT Enterprise organized a sales enablement talk to notify the One Visayas Sales Team of Akamai's newest offerings.

### #READY E-commerce Workshop



PLDT SME Nation, Voyager Innovations and DTI jointly organized an e-commerce workshop for clients from Region 6. In support of #READY's economic growth pillar.

### PLDT SME Nation DECODE



PLDT SME Nation mounted a product forum event in Bohol and VITRO Malabon to advise our partners on the most up-to-date trends in cybersecurity.

### PLDT ALPHA and Voyager Innovations power Robinsons Retail with PayMaya



PLDT ALPHA and Voyager Innovations Inc. provided brands under Robinsons Retail Holdings Inc. with PayMaya's cashless QR technology.

### PLDT Enterprise S.H.I.E.L.D.



PLDT Enterprise and Akamai organized a security-focused event themed S.H.I.E.L.D. (Secure High-Impact Enterprise-Level Data) to inform our partners of the newest developments in security technology.

### PLDT SME Nation PROPEL FORWARD



PLDT SME Nation and CIBO collaborated to equip CIBO-based clients with knowledge on relevant enterprise solutions.

### PLDT Enterprise VoIP Pre-Sales Kick Off



PLDT Enterprise supported the Pre-Sales team with a kick-off event to brief them on the latest in our VoIP solution.



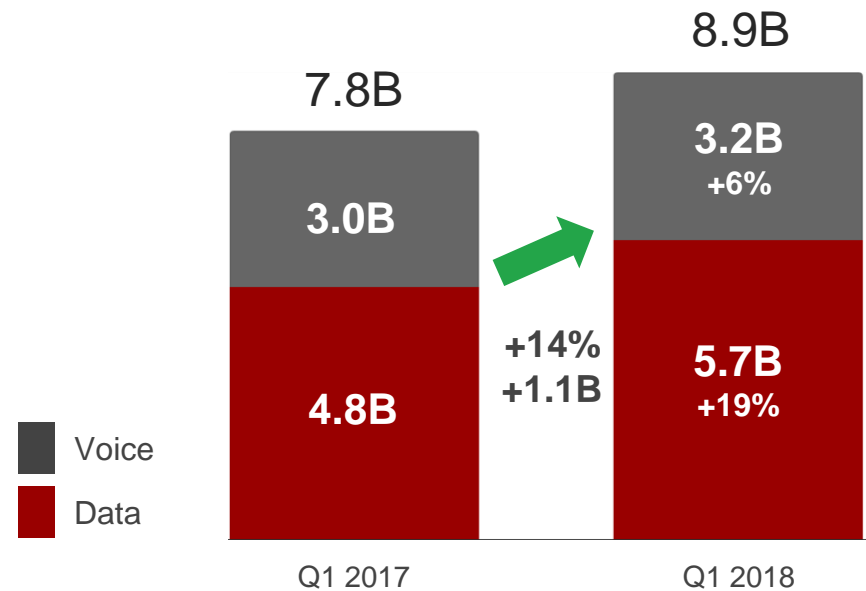
**PLDT**  **Smart**  
**CONSUMER**  
**HOME**



**PLDT Home**  
at its strongest w/  
14% YOY  
Revenue Growth  
and delivering  
over ₱1B in  
incremental  
revenue...

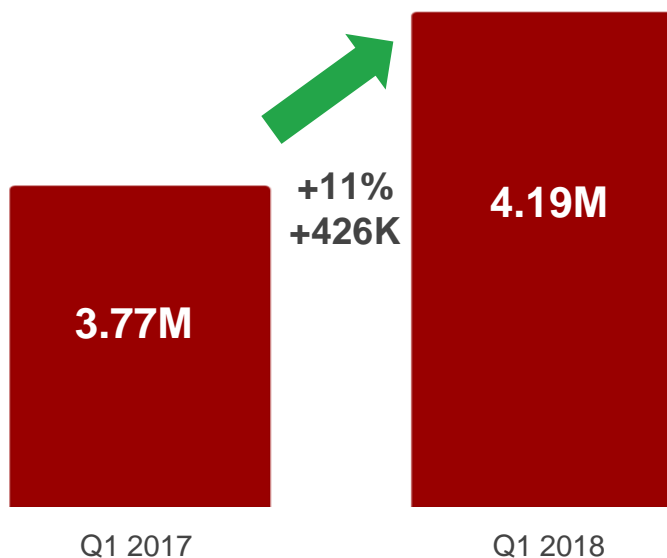
## PLDT HOME NET SERVICE REVENUES

In Billions of PhP



## PLDT HOME SUBSCRIPTIONS

In Millions



...and 11%  
YOY Growth in  
Subscriptions

# PLDT FIBR NATION : ACCELERATING ROLL-OUT



Rolled out 202K FIBR  
BROADBAND LINES  
in Q1 2018



HOMES PASSED now  
at 4.4M in Q1 2018

AREA	Q1 YOY GROWTH IN COVERAGE
GMM	+197%
NO. LUZON	+400%
SO. LUZON	+223%
VISAYAS	+224%
MINDANAO	+58%
<b>Grand Total</b>	<b>+230%</b>



# Accelerating port utilization YOY driven by the use of effective analytics modeling and on-ground campaigning

	Q1 2015	Q1 2016	Q1 2017	Q1 2018
<b>HOMES PASSED</b>	2.3M	2.5M	2.9M	4.4M
<b>PORTS RFS*</b>	321K	435K	642K	1.4M
<b>UTILIZATION</b>	95K 30%	158K 36%	293K 46%	644K 46%

\* Includes FTTH, VDSL and V VDSL



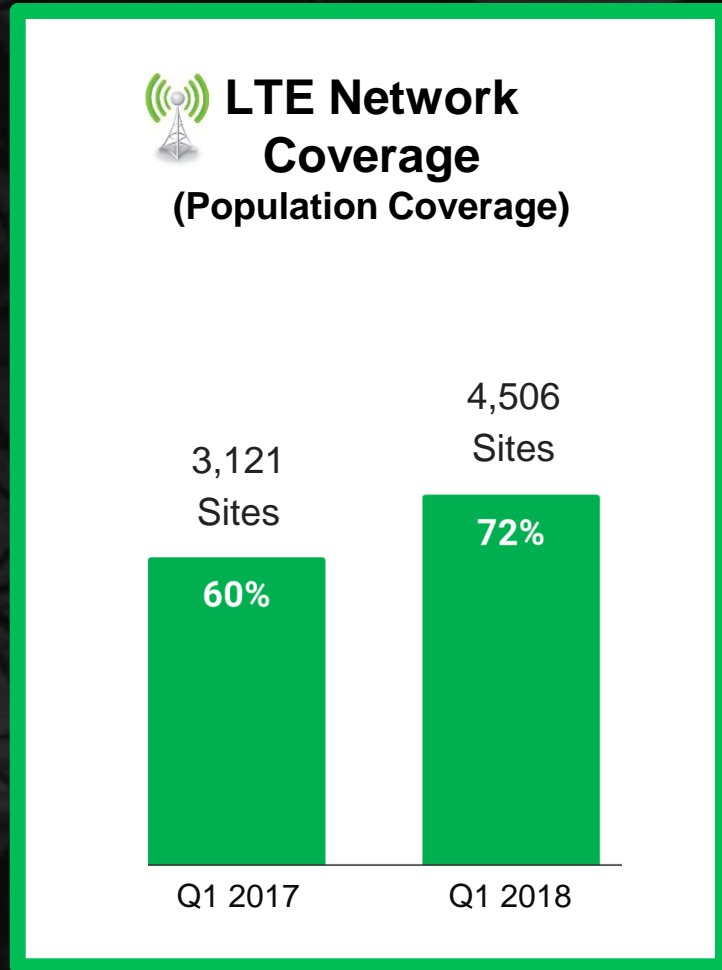
# PLDT is fast modernizing existing DSL facilities with Fibr

Completed 19% of 2018 Fibrization target as of March 2018



Cavite, Bulacan, Olongapo and Pangasinan roll-outs

# PLDT ramping up Fixed Wireless expansion efforts as LTE network coverage increases







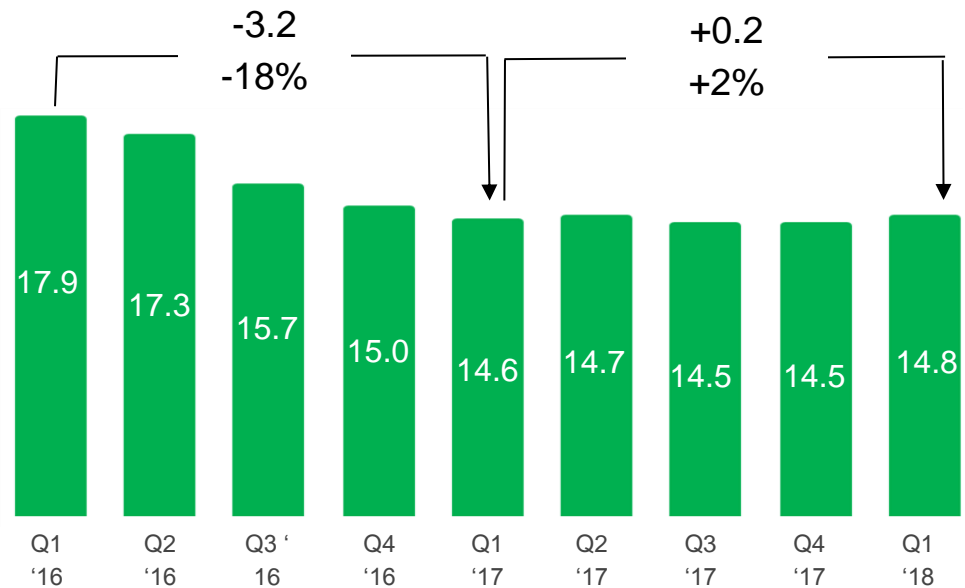
**PLDT**  **Smart**

**CONSUMER  
INDIVIDUAL**

# Consumer Individual now on clear turnaround as Service Revenues trend upward...

Arresting years of decline, and posting promising QoQ growth of 2% in Q1 2018

**SERVICE REVENUES NET OF INTERCONNECTION COST**  
In Billions of PhP

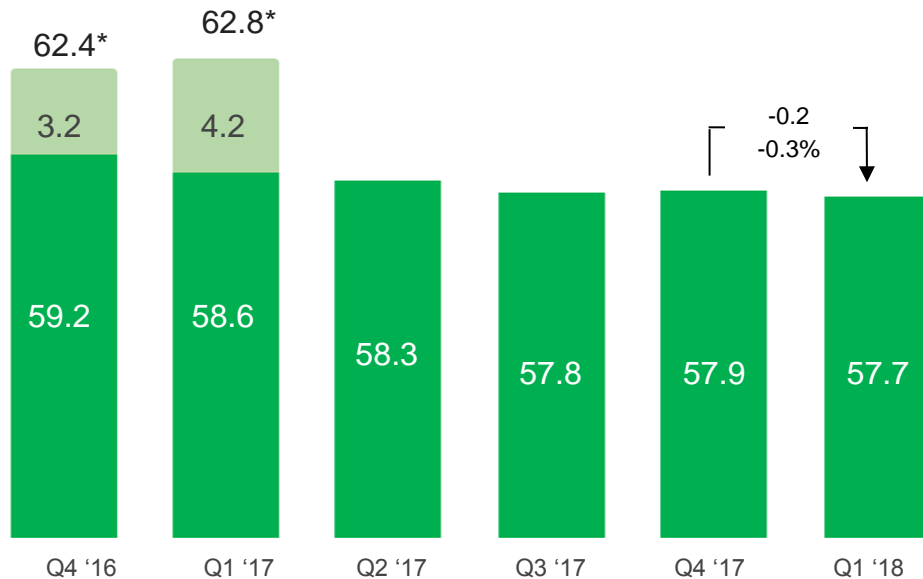




... while we continue efforts toward subscriber retention and acquisition of quality subs

### WIRELESS INDIVIDUAL SUBSCRIBER COUNT

In Millions



\*Q4'16 & Q1'17 figures use the 120-day churn rule

Note: Excluding Infinity

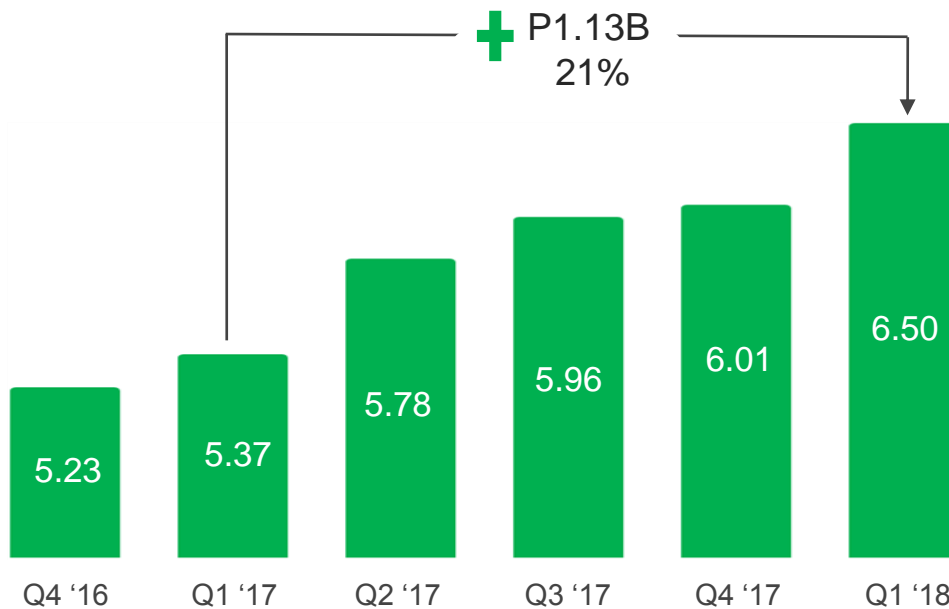
Churn  
Subs

Flattish QoQ  
subscriber base



## 2017 WIRELESS INDIVIDUAL DATA REVENUE

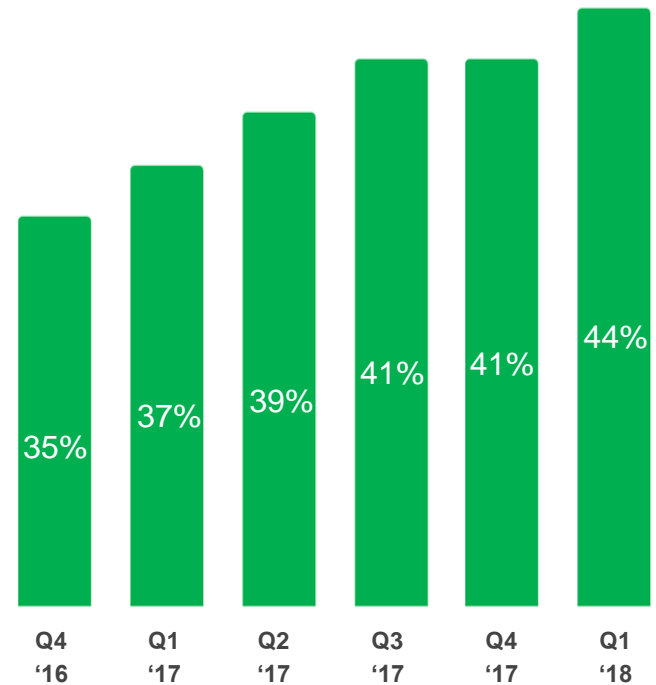
In Billions of Php



**Data Revenue Growth remains robust, driving overall business stability and turnaround**

**As the business pivots into data, its contribution to Consumer Individual revenue has reached a new high of 44%.**

#### DATA CONTRIBUTION TO REVENUE



**Upgrade to**

**Smart LTE**

**& keep your number!**

**Now available at your nearest Smart loading partner!**

Extended until December 31, 2018. Per DTI-FTEB Permit No. 0537 Series of 2018. ASC Ref No. S075P04022018S

**Smart LTE**

**Upgrade to Smart's fastest data connection with the LTE Upgrade SIM!**

Promo runs until December 31, 2018. Per DTI-FTEB Permit No. 0537 Series of 2018. ASC Ref No. S088P040318S

**LTE Migration efforts showing significant take-up, resulting to a growth in full LTE subs of over 3X or 211% YOY**

**Smart LTE**

**Upgrade your SIM & keep your number**

Promo runs until December 31, 2018. Per DTI-FTEB Permit No. 0537 Series of 2018. ASC Ref No. S088P040318S



# Smart won the OpenSignal fastest LTE download speed awards!



**Fastest Network in  
the Philippines**



**Fastest LTE Network  
in the Philippines**



**Lowest Latency on  
LTE in the Philippines**

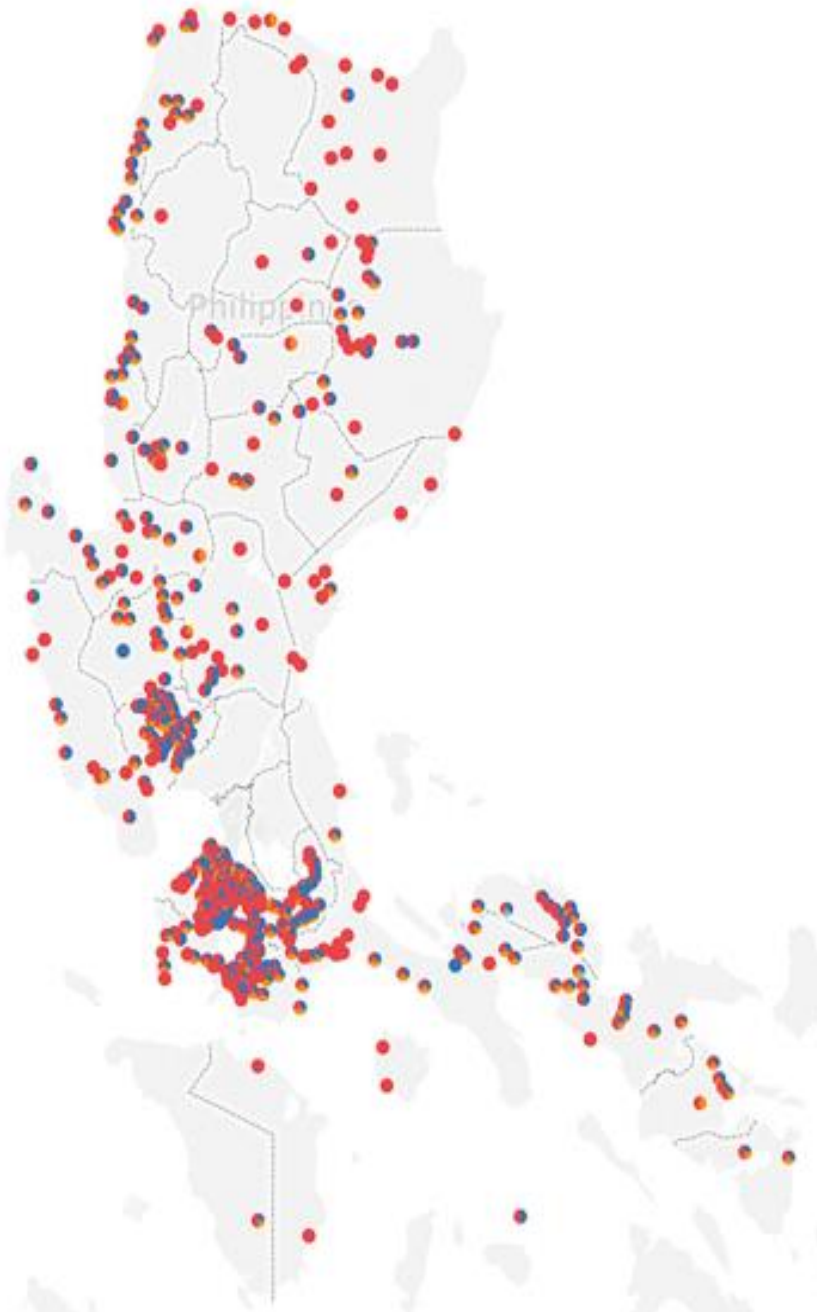


**Lowest Latency on  
3G in the Philippines**

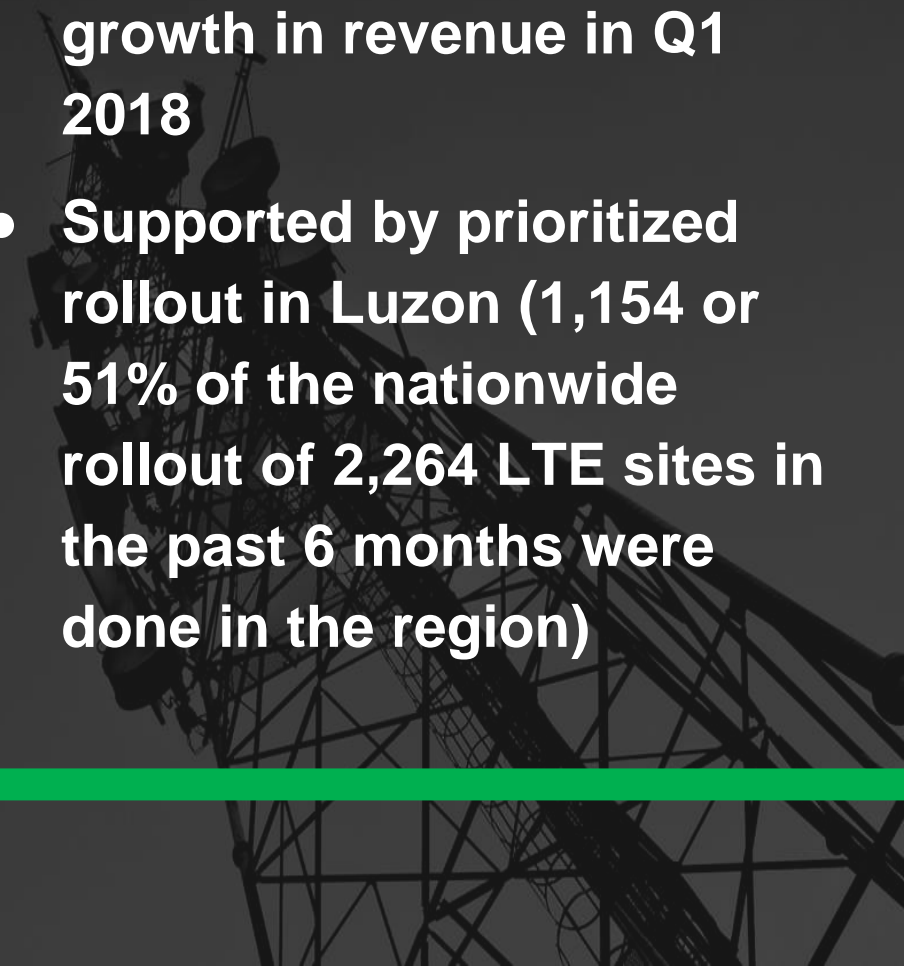
OpenSignal

OpenSignal Awards - State of Mobile Networks: Philippines report March 2018. © 2018, OpenSignal Inc.





- **LUZON posted a strong 5% growth in revenue in Q1 2018**
- **Supported by prioritized rollout in Luzon (1,154 or 51% of the nationwide rollout of 2,264 LTE sites in the past 6 months were done in the region)**





# Increase data adoption and data usage by building relevant prepaid data promos to target segments



## All Out Surf



Upsell non-data users to an All-Out-Surf 30 & 99



## GigaSurf



Increase frequency of Giga 50 loading and Upselling to Giga 99



## AOS & GIGA on Sun & TNT



Upsell TNT and Sun subs into winning data plans

# Increased data usage and ARPU in postpaid with the introduction of New Plans and Phones for SMART & SUN

SHARE A GALAXY OF SPLIT-SECOND MOMENTS

**NEW!** GIGA X PLANS

SAMSUNG Galaxy S9  
YOURS FOR **P2,499/MONTH**

**5GB + 10GB +**  
ALL APPS & SITES VIDEO STREAMING

UNLI ALL-NET TEXTS  
60MINS ALL-NET CALLS

24-month lock-in  
Smart GigaX Plans is valid until June 30, 2018.  
P18-DTI-FTEB Permit No. 1905, Series of 2018.

Smart

Launched New GigaX Plans

**BIGTIME PLAN 599**

**2GB Data**  
Unli Sun Calls and Texts  
500 Texts to Other Networks  
Plus: **FREE** LTE-Ready Smartphone

Visit [suncellular.com.ph](http://suncellular.com.ph) to learn more

SUN

Launched New Sun BigTime Plan

Take amazing holiday selfies with the OPPO F5

for only P1699/month

Smart

NEW GIGA X PLANS

Level Up with the Huawei Mate 10 Pro  
FREE at Plan 2399

Two Galaxies Worth of Possibilities

Galaxy S9 | S9+  
Yours for a low at P2,499/month

Smart

Ranged New Flagship and Entry level phones





## Rewards Snapshot

### Launched MVP Rewards

#### 3 Month highlights:

- 340K total accounts enrolled
- 87% of customers earn points
- Over 100 merchants nationwide

ONE REWARDS CARD.  
LIMITLESS POSSIBILITIES.



[WWW.MVPREWARDS.PH](http://WWW.MVPREWARDS.PH)

# Nationwide deals (100 merchants) exclusive to MVP Rewards SMART / PLDT Customers



Moscow, Russia

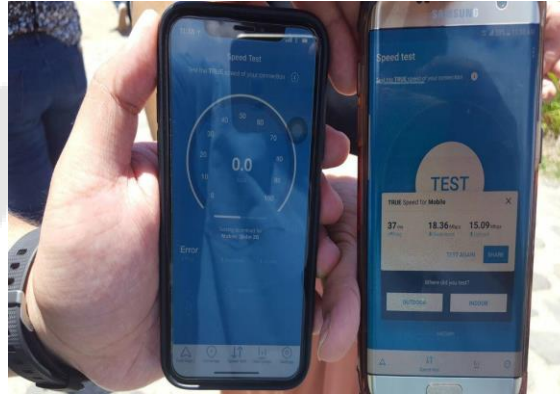
Seat Sale Alert:  
Mastercard - Thai Airways Special Fares Promo  
Feb. 23 to Mar. 31, 2018 only

Powered by  
MVP PayMaya

MOST VALUABLE PARTNER  
DTI-FTEB Permit No. 2122 Series of 2018



APRIL 2018 HIGHLIGHTS  
**Bringing the best  
LTE experience to  
the northernmost  
part of the country**



APRIL 2018 PREVIEW

# Ushering Q2 with a strategic partnership with YouTube



**Data User Adoption**




**Drive Mobile Video Viewing**



**Drive ARPU Increase**

# APRIL 2018 PREVIEW



**FREE UP TO 1 HOUR of YouTube Every Day for SMART, TNT and SUN Prepaid Subscribers**

With purchase of select prepaid promos from April 17 - July 15, 2018 Supports up to HD quality with 1GB data / day



**Smart**  
GIGASURF 50  
P 50 for 3 days  
**1GB + UNLI TEXT**  
+300MB for streaming All Networks  
Text GIGA50 to 9999  
**FREE YouTube EVERY DAY**  
up to 1 hour  
1GB/day



**TNT** GIGASURF 50  
P 50 FOR 3 DAYS  
**1GB UNLI TEXT**  
+ 300MB for streaming All networks  
TEXT GIGA50 to 4545  
**FREE YouTube EVERY DAY**  
up to 1 hour  
1GB/day



**sun**  
GIGASURF 50  
P 50 for 3 days  
**1GB + UNLI TEXT**  
300MB for Streaming All networks  
Text GIGA50 to 247  
**FREE YouTube EVERY DAY**  
up to 1 hour  
1GB/day

## Putting One Hour of Power in the hands of every Filipino





## VAST OPPORTUNITIES FOR DIGITAL SERVICES



### Financial Services *(for consumers and enterprises)*

BSP/NRPS goal  
**20% electronic by 2020**

**304.7B** annual payment transactions worth **P371.4T**, only **1%** is electronic

**35%** of all LGUs do not have banking presence

Pent-up demand for microsaving services

Only **16%** of Filipino households are banked

Ave. monthly informal savings of unbanked families range from **PhP46.40 (poor) to PhP1,300 (low income) to PhP7,400 (middle-income)**



### eCommerce *(for consumers and enterprises)*

Pent-up demand for eCommerce

By 2022, **45.77M** Filipino eCommerce users will spend an average of **USD48.72** online.

eCommerce market to reach **PhP200B in 2020**

Of **1M** mSMEs, only **10%** w/ online presence



### Marketing Tech *(for consumers and enterprises)*

**63%** internet penetration and **61M** unique mobile users (**58%** penetration)

Filipinos spend an average of **5 hours/day on mobile** vs. 1 hour/day for TV.

Digital Ad Spend to reach **PhP22B**, **24.2%** of Total Media Ad Spend by 2020

## DIGITAL PAYMENTS



**Building cashless ecosystems and driving adoption**

One of first Electronic Money Issuers (EMIs) to launch and enable BSP/ National Retail Payment System 24/7 instant money transfer **InstaPay service**

Enabling enterprises to accept payments via **PayMaya QR** and other **PayMaya Business** solutions



## DIGITAL LENDING/ MICROINSURANCE



**Most extensive digital lending footprint**

Loan volume hitting over **Php 1B** per month

**Over Php34 billion loan volume passing through Lendr platforms since launch in 2015**

Enabling more than **100 partner banks and non-banks**

Trailblazing new digital lending services



KasamaKA MSMEs with DTI P3 Program



Digital Halal Microfinancing Pilot

# Leading digital transformation of enterprises with Voyager platforms

## RECENT WINS



## ENABLING ENTERPRISE ECOSYSTEMS



VOYAGER DIGIHUB FOR mSMEs

FINTQ-DTI P3 FOR mSMEs

PLDT #Ready with Go Negosyo



## OVER 100 PARTNER BANKS AND FINANCIAL INSTITUTIONS



# PLDT Group: Preliminary Guidance for 2018

## Recurring Core Income (ex-Voyager)\*: P23-24bn

- **To grow by P1-2bn from P22bn in 2017**
  - Mainly from the combined impact of:
    - ✓ Higher EBITDA
      - Improvement in consolidated service revenues supported by the continued rise in data/broadband:
        - Sustained double-digit growth in Home and Enterprise revenues
        - Improvements in Individual revenues
        - Structural declines in ILD/NLD, SMS and cellular voice revenues
    - ✓ Expected increases in costs resulting from higher capex, i. e., depreciation and financing costs
    - ✓ Lower equity in earnings resulting from the sale of Beacon, recurring costs arising from the Vega Tel acquisition
  - Does not yet reflect effect of adoption of PFRS 15
  - Excludes Voyager
    - ✓ Similar to other e-commerce businesses, ramp up of Voyager operations will entail EBITDA losses.
    - ✓ On-going discussion on funding options, pace of expansion

## Capex: P58bn

- **To increase by P18bn from P40bn in 2017**
  - Focus on:
    - ✓ Improving network quality and provide the customer a superior data experience
    - ✓ Enabling the growth of the data/broadband business
  - Approx 54% wireless and 46% fixed line (including backhaul/transport capex)
  - To be funded from operating cashflows supplemented by proceeds from asset sales and discounting of MPI receivables from Beacon shares sale

## Dividend Payout: 60%

- **Dividend policy: Regular dividend payout of 60% of core income Takes into account:**
  - Technology roadmap/capex requirements
  - Management of cash and gearing levels

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

# PFRS Impact









# PLDT Group: PFRS15 and PFRS9 Impact on Retained Earnings

(Php in millions)

- **PLDT adopted new accounting standards - PFRS 15 and PFRS 9 - using the modified retrospective approach beginning 1 January 2018**
  - Contracts not completed by 1 January 2018 will be accounted for as if they had been recognized in accordance with the new standards from the very beginning
  - Any cumulative effect arising from the transition will be recognized as adjustment to the opening balance of the Retained Earnings
  
- **Impact to the Retained Earnings beginning balance: increase of P7.6bn**

<b>Retained Earnings, as of Dec. 31, 2017</b>		<b>634</b>
<b>Effect of PFRS15</b>		
Early recognition of non-service component	3,815	
Financing Component	(379)	
Net Deferred Tax Assets / (Liabilities)	<u>(883)</u>	2,553
<b>Effects of PFRS9 (transfer of OCI)</b>		<u>4,453</u>
<b>Retained Earnings, as of Jan. 1, 2018</b>		<b><u>7,640</u></b>

# PLDT Group: PFRS15 Impact on 1Q18 P&L

PFRS 15 vs PAS 18		
ITEM	IMPACT	REMARKS
<b>Service Revenues</b>		<ul style="list-style-type: none"> <li>➤ Decrease due to re-allocation of fair value of contract asset (i. e., handset/device) to non-service revenues</li> </ul>
<b>Non-Service Revenues</b>		<ul style="list-style-type: none"> <li>➤ Increase due to allocation of fair value of handset/device based on stand-alone prices</li> <li>➤ Revenues from sale of handset/device recognized upfront</li> </ul>
<b>EBITDA</b>		<ul style="list-style-type: none"> <li>➤ Decrease in service revenues greater than the increase in non-service revenues</li> </ul>
<b>EBITDA MARGIN</b>		<ul style="list-style-type: none"> <li>➤ Higher due to the reduction in service revenues (denominator in calculating EBITDA margin)</li> </ul>
<b>Interest Income</b>		<ul style="list-style-type: none"> <li>➤ Re-allocation of portion of total non-service revenues as deferred interest (to discount the contract asset to present value), amortized as income over the contract period</li> <li>➤ Accretion of contract asset to adjust for the time value of money</li> </ul>
<b>Core Income</b>		<ul style="list-style-type: none"> <li>➤ Decrease in EBITDA greater than the increase in interest income</li> </ul>

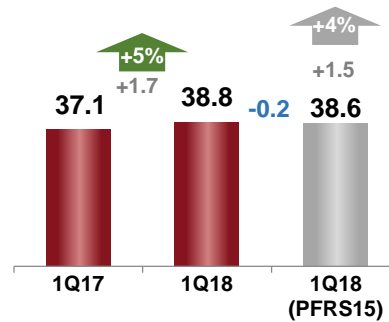
# Other Details

# PLDT Group: Financial Highlights

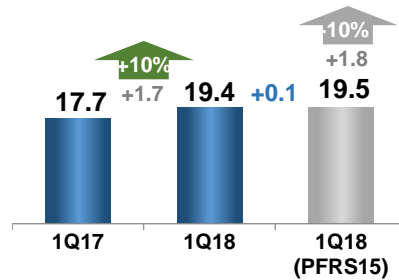
## Total Revenues\*

(Php in billions)

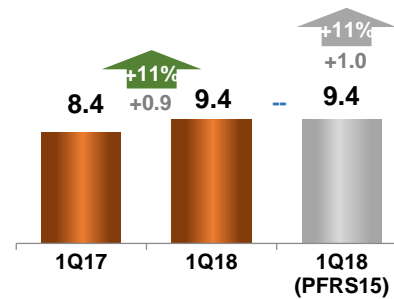
### Consolidated



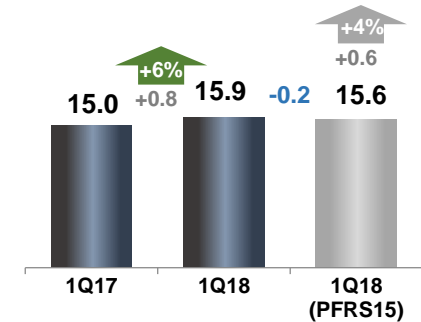
### Fixed Line



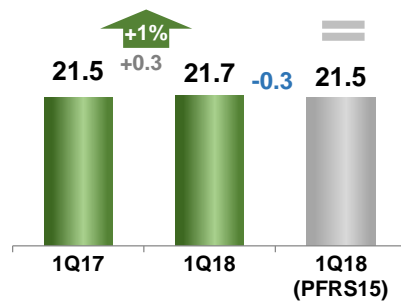
### Home



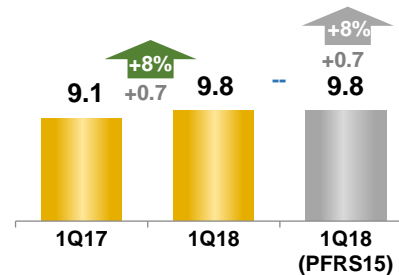
### Individual



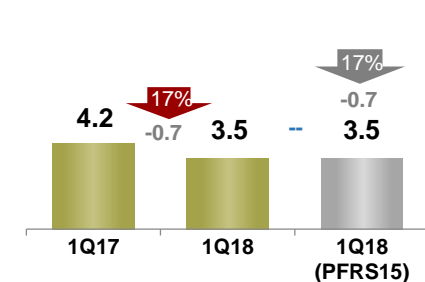
### Wireless



### Enterprise



### International



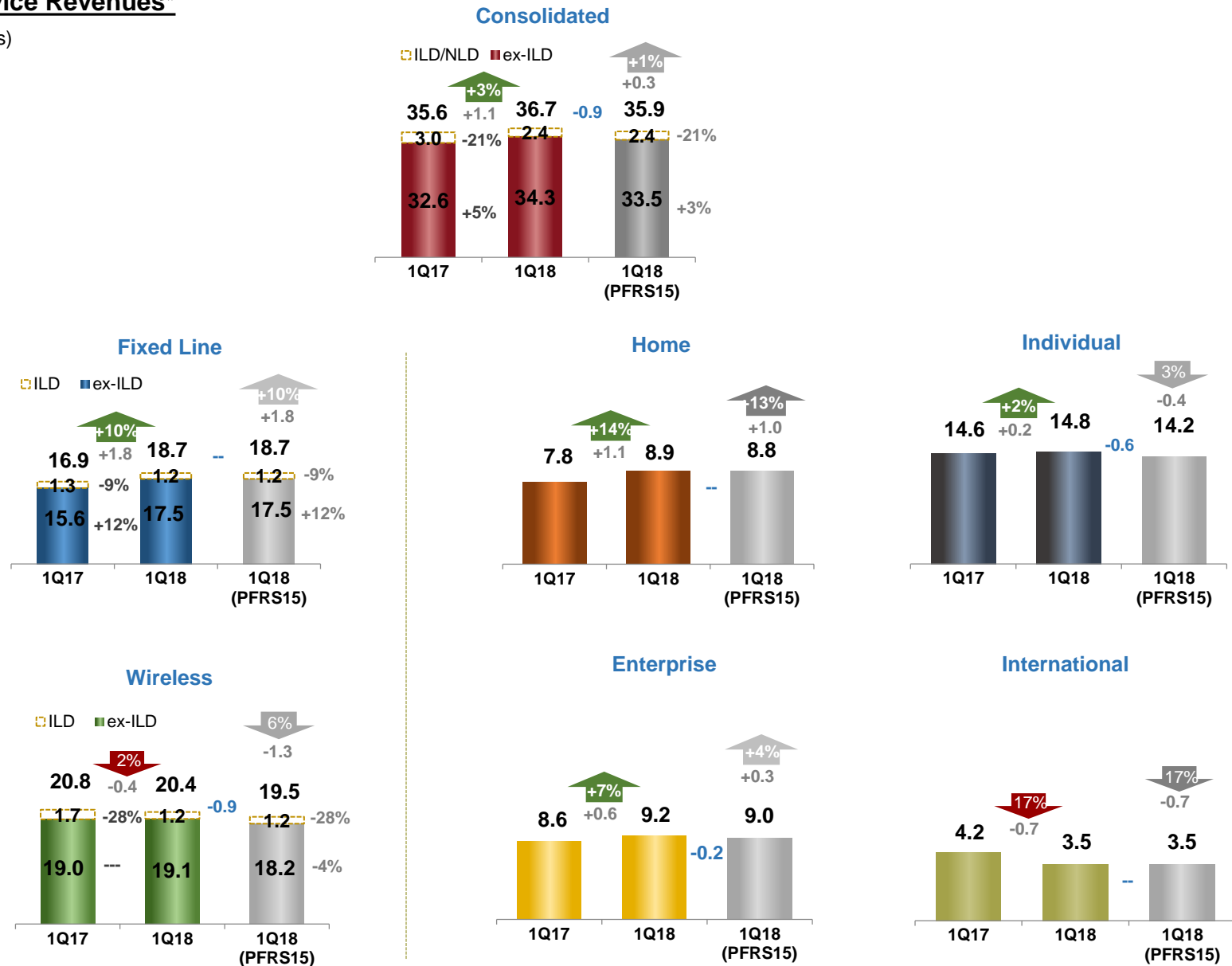
\* Net of interconnection costs



# PLDT Group: Financial Highlights

## Total Service Revenues\*

(Php in billions)

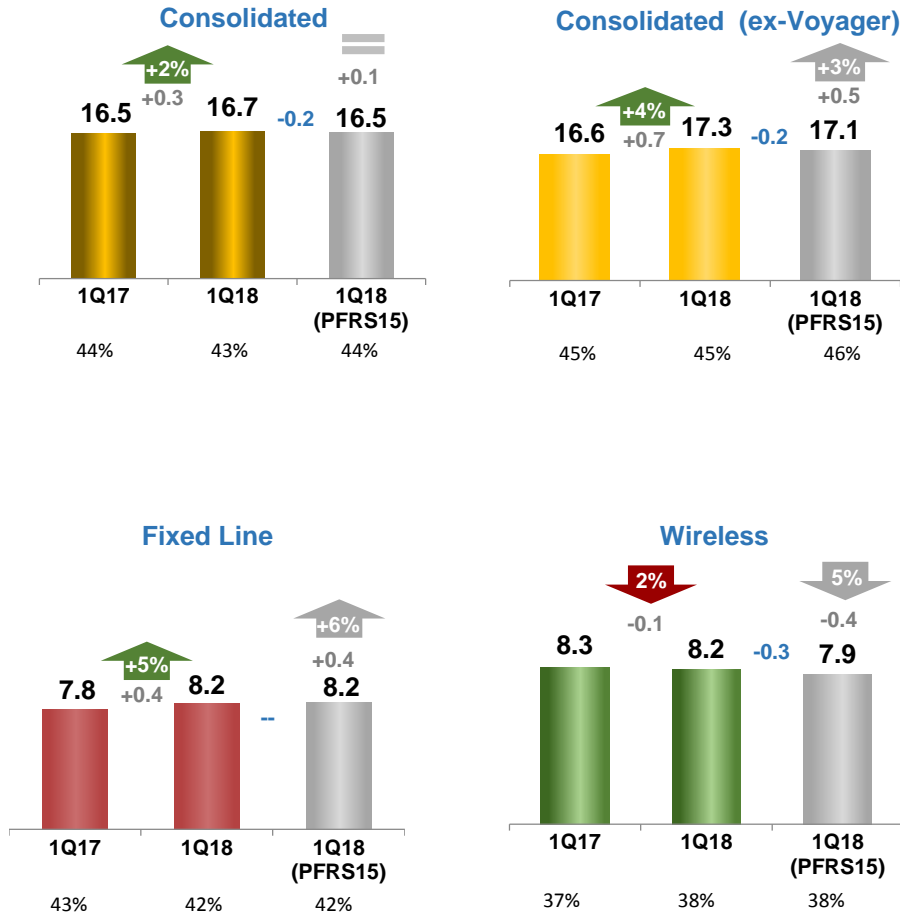


\* Net of interconnection costs

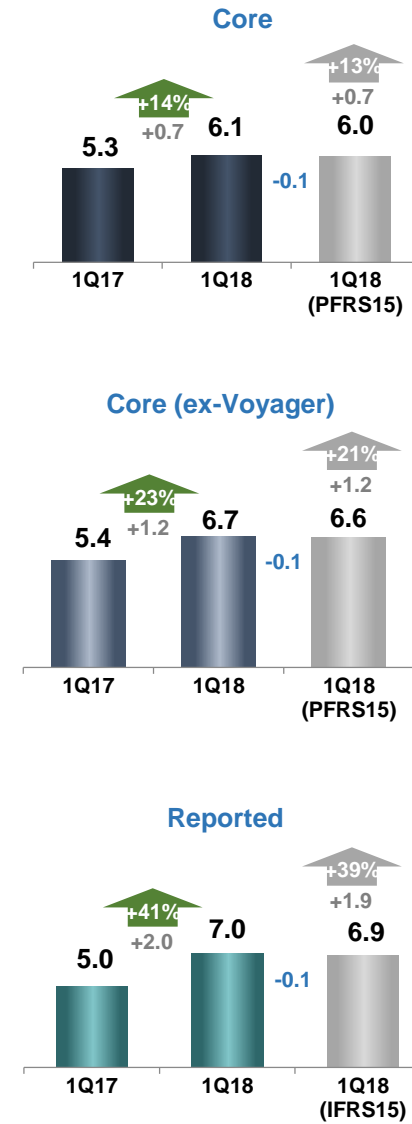
# PLDT Group: Financial Highlights

(Php in billions)

## EBITDA and EBITDA Margin



## Net Income



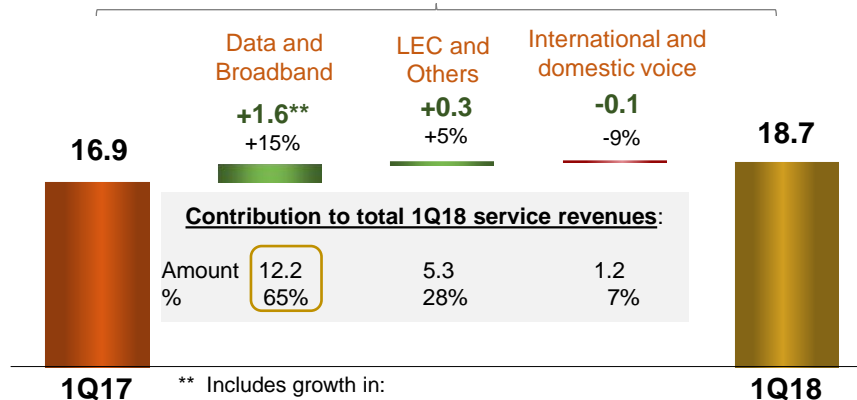
# PLDT Group: Service Revenues

(by Product Type)\*

(Php in billions)

## Fixed Line\*

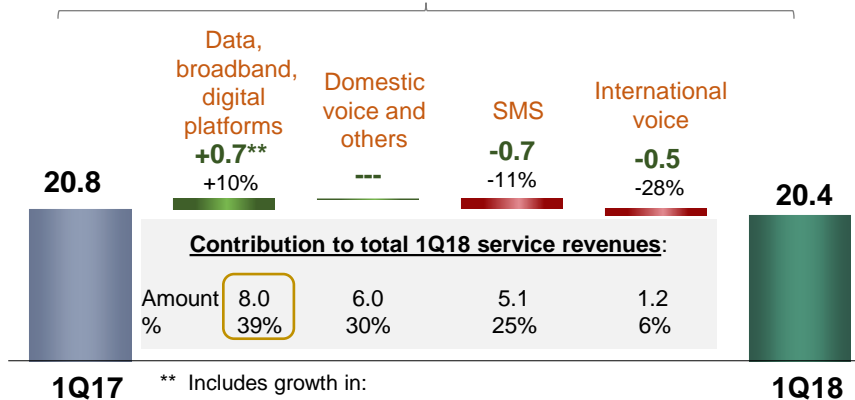
Higher by P1.8bn or 10%



\*\* Includes growth in:  
 -- Home broadband by 36% or P1.5bn  
 -- Corp. Data and Data Center by 2% or P0.1bn

## Wireless\*

Lower by P0.4bn or 2%

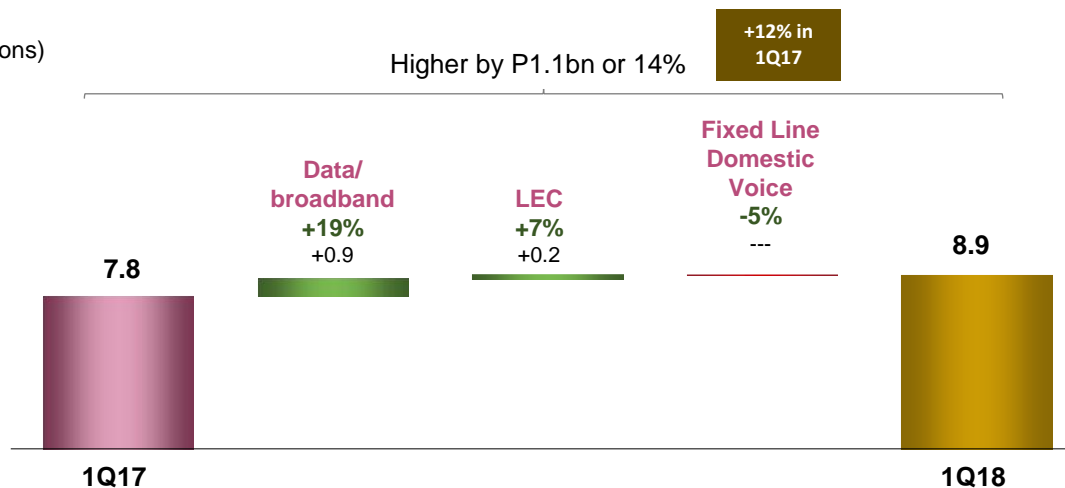


\*\* Includes growth in:  
 -- Mobile internet by 29% or P1.3bn

# PLDT Group: Home Service Revenues\*

## Home

(Php in billions)



Service Revenues (Php in millions)	1Q17	1Q18
Data/Broadband	4,771	5,666
LEC	2,831	3,016
Domestic Voice	186	181
Others	5	1
<b>Total</b>	<b>7,793</b>	<b>8,864</b>

Service Revenue Mix	1Q17	1Q18
Data/Broadband	61%	64%
LEC	36%	34%
Domestic Voice	3%	2%
Others	0%	0%

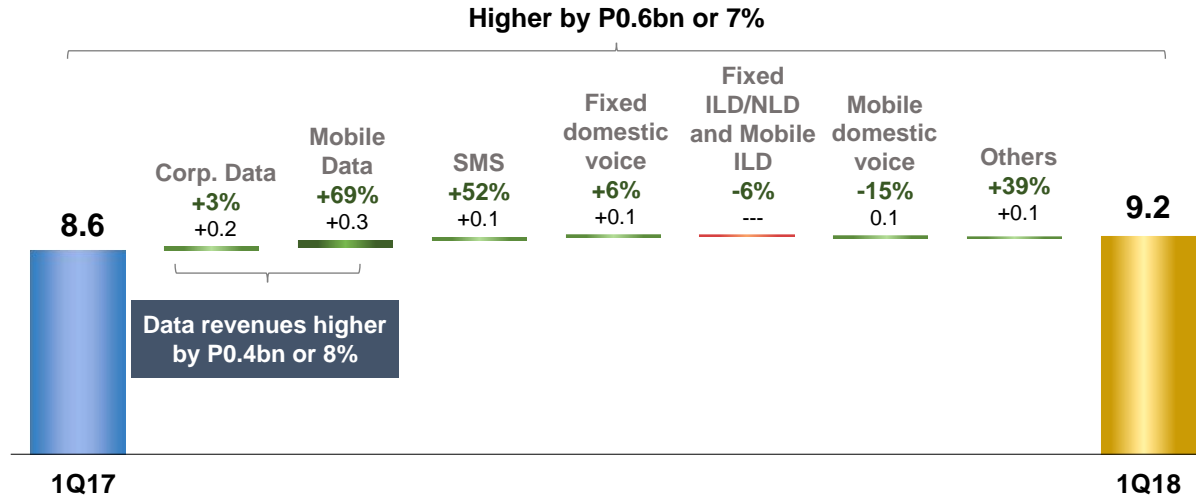
- **64% of HOME revenues in 1Q2018 were from data/broadband vis-à-vis 61% in 1Q2017**
- **Data/broadband revenues grew by 19% or P0.9bn to P5.7bn**
  - Fixed home broadband revenues were higher by 36% or P1.5bn at P5.6bn
- **Combined fixed and wireless home broadband subscribers at 2.0mn, 2% higher, or over 45K net adds from end December 2017**
- **Fixed line voice subscribers grew by 9% or by more than 219K to 2.7mn at end March 2018**

\* Consolidated and net of interconnection costs; Pro-forma



# PLDT Group: Enterprise Service Revenues\*

(Php in billions)



Service Revenues (Php in millions)	1Q17	1Q18
Data/Broadband	5,232	5,661
Voice	3,023	2,982
SMS	222	338
Others	171	237
<b>Total</b>	<b>8,648</b>	<b>9,218</b>

Service Revenue Mix	1Q17	1Q18
Data/Broadband	60%	61%
Voice	35%	32%
SMS	3%	4%
Others	2%	3%

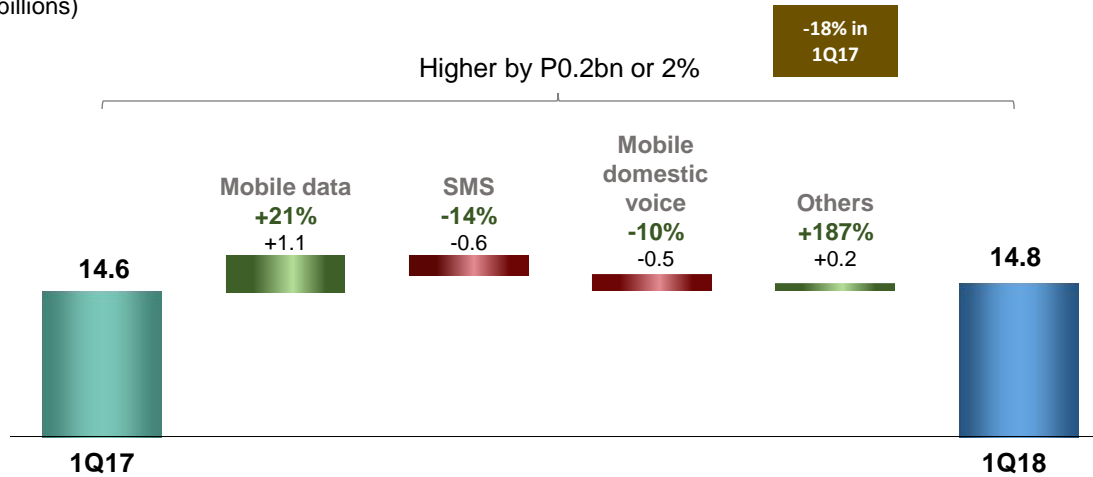
- **61% of Enterprise revenues in 1Q18 were from data/broadband**
- **Corporate data and data center revenues rose by 3% or P0.2bn year-on-year to P5.0bn**
  - Corporate data and other data services grew by 3% or P0.1bn to P4.3bn
  - Data center revenues were up by 9% or P0.1bn to P0.7bn

\* On consolidated basis and net of interconnection cost, Pro-forma

# PLDT Group: Individual Service Revenues\*

## Individual

(Php in billions)



Service Revenues (Php in millions)	1Q17	1Q18
Mobile Data	5,368	6,499
Mobile Domestic Voice	4,770	4,306
SMS	4,371	3,760
Others	97	278
<b>Total</b>	<b>14,606</b>	<b>14,843</b>

Service Revenue Mix	1Q17	1Q18
Mobile Data	37%	44%
Mobile Domestic Voice	33%	29%
SMS	30%	25%
Others	0%	2%

- 44% of Individual revenues in 1Q18 were from mobile data vs 37% in 1Q17
- Mobile data revenues grew by 21% or P1.1bn year-on-year
  - Mobile internet revenues of P5.3bn were higher by 39% or P1.5bn
    - ✓ About 56% of subscribers own smartphones, of which close to 60% pay for data
    - ✓ Data traffic grew by 135%

# Appendix

# Subscriber Base: Mobile

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

	Mar-18 <sup>(2)</sup>	Dec-17 <sup>(2)</sup>	Sept-17 <sup>(2)</sup>	Jun-17 <sup>(2)</sup>	Mar-17
<b>Mobile Subscriber Base <sup>(1)</sup></b>					
<b>Prepaid <sup>(2)</sup></b>	<b>55,666,020</b>	<b>55,776,646</b>	<b>55,651,398</b>	<b>56,083,707</b>	<b>60,421,068</b>
Smart Prepaid	20,198,965	20,433,351	20,537,068	20,587,687	21,933,462
Sun Prepaid	6,235,105	6,535,331	6,749,894	7,014,726	8,086,432
TNT	29,231,950	28,807,964	28,364,436	28,481,294	30,401,174
<b>Postpaid</b>	<b>2,451,799</b>	<b>2,517,262</b>	<b>2,566,636</b>	<b>2,620,025</b>	<b>2,721,410</b>
Smart Postpaid	1,402,046	1,388,090	1,372,661	1,353,468	1,365,709
Sun Postpaid	1,049,753	1,129,172	1,193,975	1,266,557	1,355,701
<b>Total Mobile Subscribers</b>	<b>58,117,819</b>	<b>58,293,908</b>	<b>58,218,034</b>	<b>58,703,732</b>	<b>63,142,478</b>

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

	Mar-18 <sup>(2)</sup>	Dec-17 <sup>(2)</sup>	Sept-17 <sup>(2)</sup>	Jun-17 <sup>(2)</sup>	Mar-17
<b>Mobile Subscriber Base <sup>(1)</sup></b>					
<b>Smart</b>	<b>21,601,011</b>	<b>21,821,441</b>	<b>21,909,729</b>	<b>21,941,155</b>	<b>23,299,171</b>
Smart Prepaid <sup>(2)</sup>	20,198,965	20,433,351	20,537,068	20,587,687	21,933,462
Smart Postpaid	1,402,046	1,388,090	1,372,661	1,353,468	1,365,709
<b>TNT <sup>(2)</sup></b>	<b>29,231,950</b>	<b>28,807,964</b>	<b>28,364,436</b>	<b>28,481,294</b>	<b>30,401,174</b>
<b>Sun Cellular</b>	<b>7,284,858</b>	<b>7,664,503</b>	<b>7,943,869</b>	<b>8,281,283</b>	<b>9,442,133</b>
Sun Prepaid <sup>(2)</sup>	6,235,105	6,535,331	6,749,894	7,014,726	8,086,432
Sun Postpaid	1,049,753	1,129,172	1,193,975	1,266,557	1,355,701
<b>Total Mobile Subscribers</b>	<b>58,117,819</b>	<b>58,293,908</b>	<b>58,218,034</b>	<b>58,703,732</b>	<b>63,142,478</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: Fixed Line and Broadband

## Fixed Line Subscribers

	Mar-18	Dec-17	Sept-17	Jun-17	Mar-17
<b>Fixed Line Subscribers</b>	<b>2,707,079</b>	<b>2,663,210</b>	<b>2,614,248</b>	<b>2,546,992</b>	<b>2,487,601</b>

## Broadband Subscribers

	Mar-18	Dec-17	Sept-17	Jun-17	Mar-17
<b>BROADBAND</b>					
Fixed Line Broadband <sup>(1)</sup>	1,772,836	1,713,527	1,651,515	1,575,914	1,506,578
Fixed Wireless Broadband	223,064	237,354	251,897	257,187	264,227
<b>Total Broadband Subscribers</b>	<b>1,995,900</b>	<b>1,950,881</b>	<b>1,903,412</b>	<b>1,833,101</b>	<b>1,770,805</b>

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

# 1Q2018: Consolidated Financial Highlights

(Php in millions)	1Q2018 (PFRS15)				1Q2017	Y-o-Y % Change	1Q2018 (Pro-forma)	1Q2018 (PFRS 15) vs Pro-forma	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated			Consolidated		
<b>Total Revenues</b>	22,904	20,457	-	40,507	39,188	3%	40,713	(206)	4%
<b>Service Revenues <sup>(1)</sup></b>	20,926	19,672	-	37,745	37,701	-	38,614	(869)	2%
<b>Cash Operating Expenses <sup>(2)</sup></b>	11,684	10,516	8	18,969	18,438	3%	18,969	-	3%
<b>Depreciation and Amortization</b>	6,043	3,330	-	9,373	7,550	24%	9,373	-	24%
<b>Financing Costs, Net</b>	(519)	(1,229)	(54)	(1,698)	(1,900)	(11%)	(1,698)	-	(11%)
<b>Income (Loss) before Income Tax</b>	1,130	4,839	2,816	8,835	7,256	22%	8,968	(133)	24%
<b>Provision (Benefit from) for Income Tax</b>	474	1,308	114	1,911	2,287	(16%)	1,974	(63)	(14%)
<b>EBITDA</b>	7,926	8,229	(8)	16,533	16,467	-	16,739	(206)	2%
<b>EBITDA Margin <sup>(3)</sup></b>	38%	42%	-	44%	44%		43%		
<b>Net Income (Loss) Attributable to Equity Holders of PLDT</b>	656	3,507	2,702	6,900	4,951	39%	6,970	(70)	41%
<b>Core income</b>	2,551	3,351	66	6,003	5,329	13%	6,073	(70)	14%

(1) Service Revenues, gross of interconnection costs

Service revenues, gross of interconnection costs	20,926	19,672	-	37,745	37,701	0%	38,614	(869)	2%
Interconnection costs	1,446	977	-	1,874	2,091	(10%)	1,874	-	(10%)
Service revenues, net of interconnection costs	19,480	18,695	-	35,871	35,610	1%	36,740	(869)	3%

(2) Cash Operating Expenses includes interconnection costs

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

# Reconciliation of Core and Reported net income

<i>(Php in millions)</i>	1Q2018 (PFRS15)				1Q2017	Y-o-Y % Change	1Q2018 (Pro-forma)	1Q2018 (PFRS15) vs Pro-forma	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated			Consolidated		
<b>Net Income (Losses) Attributable to Equity Holders of PLDT</b>	656	3,507	2,702	6,900	4,951	39%	6,970	(70)	41%
Add (Deduct):									
Foreign Exchange Losses (Gains), Net	553	(17)	606	1,142	397	188%	1,142	-	188%
Gains on Derivative Financial Instruments, Net	(324)	(222)	-	(546)	(386)	41%	(546)	-	41%
Asset Impairment	60	-	-	60	339	(82%)	60	-	(82%)
Accelerated Depreciation	2,392	-	-	2,392	-	100%	2,392	-	100%
Others	-	12	(3,350)	(3,338)	(19)	17,468%	(3,338)	-	17,468%
Tax Effect	(786)	71	108	(607)	47	(1,391%)	(607)	-	(1,391%)
<b>Core Income</b>	<b>2,551</b>	<b>3,351</b>	<b>66</b>	<b>6,003</b>	<b>5,329</b>	<b>13%</b>	<b>6,073</b>	<b>(70)</b>	<b>14%</b>

# Consolidated Service Revenues

(Php in millions)	2018	2017					Y-o-Y % Change	2018	1Q2018	Y-o-Y % Change
	(PFRS15)	1Q	2Q	3Q	4Q	FY		(Pro-forma)	(PFRS15) vs Pro-forma	
	1Q	1Q	2Q	3Q	4Q	FY	1Q			
<b>Fixed Line</b>	<b>17,592</b>	<b>15,556</b>	<b>15,620</b>	<b>15,979</b>	<b>16,656</b>	<b>63,811</b>	<b>13%</b>	<b>17,588</b>	<b>4</b>	<b>13%</b>
LEC	4,877	4,553	4,623	4,695	4,727	18,598	7%	4,835	42	6%
Fixed Line Voice - International	910	970	859	800	924	3,553	(6%)	910	-	(6%)
Fixed Line Voice - Domestic (NLD)	788	789	777	780	799	3,145	-	788	-	-
Home Broadband	5,485	4,074	4,300	4,603	4,832	17,809	35%	5,550	(65)	36%
Corporate Data and Data Center	5,253	4,951	4,760	4,863	5,062	19,636	6%	5,226	27	6%
Corporate data and leased lines	4,580	4,333	4,223	4,209	4,438	17,203	6%	4,553	27	5%
Data Center and IT	673	618	537	654	624	2,433	9%	673	-	9%
Miscellaneous	279	219	301	238	312	1,070	27%	279	-	27%
<b>Wireless</b>	<b>20,153</b>	<b>22,145</b>	<b>22,062</b>	<b>21,664</b>	<b>21,480</b>	<b>87,351</b>	<b>(9%)</b>	<b>21,026</b>	<b>(873)</b>	<b>(5%)</b>
Mobile Services	19,725	21,069	20,993	20,586	20,518	83,166	(6%)	20,598	(873)	(2%)
Mobile Voice	6,726	7,594	7,579	7,367	7,244	29,784	(11%)	6,882	(156)	(9%)
Mobile Voice - Domestic	5,449	5,796	5,810	5,804	5,819	23,229	(6%)	5,605	(156)	(3%)
Mobile Voice - International	1,277	1,798	1,769	1,563	1,425	6,555	(29%)	1,277	-	(29%)
SMS	5,917	6,910	6,514	6,271	6,341	26,036	(14%)	6,053	(136)	(12%)
Mobile Data	6,602	6,235	6,614	6,493	6,639	25,981	6%	7,183	(581)	15%
Mobile Internet	5,375	4,612	5,100	5,050	5,324	20,086	17%	5,909	(534)	28%
Mobile Broadband	1,227	1,623	1,513	1,443	1,315	5,894	(24%)	1,274	(47)	(22%)
Other data	-	-	1	-	-	1	-	-	-	-
Inbound Roaming and Others	480	330	286	455	294	1,365	45%	480	-	45%
Home Broadband	48	652	609	662	624	2,547	(93%)	48	-	(93%)
Digital Platforms and Mobile Financial Services	297	309	325	324	265	1,223	(4%)	297	-	(4%)
MVNO and Others	83	115	135	92	73	415	(28%)	83	-	(28%)
<b>Others</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Consolidated Service Revenues <sup>(1)</sup></b>	<b>37,745</b>	<b>37,701</b>	<b>37,682</b>	<b>37,646</b>	<b>38,136</b>	<b>151,165</b>	<b>-</b>	<b>38,614</b>	<b>(869)</b>	<b>2%</b>

(1) Gross of Interconnection costs

## Consolidated service revenues, net of interconnection costs

(Php in millions)	2018	2017					Y-o-Y % Change	2018	1Q2018	Y-o-Y % Change
	(PFRS15)	1Q	2Q	3Q	4Q	FY		(Pro-forma)	(PFRS15) vs Pro-forma	
	1Q	1Q	2Q	3Q	4Q	FY	1Q			
Consolidated Service Revenues, gross of interconnection costs	37,745	37,701	37,682	37,646	38,136	151,165	-	38,614	(869)	2%
Interconnection Costs	1,874	2,091	2,062	1,559	1,907	7,619	(10%)	1,874	-	(10%)
<b>Consolidated Service Revenues, net of interconnection costs</b>	<b>35,871</b>	<b>35,610</b>	<b>35,620</b>	<b>36,087</b>	<b>36,229</b>	<b>143,546</b>	<b>1%</b>	<b>36,740</b>	<b>(869)</b>	<b>3%</b>

# Consolidated Service Revenues and EBITDA

(Php in millions)	2018	2017					Y-o-Y % Change	2018	1Q2018	Y-o-Y % Change
	(PFRS15)	1Q	2Q	3Q	4Q	FY		(Pro-forma)	(PFRS15) vs Pro-forma	
<b>Data/Broadband/Digital Platforms</b>	<b>17,685</b>	<b>16,221</b>	<b>16,608</b>	<b>16,948</b>	<b>17,422</b>	<b>67,199</b>	<b>9%</b>	<b>18,304</b>	<b>(619)</b>	<b>13%</b>
Mobile Data	6,602	6,235	6,614	6,493	6,639	25,981	6%	7,183	(581)	15%
Mobile Internet	5,375	4,612	5,100	5,050	5,324	20,086	17%	5,909	(534)	28%
Mobile Broadband	1,227	1,623	1,513	1,443	1,315	5,894	(24%)	1,274	(47)	(22%)
Other Data	-	-	1	-	-	1	-	-	-	-
Home Broadband	5,533	4,726	4,909	5,265	5,456	20,356	17%	5,598	(65)	18%
Fixed	5,485	4,074	4,300	4,603	4,832	17,809	35%	5,550	(65)	36%
Wireless	48	652	609	662	624	2,547	(93%)	48	-	(93%)
Corp. Data and Data Center	5,253	4,951	4,760	4,863	5,062	19,636	6%	5,226	27	6%
Corp. Data and Leased Lines	4,580	4,333	4,223	4,209	4,438	17,203	6%	4,553	27	5%
Data Center and IT	673	618	537	654	624	2,433	9%	673	-	9%
Digital Platforms and Others	297	309	325	327	265	1,226	(4%)	297	-	(4%)
<b>SMS/Mobile Voice - Domestic/LEC/Others</b>	<b>17,085</b>	<b>17,923</b>	<b>17,669</b>	<b>17,555</b>	<b>17,566</b>	<b>70,713</b>	<b>(5%)</b>	<b>17,335</b>	<b>(250)</b>	<b>(3%)</b>
SMS	5,917	6,910	6,514	6,271	6,341	26,036	(14%)	6,053	(136)	(12%)
Mobile Voice - Domestic	5,449	5,796	5,810	5,804	5,819	23,229	(6%)	5,605	(156)	(3%)
LEC	4,877	4,553	4,623	4,695	4,727	18,598	7%	4,835	42	6%
Others	842	664	722	785	679	2,850	27%	842	-	27%
Inbound Roaming and Others	480	330	286	455	294	1,365	45%	480	-	45%
MVNO and Others	83	115	135	92	73	415	(28%)	83	-	(28%)
Miscellaneous - Fixed Line	279	219	301	238	312	1,070	27%	279	-	27%
<b>ILD/Fixed Line - Domestic (NLD)</b>	<b>2,975</b>	<b>3,557</b>	<b>3,405</b>	<b>3,143</b>	<b>3,148</b>	<b>13,253</b>	<b>(16%)</b>	<b>2,975</b>	<b>-</b>	<b>(16%)</b>
Fixed Line Voice - Domestic (NLD)	788	789	777	780	799	3,145	-	788	-	-
Fixed Line Voice - International	910	970	859	800	924	3,553	(6%)	910	-	(6%)
Mobile Voice - International	1,277	1,798	1,769	1,563	1,425	6,555	(29%)	1,277	-	(29%)
<b>Total Consolidated Gross Service Revenues <sup>(1)</sup></b>	<b>37,745</b>	<b>37,701</b>	<b>37,682</b>	<b>37,646</b>	<b>38,136</b>	<b>151,165</b>	<b>-</b>	<b>38,614</b>	<b>(869)</b>	<b>2%</b>
Non-Service Revenues	2,762	1,487	2,145	2,405	2,724	8,761	86%	2,099	663	41%
<b>Total Consolidated Gross Revenues</b>	<b>40,507</b>	<b>39,188</b>	<b>39,827</b>	<b>40,051</b>	<b>40,860</b>	<b>159,926</b>	<b>3%</b>	<b>40,713</b>	<b>(206)</b>	<b>4%</b>
<b>Deduct:</b>										
Cash Operating Expenses <sup>(2)</sup>	(18,969)	(18,438)	(19,847)	(18,536)	(18,953)	(75,774)	3%	(18,969)	-	3%
Cost of Sales and Services	(3,614)	(3,232)	(3,240)	(3,228)	(3,933)	(13,633)	12%	(3,614)	-	12%
Writedown of Inventory and Provision for Doubtful AR	(1,391)	(1,051)	(1,197)	(1,168)	(929)	(4,345)	32%	(1,391)	-	32%
<b>EBITDA</b>	<b>16,533</b>	<b>16,467</b>	<b>15,543</b>	<b>17,119</b>	<b>17,045</b>	<b>66,174</b>	<b>-</b>	<b>16,739</b>	<b>(206)</b>	<b>2%</b>
<i>EBITDA Margin <sup>(3)</sup></i>	<i>44%</i>	<i>44%</i>	<i>41%</i>	<i>45%</i>	<i>45%</i>	<i>44%</i>		<i>43%</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)



# Wireless Service Revenues and EBITDA

(Php in millions)	2018	2017					Y-o-Y % Change	2018	1Q2018	Y-o-Y % Change
	(PFRS15)							(Pro-forma)	(PFRS15) vs Pro-forma	
	1Q	1Q	2Q	3Q	4Q	FY		1Q		
<b>Data/Broadband/Digital Platforms</b>	<b>7,407</b>	<b>7,281</b>	<b>7,627</b>	<b>7,555</b>	<b>7,614</b>	<b>30,077</b>	<b>2%</b>	<b>7,987</b>	<b>(580)</b>	<b>10%</b>
Mobile Data	6,673	6,308	6,691	6,566	6,716	26,281	6%	7,253	(580)	15%
Mobile Internet	5,375	4,612	5,100	5,050	5,324	20,086	17%	5,909	(534)	28%
Mobile Broadband	1,260	1,655	1,547	1,476	1,352	6,030	(24%)	1,306	(46)	(21%)
Other Data	38	41	44	40	40	165	(7%)	38	-	(7%)
Home Broadband	433	655	612	663	626	2,556	(34%)	433	-	(34%)
Digital Platforms and Mobile Financial Services	301	318	324	326	272	1,240	(5%)	301	-	(5%)
<b>SMS/Mobile Voice - Domestic/Others</b>	<b>12,232</b>	<b>13,388</b>	<b>12,979</b>	<b>12,853</b>	<b>12,767</b>	<b>51,987</b>	<b>(9%)</b>	<b>12,525</b>	<b>(293)</b>	<b>(6%)</b>
SMS	5,919	6,912	6,516	6,274	6,343	26,045	(14%)	6,055	(136)	(12%)
Mobile Voice - Domestic	5,666	6,029	6,039	6,026	6,042	24,136	(6%)	5,823	(157)	(3%)
Others	647	447	424	553	382	1,806	45%	647	-	45%
Inbound Roaming and Others	495	332	287	461	309	1,389	49%	495	-	49%
MVNO and Others	152	115	137	92	73	417	32%	152	-	32%
<b>Mobile Voice - International</b>	<b>1,287</b>	<b>1,806</b>	<b>1,777</b>	<b>1,571</b>	<b>1,434</b>	<b>6,588</b>	<b>(29%)</b>	<b>1,287</b>	<b>-</b>	<b>(29%)</b>
<b>Total Wireless Gross Service Revenues <sup>(1)</sup></b>	<b>20,926</b>	<b>22,475</b>	<b>22,383</b>	<b>21,979</b>	<b>21,815</b>	<b>88,652</b>	<b>(7%)</b>	<b>21,799</b>	<b>(873)</b>	<b>(3%)</b>
Non-Service Revenues	1,978	687	1,120	1,627	1,749	5,183	188%	1,361	617	98%
<b>Total Wireless Gross Revenues</b>	<b>22,904</b>	<b>23,162</b>	<b>23,503</b>	<b>23,606</b>	<b>23,564</b>	<b>93,835</b>	<b>(1%)</b>	<b>23,160</b>	<b>(256)</b>	<b>-</b>
<b>Deduct:</b>										
Cash Operating Expenses <sup>(2)</sup>	(11,684)	(12,101)	(12,135)	(12,059)	(11,289)	(47,584)	(3%)	(11,684)	-	(3%)
Cost of Sales and Services	(2,546)	(2,024)	(1,768)	(2,356)	(2,710)	(8,858)	26%	(2,546)	-	26%
Writedown of Inventory and Provision for Doubtful AR	(748)	(728)	(847)	(630)	(37)	(2,242)	3%	(748)	-	3%
<b>EBITDA</b>	<b>7,926</b>	<b>8,309</b>	<b>8,753</b>	<b>8,561</b>	<b>9,528</b>	<b>35,151</b>	<b>(5%)</b>	<b>8,182</b>	<b>(256)</b>	<b>(2%)</b>
<b>EBITDA Margin <sup>(3)</sup></b>	<b>38%</b>	<b>37%</b>	<b>39%</b>	<b>39%</b>	<b>44%</b>	<b>40%</b>		<b>38%</b>		

<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\*

(Php in millions)	2018	2017					Y-o-Y % Change	2018	1Q2018	Y-o-Y % Change
	(PFRS15)							(Pro-forma)	(PFRS15) vs Pro-forma	
	1Q	1Q	2Q	3Q	4Q	FY		1Q		
Wireless Service Revenues, gross of interconnection costs	20,926	22,475	22,383	21,979	21,815	88,652	(7%)	21,799	(873)	(3%)
Interconnection Costs	1,446	1,709	1,764	1,362	1,538	6,373	(15%)	1,446	-	(15%)
<b>Wireless Service Revenues, net of interconnection costs</b>	<b>19,480</b>	<b>20,766</b>	<b>20,619</b>	<b>20,617</b>	<b>20,277</b>	<b>82,279</b>	<b>(6%)</b>	<b>20,353</b>	<b>(873)</b>	<b>(2%)</b>

\*Service revenues before intersegment elims

# Fixed Line Service Revenues and EBITDA

(Php in millions)	2018 (PFRS15)	2017					Y-o-Y % Change	2018 (Pro-forma)	1Q2018 (PFRS15) vs Pro-forma	Y-o-Y % Change
	1Q	1Q	2Q	3Q	4Q	FY		1Q		
<b>Data/Broadband</b>	<b>12,137</b>	<b>10,574</b>	<b>10,885</b>	<b>11,111</b>	<b>11,724</b>	<b>44,294</b>	<b>15%</b>	<b>12,175</b>	<b>(38)</b>	<b>15%</b>
Home Broadband	5,551	4,134	4,361	4,663	4,896	18,054	34%	5,616	(65)	36%
Corp. Data and Other Network Services	5,683	5,622	5,711	5,573	5,983	22,889	1%	5,656	27	1%
Data Center and ICT	903	818	813	875	845	3,351	10%	903	-	10%
<b>LEC/Others</b>	<b>5,353</b>	<b>5,035</b>	<b>5,153</b>	<b>5,185</b>	<b>5,286</b>	<b>20,659</b>	<b>6%</b>	<b>5,311</b>	<b>42</b>	<b>5%</b>
LEC	4,901	4,580	4,646	4,719	4,751	18,696	7%	4,859	42	6%
Miscellaneous	452	455	507	466	535	1,963	(1%)	452	-	(1%)
<b>Fixed Line Voice - International/Domestic</b>	<b>2,182</b>	<b>2,640</b>	<b>2,542</b>	<b>2,341</b>	<b>2,281</b>	<b>9,804</b>	<b>(17%)</b>	<b>2,182</b>	<b>-</b>	<b>(17%)</b>
Fixed Line Voice - International	1,261	1,744	1,643	1,425	1,341	6,153	(28%)	1,261	-	(28%)
Fixed Line Voice - Domestic (NLD)	921	896	899	916	940	3,651	3%	921	-	3%
<b>Total Fixed Line Service Revenues <sup>(1)</sup></b>	<b>19,672</b>	<b>18,249</b>	<b>18,580</b>	<b>18,637</b>	<b>19,291</b>	<b>74,757</b>	<b>8%</b>	<b>19,668</b>	<b>4</b>	<b>8%</b>
Non-Service Revenues <sup>(2)</sup>	785	800	1,029	780	975	3,584	(2%)	739	46	(8%)
<b>Total Fixed Line Gross Revenues</b>	<b>20,457</b>	<b>19,049</b>	<b>19,609</b>	<b>19,417</b>	<b>20,266</b>	<b>78,341</b>	<b>7%</b>	<b>20,407</b>	<b>50</b>	<b>7%</b>
<b>Deduct:</b>										
Cash Operating Expenses <sup>(3)</sup>	(10,516)	(9,721)	(11,418)	(9,805)	(11,033)	(41,977)	8%	(10,516)	-	8%
Cost of Sales and Services	(1,069)	(1,208)	(1,474)	(879)	(1,227)	(4,788)	(12%)	(1,069)	-	(12%)
Writedown of Inventory and Provision for Doubtful AR	(643)	(323)	(350)	(538)	(887)	(2,098)	99%	(643)	-	99%
<b>EBITDA</b>	<b>8,229</b>	<b>7,797</b>	<b>6,367</b>	<b>8,195</b>	<b>7,119</b>	<b>29,478</b>	<b>6%</b>	<b>8,179</b>	<b>50</b>	<b>5%</b>
<i>EBITDA Margin <sup>(4)</sup></i>	<i>42%</i>	<i>43%</i>	<i>34%</i>	<i>44%</i>	<i>37%</i>	<i>39%</i>		<i>42%</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) Includes Interconnection costs

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

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

(Php in millions)	2018 (PFRS15)	2017					Y-o-Y % Change	2018 (Pro-forma)	1Q2018 (PFRS15) vs Pro-forma	Y-o-Y % Change
	1Q	1Q	2Q	3Q	4Q	FY		1Q		
<b>Fixed Line Service Revenues, Net</b>										
LEC	4,900	4,579	4,645	4,719	4,750	18,693	7%	4,858	42	6%
Fixed Line Voice - International	425	565	530	570	450	2,115	(25%)	424	1	(25%)
Fixed Line Voice - Domestic (NLD)	791	765	775	790	811	3,141	3%	790	1	3%
Home Broadband	5,551	4,134	4,361	4,663	4,896	18,054	34%	5,616	(65)	36%
Corp. Data and Other Network Services	5,673	5,611	5,688	5,541	6,013	22,853	1%	5,648	25	1%
Data Center and ICT	903	818	813	875	845	3,351	10%	903	-	10%
Miscellaneous	452	455	507	466	535	1,963	(1%)	452	-	(1%)
<b>Total</b>	<b>18,695</b>	<b>16,927</b>	<b>17,319</b>	<b>17,624</b>	<b>18,300</b>	<b>70,170</b>	<b>10%</b>	<b>18,691</b>	<b>4</b>	<b>10%</b>

\*Service revenues before intersegment elims

# ARPU

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

	2018	2017			
	1Q	1Q	2Q	3Q	4Q
Smart Postpaid	809	965	985	975	961
Smart Prepaid <sup>(2)</sup>	112	104	109	108	110
TNT <sup>(2)</sup>	73	71	77	74	75
Sun Postpaid	382	413	412	421	428
Sun Prepaid <sup>(2)</sup>	80	78	82	82	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 :

	2018	2017			
	1Q	1Q	2Q	3Q	4Q
Fixed Line Broadband	1,171	1,168	1,170	1,182	1,185
Fixed Wireless Broadband	844	813	778	865	844

# Expenses

<i>(Php in millions)</i>	1Q2018 (PFRS15)				1Q2017	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
<b>Operating Expenses</b>						
Compensation and Employee Benefits	2,066	3,793	-	5,855	5,487	7%
Repairs and Maintenance	2,099	1,398	-	3,340	3,028	10%
Selling and Promotions	1,098	404	-	1,498	1,508	(1%)
Rent	2,398	729	-	1,639	1,742	(6%)
Insurance and Security Services	220	185	-	379	460	(18%)
Taxes and Licenses	639	394	3	1,036	971	7%
Professional and Other Contracted Services	1,453	2,403	5	2,900	2,665	9%
Communication, Training and Travel	180	114	-	245	302	(19%)
Interconnection Costs	1,446	977	-	1,874	2,091	(10%)
Other Expenses	85	119	-	203	184	10%
<b>Cash Operating Expenses</b>	<b>11,684</b>	<b>10,516</b>	<b>8</b>	<b>18,969</b>	<b>18,438</b>	<b>3%</b>
Depreciation and Amortization	6,043	3,330	-	9,373	7,550	24%
Asset Impairment	748	643	-	1,391	1,051	32%
Amortization of Intangible Assets	214	-	-	214	205	4%
<b>Non-Cash Operating Expenses</b>	<b>7,005</b>	<b>3,973</b>	<b>-</b>	<b>10,978</b>	<b>8,806</b>	<b>25%</b>
<b>Cost of Sales and Services</b>	<b>2,546</b>	<b>1,069</b>	<b>-</b>	<b>3,614</b>	<b>3,232</b>	<b>12%</b>
<b>Total Expenses</b>	<b>21,235</b>	<b>15,558</b>	<b>8</b>	<b>33,561</b>	<b>30,476</b>	<b>10%</b>

## Total Expenses, excluding Interconnection Costs:

<i>(Php in millions)</i>	1Q2018 (PFRS15)				1Q2017	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Total Cash Operating Expenses	11,684	10,516	8	18,969	18,438	3%
Less: Interconnection Costs	1,446	977	-	1,874	2,091	(10%)
Total Cash Operating Expenses, excluding Interconnection Costs	10,238	9,539	8	17,095	16,347	5%
Non-Cash Operating Expenses	7,005	3,973	-	10,978	8,806	25%
Cost of Sales and Services	2,546	1,069	-	3,614	3,232	12%
<b>Total Expenses, excluding Interconnection Costs</b>	<b>19,789</b>	<b>14,581</b>	<b>8</b>	<b>31,687</b>	<b>28,385</b>	<b>12%</b>

# Other Income (expenses)

(Php in millions)	1Q2018 (PFRS15)				1Q2017	Y-o-Y % Change	1Q2018 (Pro-forma)	1Q2018 (PFRS 15) vs Pro- forma	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated			Consolidated		
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures									
Beacon	-	-	-	-	408	(100%)	-	-	(100%)
Vega	-	-	(18)	(18)	(269)	(93%)	(18)	-	(93%)
Others	62	30	-	92	54	70%	92	-	70%
<b>Total Equity Share in Net Earnings (Losses)</b>	<b>62</b>	<b>30</b>	<b>(18)</b>	<b>74</b>	<b>193</b>	<b>(62%)</b>	<b>74</b>	<b>-</b>	<b>(62%)</b>
Financing Costs, Net									
Loans and Other Related Items	(732)	(1,260)	(54)	(1,942)	(2,031)	(4%)	(1,942)	-	(4%)
Accretion on Financial Liabilities	(21)	(15)	-	(36)	(60)	(40%)	(36)	-	(40%)
Financing Charges	(17)	(7)	-	(24)	(16)	50%	(24)	-	50%
Capitalized Interest	251	53	-	304	207	47%	304	-	47%
<b>Total Financing Costs</b>	<b>(519)</b>	<b>(1,229)</b>	<b>(54)</b>	<b>(1,698)</b>	<b>(1,900)</b>	<b>(11%)</b>	<b>(1,698)</b>	<b>-</b>	<b>(11%)</b>
Other Income (Expenses), Net									
Gain on Rocket Investment Valuation	-	-	3,350	3,350	-	-	3,350	-	-
Investment Impairment (includes Rocket Internet Impairment)	(60)	-	-	(60)	(339)	(82%)	(60)	-	(82%)
Others	72	711	(39)	358	396	(10%)	358	-	(10%)
<b>Other Income, Net</b>	<b>12</b>	<b>711</b>	<b>3,311</b>	<b>3,648</b>	<b>57</b>	<b>6,300%</b>	<b>3,648</b>	<b>-</b>	<b>6,300%</b>
<b>Interest Income</b>	<b>147</b>	<b>193</b>	<b>191</b>	<b>477</b>	<b>309</b>	<b>54%</b>	<b>404</b>	<b>73</b>	<b>31%</b>
<b>Gains on Derivative Financial Instruments, Net</b>	<b>312</b>	<b>218</b>	<b>-</b>	<b>530</b>	<b>282</b>	<b>88%</b>	<b>530</b>	<b>-</b>	<b>88%</b>
<b>Foreign Exchange Gains (losses), Net</b>	<b>(553)</b>	<b>17</b>	<b>(606)</b>	<b>(1,142)</b>	<b>(397)</b>	<b>188%</b>	<b>(1,142)</b>	<b>-</b>	<b>188%</b>
<b>Total Other Income (Expenses)</b>	<b>(539)</b>	<b>(60)</b>	<b>2,824</b>	<b>1,889</b>	<b>(1,456)</b>	<b>230%</b>	<b>1,816</b>	<b>73</b>	<b>225%</b>



# Earnings Per Share (EPS)

	1Q2018 (PFRS 15)		1Q2017	
	Basic	Diluted	Basic	Diluted
<i>(Php in millions except EPS (in Php) and Shares (in mn))</i>				
Net Income Attributable to Equity Holders of PLDT	6,900	6,900	4,951	4,951
Dividends on Preferred Shares	(15)	(15)	(15)	(15)
<b>Net Income for the Period Attributable to Common Equity Holders of PLDT</b>	<b>6,885</b>	<b>6,885</b>	<b>4,936</b>	<b>4,936</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>31.87</b>	<b>31.87</b>	<b>22.84</b>	<b>22.84</b>
Core Income	6,003	6,003	5,329	5,329
Dividends on Preferred Shares	(15)	(15)	(15)	(15)
<b>Core Income Applicable to Common Shares</b>	<b>5,988</b>	<b>5,988</b>	<b>5,314</b>	<b>5,314</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>27.72</b>	<b>27.72</b>	<b>24.60</b>	<b>24.60</b>

# Balance Sheet

<i>(Php in millions)</i>	Consolidated	
	March 31, 2018	December 31, 2017
<b>Total Assets</b>	<b>467,656</b>	<b>459,444</b>
<b>Nominal Value of Total Long-Term Debt</b>	<b>172,751</b>	<b>173,136</b>
<i>in US\$</i>	<b>\$3,306</b>	<b>\$3,466</b>
<b>Less: Unamortized Debt Discount</b>	<b>512</b>	<b>525</b>
<b>Total Long-Term Debt</b>	<b>172,239</b>	<b>172,611</b>
<b>Cash and Short-Term Investments</b>	<b>37,920</b>	<b>33,979</b>
<b>Net Debt <sup>(1)</sup></b>	<b>134,831</b>	<b>139,157</b>
<b>Equity</b>	<b>113,422</b>	<b>111,183</b>
<b>Total Debt<sup>(2)</sup>/Equity</b>	<b><u>1.52x</u></b>	<b><u>1.56x</u></b>
<b>Net Debt<sup>(1)</sup>/Equity</b>	<b><u>1.19x</u></b>	<b><u>1.25x</u></b>
<b>Total Debt<sup>(2)</sup>/EBITDA<sup>(3)</sup></b>	<b><u>2.61x</u></b>	<b><u>2.62x</u></b>
<b>Net Debt <sup>(1)</sup>/EBITDA<sup>(3)</sup></b>	<b><u>2.04x</u></b>	<b><u>2.10x</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>	2016	2017	1Q2018
Debt Balance	3,730	3,466	3,306
Cash and Short-Term Investments	833	668	726
<b>Net Debt</b>	<b>2,897</b>	<b>2,798</b>	<b>2,580</b>

## Interest-Bearing liabilities

<i>(US\$ in millions)</i>	March 31, 2018			December 31, 2017	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	Face Value	
<b>Debt</b>					
PLDT	\$2,045	\$5	\$2,050	\$2,212	(\$162)
Smart	1,251	5	1,256	1,254	2
DIGITEL	-	-	-	-	-
<b>Total Debt</b>	<b>\$3,296</b>	<b>\$10</b>	<b>\$3,306</b>	<b>\$3,466</b>	<b>(\$160)</b>

# Foreign Exchange Risk<sup>(1)</sup>

## Forex Impact on Core Income

Forex sensitivity for every P1 change (in US\$ millions)	Conso - net of Elim
<b>US\$ Revenues*</b>	<b>110.9</b>
<b>US\$ Expenses</b>	<b>(51.5)</b>
Cash Opex*	(40.5)
Cost of Sales and Services	(5.6)
Financing Costs	(5.4)
US\$ Income before tax	<b>59.4</b>
Tax effect	17.8
<b>Core Earnings</b>	<b>41.6</b>
<b>EBITDA</b>	<b>64.8</b>
	14.0
	2,565.1

\* 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)	503.2
Accounts Payable (net of ST Forwards/options)	257.5
Accrued Liabilities	153.3
Derivative Liabilities	0.4
Other Current & Non Current Liabilities	0.2
<b>Total US\$ denominated Liabilities</b>	<b>914.6</b>
Cash and Cash Equivalents	302.5
Short-term Investments	166.5
Trade and other receivables	245.7
Derivative Assets	9.4
Investment in Debt Securities, Advances & Others	58.6
<b>Total US\$ denominated Assets</b>	<b>782.7</b>
<b>Forex Revaluation for every P1 change</b>	<b>±131.9</b>

**Forex rate, 1Q 2018**  
**Forex rate, 1Q 2017**  
**% of Peso depreciation vs US\$**

**Ave.**  
**51.45**  
**50.01**  
**2.9%**

**Period End**  
**52.25**  
**50.22**  
**4.0%**

*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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