



LEVEL UP

**First Half 2020 Financial and Operating Results
Presentation**

6th August 2020

The image is a composite of two black and white photographs. The left half shows a powerful volcanic eruption with a massive plume of ash and smoke rising from a mountain into a cloudy sky. The right half shows a close-up of a young man wearing glasses and a white surgical face mask. He is also wearing a lanyard with a badge that partially reads 'UNIVERSITY OF THE PHILIPPINES'. The text 'It's been a challenging 1H for the country' is overlaid in white, bold, sans-serif font across the center of the image.

**It's been a challenging
1H for the country**



**We will keep
you connected**



THE PHILIPPINES' ONLY INTEGRATED TELCO



TO SERVE THE BROADBAND NEEDS OF ALL FILIPINOS



**MOBILE INTERNET
(LTE & 5G)**



**CONNECTING EVERY
FILIPINO**
69.1 M INDIVIDUALS



**MOBILE BROADBAND
(LTE & 5G)**



MOBILE PRODUCTIVITY
1.1 M INDIVIDUALS



**FIXED WIRELESS
(LTE & 5G)**



**AFFORDABLE HOME
INTERNET**
466K HOMES • 40K
ENTERPRISES



**FIXED WIRED
(VDSL & FTTH)**



**SUPERIORITY: FASTEST
UNLI**
2M HOMES • 124K
ENTERPRISES

Q2 2020 REVENUE PERFORMANCE



Q2 2020 delivered strong and sustained momentum despite the pandemic

Q2 2020 REVENUE PERFORMANCE

↑ Individual
+12%
+2.1B
19.6B

↑ Home
+8%
+0.8 B
10.0B

↑ Enterprise
+7%
+0.6 B
10.2B

1H 2020 REVENUE PERFORMANCE



With our Q2 Performance, we are ending 1H strong

1H 2020 REVENUE PERFORMANCE



FASTEST MOBILE & FIXED NETWORK



OOKLA OPENSIGNAL

COMMERCIAL LAUNCH



**We are leveling up
our Network**



NATIONWIDE FIBER MIGRATION



B E Y O N D

F I B E R

BEYOND CONNECTIVITY

You  Tube

facebook

 iWant

NETFLIX

 viu

HBO GO

GMA 

 NBA TV
Philippines


CPlay

EXPANDED VERTICAL SOLUTIONS TO TRANSFORM INDUSTRIES



Telecommuting



Online Shopping
& Payments



e-Learning



e-Health



Cyber Security

CAPEX FOR THE PAST 5 YEARS

P260.0B

P 70.0B for 2020



**IMPROVE NETWORK
QUALITY**

**STRENGTHEN DIGITAL
CONTENT & PLATFORMS**

**CHAMPION CUSTOMER
EXPERIENCE**

NO LEARNER LEFT BEHIND

DepED
DEPARTMENT OF EDUCATION

PLDT Smart
FOUNDATION

School
in a
Bag

Smart



MVP Group COVID-19 Response



TULONG KAPATID

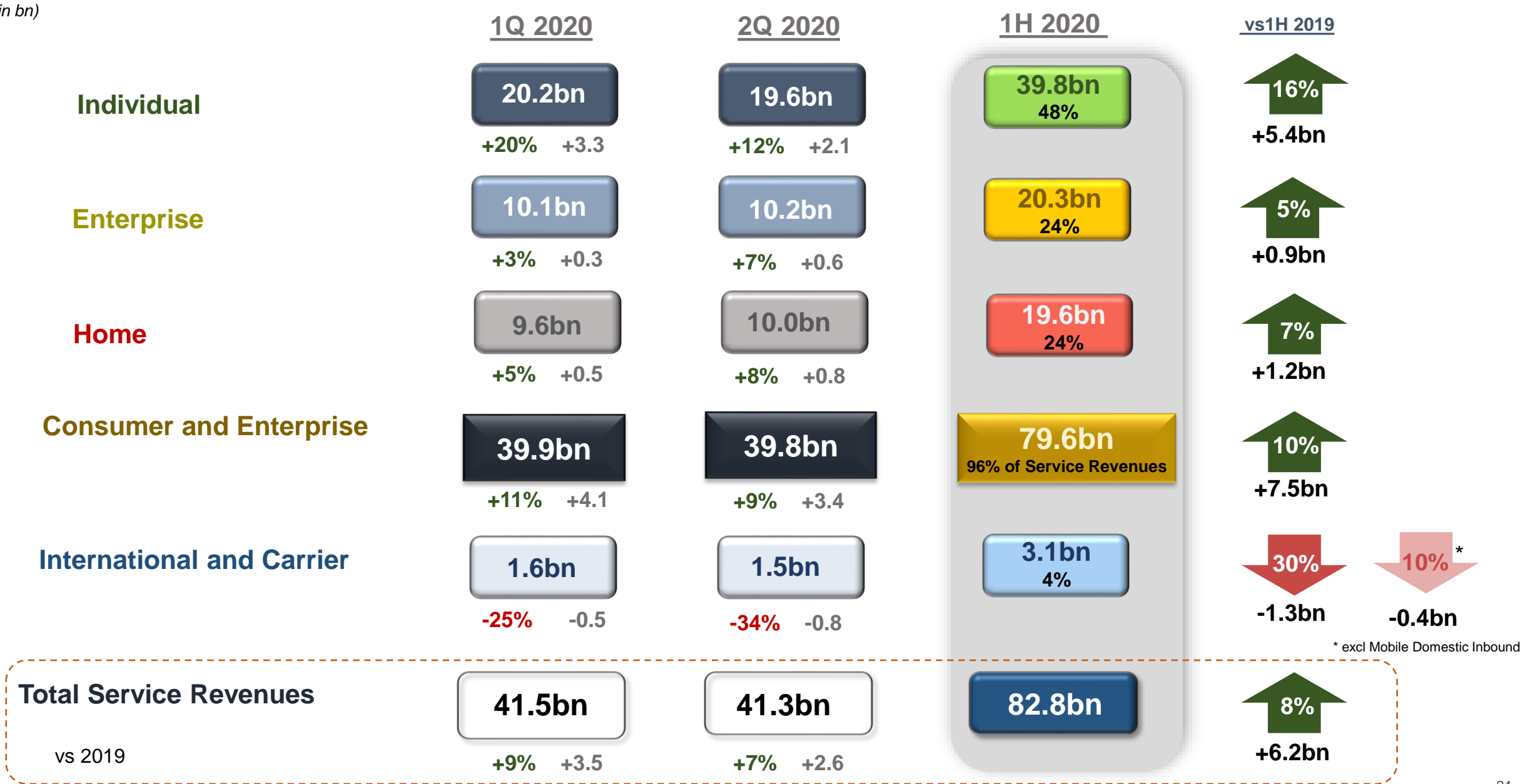
**WE GROW OUR BUSINESS
BY HELPING OUR CUSTOMERS
REBUILD THEIR LIVES**

1H2020 Financial Highlights

PLDT: Service Revenues (by Customer Segment)

2020 vs 2019

(Php in bn)



(Php in bn)

	<u>1H 2020</u>	<u>vs 1H 2019</u>
Service Revenues (net of interconnection costs)	82.8bn	 +6.2bn
Cash Opex, Subsidies, Provisions (ex-MRP)	39.6bn	 +2.9bn
EBITDA (ex-MRP)	43.2bn Margin: 52%	 +3.3bn
Depreciation & Amortization	21.2bn	 +2.5bn
Net Financing Costs	4.2bn	 +0.9bn
Telco Core	13.9bn	 +0.7bn
Reported Income	12.3bn	 +0.1bn

Consolidated Service Revenues: Strong 1H20 year-on-year growth, minimal impact of lockdown

(Php in bn)

P82.8bn

8%
+6.2bn
(vs 1H2019)

3%
+1.0bn

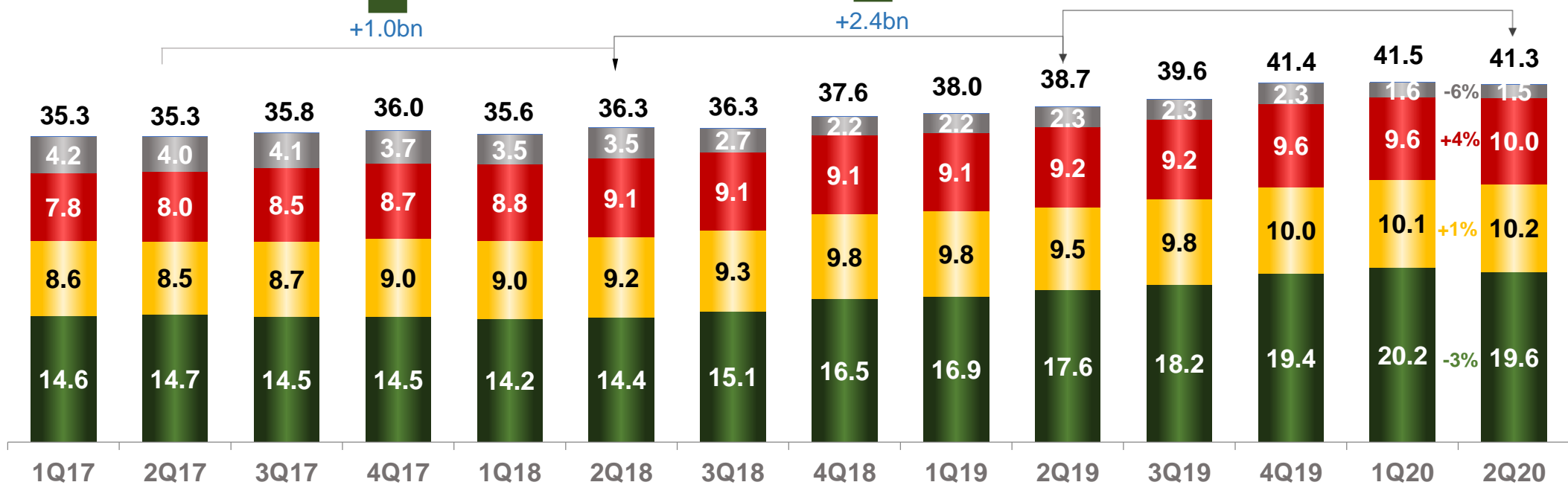
7%
+2.4bn

7%
+2.6bn

Affected by
Community
Quarantine

Y-o-Y %

-34%
+8%
+7%
+12%



YoY %									+7%	+7%	+9%	+10%	+9%	+7%
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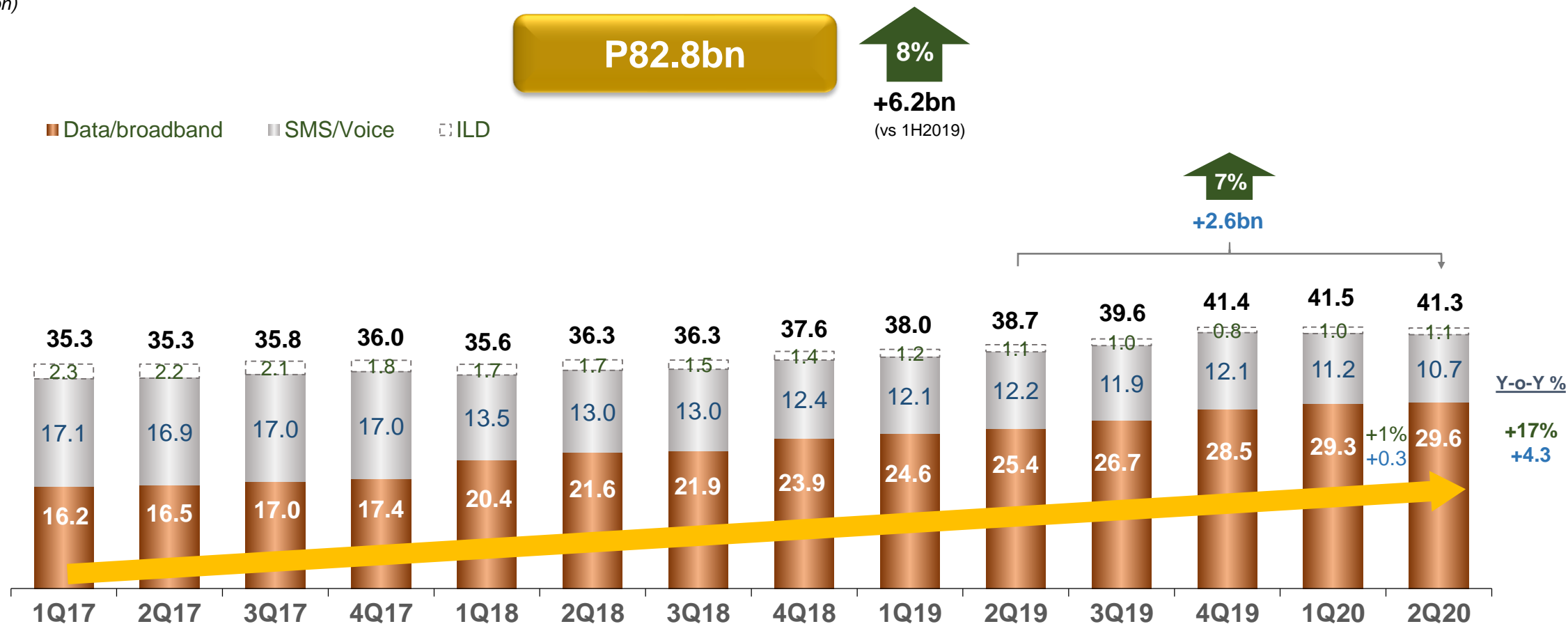
QoQ %									+1%	+2%	+2%	+5%	---	---
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■ Individual ■ Enterprise ■ Home ■ International ■ Others

Note: Net of interconnection costs

Historical Service Revenues: Data remains the main growth driver

(Php in bn)

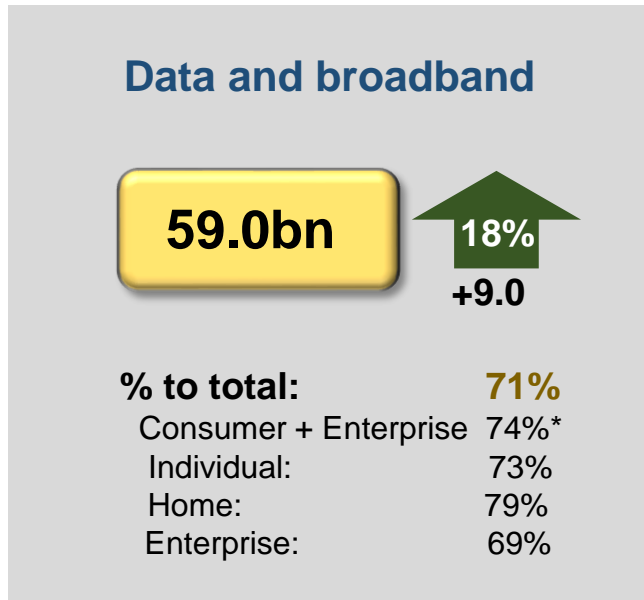


- **Excluding revenues from International Voice (Fixed and Wireless), 1H20 service revenues grew by 9% or P6.5bn**
 - Data revenues grew 18% or P9.0bn
- **COVID-19 related lockdowns starting mid-March marginally impacted 2Q20 revenues which were P0.1bn lower vis-à-vis 1Q20, but were higher by 7% year-on-year**
 - 2Q20 data revenues rose 17% or P4.3bn year-on-year and 1% or P0.3bn quarter-on-quarter

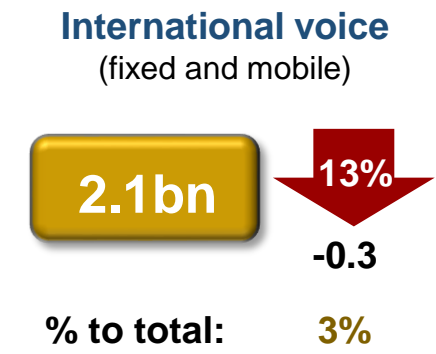
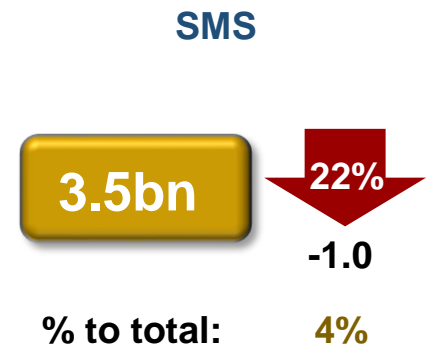
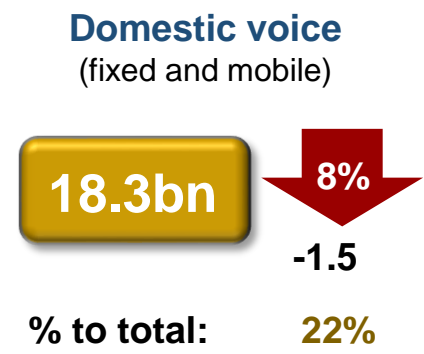
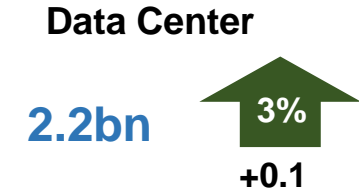
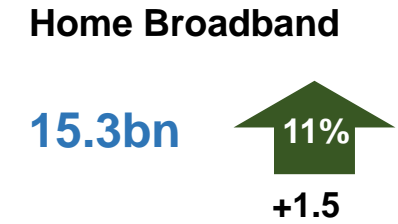
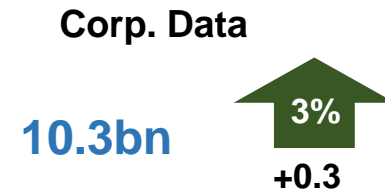
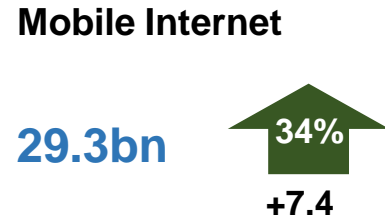
1H 2020 Service Revenues: Data is 71% of total revenues

(Php in bn)

(1H2020 vs 1H2019)

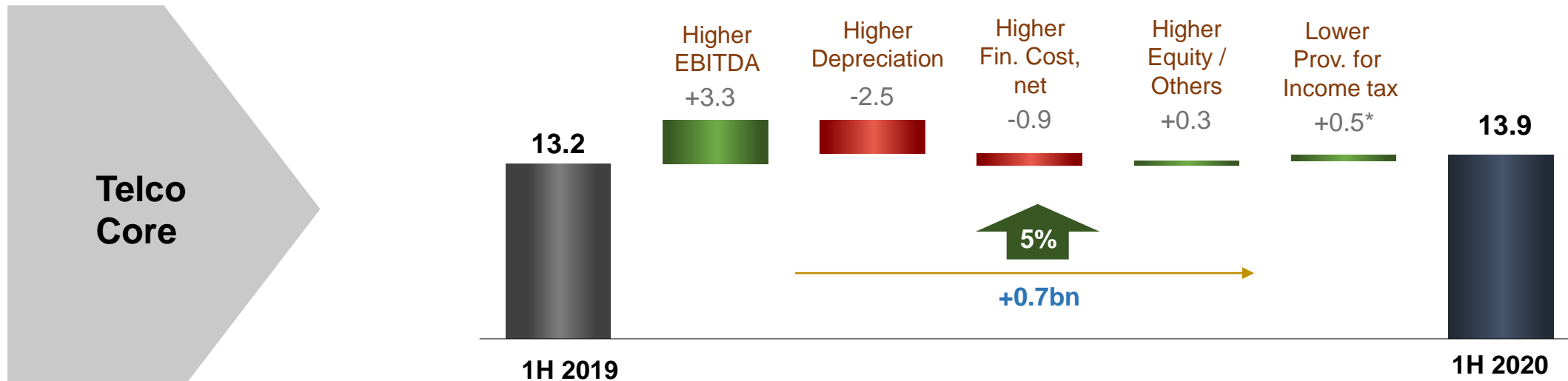
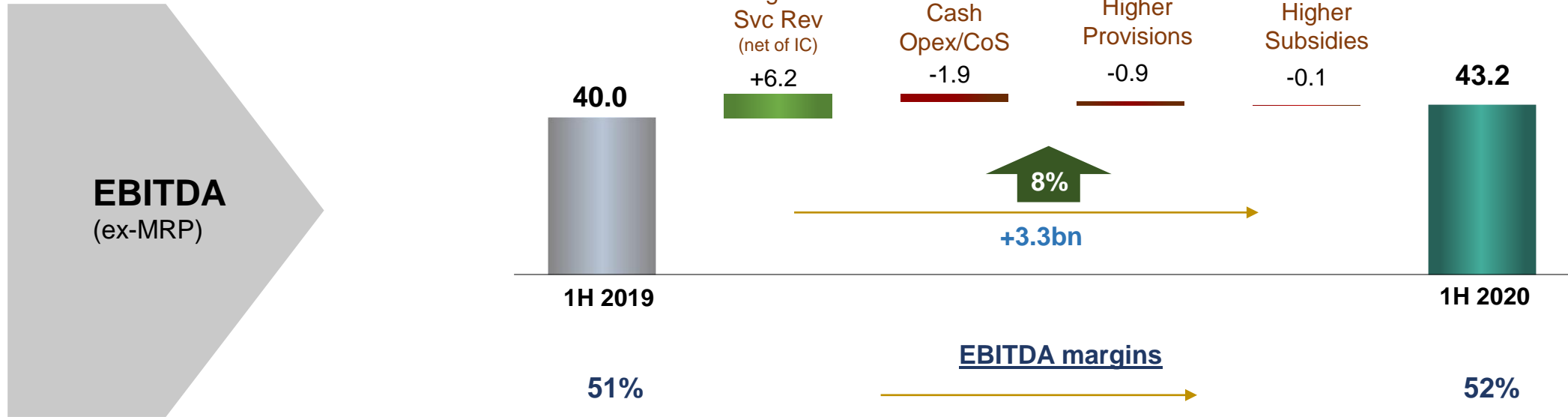


* excluding International & Carrier



Consolidated EBITDA (ex-MRP) and Telco Core: 1H 2020 vs 1H 2019

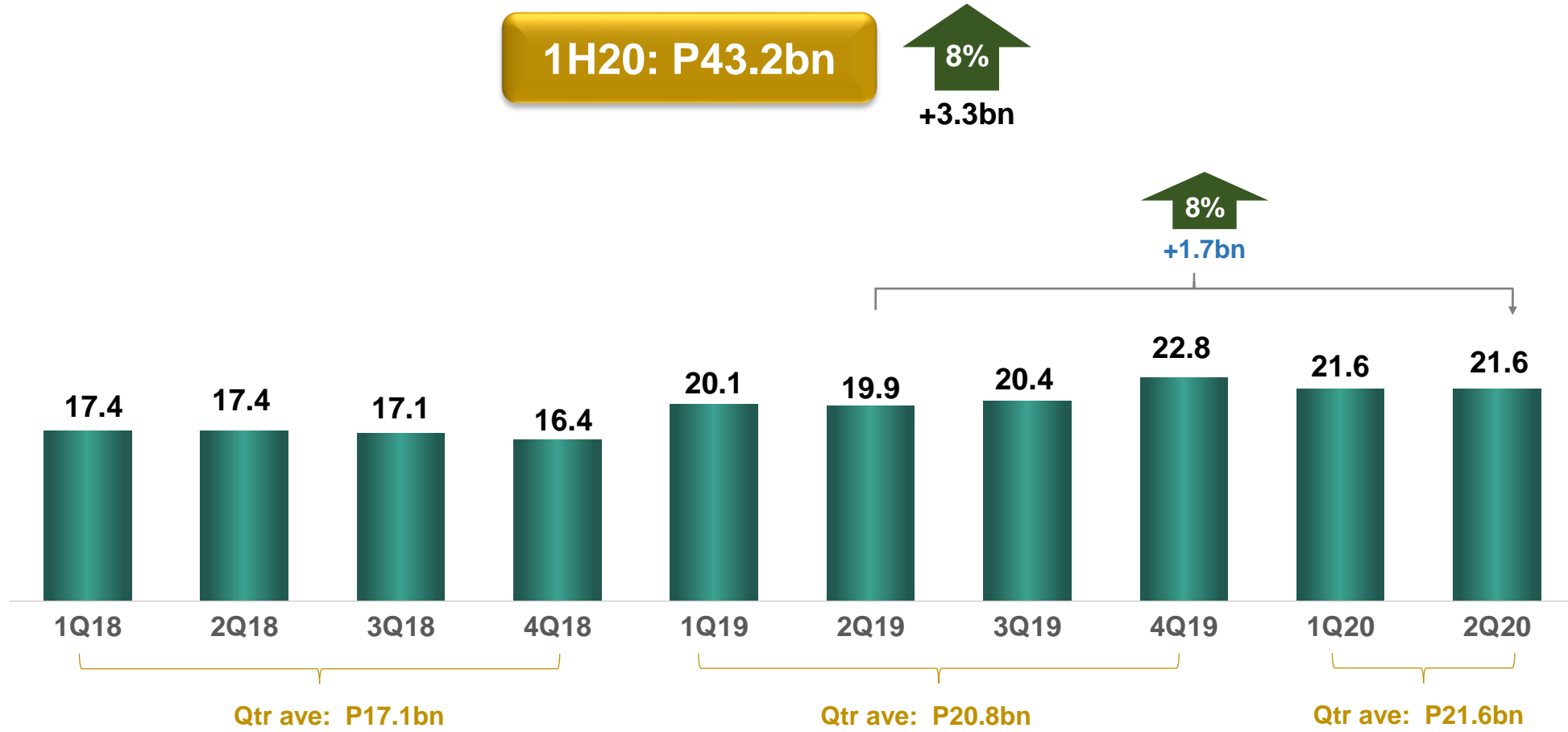
(Php in bn)



* with catch-up audit adjustment

Consolidated EBITDA (ex-MRP): 2Q20 stable vs 1Q20, 1H20 higher year-on-year

(Php in bn)

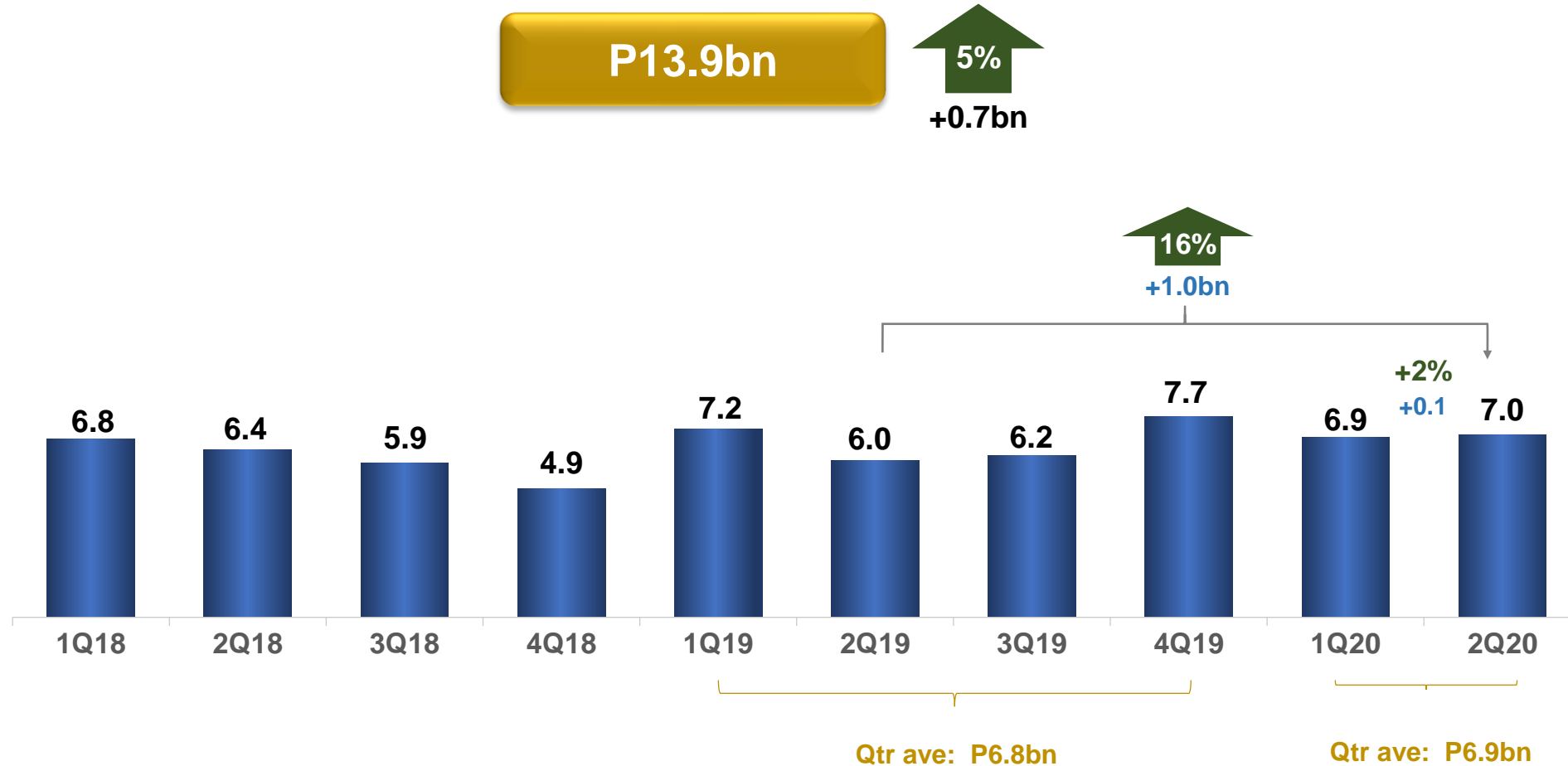


Margin:									
47%	46%	45%	43%	52%	50%	50%	54%	52%	52%

Note: PFRS16 starting 1Q19

Telco Core Income: 2Q20 higher quarter-on-quarter, 1H20 up vs 1H19

(Php in bn)



- **In light of the continuing impact of COVID-19, we are unable to provide firm earnings guidance for 2020**
 - Determination of impact dependent on many variables including: implementation of the government stimulus program, easing/re-imposition of lockdowns, among others
 - Aiming for 2020 telco core to be stable vis-à-vis 2019 at P27.0bn

Interim Cash Dividend Declared: 6 August 2020	P38/share	Record Date: 20 August 2020	Payment Date: 4 September 2020
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- In line with PLDT's dividend policy: 60% of 1H20 telco core earnings of P13.9bn
- Interim dividend of P36/share for 1H2019

Cash Dividends (1H 2020)	Core EPS	P64
	Dividend Payout	60%
	Dividends per share	P38
	Dividend Yield (annualized) <small>(end June 2020 closing share price: P1250)</small>	6.1%*

* 7.7% using end 2019 share price of P988

- **Priority in the use of available cash:**
 - Business requirements (mainly capex)
 - Deleveraging
- **Total PLDT dividends paid out since 2005 (incl 1H 2020): P440.6bn**

PLDT Group: Telco Core and Reported Income

(Php in bn)

1H 2020

Telco Core

13.9bn

5%

+0.7bn

Voyager Loss

(0.9bn)

-0.3bn

Telco Core + Voyager

13.0bn

3%

+0.4bn

Investment Impairment – iflix

0.6bn



iFlix fully impaired–
Tencent purchased iflix

Net Loss in FV of Investment – Rocket Internet

0.4bn



Valuation lower by P0.4bn from end
2019; Rocket stock price at €19.09
(end 1H20) vs €22.1 (YE19)

Reported Income

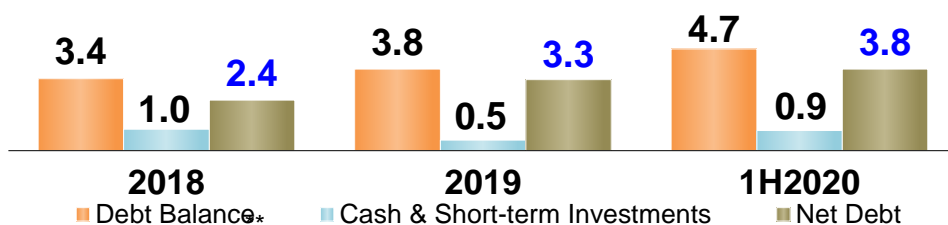
12.3bn

1%

+0.1bn

Debt Balance

(US\$ in billions)



Net Debt/EBITDA:
1.9x
2.0x
2.19x

* LTM (last twelve months), ex-MRP

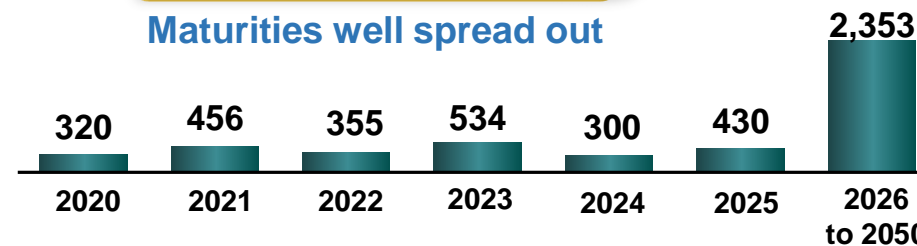
** Total debt based on nominal debt amount

Debt Maturities (gross)

(US\$ in millions, 30 June 2020)



Maturities well spread out



Debt maturities to total debt:						
7%	10%	7%	11%	6%	9%	50%



- **US\$ denominated: 19%** (YE19: 9%, 1Q20: 7%)
- **Unhedged: 4.4% or US\$0.2bn** (1Q20: 6.7%; taking into account our hedges and \$ cash allocated for debt)
- 85% are fixed-rate loans, while 15% are floating-rate loans
 - **Post-interest rate swaps: 89% fixed**, 11% floating
- **Average interest cost (pre-tax): 4.78%** (FY19: 4.8%)

- **Issued \$600m dual tranche Senior Unsecured Notes on June 23 (listed on the SGX on June 24)**
 - Coupon rates: long 10-year (2.5%) and 30-year (3.45%)
 - 1st ever 30-year offering of non-government entity out of the Philippines
 - 17x oversubscribed
- **As of end June 2020, P14bn out of P40bn signed long-term bank facilities remained undrawn**
- **Short-term debt availment of P10.0bn was paid in June 2020**
- **Debt maturities continue to be well spread out**
 - Issuance of 30-year bond extended debt maturity profile wherein 50% of total debt to mature beyond 2025 (from 41% in 1Q20)
- **PLDT ratings remain at investment grade: S&P (BBB+), Moody's (Baa2), Fitch (BBB)**

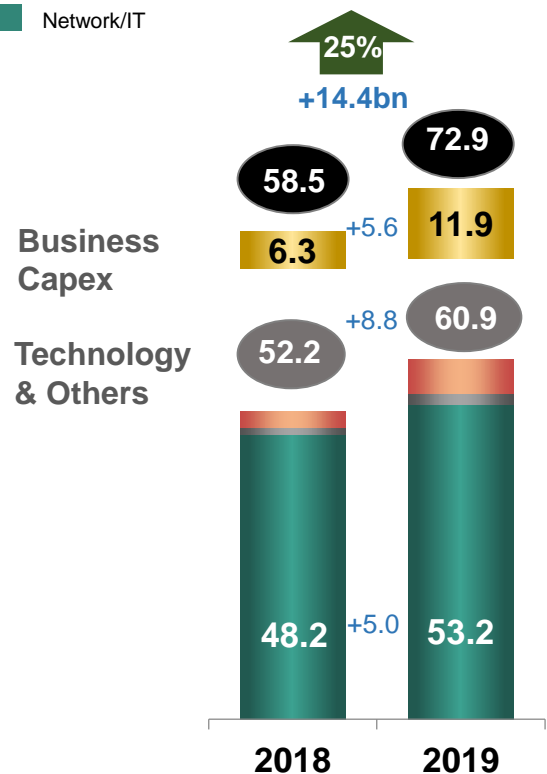
(Php in bn)

**Total Capex Investments
(2011 – 1H2020)
P420.3bn**

**Capex (1H2020)
P31.5bn (vs P32.7bn LY)**
(P27.2bn Tech/IT; P4.3bn business capex)

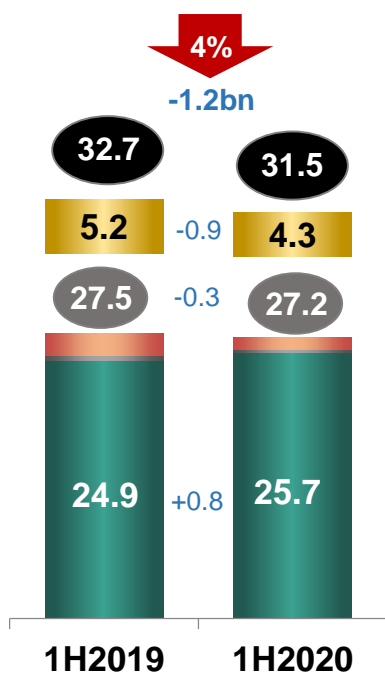
**Capex 2020 forecast
Up to P70bn**

Business Capex
Network/IT



Capex to Service Revenues:
2018: 38%
2019: 45%

EBITDA (exMRP) less Capex:
2018: P9.8bn
2019: P10.2bn



1H2019: 42%
1H2020: 38%

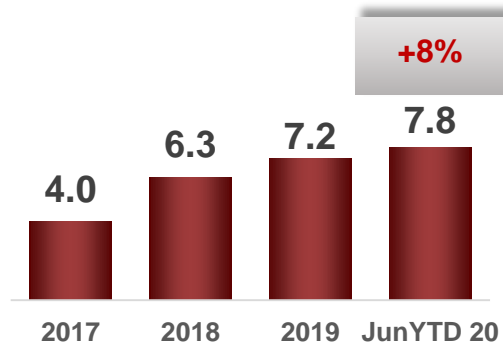
1H2019: P7.3bn
1H2020: P11.7bn

- **Original capex guidance for 2020: P83.0bn consisting of:**
 - Network/IT capex: P64.6bn (to support growing data traffic)
 - Business capex: P18.5bn (for broadband installations)
- **Anticipating capex of up to P70bn for 2020 – similar to 2019 level despite mobility challenges during the quarantine period**
 - Acceleration of network rollout post-ECQ underway
 - P70bn capex to consist of:
 - ✓ Network/IT capex: P48bn
 - ✓ Business capex: 13bn
 - ✓ Data centers/others: 9bn
 - Projects to be prioritized in 2H20:
 - ✓ LTE expansion
 - ✓ Transport/backhaul roll-out
 - ✓ ADSL upgrade to fiber
 - Capex-to-service revenues for FY20 anticipated at around 40-41%
- **PLDT fixed and wireless networks passed ‘ECQ stress test’**
 - Able to handle the sharp increase of up to 25% in network traffic
 - Congestion in international links experienced early in the ECQ was addressed
 - Some 2G spectrum repurposed to LTE for additional capacity
 - Service remained largely uninterrupted
- **Smart 5G launch on 30 July 2020: available in selected CBDs and high traffic areas for Smart Signature, Infinity and other postpaid subscribers**
- **Total capex investment over last 5 years (2015-19): P260bn or 33% of service revenues**

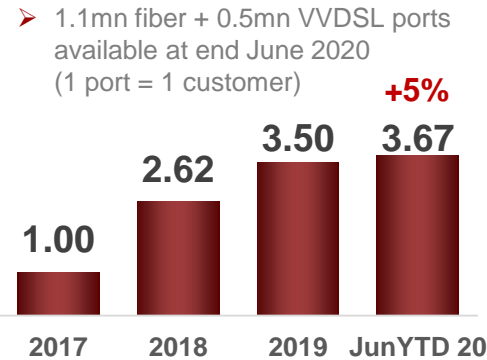
Fixed Fiber and Wireless Network: Selected Highlights

Extensive Fixed Network Rollout

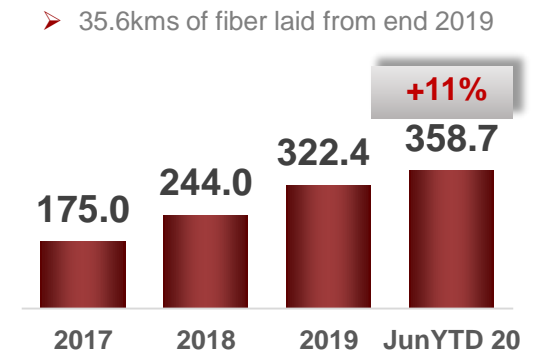
TOTAL HOMES PASSED
(Million Homes)



TOTAL CAPACITY
(Million Ports)



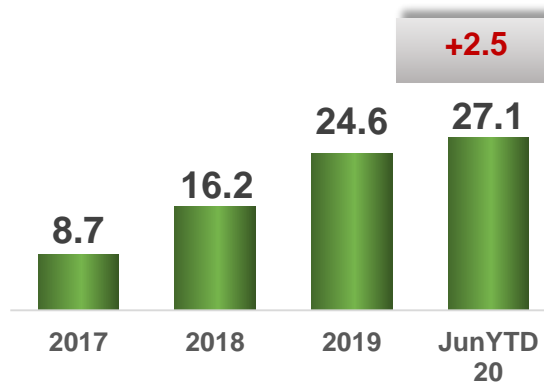
TOTAL FIBER FOOTPRINT
(Thousand Cable Kilometers Laid)



Wireless Network Rollout (LTE and 3G)

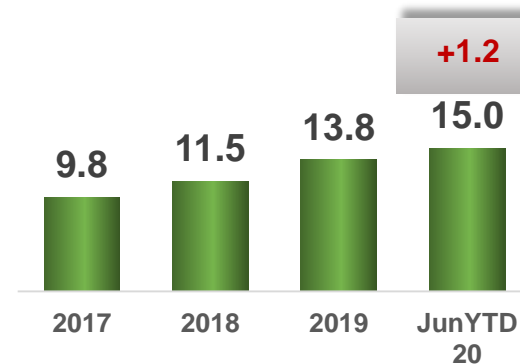
LTE/4G BTS

(in thousands)



➤ Additional 1.1K 4G BTS from end March 2020

3G BTS

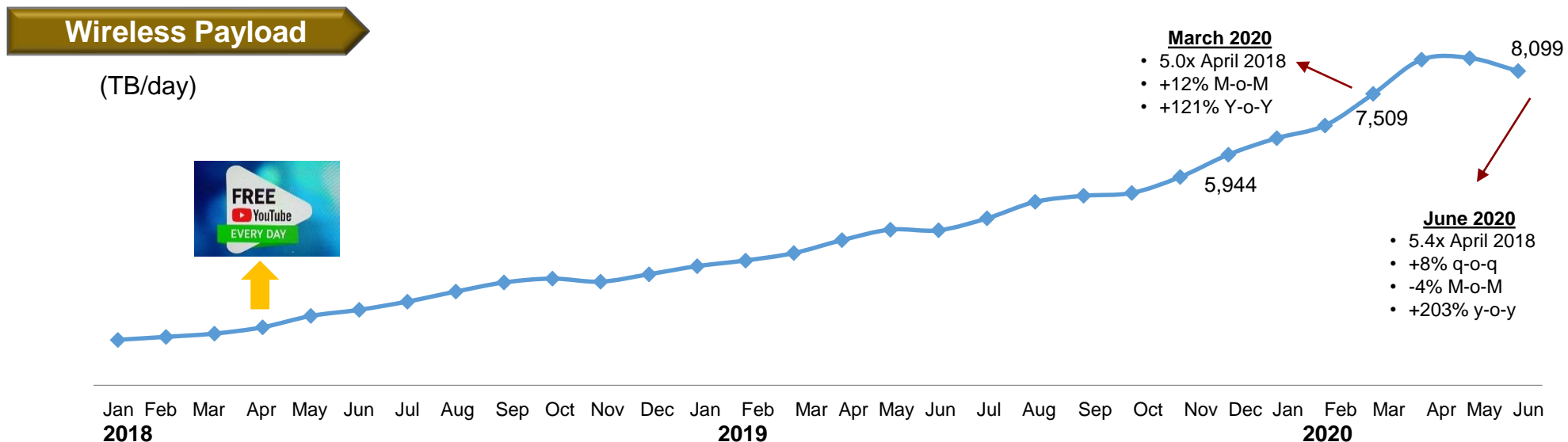


➤ 0.6K 3G BTS were added from end March 2020

Coverage

Population coverage at end June 2020:

- 95% 4G+3G
- 96% 2G+3G+4G



➤ **Smart's strong network performance vs Globe maintained, based on OpenSignal results in JP Morgan Report (23 July 2020)**

Period: Mar – May 2020

		Results		
			Smart	Globe
Availability	LTE	% of time	87.27	81.6
Download Speed	LTE	Mbps	9.96	8.21
	3G	Mbps	2.72	2.48
Latency	LTE	in ms	54.42	53.54
	3G	in ms	87.01	95.46

Draw

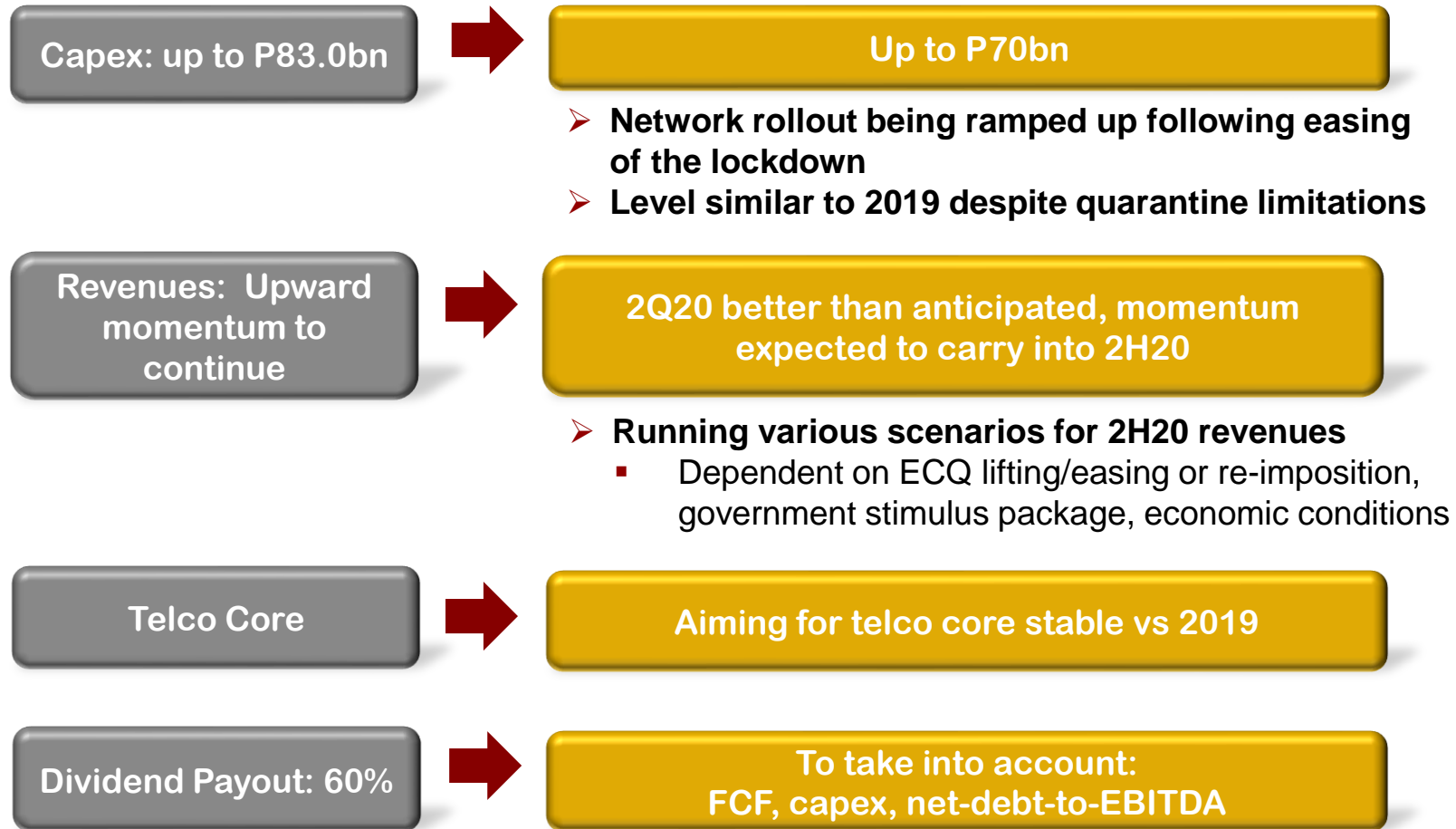
➤ **Latest Ookla SpeedTest® results for the Philippines covering first half 2020:**

- PLDT: fastest fixed line network
- Smart: fastest mobile network

Ookla SpeedTest® Results							
			PLDT	Smart	Globe	Sky	Converge
Fixed Broadband	Speed Score		24.79		9.17	15.58	21.53
	Download Speed	Mbps	70.54		34.23	40.14	37.89
	Upload Speed	Mbps	85.38		12.65	9.59	40.36
Mobile Internet	Speed Score			18.33	12.35		
	Download Speed	Mbps		15.94	11.96		
	Upload Speed	Mbps		7.57	4.03		

PLDT Group: Latest views for 2020

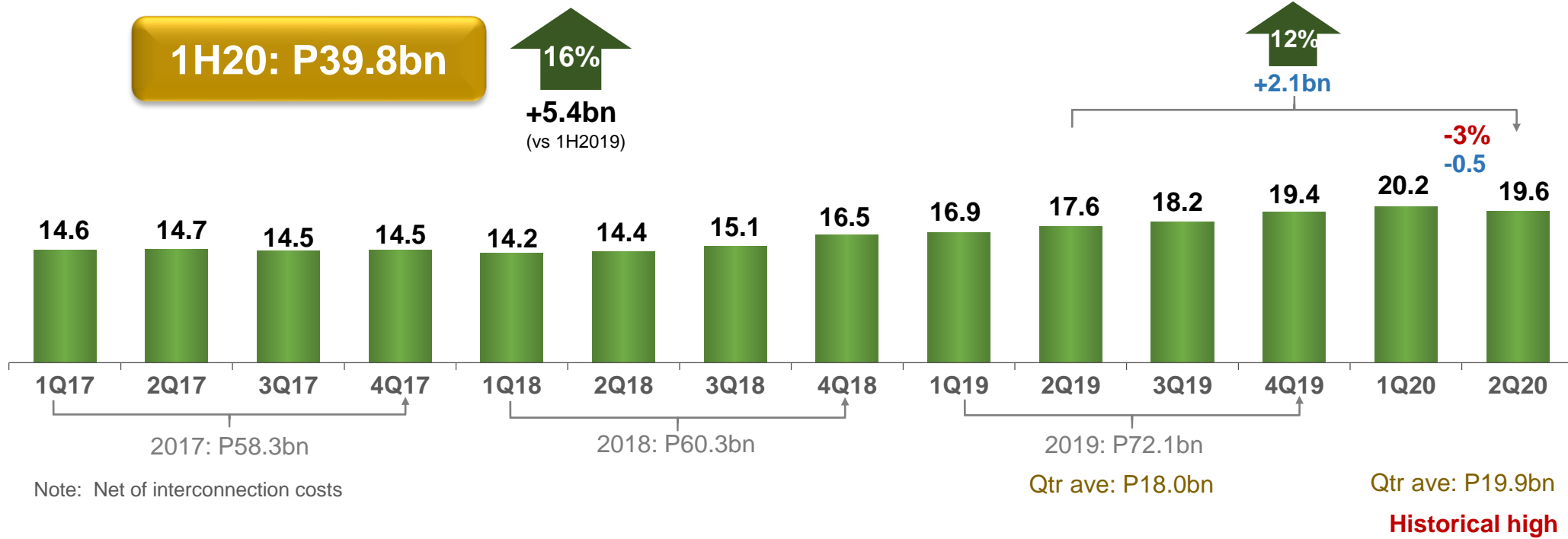
- For full year 2020, many variables need to be considered, some of which are yet unknown
- Based on limited visibility to-date and certain assumptions, below are some updated views for the year:



Other Details

Individual: Double digit year-year growth in 2Q20 despite impact of COVID-19 lockdown

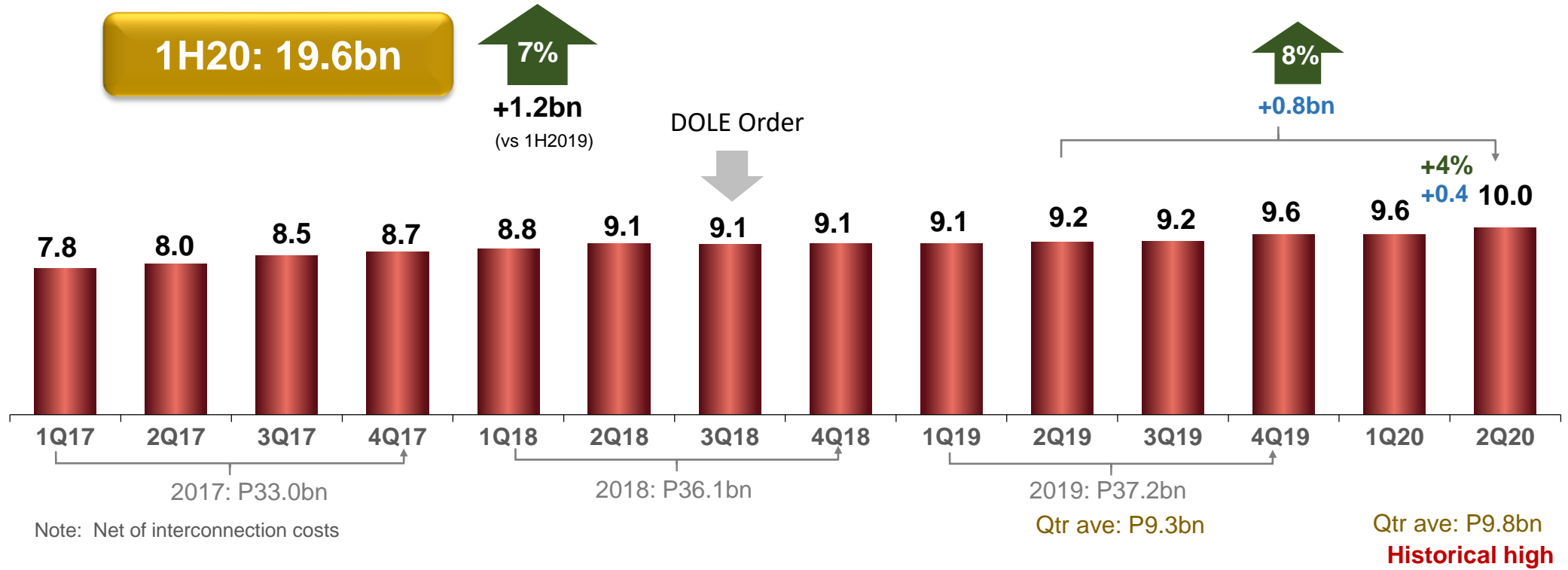
(Php in bn)



- **All time highest average daily top-up was recorded in June 2020**
- **Data revenues in 1H20 at 73% of total individual revenues from 66% in 1H19 and 45% in 1H18**
 - 73% of handsets on the network are smartphones (64% LTE; 9% 3G)
 - Nearly 50% of our subscribers are regular data users
- **Mobile traffic for 1H20 at 1,368PB (1.3 Exabytes) – more than double the traffic in 1H19 and a 94% increase from 2H19**
 - 2Q20 traffic of 756PB was higher by 24% from 1Q20; by 49% from 4Q19; and 107% from 2Q19

Home: 2Q20 revenues registered year-on-year and quarter-on-quarter improvements

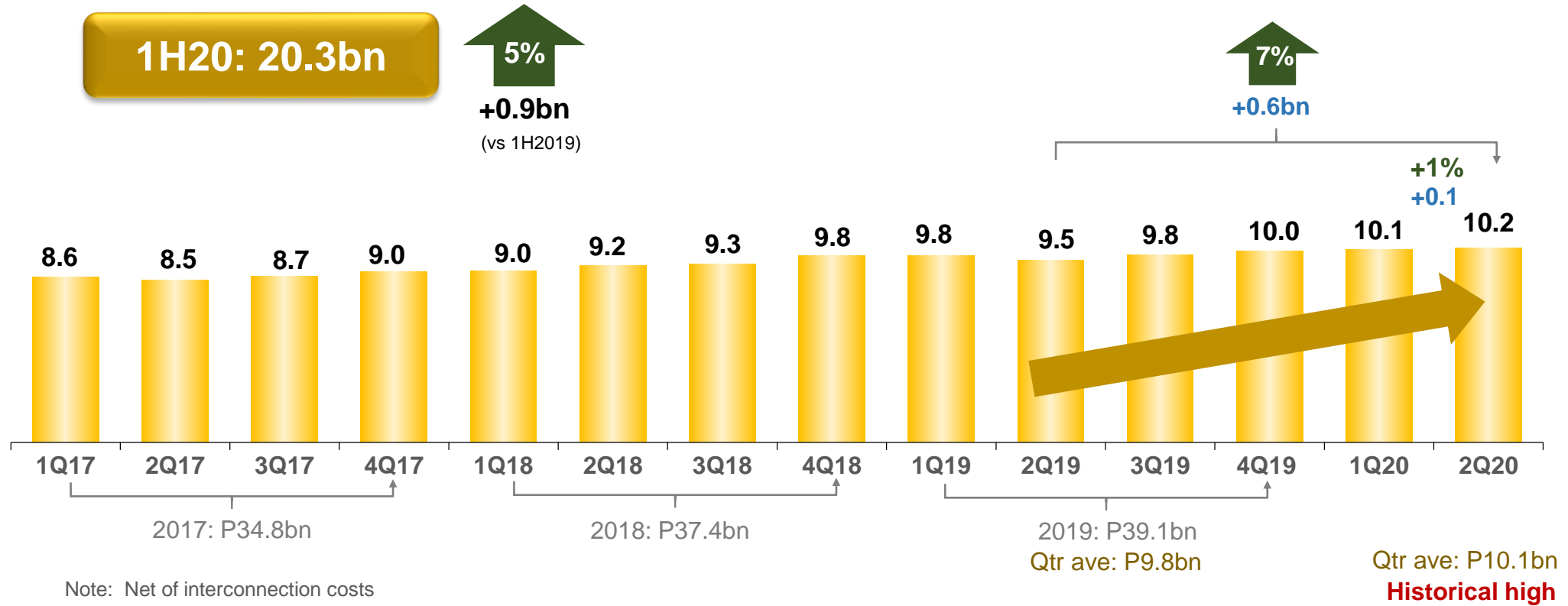
(Php in bn)



- Demand for home broadband bolstered further by COVID-19 related lockdown
- Rise in revenues due to:
 - Ramp up of installation capability back to pre-lockdown levels after limited mobility hampered ability to install during the lockdown
 - Rise in prepaid fixed wireless broadband sales
- PLDT's fixed line network was named by Ookla as the Philippines' fastest fixed internet network

Enterprise: Revenues rose 1% in 2Q20 despite COVID-19

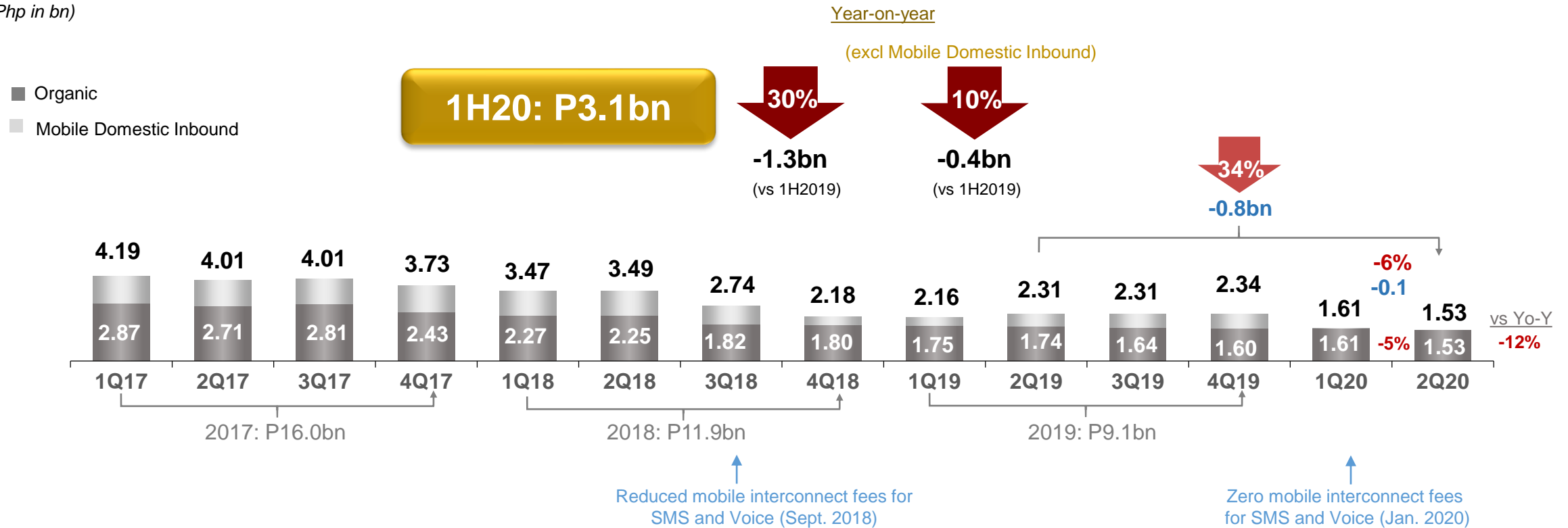
(Php in bn)



- **Four quarters of sequential growth, with last two quarters remaining above the P10.0bn level**
- **Despite the COVID-19 related lockdown, revenues in 2Q20 registered a 1% growth over 1Q20**
 - Demand to support for work-from-home arrangements contributed to increase
 - SMEs negatively impacted by ECQ
- **Emerging opportunities in e-learning, telemedicine, and continued work-from-home post-ECQ**

International/Carrier: Revenue declines moderating

(Php in bn)



➤ Excluding mobile domestic inbound revenues, organic revenues for 1H20 of P3.1bn lower by P0.4bn year-on-year

PLDT Group Subscriber Base

(in mn)



Note: Subscriber count impacted by NTC directive to extend prepaid load validity to 1-year effective 1 Jan and July 2018

PayMaya:

Only End-to-End Digital Payments Enabler in the Philippines

Enterprise

Biggest Acquirer for eCommerce and “Everyday” merchants

Groceries, Pharma, Gas,
Quick-Service Restaurants

Fastest way for MSMEs to have Digital QR

Self-onboarding via PayMaya Negosyo

Default Payment Enabler for Government

Over 50 gov't agencies
and LGUs enabled



Consumer

Fastest way to get an account

Download, register, upgrade in app

Widest Add Money and Cash-out Touchpoints

Over 40,000 Add Money Touchpoints
Cash-out in over 50K on-ground network
of Bancnet ATMs and agents

Global payment acceptance

Pay in over 40M Visa and Mastercard
merchants worldwide

Agent Network

Widest Digital Remittance Network

Enabling over 30K Smart Padala agents
Covering 92% of cities and municipalities

PayMaya: Enabling End-to-End Cashless Solutions for the "New Normal"

PayMaya volumes across consumer and enterprise business grew over 2x YoY

PayMaya Enterprise:

Enabling 'everyday' merchants

- **Total Enterprise volume** grew 2X YoY.
- **Digitizing MSMEs, freelancers, professionals** via self-onboarding process
- Started disbursement of **DSWD Social Amelioration Program** to beneficiaries in select regions nationwide
- Exponential growth in payment volumes for **Government Agencies such as the BIR, SSS, Bureau of Customs, DFA, DTI, DA and various local governments** accepting cashless payments through PayMaya's platforms

PayMaya App:

Conduit for essential transactions

- **Total volume** grew by 3.5X
- Strong growth in **Money movement transaction volumes** at 5X YoY
- **Purchase of digital goods** such as airtime load grew by 2.5x YoY.
- **Bills payment** grew by almost 3X YoY
- **Gov't cash aid** disbursed directly to PayMaya account holders
- **More than P25M raised for #OneAgainstCOVID19 donation platform** for over 40 partners

Smart Padala:

Last mile financial services

- **Over 30K** Smart Padala partner agent touchpoints nationwide serving as **frontliners for eMoney industry**
- **Surge** in domestic remittance transactions - at 2X YoY - from PayMaya and Smart Padala as people seek more accessible channels during ECQ
- **Most pervasive cash out centers** for critical government financial assistance such as DSWD as well as personal remittances

Appendix

Mobile Subscribers by Category:

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Net Adds (Reductions)				
						2Q20 vs 2Q19		2Q20 vs YE19		
Mobile Subscriber Base ⁽¹⁾										
Prepaid	67,738,421	70,590,758	70,721,789	69,012,106	65,151,418	2,587,003	4%	(2,983,368)	-4%	
Smart Prepaid	23,413,304	24,830,033	25,866,195	25,240,171	23,734,790	(321,486)	-1%	(2,452,891)	-9%	
Sun Prepaid	5,686,892	6,889,658	6,547,231	6,152,209	5,837,580	(150,688)	-3%	(860,339)	-13%	
TNT	38,638,225	38,871,067	38,308,363	37,619,726	35,579,048	3,059,177	9%	329,862	1%	
Postpaid	2,447,068	2,484,869	2,396,366	2,439,182	2,396,228	50,840	2%	50,702	2%	
Smart Postpaid	1,489,015	1,476,694	1,469,407	1,485,550	1,469,847	19,168	1%	19,608	1%	
Sun Postpaid	958,053	1,008,175	926,959	953,632	926,381	31,672	3%	31,094	3%	
Total Mobile Subscribers	70,185,489	73,075,627	73,118,155	71,451,288	67,547,646	2,637,843	4%	(2,932,666)	-4%	

Mobile Subscribers by Brand:

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Net Adds (Reductions)				
						2Q20 vs 2Q19		2Q20 vs YE19		
Mobile Subscriber Base ⁽¹⁾										
Smart	24,902,319	26,306,727	27,335,602	26,725,721	25,204,637	-302,318	-1%	(2,433,283)	-9%	
Smart Prepaid	23,413,304	24,830,033	25,866,195	25,240,171	23,734,790	-321,486	-1%	(2,452,891)	-9%	
Smart Postpaid	1,489,015	1,476,694	1,469,407	1,485,550	1,469,847	19,168	1%	19,608	1%	
TNT	38,638,225	38,871,067	38,308,363	37,619,726	35,579,048	3,059,177	9%	329,862	1%	
Sun Cellular	6,644,945	7,897,833	7,474,190	7,105,841	6,763,961	-119,016	-2%	(829,245)	-11%	
Sun Prepaid	5,686,892	6,889,658	6,547,231	6,152,209	5,837,580	-150,688	-3%	(860,339)	-13%	
Sun Postpaid	958,053	1,008,175	926,959	953,632	926,381	31,672	3%	31,094	3%	
Total Mobile Subscribers	70,185,489	73,075,627	73,118,155	71,451,288	67,547,646	2,637,843	4%	(2,932,666)	-4%	

⁽¹⁾ Includes Mobile Broadband subscribers

Fixed Line Subscribers

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Net Adds (Reductions)			
						2Q20 vs 2Q19		2Q20 vs YE19	
Fixed Line Subscribers	2,917,641	2,801,187	2,765,209	2,727,035	2,711,411	206,230	8%	152,432	6%

Broadband Subscribers

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Net Adds (Reductions)			
						2Q20 vs 2Q19		2Q20 vs YE19	
BROADBAND									
Fixed Line Broadband ⁽¹⁾	2,105,140	1,986,783	1,931,333	1,878,983	1,841,147	263,993	14%	173,807	9%
Fixed Wireless Broadband	504,026	296,005	230,151	212,031	200,799	303,227	151%	273,875	119%
Total Broadband Subscribers	2,609,166	2,282,788	2,161,484	2,091,014	2,041,946	567,220	28%	447,682	21%

⁽¹⁾Includes Corporate Fixed Broadband Subscribers

Mobile ARPU, Net⁽¹⁾ :

	2020		2019			
	1Q	2Q	1Q	2Q	3Q	4Q
Smart Postpaid	804	816	796	813	809	806
Smart Prepaid	112	110	118	118	114	114
TNT	71	76	67	67	67	74
Sun Postpaid	377	386	423	418	401	403
Sun Prepaid	66	67	77	73	76	75

⁽¹⁾ Includes Mobile Broadband subscribers

Broadband ARPU, Net :

	2020		2019			
	1Q	2Q	1Q	2Q	3Q	4Q
Fixed Line Broadband	1,436	1,372	1,408	1,424	1,430	1,466
Fixed Wireless Broadband	495	644	725	710	618	545

1H2020: Consolidated Financial Highlights

(Php in millions)	1H2020				1H2019	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Service Revenues ⁽¹⁾	47,190	45,951	-	83,482	78,356	7%
Cash Operating Expenses ⁽²⁾	16,165	24,627	7	34,377	33,372	3%
Subsidies and Cost of Services	676	1,712	-	2,363	2,674	(12%)
Provisions and Others	1,337	2,239	1	3,577	2,644	35%
EBITDA	29,012	17,373	(8)	43,165	39,666	9%
EBITDA Margin ⁽³⁾	61%	38%	-	52%	51%	
EBITDA (exMRP)	29,028	17,402	(8)	43,210	39,958	8%
EBITDA (exMRP) Margin ⁽³⁾	62%	38%	-	52%	51%	
Depreciation and Amortization	15,804	8,294	-	20,897	18,903	11%
Financing Costs, Net	(3,519)	(2,713)	-	(4,838)	(4,285)	13%
Other Income	427	1,908	(991)	2	625	(100%)
Income (Loss) before Income Tax	10,221	8,862	(2,005)	17,119	17,071	-
Provision (Benefit from) for Income Tax	2,337	2,403	(217)	4,696	4,836	(3%)
Net Income (Loss) Attributable to Equity Holders of PLDT	7,885	6,315	(1,788)	12,280	12,207	1%
Core income	7,867	6,163	(913)	12,981	12,320	5%

(1) Service Revenues, gross of interconnection costs

Service revenues, gross of interconnection costs	47,190	45,951	-	83,482	78,356	7%
Interconnection costs	252	4,406	-	641	1,701	(62%)
Service revenues, net of interconnection costs	46,938	41,545	-	82,841	76,655	8%

(2) Cash Operating Expenses includes interconnection costs

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

Consolidated Service Revenues

(Php in millions)	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
Fixed Line	18,543	18,729	37,272	18,199	17,955	36,154	18,356	18,602	36,958	73,112	3%	4%
LEC	3,513	3,719	7,232	3,698	3,648	7,346	3,583	3,607	7,190	14,536	(2%)	2%
Fixed Line Voice - International	540	573	1,113	758	712	1,470	838	575	1,413	2,883	(24%)	(20%)
Fixed Line Voice - Domestic (NLD)	527	416	943	578	657	1,235	621	615	1,236	2,471	(24%)	(37%)
Home Broadband	7,492	7,823	15,315	6,828	6,971	13,799	7,070	7,438	14,508	28,307	11%	12%
Corporate Data and Data Center	6,400	6,080	12,480	6,231	5,861	12,092	6,148	6,240	12,388	24,480	3%	4%
Corporate data and leased lines	5,246	5,074	10,320	5,143	4,852	9,995	5,126	5,232	10,358	20,353	3%	5%
Data Center and IT	1,154	1,006	2,160	1,088	1,009	2,097	1,022	1,008	2,030	4,127	3%	-
Miscellaneous	71	118	189	106	106	212	96	127	223	435	(11%)	11%
Wireless	23,254	22,956	46,210	20,593	21,609	42,202	22,296	23,745	46,041	88,243	9%	6%
Mobile Services	23,198	22,917	46,115	20,476	21,490	41,966	22,200	23,657	45,857	87,823	10%	7%
Mobile Voice	5,543	5,219	10,762	5,989	6,062	12,051	5,976	5,986	11,962	24,013	(11%)	(14%)
Mobile Voice - Domestic	4,875	4,484	9,359	5,167	5,324	10,491	5,306	5,473	10,779	21,270	(11%)	(16%)
Mobile Voice - International	668	735	1,403	822	738	1,560	670	513	1,183	2,743	(10%)	-
SMS	1,806	1,724	3,530	2,582	2,559	5,141	2,367	2,398	4,765	9,906	(31%)	(33%)
Mobile Data	15,452	15,752	31,204	11,581	12,538	24,119	13,491	14,856	28,347	52,466	29%	26%
Mobile Internet	14,597	14,758	29,355	10,486	11,497	21,983	12,500	13,916	26,416	48,399	34%	28%
Mobile Broadband	668	703	1,371	901	837	1,738	805	774	1,579	3,317	(21%)	(16%)
Other data	187	291	478	194	204	398	186	166	352	750	20%	43%
Inbound Roaming and Others	397	222	619	324	331	655	366	417	783	1,438	(5%)	(33%)
Home Broadband	13	12	25	27	23	50	19	16	35	85	(50%)	(48%)
MVNO and Others	43	27	70	90	96	186	77	72	149	335	(62%)	(72%)
Total Consolidated Service Revenues ⁽¹⁾	41,797	41,685	83,482	38,792	39,564	78,356	40,652	42,347	82,999	161,355	7%	5%

(1) Gross of interconnection costs

Consolidated service revenues, net of interconnection costs

(Php in millions)	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
Consolidated Service Revenues, gross of interconnection costs	41,797	41,685	83,482	38,792	39,564	78,356	40,652	42,347	82,999	161,355	7%	5%
Interconnection Costs	302	339	641	835	866	1,701	1,039	898	1,937	3,638	(62%)	(61%)
Consolidated Service Revenues, net of interconnection costs	41,495	41,346	82,841	37,957	38,698	76,655	39,613	41,449	81,062	157,717	8%	7%

Consolidated Service Revenues and EBITDA

	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
<i>(Php in millions)</i>												
Data and Broadband	29,357	29,667	59,024	24,667	25,393	50,060	26,728	28,550	55,278	105,338	18%	17%
Home Broadband	7,505	7,835	15,340	6,855	6,994	13,849	7,089	7,454	14,543	28,392	11%	12%
Fixed Home Broadband	7,492	7,823	15,315	6,828	6,971	13,799	7,070	7,438	14,508	28,307	11%	12%
Wireless Home Broadband	13	12	25	27	23	50	19	16	35	85	(50%)	(48%)
Corporate Data and Data Center	6,400	6,080	12,480	6,231	5,861	12,092	6,148	6,240	12,388	24,480	3%	4%
Corporate data and leased lines	5,246	5,074	10,320	5,143	4,852	9,995	5,126	5,232	10,358	20,353	3%	5%
Data Center and IT	1,154	1,006	2,160	1,088	1,009	2,097	1,022	1,008	2,030	4,127	3%	-
Mobile Data	15,452	15,752	31,204	11,581	12,538	24,119	13,491	14,856	28,347	52,466	29%	26%
Mobile Internet	14,597	14,758	29,355	10,486	11,497	21,983	12,500	13,916	26,416	48,399	34%	28%
Mobile Broadband	668	703	1,371	901	837	1,738	805	774	1,579	3,317	(21%)	(16%)
Other data	187	291	478	194	204	398	186	166	352	750	20%	43%
Domestic Voice and Others	9,426	8,986	18,412	9,963	10,162	20,125	10,049	10,311	20,360	40,485	(9%)	(12%)
LEC	3,513	3,719	7,232	3,698	3,648	7,346	3,583	3,607	7,190	14,536	(2%)	2%
Fixed Line Voice - Domestic (NLD)	527	416	943	578	657	1,235	621	615	1,236	2,471	(24%)	(37%)
Mobile Voice - Domestic	4,875	4,484	9,359	5,167	5,324	10,491	5,306	5,473	10,779	21,270	(11%)	(16%)
Others	511	367	878	520	533	1,053	539	616	1,155	2,208	(17%)	(31%)
Miscellaneous	71	118	189	106	106	212	96	127	223	435	(11%)	11%
Inbound Roaming and Others	397	222	619	324	331	655	366	417	783	1,438	(5%)	(33%)
MVNO and Others	43	27	70	90	96	186	77	72	149	335	(62%)	(72%)
International (Fixed and Wireless)	1,208	1,308	2,516	1,580	1,450	3,030	1,508	1,088	2,596	5,626	(17%)	(10%)
Fixed Line Voice - International	540	573	1,113	758	712	1,470	838	575	1,413	2,883	(24%)	(20%)
Mobile Voice - International	668	735	1,403	822	738	1,560	670	513	1,183	2,743	(10%)	-
SMS	1,806	1,724	3,530	2,582	2,559	5,141	2,367	2,398	4,765	9,906	(31%)	(33%)
Total Consolidated Service Revenues ⁽¹⁾	41,797	41,685	83,482	38,792	39,564	78,356	40,652	42,347	82,999	161,355	7%	5%

(1) Gross of interconnection costs

	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
<i>(Php in millions)</i>												
EBITDA	21,612	21,553	43,165	19,847	19,819	39,666	18,269	21,880	40,149	79,815	9%	9%
MRP	24	21	45	209	83	292	2,107	897	3,004	3,296	(85%)	(75%)
EBITDA (exMRP)	21,636	21,574	43,210	20,056	19,902	39,958	20,376	22,777	43,153	83,111	8%	8%

(1) ExVoyager

Wireless Service Revenues

(Php in millions)	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
Data/Broadband	15,532	15,828	31,360	11,670	12,603	24,273	13,679	14,981	28,660	52,933	29%	26%
Mobile Data	15,519	15,816	31,335	11,643	12,580	24,223	13,660	14,965	28,625	52,848	29%	26%
Mobile Internet	14,598	14,757	29,355	10,486	11,497	21,983	12,500	13,916	26,416	48,399	34%	28%
Mobile Broadband	698	732	1,430	948	888	1,836	865	846	1,711	3,547	(22%)	(18%)
Other Data	223	327	550	209	195	404	295	203	498	902	36%	68%
Home Broadband	13	12	25	27	23	50	19	16	35	85	(50%)	(48%)
SMS/Mobile Voice - Domestic/Others	7,479	6,942	14,421	8,624	8,966	17,590	8,566	8,805	17,371	34,961	(18%)	(23%)
SMS	1,806	1,724	3,530	2,583	2,559	5,142	2,367	2,398	4,765	9,907	(31%)	(33%)
Mobile Voice - Domestic	5,005	4,612	9,617	5,315	5,466	10,781	5,444	5,605	11,049	21,830	(11%)	(16%)
Others	668	606	1,274	726	941	1,667	755	802	1,557	3,224	(24%)	(36%)
Inbound Roaming and Others	493	452	945	342	348	690	386	437	823	1,513	37%	30%
MVNO and Others	175	154	329	384	593	977	369	365	734	1,711	(66%)	(74%)
Mobile Voice - International	672	737	1,409	828	744	1,572	676	519	1,195	2,767	(10%)	(1%)
Total Wireless Gross Service Revenues ⁽¹⁾	23,683	23,507	47,190	21,122	22,313	43,435	22,921	24,305	47,226	90,661	9%	5%

(1) Gross of interconnection costs

Wireless service revenues - net of interconnection costs

(Php in millions)	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
Wireless Service Revenues, gross of interconnection costs	23,683	23,507	47,190	21,122	22,313	43,435	22,921	24,305	47,226	90,661	9%	5%
Interconnection Costs	141	111	252	533	580	1,113	615	681	1,296	2,409	(77%)	(81%)
Wireless Service Revenues, net of interconnection costs	23,542	23,396	46,938	20,589	21,733	42,322	22,306	23,624	45,930	88,252	11%	8%

(Php in millions)	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	4Q	2H	FY	1H20 vs 1H19	2Q20 vs 2Q19
Data/Broadband	16,032	16,238	32,270	14,996	14,891	29,887	15,115	15,762	30,877	60,764	8%	9%
Home Broadband	7,515	7,845	15,360	6,875	7,007	13,882	7,101	7,466	14,567	28,449	11%	12%
Corp. Data and Other Network Services	6,963	6,914	13,877	6,694	6,397	13,091	6,668	6,922	13,590	26,681	6%	8%
Data Center and ICT	1,554	1,479	3,033	1,427	1,487	2,914	1,346	1,374	2,720	5,634	4%	(1%)
LEC/Others	3,700	3,941	7,641	3,916	3,865	7,781	3,790	3,847	7,637	15,418	(2%)	2%
LEC	3,537	3,742	7,279	3,722	3,671	7,393	3,607	3,630	7,237	14,630	(2%)	2%
Miscellaneous	163	199	362	194	194	388	183	217	400	788	(7%)	3%
Fixed Line Voice - International/Domestic	2,785	3,255	6,040	2,627	3,089	5,716	3,030	2,891	5,921	11,637	6%	5%
Fixed Line Voice - International	2,231	2,810	5,041	2,020	2,403	4,423	2,380	2,247	4,627	9,050	14%	17%
Fixed Line Voice - Domestic (NLD)	554	445	999	607	686	1,293	650	644	1,294	2,587	(23%)	(35%)
Total Fixed Line Service Revenues ⁽¹⁾	22,517	23,434	45,951	21,539	21,845	43,384	21,935	22,500	44,435	87,819	6%	7%

(1) Gross of interconnection costs

Fixed line service revenues - net of interconnection costs

(Php in millions)	2020			2019							% Change	
	1Q	2Q	1H	1Q	2Q	1H	3Q	1Q	1Q	FY	1H20 vs 1H19	2Q20 vs 2Q19
Fixed Line Service Revenues, Net												
LEC	3,537	3,742	7,279	3,721	3,671	7,392	3,606	3,631	7,237	14,629	(2%)	2%
Fixed Line Voice - International	363	341	704	442	414	856	399	343	742	1,598	(18%)	(18%)
Fixed Line Voice - Domestic (NLD)	527	424	951	583	659	1,242	622	618	1,240	2,482	(23%)	(36%)
Home Broadband	7,515	7,845	15,360	6,875	7,007	13,882	7,101	7,466	14,567	28,449	11%	12%
Corp. Data and Other Network Services	6,959	6,897	13,856	6,689	6,392	13,081	6,665	6,916	13,581	26,662	6%	8%
Data Center and ICT	1,554	1,479	3,033	1,427	1,487	2,914	1,346	1,374	2,720	5,634	4%	(1%)
Miscellaneous	163	199	362	194	194	388	183	217	400	788	(7%)	3%
Total	20,618	20,927	41,545	19,931	19,824	39,755	19,922	20,565	40,487	80,242	5%	6%

*Service revenues before intersegment elims

(Php in millions)	1H2020				1H2019	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Operating Expenses						
Compensation and Employee Benefits	3,795	8,253	-	12,040	11,600	4%
Repairs and Maintenance	4,914	5,780	-	10,142	9,291	9%
Professional and Other Contracted Services	1,956	3,545	1	4,086	4,114	(1%)
Selling and Promotions	2,246	594	-	2,839	2,673	6%
Taxes and Licenses	1,695	653	6	2,354	1,822	29%
Insurance and Security Services	472	428	-	844	833	1%
Rent	414	278	-	451	356	27%
Interconnection Costs	252	4,406	-	641	1,701	(62%)
Communication, Training and Travel	320	264	-	453	582	(22%)
Other Expenses	101	426	-	527	400	32%
Cash Operating Expenses	16,165	24,627	7	34,377	33,372	3%
Depreciation and Amortization	15,804	8,294	-	20,897	18,903	11%
Asset Impairment	1,337	2,139	1	3,477	2,644	32%
<i>Provisions</i>	1,279	2,091	1	3,371	2,484	36%
Amortization of Intangible Assets and others	352	100	-	452	392	15%
Non-Cash Operating Expenses	17,493	10,533	1	24,826	21,939	13%
Cost of Sales and Services	3,397	2,244	-	5,616	6,302	(11%)
Total Expenses	37,055	37,404	8	64,819	61,613	5%

Total Expenses, excluding interconnection costs and MRP:

(Php in millions)	1H2020				1H2019	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Total Cash Operating Expenses	16,165	24,627	7	34,377	33,372	3%
Less: Interconnection Costs	252	4,406	-	641	1,701	(62%)
Total Cash Operating Expenses, excluding Interconnection Costs	15,913	20,221	7	33,736	31,671	7%
Less: MRP	16	29	-	45	292	(85%)
Total Cash Operating Expenses, excluding Interconnection Costs and MRP	15,897	20,192	7	33,691	31,379	7%
Non-Cash Operating Expenses	17,493	10,533	1	24,826	21,939	13%
Cost of Sales and Services	3,397	2,244	-	5,616	6,302	(11%)
Total Expenses, excluding Interconnection Costs and MRP	36,787	32,969	8	64,133	59,620	8%

Other Income (expenses)

(Php in millions)	1H2020				1H2019	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures						
Multisys	-	-	(54)	(54)	59	(192%)
Vega	-	-	6	6	42	(86%)
Voyager	-	-	(1,080)	(1,080)	(946)	14%
Others	-	100	-	100	139	(28%)
Total Equity Share in Net Earnings (Losses)	-	100	(1,128)	(1,028)	(706)	46%
Financing Costs, Net						
Loans and Other Related Items	(1,992)	(3,034)	-	(5,026)	(4,202)	20%
Accretion on Lease Liabilities	(1,766)	(146)	-	(518)	(757)	(32%)
Accretion on Financial Liabilities	(28)	(35)	-	(63)	(63)	-
Financing Charges	(22)	(28)	-	(50)	(31)	61%
Capitalized Interest	289	530	-	819	768	7%
Total Financing Costs, Net	(3,519)	(2,713)	-	(4,838)	(4,285)	13%
Other Income (Expenses), Net						
Investment Impairment (including iFlix)	(60)	-	(599)	(659)	(34)	1,838%
Gain (Loss) on Investment Valuation (Includes Rocket Internet)	-	-	(362)	(362)	142	(355%)
Realized Gain on Sale of Investment (Rocket Internet)	-	-	-	-	128	(100%)
Others	487	1,908	(30)	1,023	389	163%
Other Income (Expenses), Net	427	1,908	(991)	2	625	(100%)
Interest Income	337	272	77	686	1,012	(32%)
Losses on Derivative Financial Instruments, Net	(48)	(84)	-	(132)	(308)	(57%)
Foreign Exchange Gains (Losses), Net	168	300	45	513	362	42%
Total Other Expenses, Net	(2,635)	(217)	(1,997)	(4,797)	(3,300)	45%

Earnings Per Share (EPS)

<i>(Php in millions except EPS (in Php) and Shares (in mn))</i>	1H2020		1H2019	
	Basic	Diluted	Basic	Diluted
Net Income Attributable to Equity Holders of PLDT	12,280	12,280	12,207	12,207
Dividends on Preferred Shares	(29)	(29)	(29)	(29)
Net Income for the Period Attributable to Common Equity Holders of PLDT	12,251	12,251	12,178	12,178
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
EPS (Based on Reported Net Income)	56.70	56.70	56.37	56.37
Core Income	12,981	12,981	12,320	12,320
Dividends on Preferred Shares	(29)	(29)	(29)	(29)
Core Income Applicable to Common Shares	12,952	12,952	12,291	12,291
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
EPS (Based on Core Income)	59.95	59.95	56.89	56.89

<i>(Php in millions)</i>	Consolidated	
	June 30, 2020	December 31, 2019
Total Assets	557,692	525,027
Nominal Value of Total Debt	236,387	193,047
<i>in US\$</i>	\$4,748	\$3,800
Less: Unamortized Debt Discount	1,087	491
Total Debt	235,300	192,556
Cash and Short-Term Investments	47,493	24,683
Net Debt ⁽¹⁾	188,894	168,364
Equity	119,233	116,290
Total Debt⁽²⁾/Equity	<u>1.98x</u>	<u>1.66x</u>
Net Debt⁽¹⁾/Equity	<u>1.58x</u>	<u>1.45x</u>
Total Debt⁽²⁾/EBITDA ⁽³⁾	<u>2.84x</u>	<u>2.42x</u>
Net Debt ⁽¹⁾/EBITDA ⁽³⁾	<u>2.27x</u>	<u>2.11x</u>
Total Debt⁽²⁾/EBITDA (exMRP) ⁽⁴⁾	<u>2.74x</u>	<u>2.32x</u>
Net Debt ⁽¹⁾/EBITDA (exMRP) ⁽⁴⁾	<u>2.19x</u>	<u>2.03x</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)

⁽⁴⁾ EBITDA, excluding MRP, for LTM

<i>(US\$ in millions)</i>	2016	2017	2018	2019	1H2020
Debt Balance	3,730	3,466	3,362	3,800	4,748
Cash and Short-Term Investments	833	668	1,005	486	954
Net Debt	2,897	2,798	2,357	3,314	3,794

Interest-Bearing liabilities

<i>(US\$ in millions)</i>	June 30, 2020			December 31, 2019	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	Face Value	
Debt					
PLDT	\$3,131	\$17	\$3,148	\$2,256	\$892
Smart	1,595	5	1,600	1,544	56
Total Debt	\$4,726	\$22	\$4,748	\$3,800	\$948

Foreign Exchange Risk

Forex Impact on Core Income

Forex sensitivity for every P1 change (in US\$ millions)	Conso - net of Elim
US\$ Revenues	249.9
US\$ Expenses	(156.9)
Cash Opex	(143.9)
Cost of Sales and Services	(7.0)
Financing Costs	(6.0)
US\$ Income before tax	93.0
Tax effect	27.9
Core Earnings	65.1
EBITDA	99.0

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)	801.7
Accounts Payable (net of ST Forwards/options)	442.5
Accrued Liabilities	220.2
Derivative Liabilities	4.2
Other Current & Non Current Liabilities	0.8
Total US\$ denominated Liabilities	1,469.4
Cash and Short-term Investments	655.9
Trade and other receivables	538.8
Derivative Assets	0.4
Other Financial Assets & Current Assets	0.5
Total US\$ denominated Assets	1,195.6
Forex Revaluation for every P1 change	±273.8

Forex rate, 1H 2020
Forex rate, 1H 2019
% Change in Forex rate

Ave.
50.64
52.21
(3.0%)

Period End
49.79
51.23
(2.8%)

Except for historical financial and operating data and other information in respect of historical matters, the statements contained herein are “forward-looking statements” within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. The words “believe”, “intend”, “plan”, “anticipate”, “continue”, “estimate”, “expect”, “may”, “will” or other similar words are frequently used to indicate these forward looking statements. Any such forward-looking statement is not a guarantee of future performance and involves a number of known and unknown risks, uncertainties and other factors that could cause the actual performance, financial condition or results of operation of PLDT to be materially different from any future performance, financial condition or results of operation implied by such forward-looking statement. Among the factors that could cause actual results to differ from the implied or expected results are those factors discussed under “Risk Factors” in Item 3 in PLDT’s annual report on Form 20-F.

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