



PLDT

LIVE DIGITAL!



2014 ANNUAL STOCKHOLDERS' MEETING



NAPOLEON L. NAZARENO

PRESIDENT AND CEO



PLDT

LIVE DIGITAL!



2014 ANNUAL STOCKHOLDERS' MEETING



FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS

PLDT is firmly back on the growth track in 2013

- Consolidated service revenues up 3% to P164.1B
- Wireless service revenues up 3% to P116.7B
- Fixed line revenues up 5% to P61.9B
- Consolidated EBITDA up 3% to P77.6B
- EBITDA margin stable at 47%

FINANCIAL HIGHLIGHTS

PLDT is firmly back on the growth track in 2013

- Reported net income down 2% to P35.4B
- **Core income up 5% to P38.7B**
- Core EPS up 5% to P179

FINANCIAL HIGHLIGHTS

Sustained growth momentum in Q1 2014

- Consolidated service revenues up 3% to P41.2B
- Wireless service revenues up 2% to P28.9B
- Fixed line revenues up 5% to P16.1B
- EBITDA margin at 48%
- Consolidated EBITDA down 2% to P19.7B

FINANCIAL HIGHLIGHTS

Sustained growth momentum in Q1 2014

- Reported net income up 2% to P9.4B
- **Core income up 2% to P9.8B**
- Core EPS up 2% to P45.12



LIVE DIGITAL!

— FIBR | HD | E-ON | DS —

Fibr

2013 FINANCIAL HIGHLIGHTS

Nothing beats Fibr.
Upgrade to Fibr's most powerful broadband.

pldthome.com • Call 101-FIBR (3427)

The strongest connections are at home.

HOME

PLDT is the service provider. The TV portion of the Triple Play package is provided by E-ON.
© All rights reserved. Last file call December 10, 2013. PLDT is a registered trademark of PLDT Group Inc.

PLDT IS A PLDT GROUP

2013 FINANCIAL HIGHLIGHTS

Structural change in PLDT's revenue mix tempers revenue growth rates and EBITDA margins.

- 60% of revenues (cellular and fixed line voice, SMS) remain steady
- Data revenues growing, replacing legacy revenues
 - Relative to other telcos, PLDT legacy revenues have higher share of total
 - Data and broadband revenues have surpassed legacy revenues

Fiber

Nothing beats Fiber.
Upgrade to Home's most powerful broadband.

pldt.com • Call 101-FIBER (3427)

The intelligent connectivity solutions

HOME

POWERED BY SBCORP

2013 FINANCIAL HIGHLIGHTS

- Core income to rise 2% to P39.5B in 2014
- Reported net income down 2% due to:
 - Forex and derivative losses
 - Typhoon Yolanda losses
 - Adoption of PAS 19 which resulted in higher MRP expenses
- Excluding Yolanda losses, reported net income would have been stable year-on-year

CAPITAL MANAGEMENT

150 350 600
81 4713 2000
173 19 22 4 12 150
250 500
250 100 2379
30 150 1 8 16 286880

CAPITAL MANAGEMENT

- PLDT has declared 100% of core earnings as dividends for the last seven years (2007-2013)
- PLDT declared dividends of P179 per share representing 100% of 2013 core earnings
- At 2013 closing share price of P2,666, PLDT's dividend yield is 6.7%



SUBSCRIBER BASE

SUBSCRIBER BASE

Total subscriber base: 76.2M as of end-March 2014

- 70.5M cellular subscribers
- 2.1M fixed line subscribers
- 3.6M broadband subscribers

Maintained leadership in fixed, mobile and broadband markets



DEBT PROFILE

DEBT PROFILE

- Lower net debt at \$1.6B
- Net debt to EBITDA down to 0.9x
- Gross debt down to \$2.4B
- Debt maturities continue to be well spread out
 - 44% of total debt maturing beyond 2018, including the P15B retail bonds issued in 1Q 2014

PLDT rated investment grade by the three major international ratings agencies:

Fitch Ratings

MOODY'S

STANDARD
& POOR'S



CAPEX 2013

CAPEX 2013

Lower by P7.6B at P28.8B

- Expand 2G coverage to 99%
- Expand 3G coverage to 71%
- Expand 4G coverage to about 27%
- Increased fiber footprint to 78,000 kms

CAPEX 2013

- 85,000 kms fiber assets as of end-March 2014
- Fiber connectivity to a growing number of mobile base stations
- Additional international cable capacity
- Domestic fiber passing about 2 million homes

CAPEX 2014

CAPEX 2014

CAPEX is projected to reach between P31B to P32B

- 3G HSPA coverage to all 1,600 cities and municipalities
- LTE coverage for nearly half of the population
- Fiber footprint to reach over 90,000 kms
- Increase in international fiber optic cable capacity
- Fortifying network in anticipation of more severe weather events

We shall make both basic telco and internet services even more widely available to more Filipinos and thus, continue to support the country's development



FREE CASH FLOW

FREE CASH FLOW

- **Free cash flow up 12% to P42B**
 - Lower CAPEX by P7.6B
 - Lower net increase in working capital of P5.1B
 - **Higher income taxes paid by P1.5B**

FREE CASH FLOW

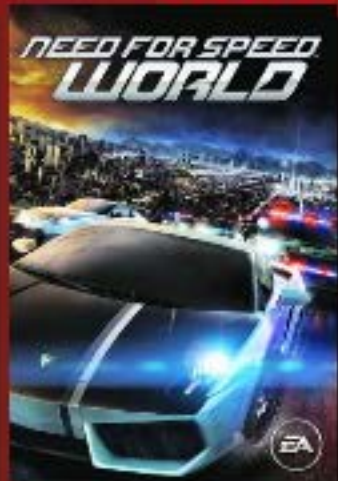
- FCF and net proceeds from sale of BPO business and last two tranches of Philweb shares used for:
 - Payment of cash dividends of P37.7B
 - Repayment of debt (net) of P17.2B
 - MediaQuest PDR subscription of P5.6B

MULTIMEDIA INITIATIVES

TV SERIES  MOVIES

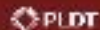


GAMES SPORTS



MUSIC

MULTIMEDIA INITIATIVES SMART AND SUN



LIVE DIGITAL!



Get the SPINNR Experience with SUN Prepaid!

Install the SPINNR app on your SUN Prepaid phone to enjoy your 2.5% Pay As You Go!

GET FREE SONGS ON SPINNR

1. Scan QR code to download SPINNR app

2. Add SUN Prepaid phone number to SPINNR app



Get your NBA League Pass via GameX.

Gear up for endless play. Enter the first gaming period that lets you buy e-books online with load.

MULTIMEDIA INITIATIVES SIGNAL TV



LIVE DIGITAL!

— FILM | HD | 3D | 4K —



signal
DIGITAL TV
BROADCAST

WHAT IS SIGNAL TV-TO-GO?

TRY IT OUT!

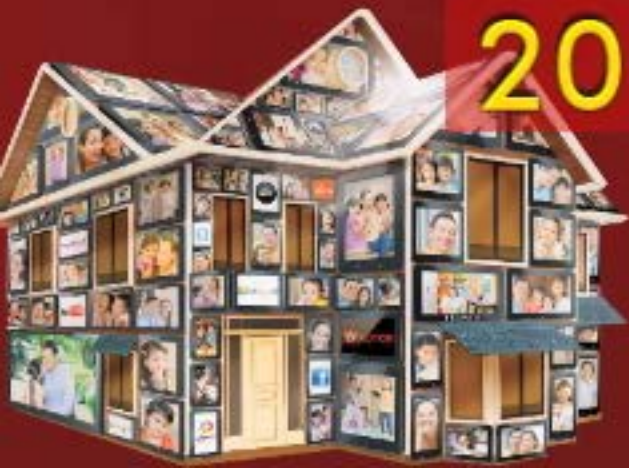
TV-TO-GO

Download Signal TV-to-go app now!

Triple play service

TV-to-go mobile offering

2014 OUTLOOK



2014 OUTLOOK

- Maintain the momentum in profitability
- Manage the transformation of our revenue mix
- Expand data businesses
- Maintain equilibrium of core businesses
- Manage declines in legacy services



Continued Investment

Multimedia services

Largest and most
extensive internet
infrastructure

Digital Solutions

Better, more
relevant services

Innovation

These are the technologies and services that the country needs to improve the welfare of our people, and, to raise the global competitiveness of our enterprises and industries



We at PLDT are firmly committed to helping pave the way for the country's digital future.



LIVE DIGITAL!



PLDT

LIVE DIGITAL!



2014 ANNUAL STOCKHOLDERS' MEETING

