Company #

Vote by Internet, Telephone or Mail
24 Hours a Day, 7 Days a Week

Internet and Telephone voting is available through
11:59 PM Eastern Time on March 13, 2012.

Your Internet or Telephone vote authorizes the named proxies to vote your shares in the same manner as if you marked, signed and returned your Voting Instruction Card.

INTERNET - www.eproxy.com/phi
Use the Internet to vote your proxy. Have your Voting Instruction Card in hand when you access the website.

PHONE - 1-800-560-1965
Use any touch-tone telephone to vote your proxy. Have your Voting Instruction Card in hand when you call.

MAIL - Mark, sign and date your Voting Instruction Card and return it in the enclosed postage-paid envelope.

If you vote your proxy by Internet or by Telephone, you do NOT need to mail back your Voting Instruction Card.

PHILIPPINE LONG DISTANCE TELEPHONE COMPANY

TO THE REGISTERED HOLDERS OF AMERICAN DEPOSITARY RECEIPTS (“ADRs”) REPRESENTING COMMON STOCK OF PHILIPPINE LONG DISTANCE TELEPHONE COMPANY

FOLD AND DETACH HERE

Management recommends a "FOR" vote for the Proposal.

Approval of amendments to the Seventh Article of the Articles of Incorporation of the Company consisting of the sub-classification of the authorized Preferred Capital Stock into: One Hundred Fifty Million (150,000,000) shares of Voting Preferred Stock of the par value of One Peso (Php1.00) each and Eight Hundred Seven Million Five Hundred Thousand (807,500,000) shares of Non-Voting Serial Preferred Stock of the par value of Ten Pesos (Php10.00) each, and other conforming amendments as set forth in Annex A attached to the Information Statement.

FOR AGAINST ABSTAIN

Address Change Mark box, sign and indicate changes/comments below:

Mark box at immediate right if you wish to give a discretionary proxy to a person designated by the Company.
PLEASE NOTE: Marking the box voids any other instructions indicated.

Sign Below Date:_____

Please sign this Voting Instruction Card exactly as your name(s) appear(s) on the face of this card and on the books of the Depositary. Joint owners should each sign personally. Trustees and other fiduciaries should indicate the capacity in which they sign, and where more than one name appears, a majority must sign. If a corporation, this signature should be that of an authorized officer who should state his or her title.

Philippine Long Distance Telephone Company
JPMorgan Chase Bank, N.A., Depositary
P.O. Box 64506, St. Paul, MN 55164-0506

Voting Instruction Card

JPMorgan Chase Bank, N.A. (the "Depositary") has received advice that the Special Meeting of Stockholders (the "Special Meeting") of Philippine Long Distance Telephone Company (the "Company") will be held at the Grand Ballroom, Dusit Thani Manila, Ayala Center, Makati City, Philippines, on Thursday, March 22, 2012, at 4:00 p.m., for the purposes set forth on the card.

If you are desirous of having the Depositary, through its Nominee, vote or execute a proxy to vote the Common Stock represented by your ADRs FOR or AGAINST or ABSTAIN with respect to the Proposal to be proposed at the Special Meeting, kindly execute and forward to the Depositary the Voting Instruction Card. The enclosed postage paid envelope is provided for this purpose. The Voting Instruction Card should be executed in such a manner as to show clearly whether you desire the Nominee of the Depositary to vote FOR or AGAINST or ABSTAIN with respect to the Proposal. You may include instructions to give a discretionary proxy to a person designated by the Company. The Voting Instruction Card MUST be forwarded in sufficient time to reach the Depositary before 12:00 p.m., March 14, 2012 (ADR Voting Instruction Deadline). Only the registered holders of record at the close of business on January 23, 2012, will be entitled to execute the attached Voting Instruction Card.

Please note that, in accordance with and subject to the term of Section 4.08 of the Deposit Agreement, as amended, if the Depositary shall not have received the Voting Instruction Card from an ADR Holder on or prior to the ADR Voting Instruction Deadline, such Holder shall be deemed and the Depositary shall deem such Holder to have instructed the Depositary to provide a discretionary proxy to a person designated by the Company for the purpose of exercising the voting rights pertaining to the Deposited Securities represented by such Holder's ADRs. Please further note that pursuant to Section 4.08 of the Deposit Agreement, as amended, Holders of ADRs shall not have the right to instruct the Depositary as to the exercise of any dissenter's rights provided to holders of Deposited Securities under Philippine Law.

The signatory, a registered holder of ADRs, representing Common Stock of the Company, hereby requests and authorizes the Depositary, through its Nominee, to appoint the Chairman of the Board of the Company, with full power of substitution and delegation, as the proxy of the signatory, to represent and vote all of the shares of Common Stock of the signatory at the Special Meeting, and at any and all adjournments or postponements thereof, for the purpose of acting on the Proposal enumerated on the card.

In case of absence of the Chairman of the Board and any substitute proxy designated by him at the Special Meeting, the signatory hereby grants the President of the Company or, in case of his absence, the Chairman of the Special Meeting chosen in accordance with the Company's By-Laws, full power and authority to act as alternate proxy of the signatory, for the same purposes specified in the preceding paragraph.

The proxy/substitute proxy/alternate proxy, as the case may be, shall vote subject to the instructions indicated on the reverse side hereof, and the proxy/substitute proxy/alternate proxy, as the case may be, is authorized to vote in his discretion upon other business as may properly come before the Special Meeting and any adjournments or postponements thereof. Where no specific instruction is clearly indicated on the reverse side hereof, the proxy/substitute proxy/alternate proxy, as the case may be, shall vote and shall be deemed authorized to vote "FOR" with respect to the Proposal.

NOTE: Please view and download the proxy materials from the Company's website: http://www.pldt.com.ph/investor/Pages/Investor.aspx.

NOTE: In order to have the aforesaid shares voted, this Voting Instruction Card MUST be received on or before 12:00 p.m., March 14, 2012 (ADR Voting Instruction Deadline).

JPMorgan Chase Bank, N.A., Depositary

PLEASE MARK, DATE AND SIGN ON REVERSE SIDE AND RETURN PROMPTLY IN THE ENCLOSED ENVELOPE.

Please see reverse side for Voting Instructions.