



# First Quarter 2024 Financial and Operating Highlights

9<sup>th</sup> May 2024

# PLDT Group: Financial Highlights



(Php in bn)

## Service Revenues

(net of interconnection costs)

1Q24

**48.7bn**

1Q23

47.1bn

1Q24 vs 1Q23



3%

+1.6bn

Gross Service Revenues

52.2bn



5%

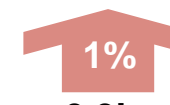
+2.5bn

## Cash Opex, Subsidies, Provisions

(ex-MRP)

21.4bn

21.1bn



1%

+0.3bn

## EBITDA

(ex-MRP)

**27.3bn** ★

Margin: 52%

26.0bn

52%



5%

+1.3bn

## Depreciation & Amortization

11.7bn

11.7bn

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## EBIT

**15.6bn**

Margin: 30%

14.3bn

29%



9%

+1.3bn

## Net Financing Costs

3.1bn

2.8bn

+11%

+0.3bn

## Provision for Income Tax

3.0bn

2.8bn

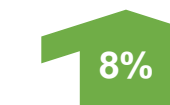
+7%

+0.2bn

## Telco Core Income

**9.3bn** ★

8.6bn



8%







+0.7bn

★ All-time high

★ Highest since 2012 qtrly ave

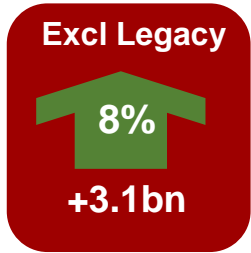
# PLDT Group: Consolidated Service Revenues

(Php in bn)

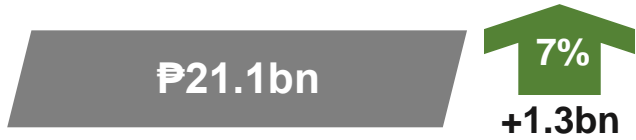
	<u>1Q2024</u>	<u>1Q2023</u>	<u>1Q24 vs 1Q23</u>
<b>Individual</b>	<b>21.1bn</b>	19.8bn	 <b>7%</b> +1.3bn
<b>Home</b>	<b>15.0bn</b>	15.0bn	 <b>-0.1bn</b>
<b>Enterprise</b>	<b>12.1bn</b>	11.8bn	 <b>3%</b> +0.3bn
<hr/>			
Consumer and Enterprise	<b>48.2bn</b>	46.6bn	 <b>4%</b> +1.6bn
International and Carrier	<b>0.5bn</b>	0.5bn	 <b>7%</b> ---
<b>Total Service Revenues <sup>(1)</sup></b>	<b>48.7bn</b>	47.1bn	 <b>3%</b> +1.6bn

**Fiber**  **7%**  
**13.7bn** +0.9bn

<sup>(1)</sup> Net of Interconnection costs



## Individual



## Home



## Enterprise



## Mobile Data



## Fiber

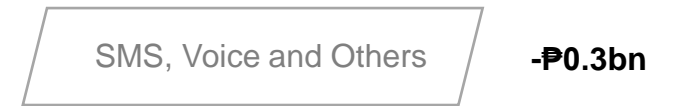
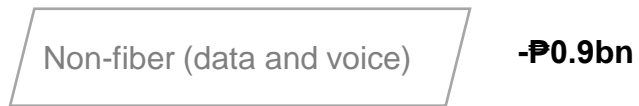
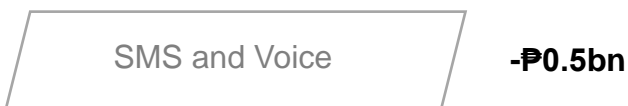


## Corp Data/ICT\*



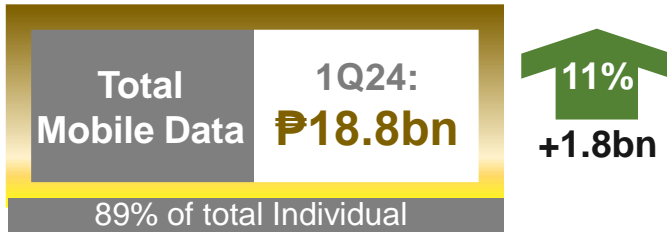
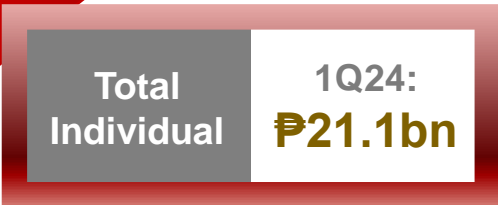
\* Incl A2P

### Drag from Legacy Services

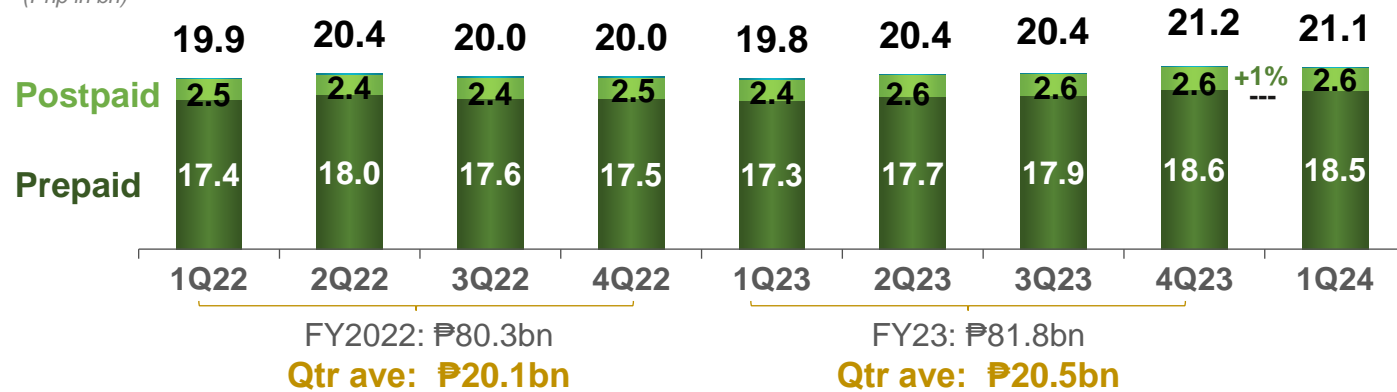


(1) Net of Interconnection costs

# Individual: Strong quarter driven by data monetization



(Php in bn)



➤ **Service revenues in 1Q24 up by 7% year-on-year due to strong data monetization**

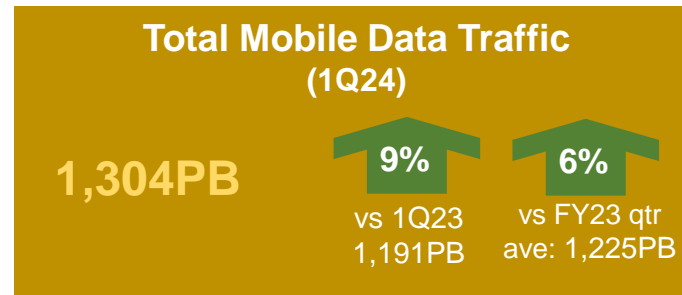
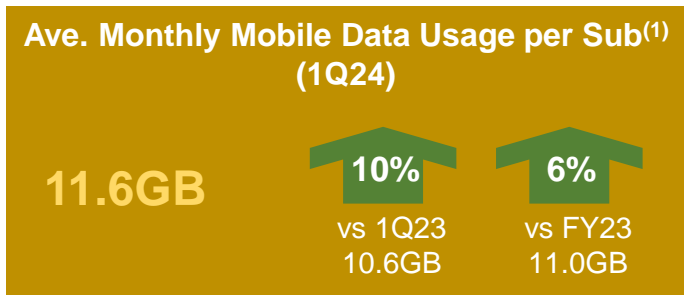
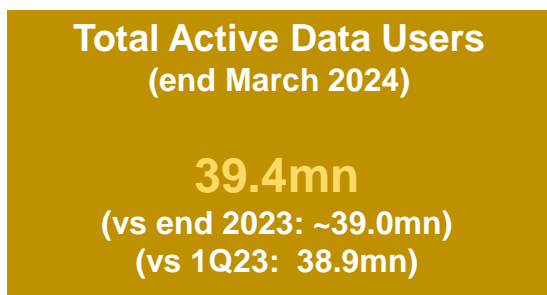
- Blended ARPU higher by 21% vis-a-vis 10% rise in average usage
- Quarter-on-quarter dip of ₱0.1bn in 1Q24 due to seasonality
  - ✓ Compared to 1% or ₱0.2bn decline from 4Q22 to 1Q23

➤ **Improvements in 1Q24 vs 1Q23:**

- 11% growth in mobile data revenues
- 7% growth in prepaid, 7% rise in postpaid

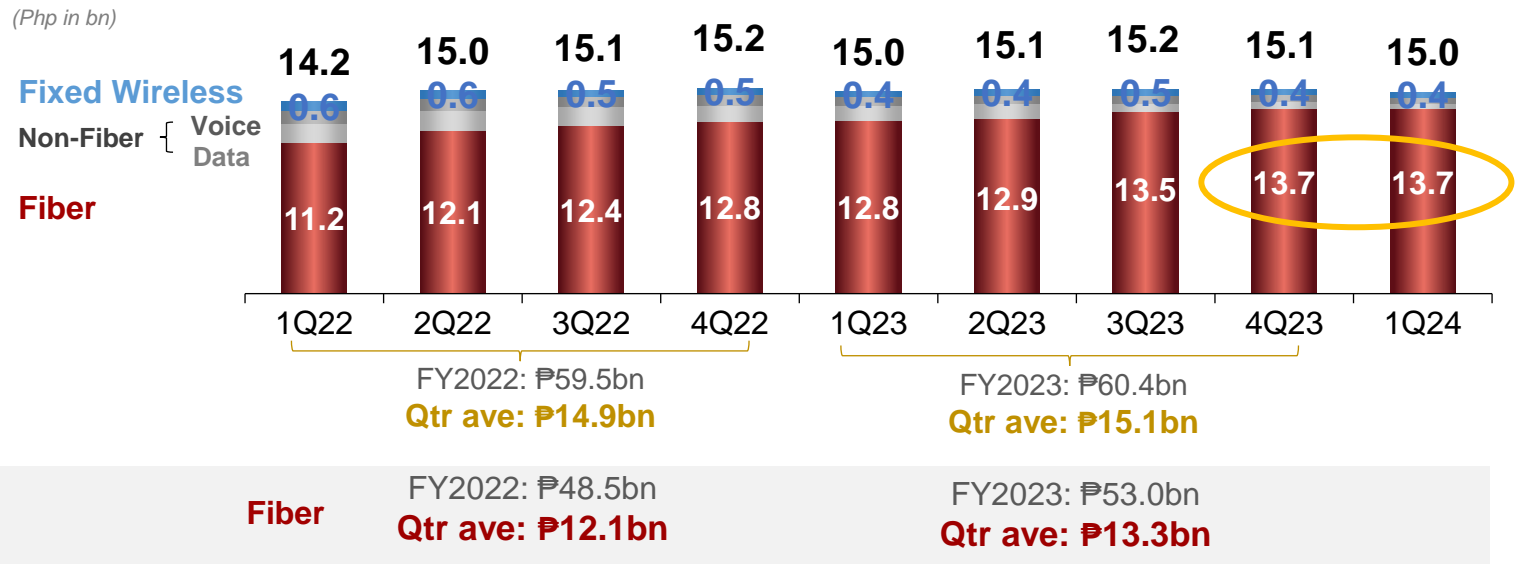
➤ **Initiatives to accelerate revenue growth momentum:**

- Locking in revenues with long validity and autorenew
- Drive retention of subscribers with eSIM
- Grow 5G adoption with exclusive 5G offers and 5G device migration offers on Postpaid and Prepaid
- Structured price laddering on Prepaid



<sup>(1)</sup> Based on billed usages (excluding free sites)

# Home: Fiber revenues sustained



- **Market opportunities identified by PLDT:**
  - New/unserved markets
  - Underserved: lower-end segment
  - Niche market: high-end customers
- **Industry-first: Always-on Broadband Service**
  - Leveraging on the strengths of the group's fixed and wireless networks to deliver seamless, ultra-high speed connection ensuring customers' uninterrupted access for work, study and entertainment
- **Unique to PLDT is the ability to leverage on both Fiber and Fixed Wireless technologies to serve different segments**
- **PLDT to leverage its Fiber network advantage**
  - Re-acceleration of FTTH footprint expansion
    - ✓ Priority in greenfield barangays
  - Deploy next generation Fiber technology (XGS-PON) to offer Gigabit fiber (1Gbps – 10Gbps)
- **Increased focus on quality of service to continue to help reduce churn**

**% of fiber to total Home revenues**

1Q24: **92%**  
(1Q23: 85%)

FY23: 88%

**Total Home FTTH ARPU (1Q24)**

**₱1,495**

1Q23: ₱1,489, FY23: ₱1,493

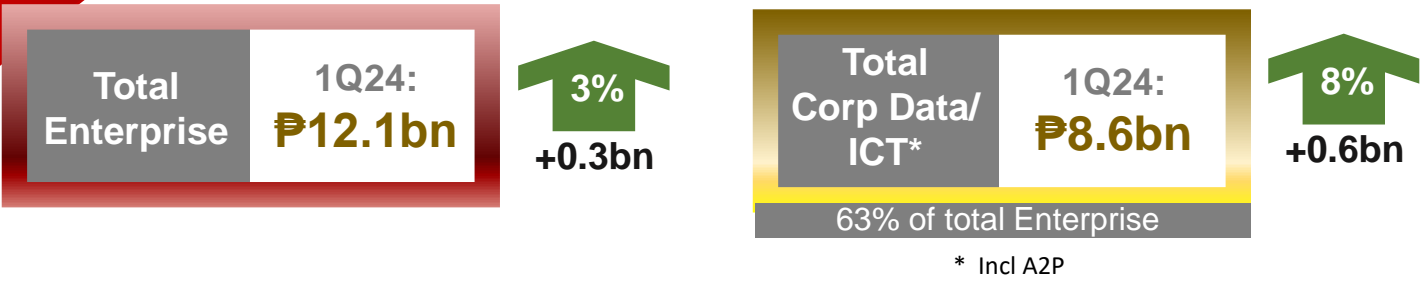
**Fiber Churn Rate**

**1.82%**

1Q23: 1.87%; FY23: 1.84%



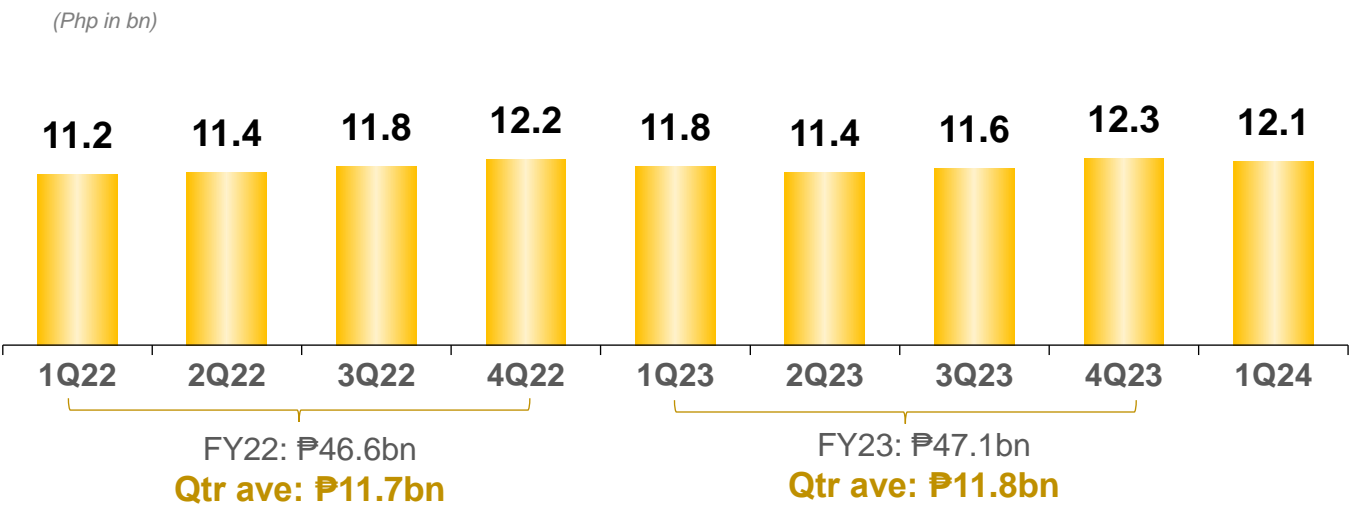
# Enterprise: Corp Data and ICT propel growth



- **Corporate data/ICT 8%\* revenue growth underpinned by:**
  - 2% rise in core connectivity due to higher fiber and managed IT data revenues
  - 13% increase in ICT revenues due to strong increases in:
 

✓ Cloud Services	14%
✓ ePLDT Managed Services & Multisys	136%
✓ Cybersecurity Solutions	181%
  - 60% rise in A2P revenues

- **Breached the P12.0bn level for two consecutive quarters**
- **PLDT's advantages and areas of opportunities:**
  - Vitro Sta Rosa go live in July 2024
    - ✓ well-positioned to capture growth from hyperscale data center demand ahead of other operators
  - Differentiated SD-WAN, Managed Networking, and IoT Platform portfolio of services
  - Continuous expansion in capability (AI, Cloud) and top-tier partner solution practices (Alibaba Cloud and Huawei Cloud)



**Fiber and Networking Circuits (1Q24)**

**216k** **3%**  
vs 1Q23: 209K

**Tech Services (1Q24)**

**301K** **32%** SaaS Licenses  
vs 1Q23

**Data Center: Total Racks in Service (1Q24)**

**5.6K** **4%**  
vs FY23 (5.4K)

# Expenses: Focus on efficiencies and cost controls remain

(Php in bn)

	<u>1Q24</u>	<u>1Q23</u>	<u>1Q24 vs 1Q23</u>
<b>Cash Opex</b>	<b>19.2bn</b>	<b>18.6bn</b>	<b>+0.6bn</b>
Repairs and Maintenance	7.5bn	7.2bn	+0.3bn
Compensation and Benefits (exMRP)	6.1bn	6.0bn	+0.1bn
Professional and Other Service Fees	1.9bn	1.7bn	+0.1bn
Selling and Promotions	1.3bn	1.4bn	(0.1bn)
Others	2.5bn	2.2bn	+0.2bn
<b>Cost of Services</b>	<b>0.9bn</b>	<b>1.0bn</b>	<b>(0.1bn)</b>
<b>Provisions</b>	<b>1.0bn</b>	<b>1.1bn</b>	<b>(0.1bn)</b>
<b>Subsidy</b>	<b>0.3bn</b>	<b>0.4bn</b>	<b>(0.1bn)</b>

**Total Cash Exp., Subsidy and Provns.**

**21.4bn**

**21.1bn**

**1%**  
**+0.3bn**



# Consolidated EBITDA (ex-MRP): Setting a new record

**EBITDA (Margin)**

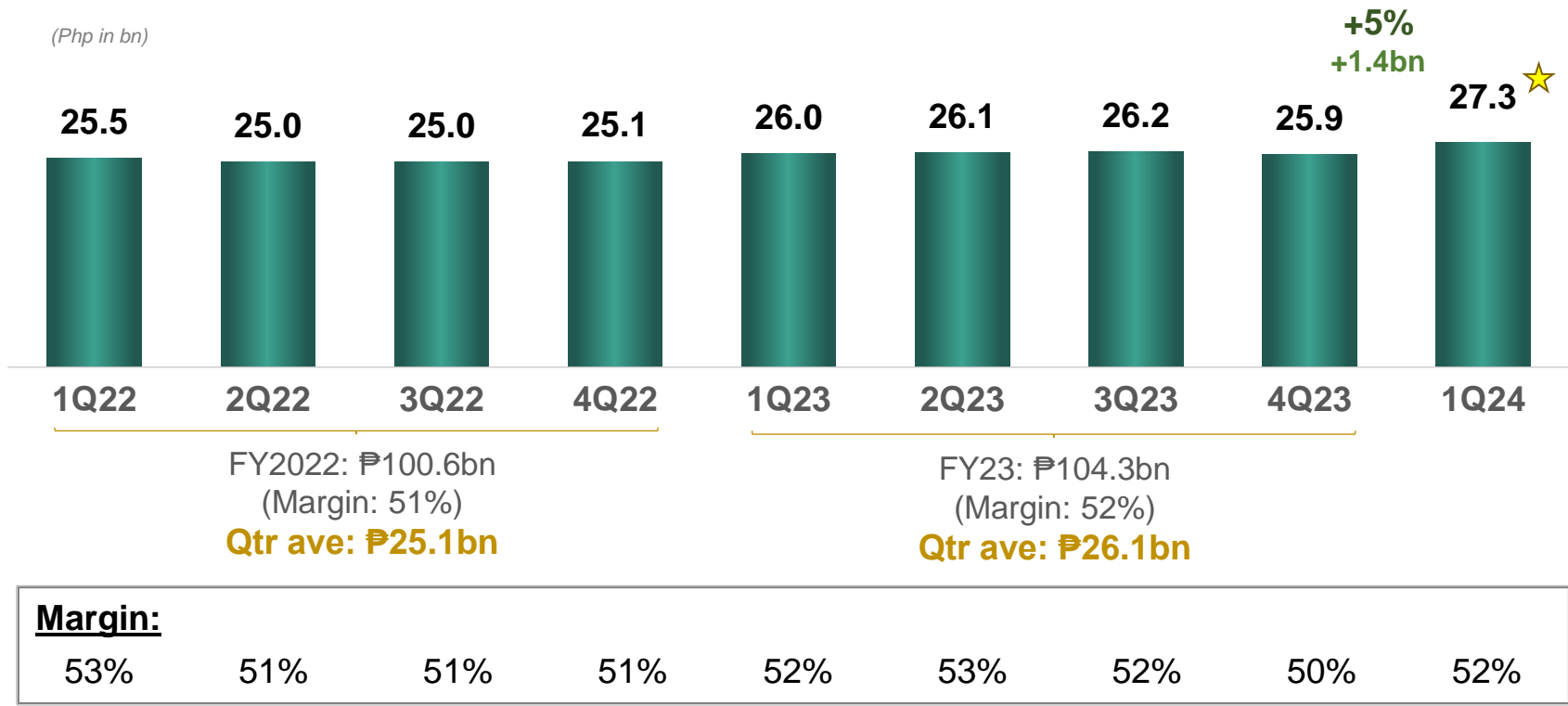
**1Q24: ₱27.3bn** ★  
(52%)

vs 1Q23

**5%**

**+1.3bn**

- + ₱1.6bn rise in revenues
- ₱0.3bn increase in costs

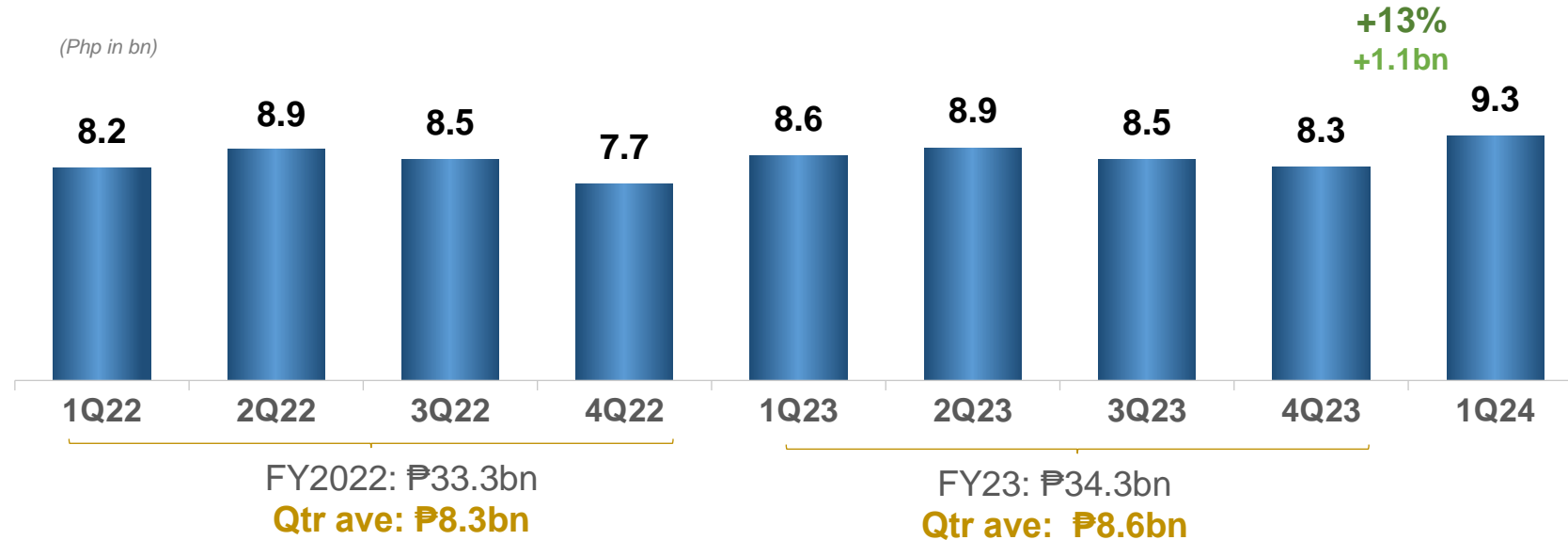


# Telco Core Income: A strong start for 2024

Telco Core  
1Q24:  
**₱9.3bn**

vs 1Q23  
**8%**  
**+0.7bn**

- + Higher EBITDA by ₱1.3bn
- Increased Financing Costs by ₱0.3bn
- Higher Income Tax Provision by ₱0.2bn



➤ Telco core of ₱9.3bn in 1Q24 is the highest since 2012 (comparing to quarterly average)

	<u>1Q24</u>	<u>1Q23</u>	<u>1Q24 vs 1Q23</u>
<b>Telco Core Income</b>	<b>9.3bn</b>	<b>8.6bn</b>	<b>↑ 8%</b> <b>+0.7bn</b>
Share in Maya Innovations Holdings (MIH) / Bank Hold Co Loss	(0.4bn)	(0.6bn)	+0.2bn
<b>Telco Core Income + Maya</b>	<b>8.9bn</b>	<b>8.0bn</b>	<b>↑ 12%</b> <b>+0.9bn</b>
Gain from sale and leaseback of towers (net of related opex)	0.3bn	2.1bn	
Forex, Derivatives and Others	0.9bn	0.5bn	
Asset Sales	---	0.3bn	
MRP	---	(1.5bn)	
Tax Effect	(0.3bn)	(0.4bn)	
<b>Reported Income</b>	<b>9.8bn</b>	<b>9.0bn</b>	<b>↑ 9%</b> <b>+0.8bn</b>

1Q24: 111 sites  
1Q23: 382 sites

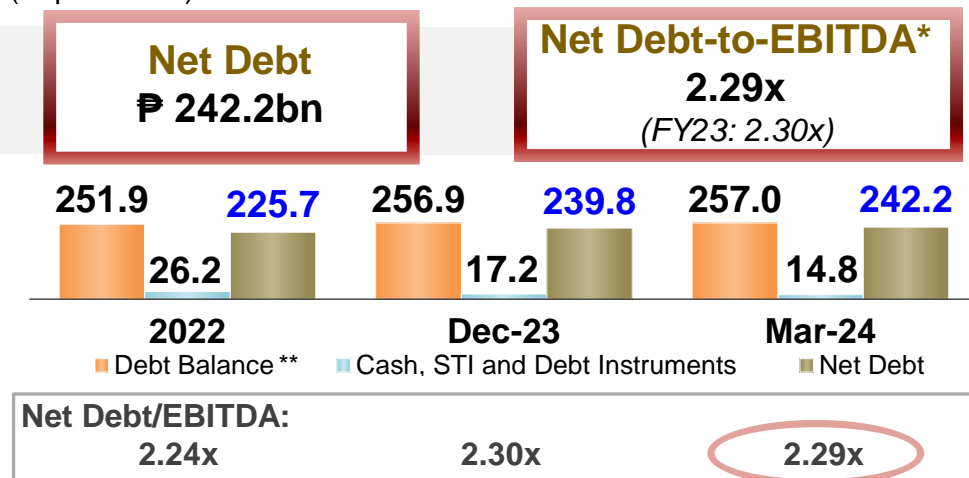
At 1Q2024, US\$/PHP **depreciated** by **₱0.842**  
 1Q2024 56.260  
 YE2023 55.418

At 1Q2023, US\$/PHP **appreciated** by **₱1.497**  
 1Q2023 54.318  
 YE2022 55.815

Continued reduction in Maya's losses

## Debt Balance

(Php in billion)



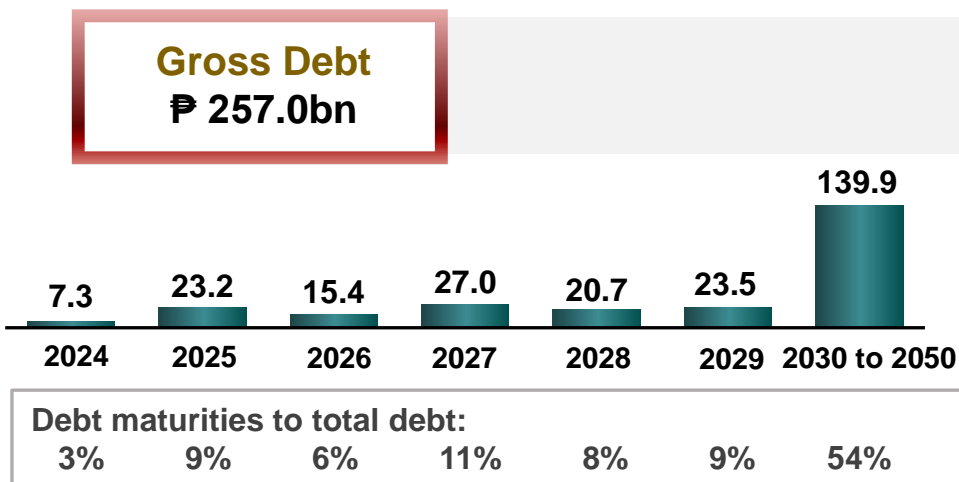
\* LTM (last twelve months), ex-MRP

\*\* Total debt based on nominal debt amount

- **Tower sales proceeds to help improve leverage (net debt to EBITDA)**
- **Major cash flows in 1Q2024**
  - Proceeds of ₱1.3bn from tower sales covering 111 towers
    - ✓ From 2022 to April 2024, ₱84.3bn received (86% of proceeds expected)
- **Debt maturities continue to be well spread out**
  - Issuance of 30-year bond extended debt maturity profile with 63% of total debt to mature beyond 2028
- **PLDT ratings remain at investment grade**
  - S&P Global (BBB), Moody's (Baa2)

## Debt Maturities (gross)

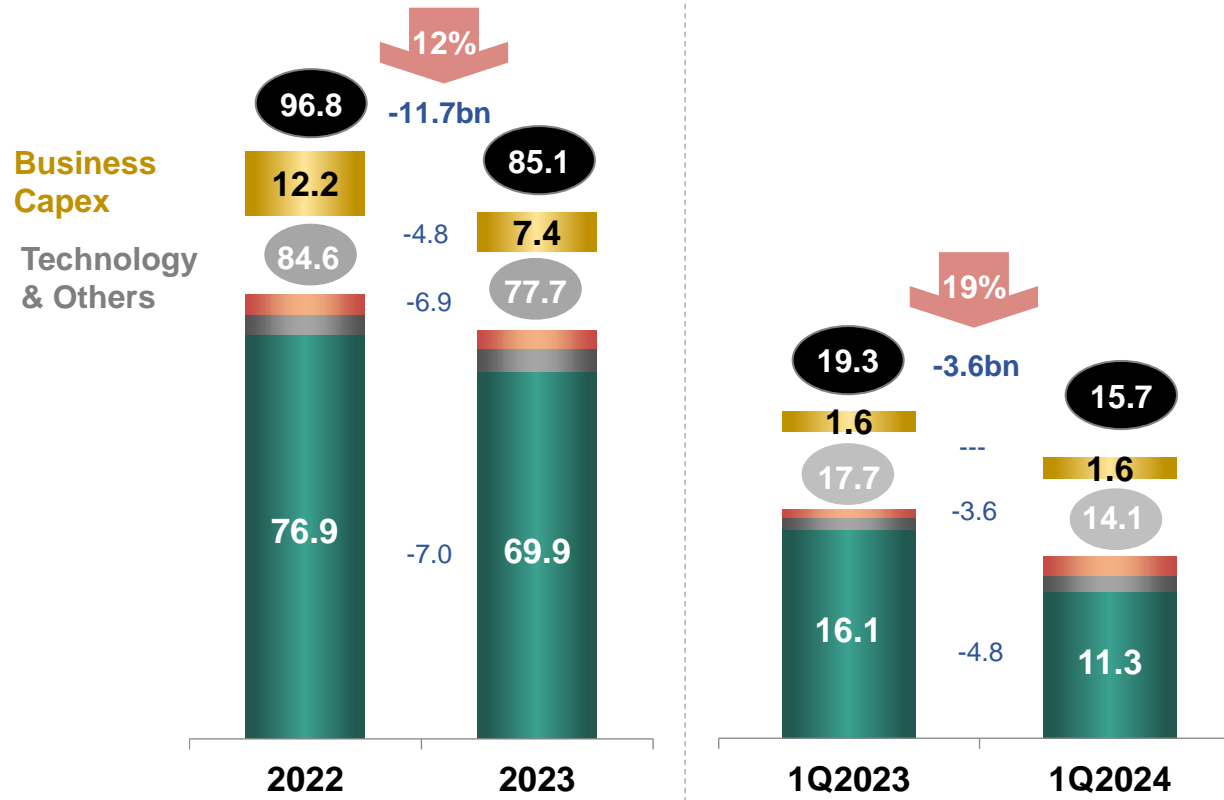
(Php in billion, as of end March 2024)



- **US\$ denominated: 15%** (YE2023: 16%)
  - “Natural hedge” from 14% of consolidated revenues which are dollar-linked/dollar-denominated
- **Unhedged: 5% or US\$0.22bn of total debt** *taking into account our hedges and US\$ cash allocated for debt*
  - 52% of dollar-denominated debt hedged via long-term call spread options with a subsidy of ₱5.49 if the USD/PHP trades above ₱54.77
- **46% are fixed rate loans**, while 54% are floating rate loans
- **Average interest cost (pre-tax): 4.83%** (YE2023: 4.58%)
- **Average life of debt: 6.89 years**

(Php in bn)

■ Business Capex   
 ■ Network/IT   
 ■ Data Center and Subsidiaries   
 ■ Others



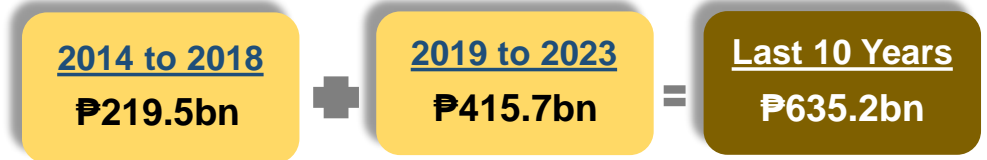
**Intensity (Capex to Service Revenues):**  
 2022: 50%    2023: 42%

**EBITDA (exMRP) less Capex:**  
 2022: ₱3.8bn    2023: ₱19.2bn

1Q2023: 39%    1Q2024: 30%  
 1Q2023: ₱6.8bn    1Q2024: ₱11.6bn

- **Guidance for 2024: ₱75-78bn**
  - Includes investment in capacity to drive revenue growth and support continuing rise in network traffic
  - ✓ Re-acceleration of roll out to expand fixed and wireless networks
    - Home broadband ports
    - Cell sites and upgrade of BTS to LTE/5G
  - ✓ Data center
  - ✓ Submarine cable investment (Asia Direct Cable) and upgrades
  
- **Goal is to sequentially reduce the capex headline number and capex intensity to help achieve positive free cash flow**

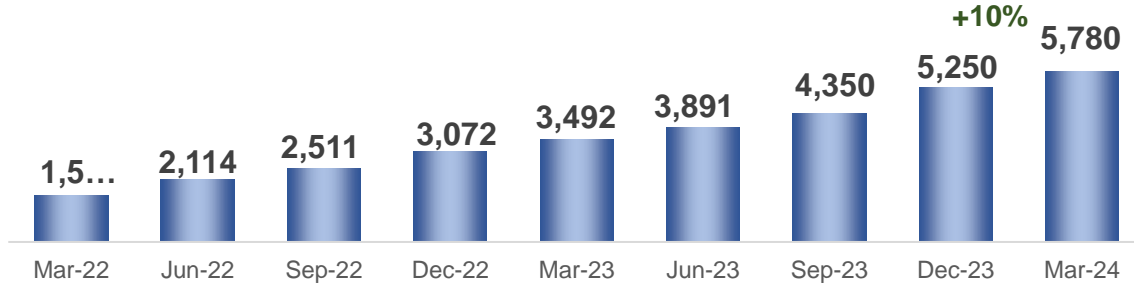
### Total Capex Investments



## Connected Unique Devices

In '000

vs Dec. 2020: +2,197%

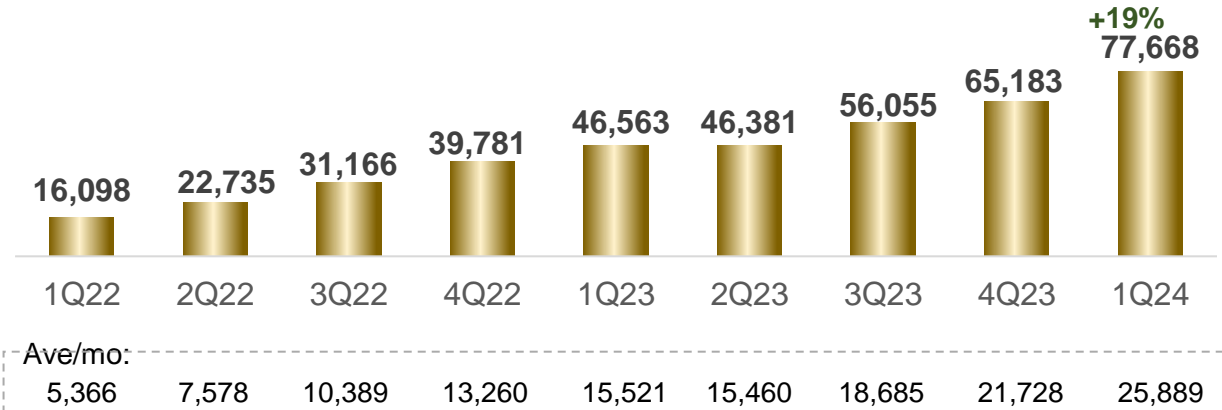


\* Daily ave. for Mar 2024: 4.77mn

## Data Traffic

(Total for the Quarter)

In TB



# Maya: #1 Fintech Ecosystem in the Philippines

**3.4 M**

**Depositors**  
+95% YoY

**Php29 B**

**Deposit Balance**  
+40% YoY

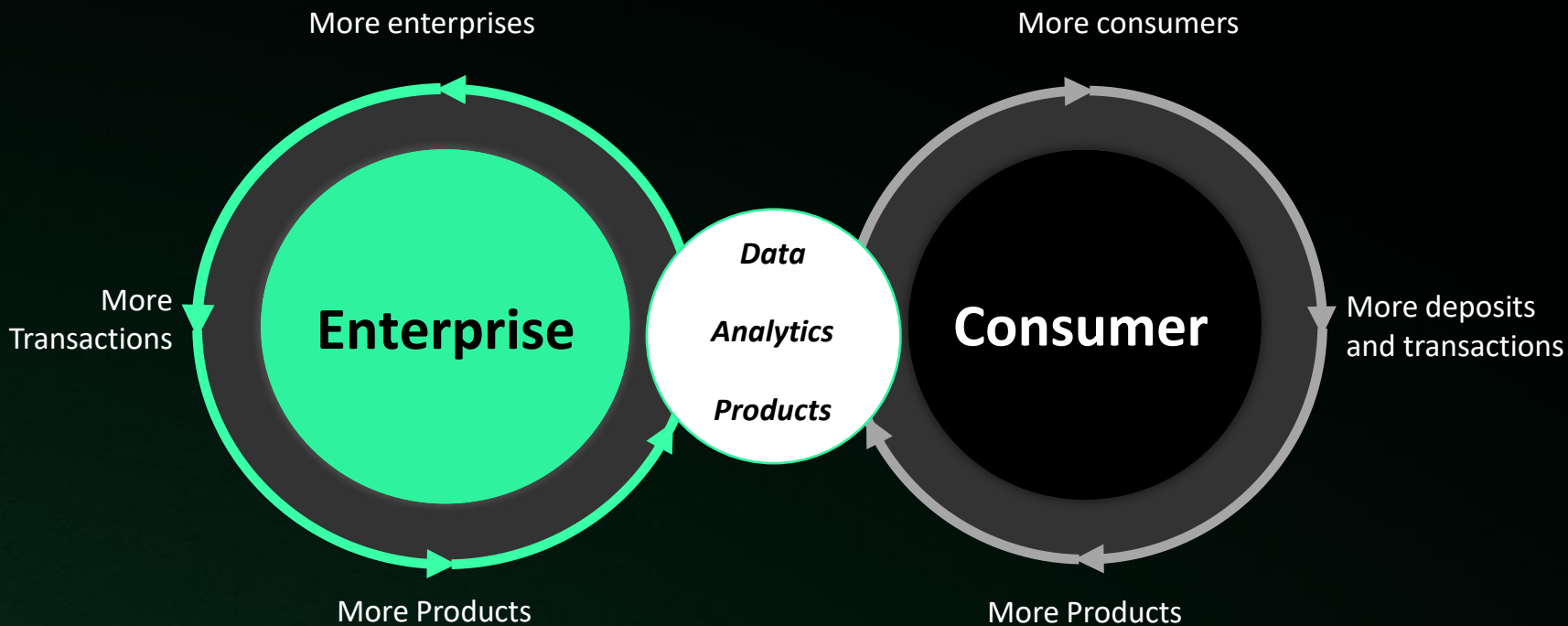
**~1M**

**Borrowers**

**~Php34 B**

**Loans Disbursed<sup>1</sup>**  
LTD as of Mar-24

**# 1 Digital Bank**



**#1** Ranked-  
consumer app

Top Rated Finance App

**#1** Merchant  
acquirer<sup>2</sup>

Largest merchant acquirer

Notes

(1) Depositors and deposit balance as of end-Mar 2024; cumulative loans disbursed based on last twelve months as of Mar-24

(2) Based on number of transactions for credit and debit cards; QRPH market share of 45% of transaction count as of 1Q24

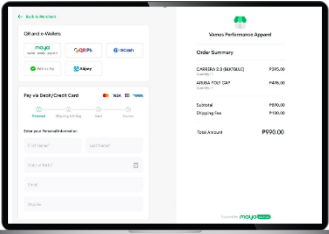


# Empowering Enterprises with all-in-one Digital Banking

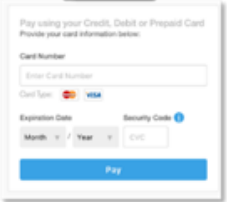
## Comprehensive Payments Product Suite

**Online**


**Payment Gateway**



**Card Vaulting**




**E-commerce plug-ins**




**Offline**

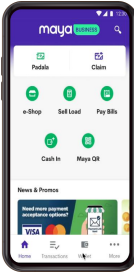
**Maya One**



**Dynamic or Static QR**

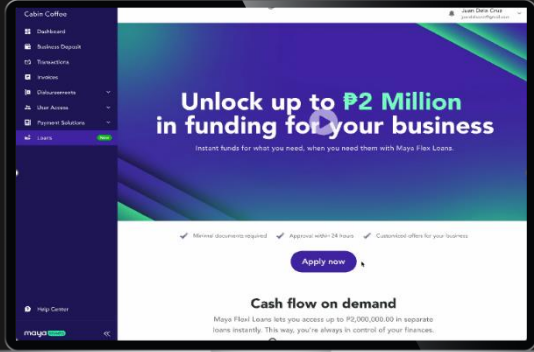


**Maya Business**

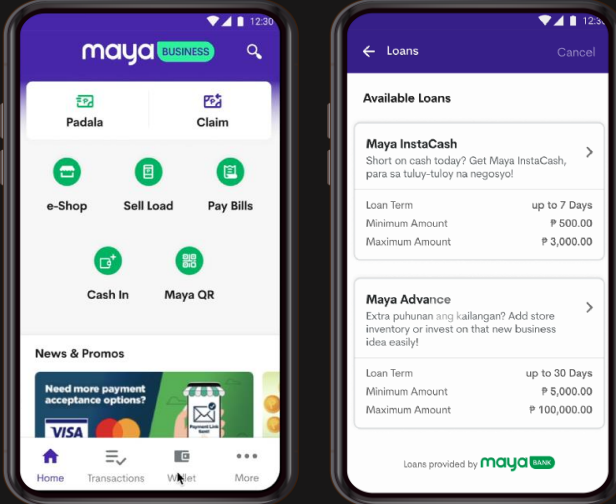


## Embedded Banking to Businesses

**Business Deposit & Unsecured SME Loans**



**Micro SME Loans**



**#1** Cards Payment Processing\*

**#1** QRPH Processing\*  
(45% Market Share)

**6.8x** Enterprise Loan Disbursement YoY  
1Q24 vs 1Q23

\*Note: By number of Transaction

# Next-gen Savings and Credit Experience for Consumers

85%

of Bank Customers are Millennials and Gen Z

59%

of Borrowers have sole Banking Relationship with Maya

3x

Consumer Loans Disbursed YoY, 1Q24 vs 1Q23

## Key Partnerships



Device Financing

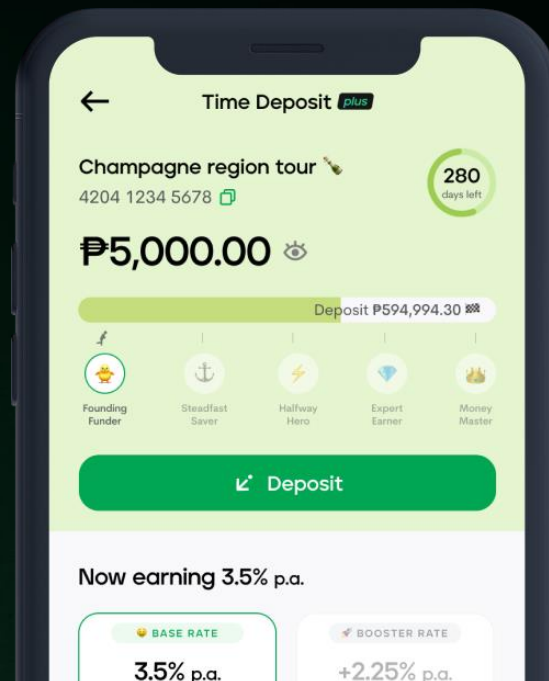


Loan Channeling

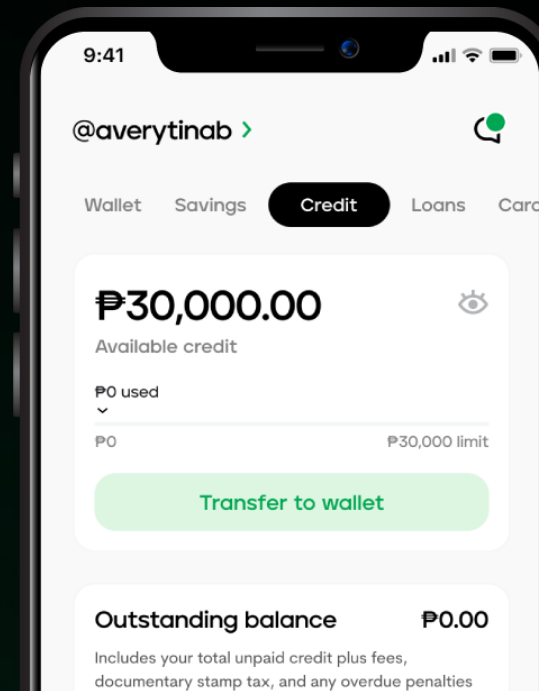
## High Engagement Savings



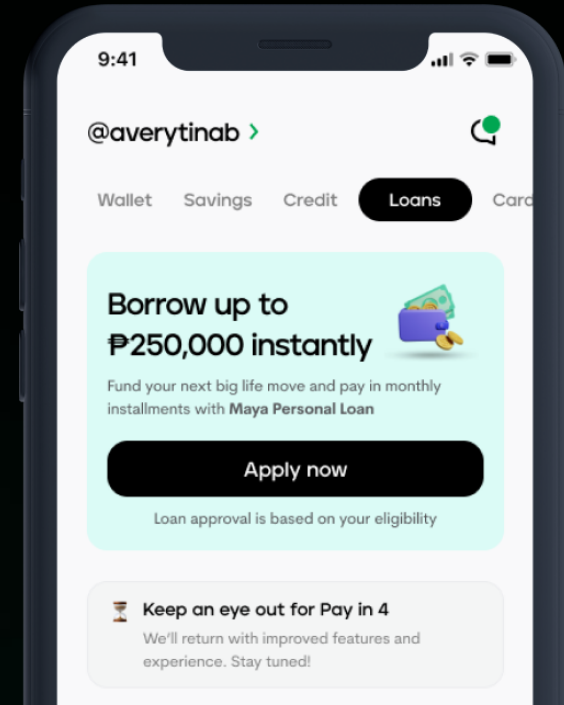
## Time Deposit



## Easy Credit



## Flexi Loan



**Consolidated Service Revenue**

**Mid-single digit growth**

- Robust increases in data/broadband revenue streams of the various business segments

**EBITDA**

**Mid-single digit growth**

- Supported by top line growth and tight management of costs/expenses
- Push to expand EBITDA margins above 52%

**Telco Core Income**

**North of ₱35.0bn**

**Capex**

**₱75-78bn**  
(from ₱85bn in 2023)

- In line with push to reduce capex headline number from peak capex in 2022 (P97bn) and lower capex intensity
- Includes fresh capex for the year and deliveries of prior year commitments

**FCF, leverage, dividends**

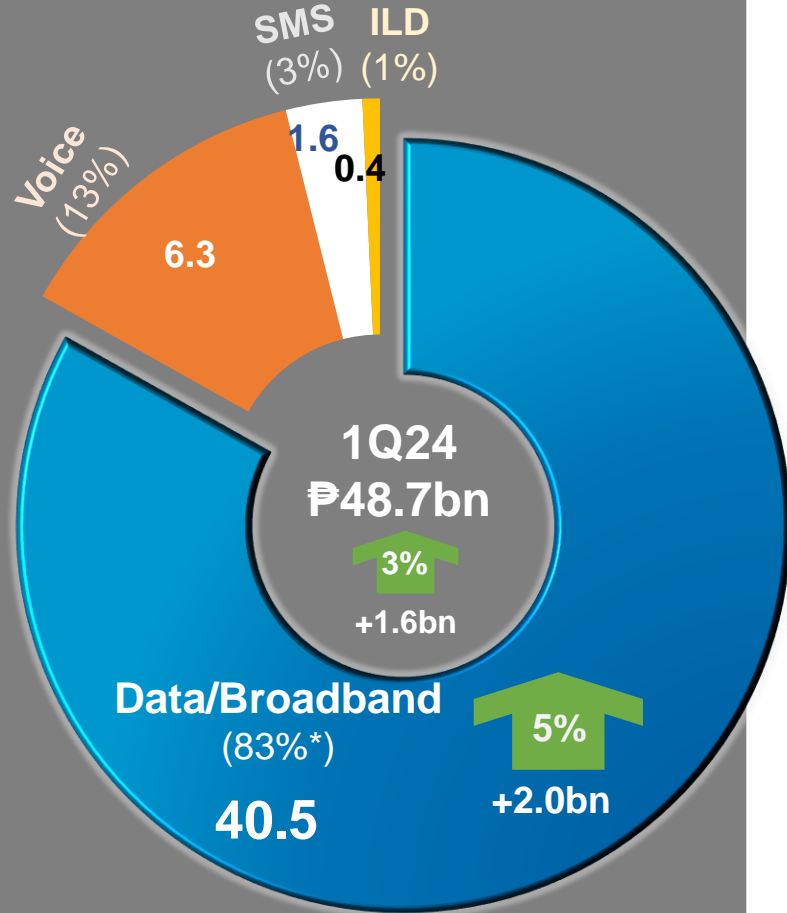
**Focus on delivering positive FCF**

- Generate greater FCF from higher revenues, cost optimization, sale of non-strategic assets
- Aim to deleverage back to 2.0x
- 60% dividend payout

# Other Details

# Data/broadband: 83% of Consolidated Revenues

2024 vs 2023  
(Php in bn)



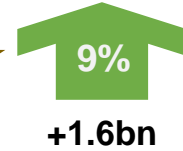
### % of data/broadband per segment

Home: 87%  
Individual: 89%  
Enterprise: 72%



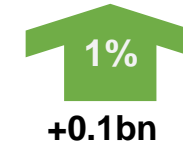
## Mobile Data

₱19.7bn <sup>★</sup>



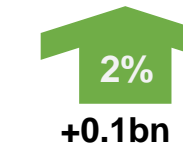
## Home Broadband

₱13.1bn



## Corporate Data

₱ 6.2bn



## ICT

includes data center revenues of ₱0.8bn

₱ 1.2bn



\* FY23: 82%

\* Includes International and Carrier

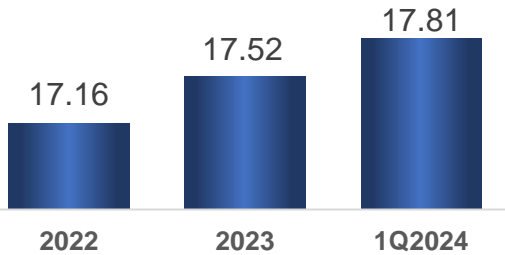
★ All-time high

# Fixed Fiber and Wireless Network: Selected Highlights

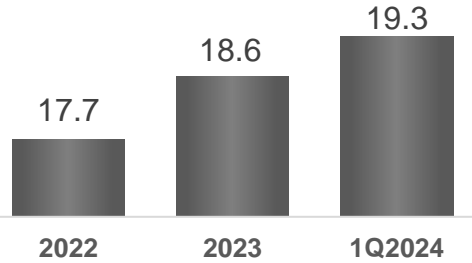
## Fixed: Extensive Network Reach

**FTTH Presence**  
70%

**TOTAL HOMES PASSED**  
(Million Homes)



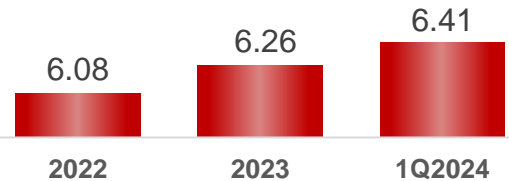
**FTTH COVERAGE**  
(Barangays '000)



46% out of 42,046 barangays in the Phils  
In 70% of towns and 91% of provinces

**TOTAL FTTH CAPACITY\***  
(Million Ports)

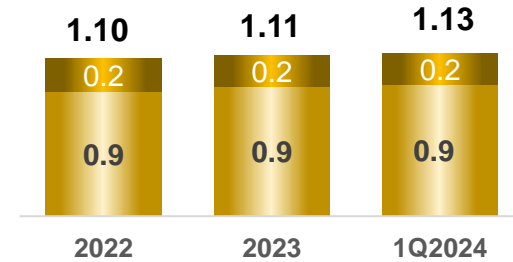
\*excluding non-fiber of 0.79mn



54% port utilization.

**TOTAL FIBER FOOTPRINT**  
(Million Cable Kilometers Laid)

International  
Domestic

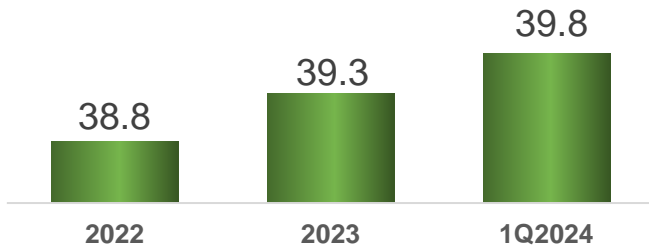


Most extensive in the Philippines, with robust International Network Capacity

## Wireless: Expansive Network

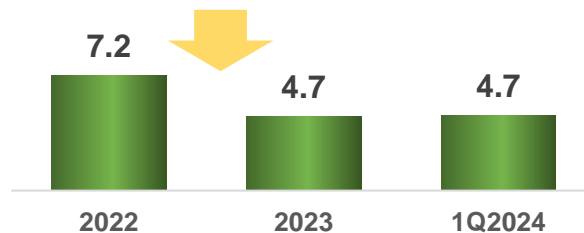
**Total BTS Count: 75.2K**

**LTE/4G BTS**  
(in thousands)



**5G BTS**  
(in thousands)

Network optimization program:  
operational, capex and spectrum efficiencies



## Mobile Coverage

**5G + 4G**  
97%

### Population coverage

- 98% 5G (NCR)
- 67% 5G (Vismin)

### Latched Devices

#### Nationwide

- LTE/4G: 82% (MM: 79%)
- 5G: 10% (MM: 16%)
- 2G: 6% (MM: 4%)
- 3G: 2% (MM: 1%)

**10** sites  
strategically spread across PH

**4**  
TIA-942\* rated 3 certified facilities  
(\*Telecommunications infrastructure standard for DCs)

**8,930** Full capacity racks  
7,705 ready capacity;  
73% utilization

**28MW**  
Aggregated IT power  
57% utilization

**520GB**  
Peak local peering traffic  
Host to 4 of PH's top IXs  
(PhIX, VIX, GetaFIX and PHOpenIX)

**Sustainable Operations (2023)**

- **PUE (Power Usage Effectiveness):** 4% improvement vs 2022
- **ISO 14001:2015 (Environmental Management) ISO 50001: 2018 (Energy Management) certified**
- **Water use:**
  - Rainwater catchments and Sewage Treatment Plants deployed in selected DCs
  - Gray water storage
- **Energy Mix: 22% RE (Renewable Energy)**
  - Higher 2024 RE target

**Hyperscale Data Centers in the Pipeline**

<p>Under Construction</p> <p><b>11<sup>th</sup></b></p> <ul style="list-style-type: none"> <li>➤ Location: Sta. Rosa, Laguna</li> <li>➤ Total capacity of 50MW (36MW IT Load)</li> <li>➤ Initial 10MW operational by July 2024</li> </ul>	<p>Under evaluation</p> <p><b>12<sup>th</sup></b></p> <ul style="list-style-type: none"> <li>➤ Power Capacity: no less than 100MW</li> </ul>
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## Data Center Growth Forecast\*\*: 2022 – 2028

**36%**  
5 year CAGR  
Combined Retail and Hyperscaler Data Center Market

**10%**  
5 year CAGR  
Retail Data Center Market

**65%**  
5 year CAGR  
Hyperscale Data Center Market



## Diversity and Inclusion

**LEARN SIGN LANGUAGE with ERIC**

▶ Watch here

**In a world without sound, how does one make meaningful connections?**

Learn and follow Eric Ebron of our Enterprise Business Group as he teaches us how to say basic expressions in sign language.

This video is part of our "A Day in the Life of Eric" series that shows a glimpse of daily life at PLDT and Smart and demonstrates how Diversity and Inclusion (D&I) is put in action within our organization.

#HappySpace #MakeItMeaningful

# Sustainability Highlights: First Quarter 2024

## Purpose:

*We are a Filipino company inspiring innovation and meaningful connections through generations*

## Human Rights

**ALL IS FAIR IN LOVE AND HUMAN RIGHTS**

"All human beings are born free and equal in dignity and rights."  
—Universal Declaration of Human Rights, Article 1

PLDT recognizes its role in building a digital society that respects human rights and upholds the rights of every Filipino to participate in economic, social, and cultural life.

**HUMAN RIGHTS IN OUR SUPPLY CHAIN**

- Responsible Sourcing of Raw Materials
- Suppliers Complying with Human Rights Principles
- Accessible, Safe, Secure Digital Services
- Indigenous Peoples Rights
- No Acts of Bribery and Corruption
- Ethical Stakeholder Engagements

**HUMAN RIGHTS IN OUR COMMUNITIES**

All PLDT directors, employees, consultants and other contracted personnel are expected to uphold the Human Rights Policy and apply its principles in all business activities and engagements.

[CLICK HERE to read the PLDT Human Rights Policy](#)

## Operational Efficiency

**GOING BEYOND EARTH HOUR**

**What happens when we turn the lights off?**

Last March 23, 2024, 153 PLDT and SMART fixed facilities from Laoag, Ilocos Norte in the North, up to General Santos City in the South, participated in the global celebration of the Earth Hour and turned their lights off from 8:30 - 9:30 PM.

This activity enabled us to save about 382 kWh worth of electricity consumption and prevented us from generating the equivalent carbon dioxide emissions of 30 gallons of gasoline.\*

**GOING BEYOND EARTH HOUR**

**Making Meaningful Connections with Our Planet**

**ENERGY: Switching to Use of Renewables\***

- 5 facilities in Visayas are now using solar energy, reducing annual carbon emissions by 360 tons
- 4 Visayas sites are now powered by 100% geothermal energy, reducing annual carbon emissions by over 18,200 tons
- 33 facilities in Greater Metro Manila to switch to 100% renewable energy (RE) starting July 2024 with an estimated annual carbon emissions reduction of about 21000 tons
- Expanding RE supply partnerships to power up more sites and facilities nationwide

**WASTE: Reducing Waste and Promoting Circularity**

- Offering eRM to wireless customers and incorporating eco-design principles in products and services to minimize waste while maintaining quality of service
- Electronic waste (e-waste) bins deployed in Smart Stores - SM Regal, SM North EDSA, SM Megamall SM Mall of Asia, Smart Tower and in the PLDT and Smart Experience Hub in RCE, to expand to more retail stores this 2024
- Integrating e-waste campaigns and collection in our sales partnership, trade marketing activities, and customer engagements

**WATER: Conserving and Managing Use of Water**

- 6 rainwater catchment facilities installed in our Visayas and Mindanao facilities, collecting water for use in the washing of service vehicles, cleaning of facilities, and watering of plants in premises, among others

\*Based on the Philippine Department of Energy's Power Sector and the Environmental Protection Agency's Greenhouse Gas Emissions Calculator

\*Based on the US Environmental Protection Agency's Greenhouse Gas Equivalencies Calculator

## Health and Safety

**PLDT & Smart support the Department of Health in its region-wide vaccination for Bivalent-Oral Poliovirus Vaccine or bOPV!**

We fully support the Department of Health's push for Universal Health Care and the implementation of the "Region-wide Vaccination for Bivalent-Oral Poliovirus Vaccine Supplemental Immunization Activity" and the "Routine Immunization Catch up" starting April 15.

Many diseases affecting children, including polio, measles, mumps, rubella and pertussis, are preventable with the use of vaccines. Licensed vaccines have undergone many years of rigorous testing to ensure they are safe.

We encourage parents to help prepare their children for the future by giving them the gift of health today, starting with following a vaccination program. Check out the various available DOH programs.

**Manuel V. Pangilinan**  
President & CEO

PLDT & Smart encourage you to ensure your dependents and family members aged 0-59 months receive the bOPV vaccine.

The Department of Health (DOH) is organizing vaccination activities in April and May 2024. Stay informed about locations and schedules through the official channels of DOH.

## Environmental Stewardship

**#ConnectedWithNature**  
5 Ways To Show Love to Mother Nature this Earth Day 2024, and Everyday!

- Learn about the Environment and Climate Change**  
Consciousness of our environmental impact starts with knowledge and awareness. Our smartphones are gateways to information on important planetary topics like climate change and biodiversity conservation. By following and engaging with credible eco-conscious platforms, we get to make informed decisions that benefit the environment and our community.
- Explore Nature & Appreciate our Local Culture**  
Explore and create content on eco-tourism destinations in the country. These are places that do not only offer breathtaking natural beauty, but also promote eco-conscious lifestyles, support small businesses, and allow us to appreciate how our local and indigenous culture protects the environment. Make sure to capture and share online your eco-friendly travel experiences to inspire others.
- Choose Eco-friendly and Less Wasteful Products**  
Support the goal of reducing waste that go into our landfills and end up polluting the environment. Go for products made from eco-friendly materials and use less packaging. Need a new SIM? Choose Smart's eSIM that eliminates the need for physical SIM cards and packaging, letting us enjoy the best of connectivity while also minimizing our environmental footprint.
- Make Recycling a Habit**  
Did you know that there are a lot of recyclables in our electronics and devices? By properly disposing of old and broken gadgets at PLDT and Smart's electronic waste (e-waste) collection points, we help close the loop in the world of electronics and prevent toxic substances found in e-waste from harming our health and polluting the environment.
- Build and Nurture a Smart Home**  
Switching to renewable energy sources - like solar panels - for our homes not only benefits the environment but can also lead to savings on our utility bills! These are best paired with smart home devices and ecosystems that allow us to take more control of our usage and help us maximize energy efficiency of our home appliances.

**Recycle them back to greatness.**

Drop your e-waste for proper recycling at the following stores:

- PLDT Smart Experience Hub Robinsons Galleria
- PLDT Smart Experience Hub Robinsons Magnolia
- PLDT Smart Experience Hub Robinsons Place Manila
  - PLDT Smart Experience Hub RCB
  - PLDT Smart Experience Hub Festival Mall
- PLDT Smart Experience Hub Smart Tower
- PLDT Smart Experience Hub Vertis North
- PLDT Smart Experience Hub Rockwell
- PLDT Smart Experience Hub SM San Lazaro
- PLDT Smart Experience Hub SM Baguio
- PLDT Smart Experience Hub SM Southmall
- Smart Store SM Megamall
- Smart Store SM North Edsa

**BE KIND. RECYCLE.**

## Decarbonization Roadmap

40% reduction in Scope 1 and Scope 2 by 2030 (2019 baseline)

### Agreement with ACEN for 100% RE

(February 26, 2024)

#### Objectives of the transition to RE:

- In support of Renewable Energy Act (R.A. 9513) Green Energy Option Program (GEOP)
- Aligned with PLDT Group's Decarbonization Roadmap

#### Estimated annual benefits:

- Savings: ~₱6.1mn
- CO2e reduction 20,901 tons

#### Highlights of the Agreement with ACEN:

- Coverage: 33 sites in Greater Metro Manila
- Cost: At an ave. discount of ₱0.18/Kwh vs Distribution Utility rate
- Target Year: 2024
- Contract Term: 5 years (pricing review after 5th yr)

[Link to PR](#)



### Green Radio network solutions deployed in all cell sites

#### Capabilities of the eco-friendly innovations:

- Intelligent and automated shutdowns
- Adaptive power to traffic consumption
- Multilayer radio power optimization
- Scalable to adjust capacity for increase traffic

#### Estimated annual benefits:

- Reduced power consumption: ~10,900 MWh
- Estimated Annual Emissions Reduction: ~ 7.8K tons



[Link to PR](#)

### Climate Action Initiatives

#### Partnership with MSpectrum for Solar Rooftop

- 1st Phase: Implemented in 2022 for 5 sites in Visayas
  - ✓ Savings p.a. (approx.): ₱1.3mn
  - ✓ Estimated Annual Emissions Reduction: 361.86 tons (2023 actual)
- 2nd Phase: target implementation in 4Q 2024 for 24 sites nationwide
  - ✓ Savings p.a. (approx.): ₱2.0mn
  - ✓ Estimated Annual Emissions Reduction: 906 tons

#### Partnership with First Gen through GEOP (100% RE)

- 1st Phase: Implemented in 2023 for 4 sites in Visayas
  - ✓ Savings p.a. (approx.): ₱2.05mn
  - ✓ Estimated Annual Emissions Reduction: 16,281 tons
- 2nd Phase: target implementation in 2024 for 6 sites in Mindanao
  - ✓ Savings p.a. (approx.): ₱23.3mn
  - ✓ Estimated Annual Emissions Reduction: 12,779 tons

### 5-year ₱1.0 B Green Loan facility from HSBC

#### Proceeds: Partial funding for the ongoing nationwide modernization and expansion of the fiber network

- Fiber is considered a low carbon product – energy efficient and with very minimal energy lost to the environment

#### Benefits:

- Loan competitively priced
- No increase in overall debt (refinancing)
- Demonstrates PLDT's commitment to sustainability
- Support from the financial community for environmental stewardship

[Link to PR](#)



## ISO 22301: 2019 (Business Continuity Management Systems)



**24 certified sites in 2023**  
PLDT: 15 sites  
Smart: 9 sites

2024 Target

Additional sites in Visayas will be certified

2022: 22 sites  
2021: 18 sites

- PLDT Group's focus on business continuity has enabled the group to prevent, mitigate, and recover from disruptive incidents, through, among others:
  - Risk assessment of the operations' environmental impacts and climate change impacts to the group
  - Inclusion of business continuity criteria in the supplier accreditation process

[Link to PR](#)

## ISO 9001: 2015 (Quality Management Systems)



- PLDT's Business Continuity and Resilience Office (BCRO) has successfully established, implemented and committed to continually improve the quality management process of the company

## Protecting the Rainforest using Communications Technology

(March 2024)



- **PLDT/Smart partnership with Huawei, Rainforest Connection (RFCx), DICT and DENR**
- **Objective of the Project:**
  - Deploy RFCx's Guardians which use IoT solution to detect, record and transmit sounds in the rainforest that can help prevent illegal logging and poaching activities
    - ✓ In original area where the Guardians were deployed, a significant reduction in illegal logging has been observed
  - RFCx Guardians are installed in Palawan
    - ✓ Evaluating expansion in Tanay, Rizal



## 2024 Target

### 2024 Partnerships



➤ To deploy e-waste bins in all SM malls nationwide (currently 85)

- Increases accessibility and visibility of collection points

[Link to PR](#)



Magnolia

Galleria

Manila

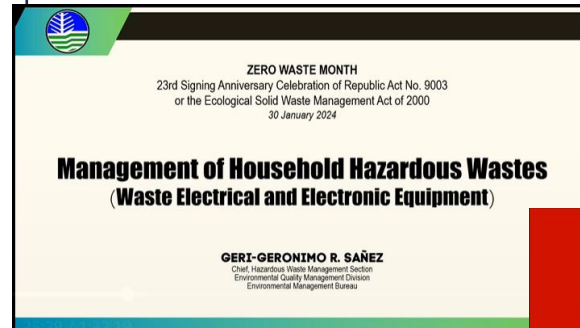
➤ e-waste bins deployed in selected Robinsons Malls in February 2024

## Scale up e-waste collection points nationwide

### Employee Training

**e-Waste Management training for employees**  
(April 2024)

- Attendees: Frontliners in the retail stores, Property and Facilities teams
- In partnership with the Department of Environment and Natural Resources – Environmental Management Bureau (DENR-EMB) and the United Nations Industrial Development Organization (UNIDO)
- Topics covered:
  - Importance of e-waste management
  - Guidelines for the proper disposal and safe handling of e-waste



### Community Awareness

**e-Waste Management awareness in the community**  
(April 2024)



➤ PLDT and Smart joined Makati City’s Brgy Bel Air’s Waste Segregation Program, highlighting e-waste management

- Topics covered:
  - ✓ Health hazards of chemicals in e-waste if not properly disposed
  - ✓ Impacts to community and planet of e-waste management
  - ✓ Benefits of new technologies

## PLDT and Smart received NPC (National Privacy Commission) Seal of Registration



[PLDT Inc. Privacy Policy](#)

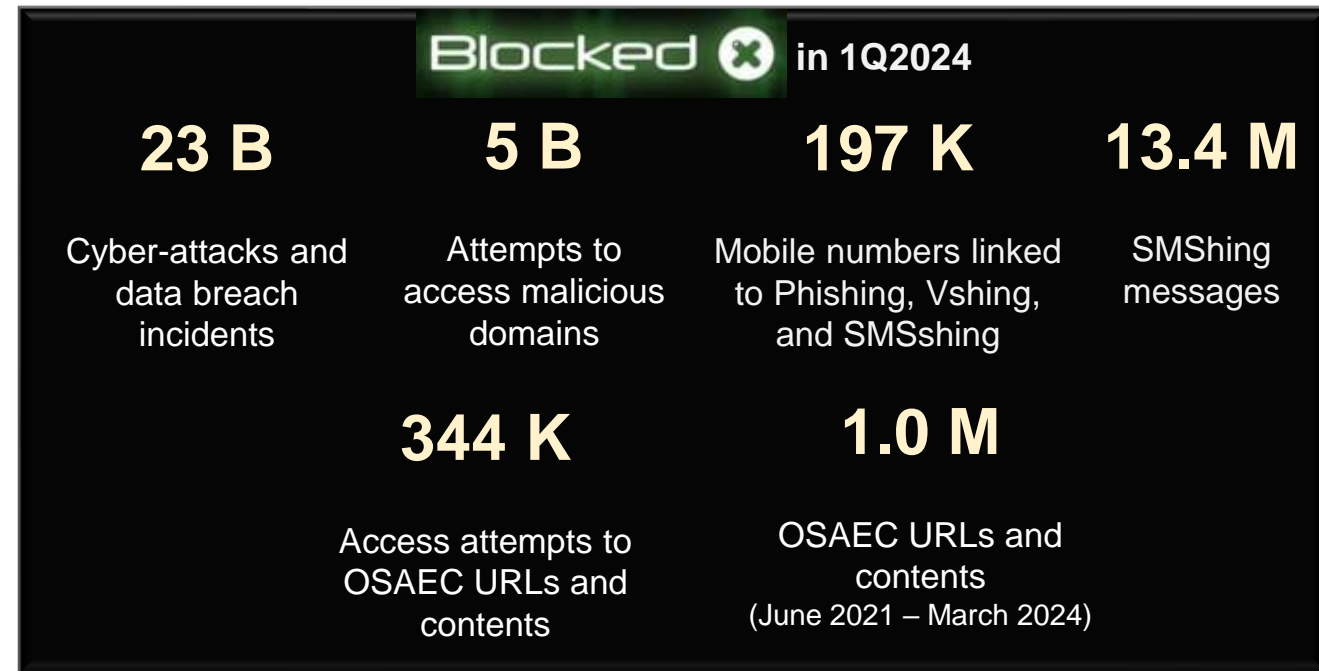


[Smart Communications Privacy Policy](#)

[Link to PR](#)

Note: PLDT is working with the NPC for the completion of the renewal of its NPC registration.  
 • Validity of PLDT's registration has been extended

## PLDT and Smart Cybersecurity in Action



[Link to PR](#)

## Disability Sensitivity and Neurodiversity Workshop for PLDT and Smart frontliners



- TERPCAP, a disability-led accessibility solutions provider, facilitated the workshop
- Attendees included frontliners of PLDT and Smart retail sales, customer care, and asset protection personnel nationwide
- Recorded module will be part of the frontliners onboarding program

[Link to PR](#)

## Driving digital inclusion through digital upskilling of vulnerable sectors

### Supporting Overseas Filipino Workers (OFWs) through livelihood



[Link to PR](#)

- In partnership with the Department of Migrant Workers
  - PLDT Group to provide livelihood and skills development programs for OFWs

### Digital training for persons with disabilities



[Link to PR](#)

- Digital Business basics training for persons with disabilities
  - In partnership with ATRIEV

### Empowering women




- Digital upskilling for moms
  - In collaboration with FH Moms, Life Haven, and ATRIEV
- Digital entrepreneurship for women farmers
  - Provided trainings and connectivity package

[Link to PR](#)



# APPENDIX

End-March 2024
End 2023

  
**+1.1mn**

Total Subscribers
66,415
65,303

Mobile		1Q2024	4Q2023	3Q2023	2Q2023	1Q2023	Net Adds	
							1Q2024 vs YE2023	
	<b>Mobile Subscriber Base</b>							
	<b>Prepaid</b>	<b>56,785,718</b>	<b>55,667,880</b>	<b>53,105,076</b>	<b>60,891,135</b>	<b>62,999,637</b>	<b>1,117,838</b>	<b>2%</b>
	Smart Prepaid	21,856,044	21,530,993	20,494,009	23,486,725	24,044,239	325,051	1%
	TNT	34,929,674	34,136,887	32,611,067	37,404,410	38,955,398	792,787	2%
	<b>Postpaid</b>	<b>2,177,248</b>	<b>2,159,246</b>	<b>2,141,054</b>	<b>2,062,683</b>	<b>2,034,703</b>	<b>18,002</b>	<b>1%</b>
	<b>Total Mobile Subscribers</b>	<b>58,962,966</b>	<b>57,827,126</b>	<b>55,246,130</b>	<b>62,953,818</b>	<b>65,034,340</b>	<b>1,135,840</b>	<b>2%</b>

Broadband		1Q2024	4Q2023	3Q2023	2Q2023	1Q2023	Net Adds	
							1Q2024 vs YE2023	
	<b>BROADBAND</b>							
	Fixed Line Broadband	3,255,012	3,268,996	3,280,419	3,294,012	3,281,289	(13,984)	-
	Fixed Wireless Broadband	456,082	440,545	409,289	607,541	695,242	15,537	4%
	<b>Total Broadband Subscribers</b>	<b>3,711,094</b>	<b>3,709,541</b>	<b>3,689,708</b>	<b>3,901,553</b>	<b>3,976,531</b>	<b>1,553</b>	<b>-</b>

Fixed Line		Mar-24	Dec-23	Sep-23	Jun-23	Mar-23	Net Adds	
							1Q2024 vs YE2023	
	<b>Fixed Line Subscribers</b>	<b>3,740,780</b>	<b>3,766,105</b>	<b>3,792,278</b>	<b>3,823,629</b>	<b>3,828,445</b>	<b>(25,325)</b>	<b>(1%)</b>

Mobile ARPU, Net

	2024	2023			
	1Q	1Q	2Q	3Q	4Q
Smart Postpaid	703	674	687	697	693
Smart Prepaid	125	107	109	128	130
TNT	106	86	92	109	109

# Consolidated Financial Highlights

	1Q2024				1Q2023	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
<i>(Php in millions)</i>						
<b>Service Revenues<sup>(1)</sup></b>	<b>24,735</b>	<b>31,747</b>	<b>-</b>	<b>52,195</b>	<b>49,726</b>	<b>5%</b>
<b>Cash Operating Expenses<sup>(2)</sup></b>	<b>11,158</b>	<b>14,668</b>	<b>31</b>	<b>22,711</b>	<b>22,814</b>	<b>-</b>
<b>Subsidies and Cost of Services</b>	<b>543</b>	<b>739</b>	<b>-</b>	<b>1,224</b>	<b>1,411</b>	<b>(13%)</b>
<b>Provisions</b>	<b>216</b>	<b>743</b>	<b>-</b>	<b>959</b>	<b>1,102</b>	<b>(13%)</b>
<b>EBITDA<sup>(3)</sup></b>	<b>12,832</b>	<b>15,597</b>	<b>(31)</b>	<b>27,315</b>	<b>26,021</b>	<b>5%</b>
<b>EBITDA Margin<sup>(4)</sup></b>	<b>52%</b>	<b>49%</b>	<b>-</b>	<b>52%</b>	<b>52%</b>	
<b>Depreciation and Amortization</b>	<b>7,783</b>	<b>6,183</b>	<b>-</b>	<b>11,642</b>	<b>11,679</b>	<b>-</b>
<b>Financing Costs, Net</b>	<b>(2,289)</b>	<b>(1,562)</b>	<b>-</b>	<b>3,377</b>	<b>3,075</b>	<b>10%</b>
<b>Other Income</b>	<b>257</b>	<b>4,456</b>	<b>2</b>	<b>156</b>	<b>2,433</b>	<b>(94%)</b>
<b>Income (Loss) before Income Tax</b>	<b>3,882</b>	<b>12,579</b>	<b>(443)</b>	<b>13,192</b>	<b>12,222</b>	<b>8%</b>
<b>Provision (Benefit from) for Income Tax</b>	<b>925</b>	<b>2,132</b>	<b>-</b>	<b>3,299</b>	<b>3,148</b>	<b>5%</b>
<b>Net Income (Loss) Attributable to Equity Holders of PLDT</b>	<b>2,954</b>	<b>10,385</b>	<b>(443)</b>	<b>9,824</b>	<b>9,015</b>	<b>9%</b>
<b>Telco Core Income</b>	<b>2,258</b>	<b>10,201</b>	<b>(48)</b>	<b>9,320</b>	<b>8,640</b>	<b>8%</b>

(1) Service Revenues, gross of interconnection costs

Service revenues, gross of interconnection costs	24,735	31,747	-	52,195	49,726	5%
Less: Interconnection costs	229	3,645	-	3,491	2,619	33%
Service revenues, net of interconnection costs	24,506	28,102	-	48,704	47,107	3%

(2) Cash Operating Expenses includes interconnection costs

(3) EBITDA excludes MRP costs, Telecom Tower Sale and Leaseback related expenses and EBITDA from discontinued operations

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

# Consolidated Service Revenues

(Php in millions)	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
<b>Fixed Line</b>	<b>27,627</b>	<b>26,541</b>	<b>26,032</b>	<b>26,769</b>	<b>27,496</b>	<b>106,838</b>	<b>4%</b>
Fixed Line Voice	7,052	6,473	5,753	6,385	6,549	25,160	9%
Home Broadband	12,690	12,568	12,691	12,795	12,798	50,852	1%
Fixed Line	12,688	12,565	12,687	12,741	12,795	50,788	1%
Fixed Wireless	2	3	4	54	3	64	(33%)
Corporate Data and ICT	7,816	7,474	7,564	7,563	8,056	30,657	5%
Corporate data and leased lines	6,467	6,282	6,375	6,418	6,255	25,330	3%
ICT	1,349	1,192	1,189	1,145	1,801	5,327	13%
Miscellaneous	69	26	24	26	93	169	165%
<b>Wireless</b>	<b>24,568</b>	<b>23,185</b>	<b>23,493</b>	<b>23,732</b>	<b>24,584</b>	<b>94,994</b>	<b>6%</b>
Mobile Services	24,189	22,777	23,064	23,327	24,197	93,365	6%
Mobile Voice	2,370	2,952	2,851	2,670	2,545	11,018	(20%)
SMS	1,638	1,252	1,362	1,536	1,574	5,724	31%
Mobile Data	19,758	18,152	18,368	18,710	19,586	74,816	9%
Mobile Internet	18,897	17,172	17,452	17,877	18,766	71,267	10%
Mobile Broadband	675	791	726	690	653	2,860	(15%)
Other data	186	189	190	143	167	689	(2%)
Inbound Roaming and Others	423	421	483	411	492	1,807	-
Fixed Wireless Broadband	379	408	429	405	387	1,629	(7%)
<b>Total Consolidated Service Revenues <sup>(1)</sup></b>	<b>52,195</b>	<b>49,726</b>	<b>49,525</b>	<b>50,501</b>	<b>52,080</b>	<b>201,832</b>	<b>5%</b>

## Consolidated service revenues - net of interconnection costs

(Php in millions)	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
Consolidated Service Revenues, gross of interconnection costs	52,195	49,726	49,525	50,501	52,080	201,832	5%
Interconnection Costs	3,491	2,619	2,101	2,743	2,955	10,418	33%
<b>Consolidated Service Revenues, net of interconnection costs</b>	<b>48,704</b>	<b>47,107</b>	<b>47,424</b>	<b>47,758</b>	<b>49,125</b>	<b>191,414</b>	<b>3%</b>

# Consolidated Service Revenues and EBITDA

	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
<i>(Php in millions)</i>							
<b>Data and Broadband</b>	<b>40,643</b>	<b>38,602</b>	<b>39,052</b>	<b>39,473</b>	<b>40,827</b>	<b>157,954</b>	<b>5%</b>
Home Broadband	13,069	12,976	13,120	13,200	13,185	52,481	1%
Fixed Line	12,688	12,565	12,687	12,741	12,795	50,788	1%
Fixed Wireless	381	411	433	459	390	1,693	(7%)
Corporate Data and ICT	7,816	7,474	7,564	7,563	8,056	30,657	5%
Corporate data and leased lines	6,467	6,282	6,375	6,418	6,255	25,330	3%
ICT	1,349	1,192	1,189	1,145	1,801	5,327	13%
Mobile Data	19,758	18,152	18,368	18,710	19,586	74,816	9%
Mobile Internet	18,897	17,172	17,452	17,877	18,766	71,267	10%
Mobile Broadband	675	791	726	690	653	2,860	(15%)
Other data	186	189	190	143	167	689	(2%)
<b>Voice and Others</b>	<b>9,914</b>	<b>9,872</b>	<b>9,111</b>	<b>9,492</b>	<b>9,679</b>	<b>38,154</b>	<b>-</b>
Fixed Line Voice	7,052	6,473	5,753	6,385	6,549	25,160	9%
Mobile Voice	2,370	2,952	2,851	2,670	2,545	11,018	(20%)
Others	492	447	507	437	585	1,976	10%
Miscellaneous	69	26	24	26	93	169	165%
Inbound Roaming and Others	423	421	483	411	492	1,807	-
<b>SMS</b>	<b>1,638</b>	<b>1,252</b>	<b>1,362</b>	<b>1,536</b>	<b>1,574</b>	<b>5,724</b>	<b>31%</b>
<b>Total Consolidated Service Revenues <sup>(1)</sup></b>	<b>52,195</b>	<b>49,726</b>	<b>49,525</b>	<b>50,501</b>	<b>52,080</b>	<b>201,832</b>	<b>5%</b>

(1) Gross of interconnection costs

	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
<i>(Php in millions)</i>							
EBITDA	27,315	26,021	26,107	26,236	25,933	104,297	5%

EBITDA (exMRP) excludes MRP and Telecom Tower Sale and Leaseback related expenses

# Wireless Service Revenues

(Php in millions)	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
<b>Data/Broadband</b>	<b>20,181</b>	<b>18,604</b>	<b>18,841</b>	<b>19,158</b>	<b>20,016</b>	<b>76,619</b>	<b>8%</b>
Mobile Data	19,802	18,196	18,412	18,753	19,629	74,990	9%
Mobile Internet	18,899	17,173	17,451	17,877	18,767	71,268	10%
Mobile Broadband	683	801	737	700	662	2,900	(15%)
Other Data	220	222	224	176	200	822	(1%)
Fixed Wireless Broadband	379	408	429	405	387	1,629	(7%)
<b>SMS/Mobile Voice/Others</b>	<b>4,554</b>	<b>4,748</b>	<b>4,829</b>	<b>4,741</b>	<b>4,740</b>	<b>19,058</b>	<b>(4%)</b>
SMS	1,637	1,252	1,362	1,537	1,573	5,724	31%
Mobile Voice	2,455	3,046	2,941	2,763	2,637	11,387	(19%)
Others	462	450	526	441	530	1,947	3%
Inbound Roaming and Others	450	440	516	432	518	1,906	2%
MVNO and Others	12	10	10	9	12	41	20%
<b>Total Wireless Gross Service Revenues <sup>(1)</sup></b>	<b>24,735</b>	<b>23,352</b>	<b>23,670</b>	<b>23,899</b>	<b>24,756</b>	<b>95,677</b>	<b>6%</b>

(1) Gross of interconnection costs

## Wireless service revenues - net of interconnection costs

(Php in millions)	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
Wireless Service Revenues, gross of interconnection costs	24,735	23,352	23,670	23,899	24,756	95,677	6%
Interconnection Costs	229	185	206	219	224	834	24%
<b>Wireless Service Revenues, net of interconnection costs</b>	<b>24,506</b>	<b>23,167</b>	<b>23,464</b>	<b>23,680</b>	<b>24,532</b>	<b>94,843</b>	<b>6%</b>



(Php in millions)	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
<b>Data/Broadband</b>	<b>24,183</b>	<b>22,981</b>	<b>23,249</b>	<b>23,203</b>	<b>23,779</b>	<b>93,212</b>	<b>5%</b>
Home Broadband	12,695	12,574	12,698	12,801	12,803	50,876	1%
Corp. Data and Other Network Services	9,675	8,790	8,848	8,854	8,712	35,204	10%
ICT	1,813	1,617	1,703	1,548	2,264	7,132	12%
<b>Voice and Others</b>	<b>7,564</b>	<b>6,957</b>	<b>6,199</b>	<b>6,847</b>	<b>7,121</b>	<b>27,124</b>	<b>9%</b>
Voice	7,432	6,866	6,111	6,755	6,954	26,686	8%
Miscellaneous	132	91	88	92	167	438	45%
<b>Total Fixed Line Service Revenues <sup>(1)</sup></b>	<b>31,747</b>	<b>29,938</b>	<b>29,448</b>	<b>30,050</b>	<b>30,900</b>	<b>120,336</b>	<b>6%</b>

(1) Gross of interconnection costs

## Fixed line service revenues - net of interconnection costs

(Php in millions)	2024	2023					% Change
	1Q	1Q	2Q	3Q	4Q	FY	1Q2024 vs 1Q2023
<b>Fixed Line Service Revenues, Net</b>							
Voice	3,921	4,099	3,915	3,918	3,869	15,801	(4%)
Home Broadband	12,695	12,574	12,698	12,801	12,803	50,876	1%
Corp. Data and Other Network Services	9,541	8,727	8,787	8,791	8,654	34,959	9%
ICT	1,813	1,617	1,703	1,548	2,264	7,132	12%
Miscellaneous	132	91	88	92	167	438	45%
<b>Total</b>	<b>28,102</b>	<b>27,108</b>	<b>27,191</b>	<b>27,150</b>	<b>27,757</b>	<b>109,206</b>	<b>4%</b>

<i>(Php in millions)</i>	1Q2024 Consolidated	1Q2023 Consolidated	Y-o-Y % Change
<b>Operating Expenses</b>			
Repairs and Maintenance	7,481	7,160	4%
Compensation and Employee Benefits	6,078	7,456	(18%)
Interconnection Costs	3,491	2,619	33%
Professional and Other Contracted Services	1,876	1,893	(1%)
Taxes and Licenses	1,330	1,113	19%
Selling and Promotions	1,310	1,439	(9%)
Rent	372	460	(19%)
Insurance and Security Services	344	316	9%
Communication, Training and Travel	295	279	6%
Other Expenses	134	79	70%
<b>Cash Operating Expenses</b>	<b>22,711</b>	<b>22,814</b>	-
Depreciation and Amortization	11,642	11,679	-
Asset Impairment	959	1,102	(13%)
<i>Provisions</i>	959	1,102	(13%)
Amortization of Intangible Assets	56	56	-
<b>Non-Cash Operating Expenses</b>	<b>12,657</b>	<b>12,837</b>	<b>(1%)</b>
<b>Cost of Sales and Services</b>	<b>3,253</b>	<b>4,047</b>	<b>(20%)</b>
<b>Total Expenses</b>	<b>38,621</b>	<b>39,698</b>	<b>(3%)</b>

<i>(Php in millions)</i>	1Q2024 Consolidated	1Q2023 Consolidated	Y-o-Y % Change
Total Cash Operating Expenses	22,711	22,814	-
Less: Interconnection Costs	3,491	2,619	33%
Total Cash Operating Expenses, excluding Interconnection Costs	19,220	20,195	(5%)
Less: MRP	-	1,459	(100%)
Total Cash Operating Expenses, excluding Interconnection Costs and MRP	19,220	18,736	3%
Non-Cash Operating Expenses	12,657	12,837	(1%)
Cost of Sales and Services	3,253	4,047	(20%)
<b>Total Expenses, excluding Interconnection Costs and MRP</b>	<b>35,130</b>	<b>35,620</b>	<b>(1%)</b>

<i>(Php in millions)</i>	1Q2024 Consolidated	1Q2023 Consolidated	Y-o-Y % Change
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures			
Vega	(19)	20	(195%)
Maya	(376)	(722)	(48%)
Others	-	(3)	(100%)
<b>Total Equity Share in Net Earnings (Losses)</b>	<b>(395)</b>	<b>(705)</b>	<b>(44%)</b>
Financing Costs, Net			
Interest on Loans and Other Related Items	(3,107)	(2,700)	15%
Accretion on Lease Liabilities	(919)	(764)	20%
Accretion on Financial Liabilities	(90)	(89)	1%
Financing Charges	(35)	(1)	3,400%
Capitalized Interest	774	479	62%
<b>Total Financing Costs, Net</b>	<b>(3,377)</b>	<b>(3,075)</b>	<b>10%</b>
Other Income (Expenses), Net			
Gain on telecom towers sale and leaseback - gross of expenses	571	2,220	(74%)
Others	(415)	213	(295%)
<b>Other Income, Net</b>	<b>156</b>	<b>2,433</b>	<b>(94%)</b>
<b>Interest Income</b>	<b>269</b>	<b>278</b>	<b>(3%)</b>
<b>Gains (Losses) on Derivative Financial Instruments, Net</b>	<b>761</b>	<b>(640)</b>	<b>(219%)</b>
<b>Foreign Exchange Gains (Losses), Net</b>	<b>175</b>	<b>1,267</b>	<b>86%</b>
<b>Total Other Income (Expenses), Net</b>	<b>(2,411)</b>	<b>(442)</b>	<b>445%</b>

# Earnings Per Share (EPS)

<i>(Php in millions except EPS (in Php) and Shares (in mn))</i>	1Q2024		1Q2023	
	Basic	Diluted	Basic	Diluted
Net Income Attributable to Equity Holders of PLDT				
Continuing Operations	9,824	9,824	9,040	9,040
Discontinued Operations	-	-	(25)	(25)
Net Income Attributable to Equity Holders of PLDT	9,824	9,824	9,015	9,015
Dividends on Preferred Shares	(14)	(14)	(15)	(15)
<b>Net Income for the Period Attributable to Common Equity Holders of PLDT</b>	<b>9,810</b>	<b>9,810</b>	<b>9,000</b>	<b>9,000</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>
Continuing Operations	45.40	45.40	41.77	41.77
<b>EPS (Based on Reported Net Income)</b>	<b>45.40</b>	<b>45.40</b>	<b>41.66</b>	<b>41.66</b>
Telco Core Income	9,320	9,320	8,640	8,640
Dividends on Preferred Shares	(14)	(14)	(15)	(15)
<b>Telco Core Income Applicable to Common Shares</b>	<b>9,306</b>	<b>9,306</b>	<b>8,625</b>	<b>8,625</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 Telco Core Income)</b>	<b>43.07</b>	<b>43.07</b>	<b>39.92</b>	<b>39.92</b>

<i>(Php in millions)</i>	Consolidated	
	March 31, 2024	December 31, 2023
<b>Total Assets</b>	<b>621,785</b>	<b>609,519</b>
<b>Nominal Value of Total Debt</b>	<b>257,012</b>	<b>256,927</b>
<b>Less: Unamortized Debt Discount</b>	<b>2,073</b>	<b>2,129</b>
<b>Total Debt</b>	<b>254,939</b>	<b>254,798</b>
<b>Cash and Short-Term Investments<sup>(1)</sup></b>	<b>14,828</b>	<b>17,163</b>
<b>Net Debt<sup>(2)</sup></b>	<b>242,184</b>	<b>239,764</b>
<b>Equity Attributable to Equity Holders of PLDT</b>	<b>105,027</b>	<b>105,218</b>
<b>Total Debt<sup>(3)</sup>/EBITDA<sup>(4)</sup></b>	<b><u>2.43x</u></b>	<b><u>2.46x</u></b>
<b>Net Debt<sup>(2)</sup>/EBITDA<sup>(4)</sup></b>	<b><u>2.29x</u></b>	<b><u>2.30x</u></b>
<b>Net Debt<sup>(2)</sup>/Equity</b>	<b><u>2.31x</u></b>	<b><u>2.28x</u></b>

<sup>(1)</sup> Cash and Short-Term Investments include Investments in Debt Instruments at Amortized Cost

<sup>(2)</sup> Net Debt calculated based on nominal value of debts less cash and cash equivalents and short-term investments

<sup>(3)</sup> Nominal value of total debt for the last twelve months

<sup>(4)</sup> EBITDA for the last twelve months

	March 31, 2024			December 31, 2023	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	Face Value	
<i>(Php in millions)</i>					
<b>Debt</b>					
PLDT	₱152,159	₱1,162	₱153,321	₱157,071	(₱3,750)
Smart	97,840	876	98,716	94,856	₱3,860
ePLDT	4,940	35	4,975	5,000	(₱25)
<b>Total Debt</b>	<b>₱254,939</b>	<b>₱2,073</b>	<b>₱257,012</b>	<b>₱256,927</b>	<b>₱85</b>

