



2024 FULL YEAR FINANCIAL & OPERATING RESULTS

FEBRUARY 27, 2025



Presentations Page
(IR website)

Financial Highlights

Stable Expansion and Earnings Growth

	FY24	FY23	Change	% Change
Service Revenues [net of interconnection costs]	194.7bn ★	191.4	+3.3bn	▲ +2%
Cash Opex, Subsidies, Provisions (ex-MRP)	86.1bn	87.1bn	-1.0bn	-1%
EBITDA (ex-MRP)	108.5bn ★ <i>52% margin</i>	104.3bn <i>52% margin</i>	+4.2bn	▲ +4%
Depreciation & Amortization	50.5bn	46.9bn	+3.7bn	+8%
EBIT	58.0bn	57.4bn	+0.5bn	+1%
Net Financing Costs	14.6bn	12.8bn	+1.8bn	+14%
Telco Core Income	35.1bn	34.3bn	+0.8bn	▲ +2%
Reported Net Income	32.3bn	26.6	+5.7bn	▲ +21%

Gross Service Revenues

₱208.4bn | **▲ 3%**
+6.6bn

Key Highlights

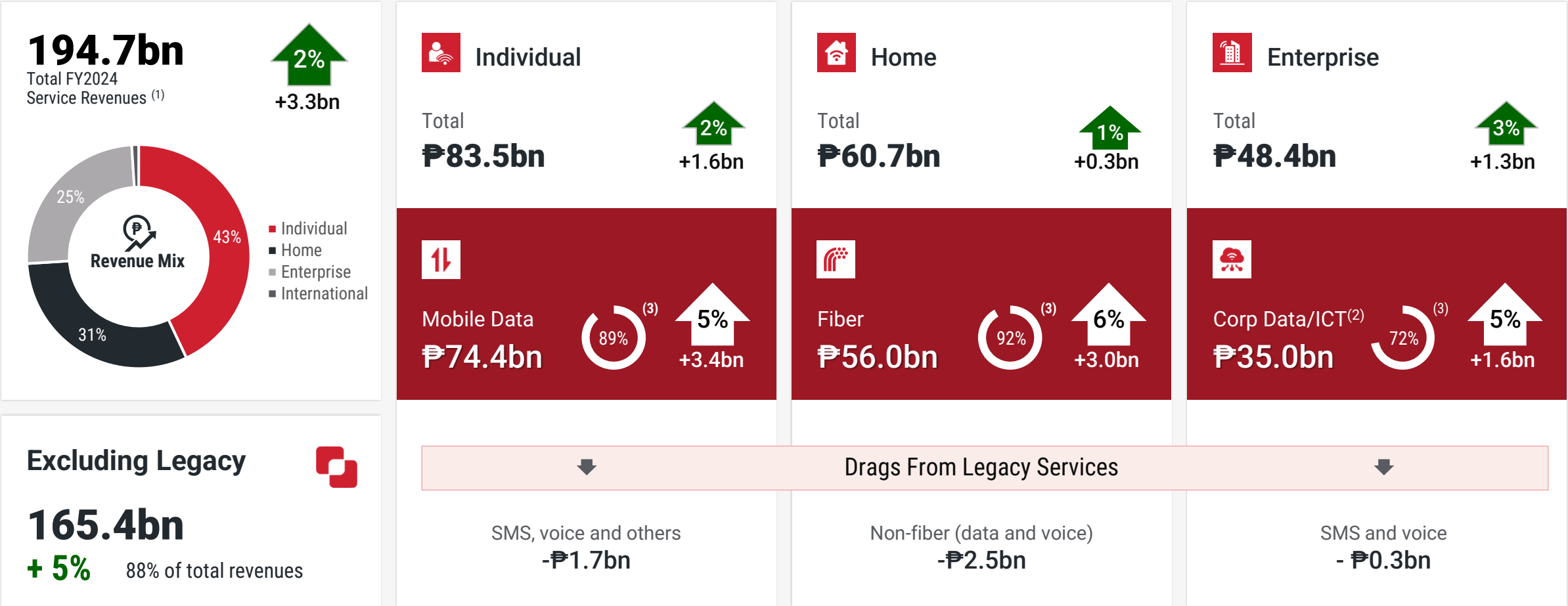


- All-time-high service revenues
- All-time-high EBITDA driven by revenue expansion and operating efficiency
- EBITDA margin steady at 52% YoY

(1) Php in billion ★ All-time high

Consolidated Service Revenues

Sustained Revenue Growth Driven by Data and Digital Services



(1) Net of interconnection costs (2) Incl A2P (3) percentage of segment revenues

Driving Mobile Data Expansion

Higher Data Usage and ARPU Growth Driving Revenue

Total Individual

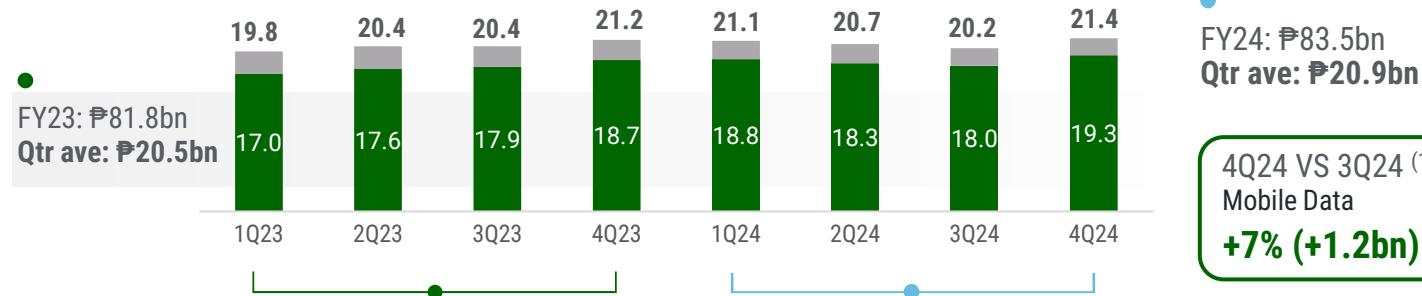
₱83.5bn FY24

↑2% +1.6bn
VS FY23

Total Mobile Data

₱74.4bn FY24

89% of total Individual **↑5%** +3.4bn
VS FY23



Individual service revenues for FY24 grew by 2% year-on-year

- Prepaid grew by 2%; postpaid up by 4%
- Blended ARPU higher by 9% on higher top-up to promo conversion



Mobile data accounts for 89% of total segment revenues, up from 87% in FY23

- 4Q24 data revenues 3.0% higher year-on-year



Network upgrades underway to support data consumption

- Launched 1st 5G City in BGC in Dec '24
- 5G and LTE tower rollout momentum continues
- Capacity upgrades also underway

41.3mn
Total Active Data Users
[end December 2024]

41.3mn

vs end 2023: 39.0mn
vs end Sept 2024: 41.2mn

11.6GB
Ave. Monthly Mobile Data
Usage per Sub

11.6GB

FY2024

▲5%

VS FY23
11.0GB

5,359PB
Total Mobile Data
Traffic

5,359PB

FY2024

▲9%

VS FY23
4,898PB

(1) Php in billion

Home Fiber Momentum Pickup

Industry Leading Churn and ARPU

Total Home

₱60.7bn FY24

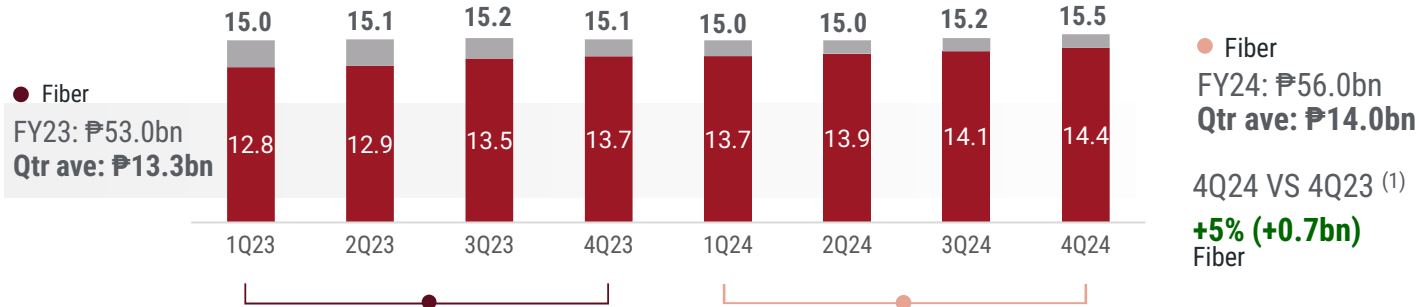
↑1% +0.3bn
VS FY23

Total Fiber

₱56.0bn FY24

92% of total Home

↑6% +3.0bn
VS FY23



Fiber revenues up ₱3B to ₱56B delivering +6% YoY Growth

- FY Fiber net adds at 198K with 2H24 delivering 147K new customers
- Fiber expansion ramp-up: added connections to 2.4K new barangays



Industry leading churn and ARPU a testament to customer loyalty

- Industry best churn driven by focus on network quality and service reliability



Prepaid Fiber is a complementary product to be offered in select areas

- PLDT to offer prepaid fiber in select areas where we have excess capacity, and the postpaid market is saturated

% of new accts that opt for higher value plans

>75% FY2024
Plans ₱1,299 and up

Total Home FTTH ARPU

₱1,488 FY2024
ARPU continues to remain stable YoY

Fiber Net Adds

198k net FY2024
1.7% FY24 churn rate

(1) Php in billion

Enterprise Solutions

ICT Services, Cloud, & Data driving growth

Total Enterprise

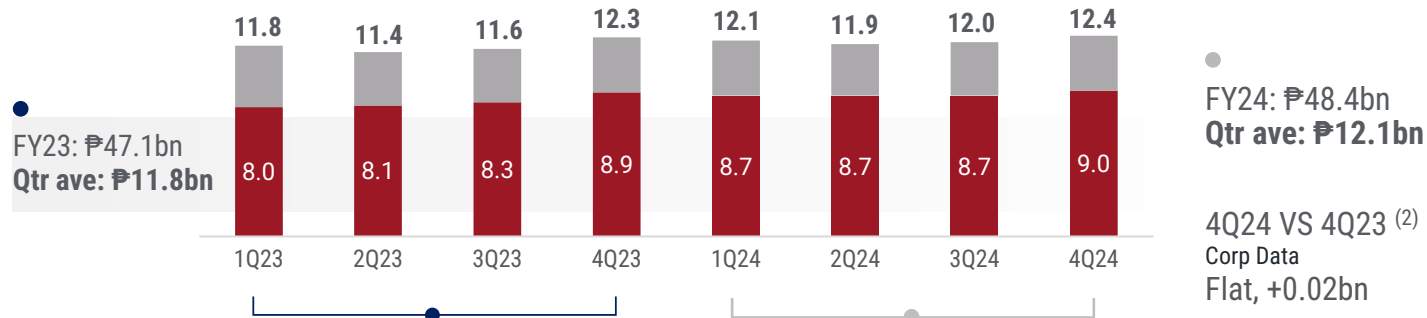
₱48.4bn FY24

3% **+1.3bn**
VS FY23

Total Corp Data & ICT ⁽¹⁾

₱35.0bn FY24

72% of total Enterprise **5%** **+1.6bn**
VS FY23



ICT business remains the fastest growing segment at 15%

- Managed IT Services +48%
- Data center colocation +22%
- Cloud Service +30%
- Continuous expansion in capability (Cloud, AI) and top-tier partner solution practices



Vitro Santa Rosa energized in 2024

- First true hyperscale data center in the country
- Anchor tenants secured
- Vitro to double total capacity to ~100MW

Fiber Lines
[FY 2024]

9%
VS FY23

SD-WAN lines
[FY 2024]

23%
VS FY23

Data Center racks
[FY 2024]

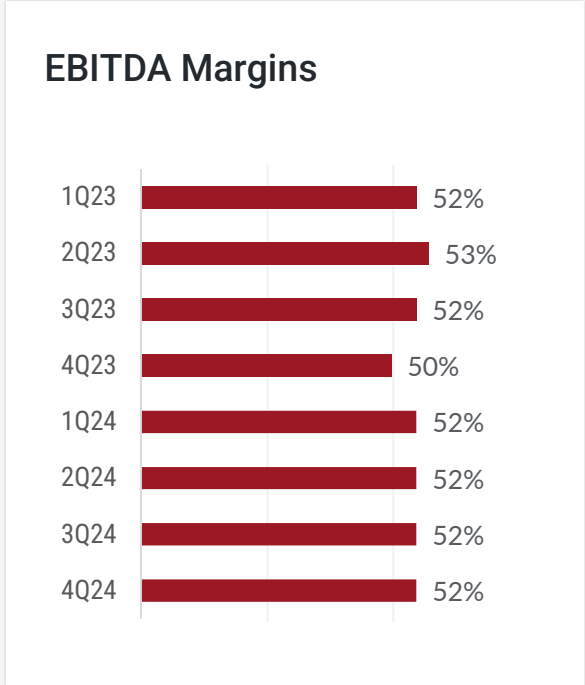
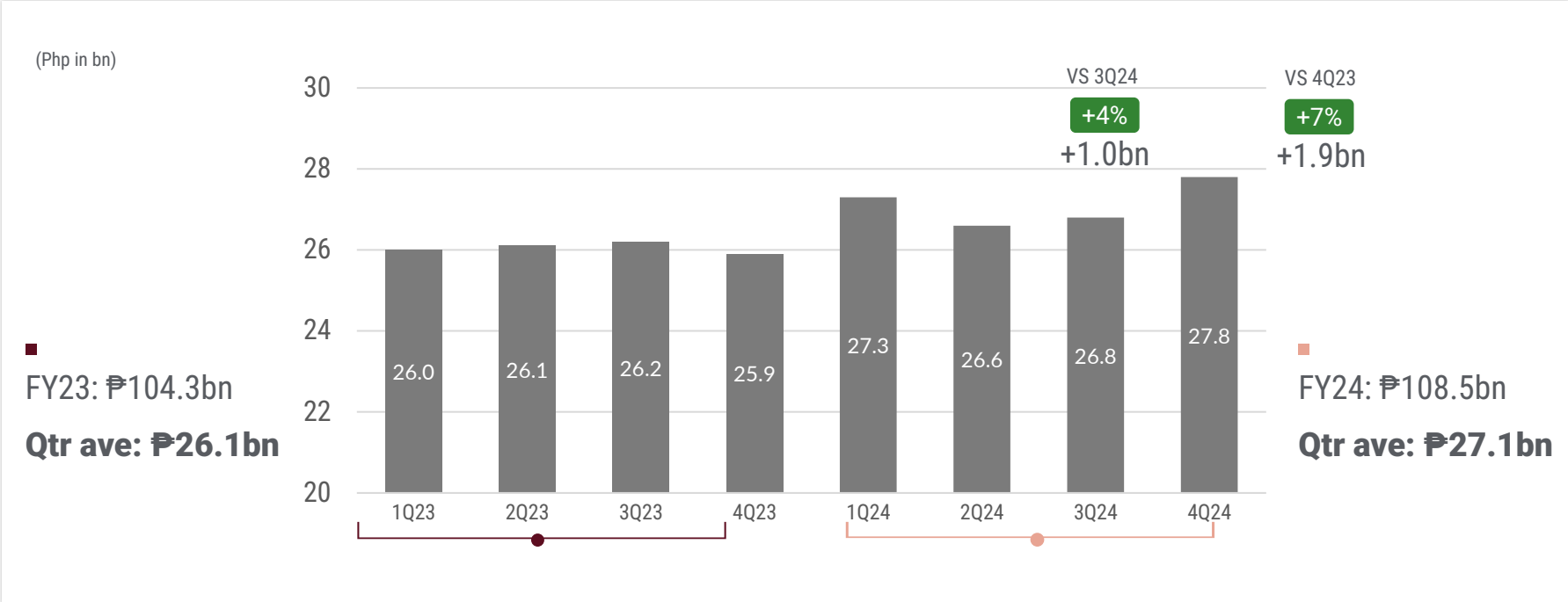
8%
VS FY23

(1) Includes A2P (2) Php in billion

Consolidated EBITDA ⁽¹⁾

Record High EBITDA driven by Revenue Growth and Cost Efficiency

<p>₱108.5bn</p> <p>EBITDA FY24</p> <p>52% Margin</p>	<p>EBITDA Growth</p> <p>▲ 4% VS FY23</p> <p>+4.2bn YoY</p>	<p>Rise in Revenues</p> <p>▲ ₱3.3bn</p>	<p>Decline in Costs</p> <p>▼ ₱1.0bn</p>
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(1) Ex-MRP

Telco Core & Reported Income

Stable Core Earnings and Improved Profitability

Telco Core Growth

2%
+0.8bn



Core Income Growth

5%
+1.8bn



Reported Income Growth

21%
+5.7bn



	FY24	FY23	FY24 vs FY23
Telco Core Income	35.1bn	34.3bn	+0.8bn
Share in Maya Innovations Holdings (MIH)/Bank Hold Co Losses	-1.0bn	-2.2bn	+1.2bn ^[1]
Kayana gain on deconsolidation	0.1bn	—	+0.1bn
Asset Sales, net	—	0.3bn	-0.3bn
Core Income	34.2bn	32.5bn	+1.8bn
Forex, Derivatives, Others	3.9bn	1.4bn	+2.5bn
Gain from sale and leaseback of towers (net of related opex)	1.0bn	7.0bn	-6.0bn ^[2]
Depreciation due to change in accounting estimate	-5.7bn	-13.9bn	+8.2bn
MRP	-1.7bn	-2.0bn	+0.3bn
Tax Effect	+0.6bn	+1.7bn	-1.1bn
Reported Income	32.3bn	26.6bn	+5.7bn

Key Insights

01 Maya Innovations

Losses from Maya have declined significantly.

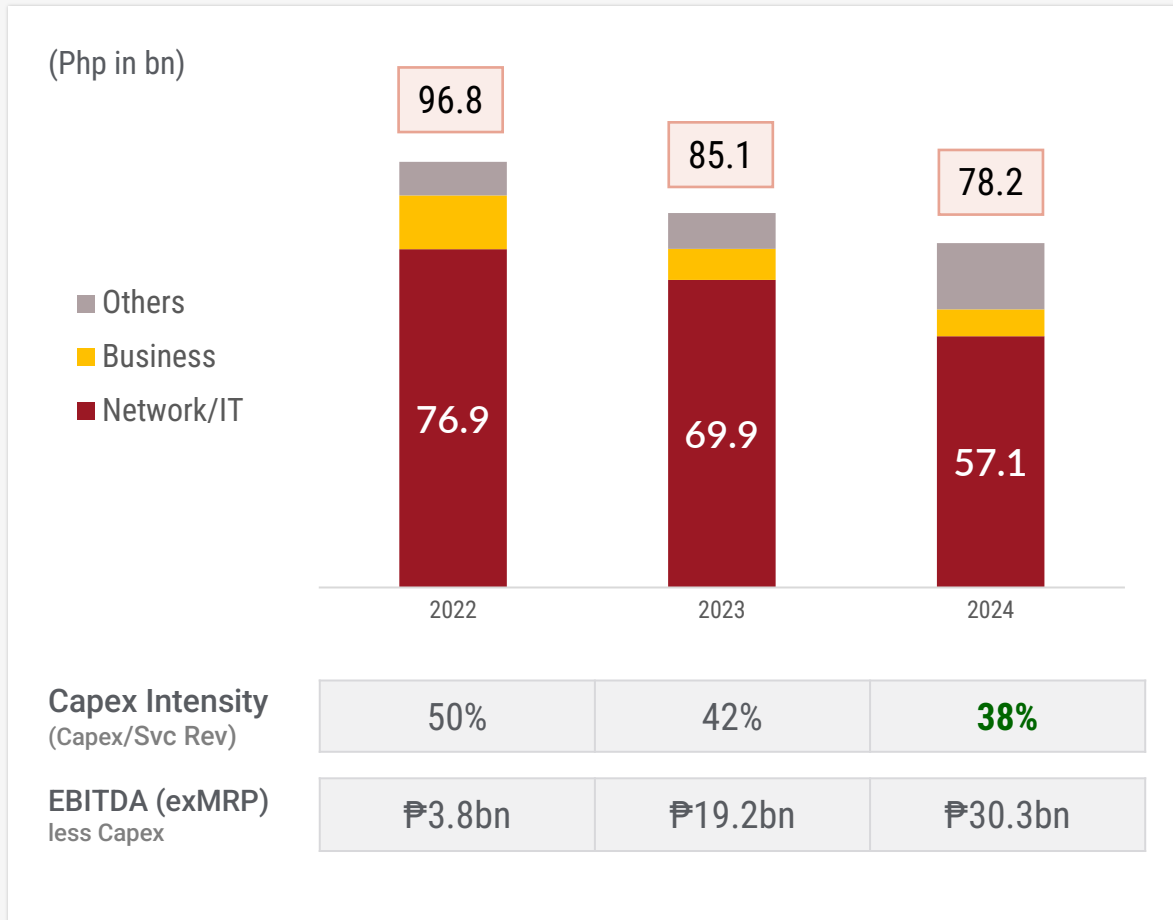
MIH posted a profit for Dec '24 while Maya Bank has been profitable since Sept '24

02 Tower Sales

356 additional sites sold in 2024 vs 1,705 in 2023. Additional towers may be finalized in 2025.

Consolidated Capex

Optimizing Investments to Sustain Growth



FY2024 capex stood at P78.2bn



Guidance for 2025: ₱68-73bn

- Cont'd Momentum on network roll out
 - New cell sites + LTE/5G upgrade
 - Home fiber ports
 - Increased focus on AI and Network
 - Institutionalized AI thrust through AI-Driven Analytics
 - SON in the Network
 - AI-Ready Data Center
 - Submarine cable investment (Asia Direct Cable) & Apricot
 - Upgrades and modernization of network and IT to improve QOS



We aim to steadily reduce capex and capex intensity to drive positive FCF

**Total Capex
(2015-2024)
Investments**

2015 to 2019
₱257.7bn

+

2020 to 2024
₱421.0bn

=

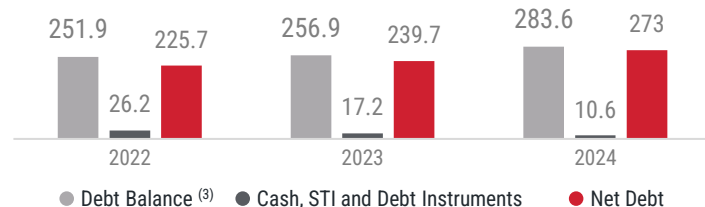
Last 10 Years
₱678.7bn

Debt Profile

Proactive Debt Management

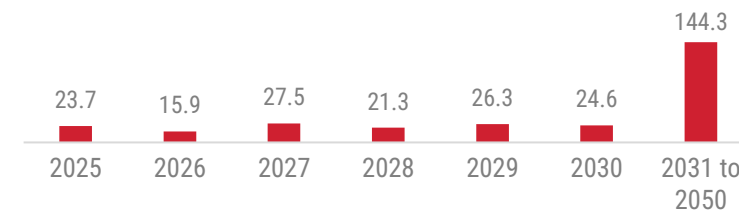
Debt Balance ⁽¹⁾

▲ **₱273.0bn**
Net Debt
▲ **2.52x**
Net Debt-to-EBITDA⁽²⁾



Debt Maturities [gross] ⁽⁴⁾

▲ **₱ 283.6bn**
Gross Debt



Net Debt/EBITDA

2.24x

2.30x

2.52x

Debt maturities to total debt

8%

6%

10%

8%

9%

9%

50%

○ **PLDT remains investment grade at S&P Global (BBB), Moody's (Baa2)**

○ Major cash flows as of FY2024

- ₱4.4bn from tower sales (356 towers)
- ₱20.7bn dividend payment to common shareholders
- ₱2.1bn investment in Radius (April 2024)
- ₱0.9bn Maya funding (April 2024)
- ₱0.9bn investment in Kayana

○ Debt Maturities and Risk Management

- 50% matures post 2030
- US\$ denominated debt: 14%
 - Unhedged: 5% of total debt, \$0.27bn
- Avg. Interest cost (pre-tax): 5.08% (YE2023: 4.58%)
- 41% fixed-rate loans, 59% floating
- Avg. debt maturity: 6.61 years

○ **Guidance:** Positive FCF by 2026, work towards 2.0x Net Debt/EBITDA

(1) Php in billion

(2) LTM (last twelve months), ex-MRP

(3) Total debt based on nominal debt amount

(4) Php in billion, as of end December 2024

Dividend Stability

Sustained Dividend Payouts While Managing Leverage

Final Dividend

₱47



Declaration Date:

27 Feb 2025

Record Date:

13 March 2025

Payment Date:

3 April 2025

Telco Core EPS

₱ 162



Dividend Payout

60%

Regular



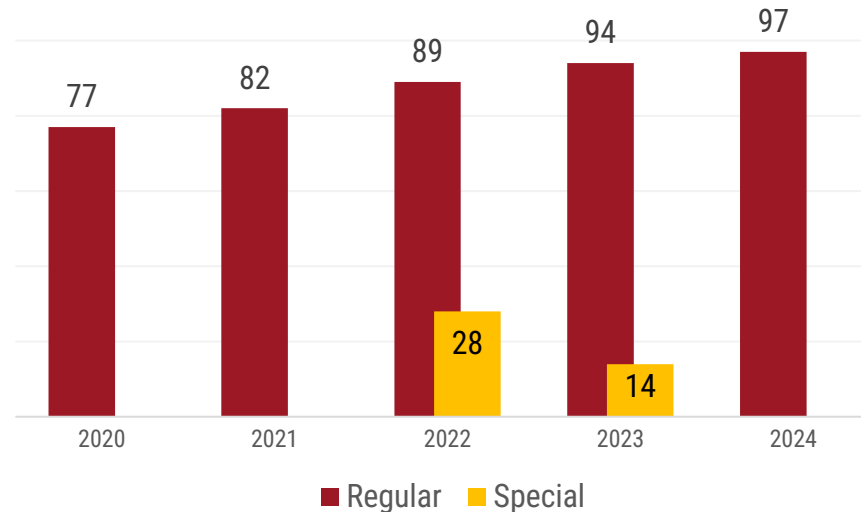
Dividend Per Share FY24

₱97

Interim Dividend ₱50, Aug '24



Dividend Per Share

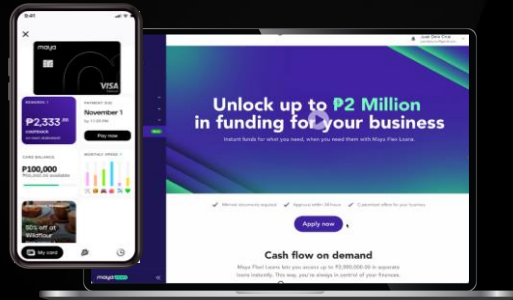


- 01 Focus remains on deleveraging and delivering positive free cash flow
- 02 7% 12M Trailing Yield as of 24 Feb 2025
TEL PM at P1,380/sh

Maya 2024 Highlights

#1 Fintech Ecosystem

#1
Digital Bank⁽¹⁾



#1
Merchant
Acquirer



5.4mm

Bank Customers (+71% YoY)⁽²⁾

1.6mm

Borrowers (+99% YoY)⁽²⁾

**Largest Market Share in
Card Acquiring & QRPH⁽⁴⁾**

Php39B

Deposit Balance (+59% YoY)

Php92B

Loans Disbursed LTD
as of Dec-24 ⁽⁵⁾

Positive Net Income

as of Dec-24 for the entire Maya Group

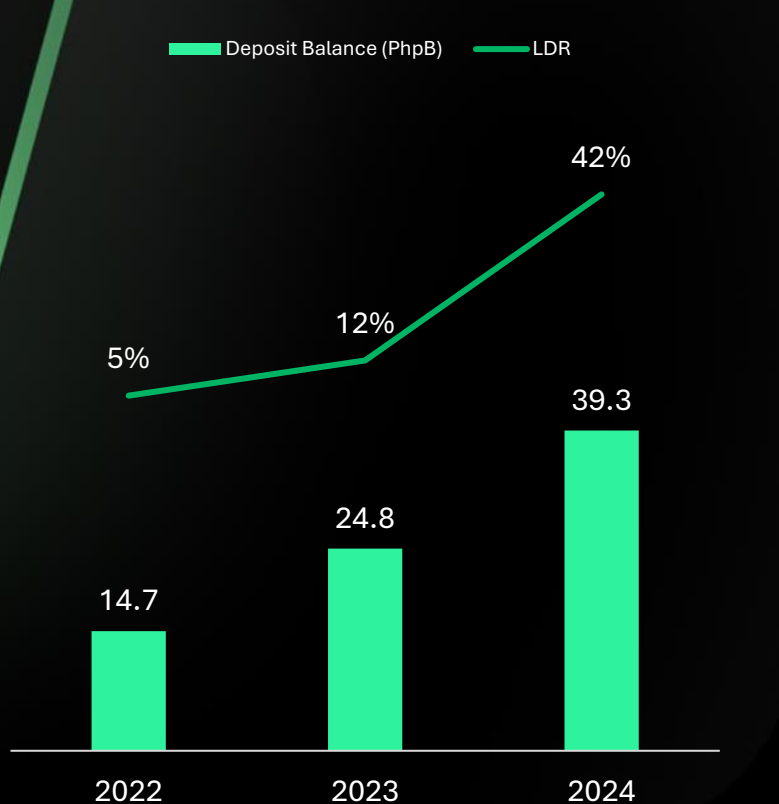
Note: (1) By deposit balance and bank customers; (2) Users with either bank account or loan account with Maya as of end Dec-24 data; (3) as of end Dec-24; (4) As of 4Q'24, based on number of transactions; (5) Loans Disbursed Cumulative Life-to-date

#1 Digital Bank Dominating Loans and Deposits

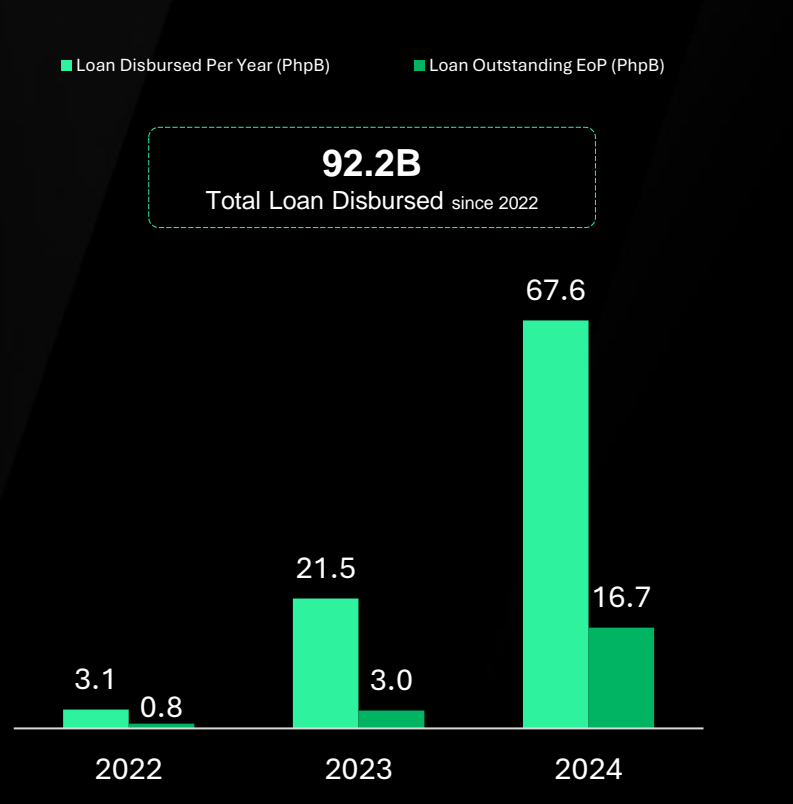
Best Digital Bank

FinanceAsia Awards, Retail Banking Awards, World Digital Bank Awards, CNBC Best Banks – Asia Pacific

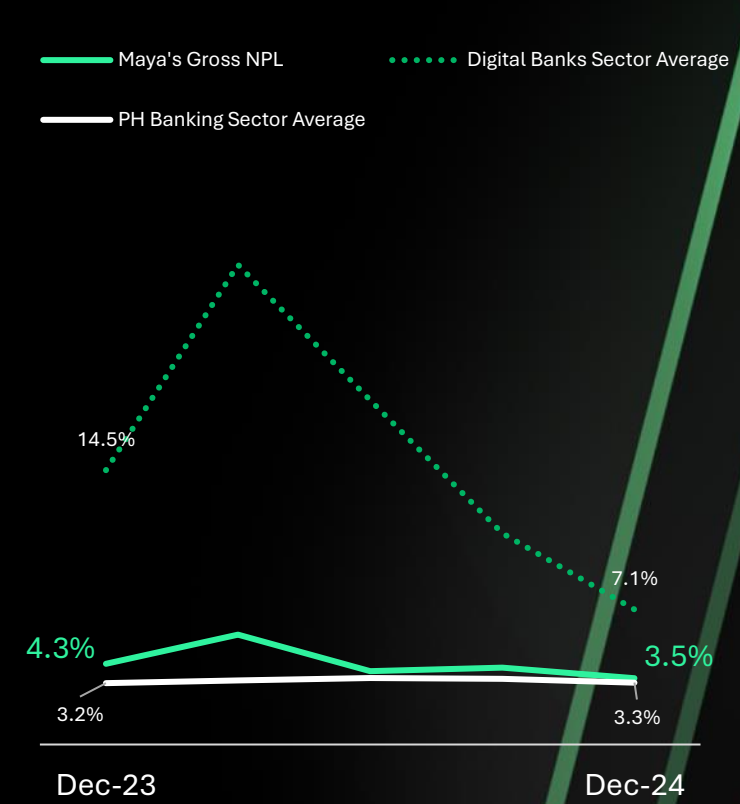
Strong growth in Deposits with an Increasing loan to deposit ratio....



...driven by strong growth in organic loan disburseals across multiple products



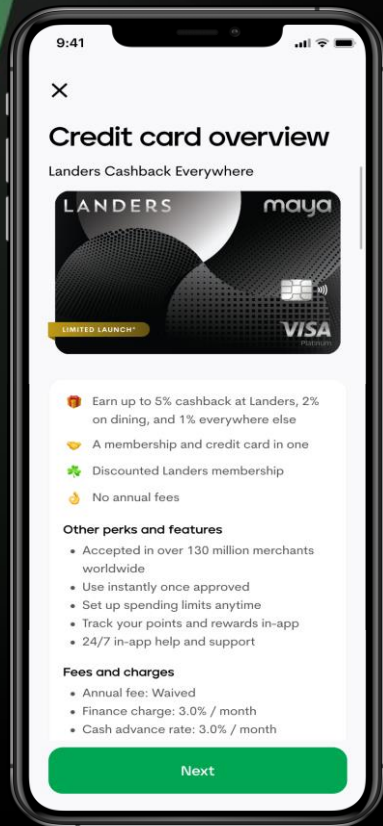
Maya's NPL have consistently been lower vs industry



Note: Industry metrics based on published BSP statistics

Expansion of business with launch of new products across segments

Consumer



6 Months
of product build to
commercial launch

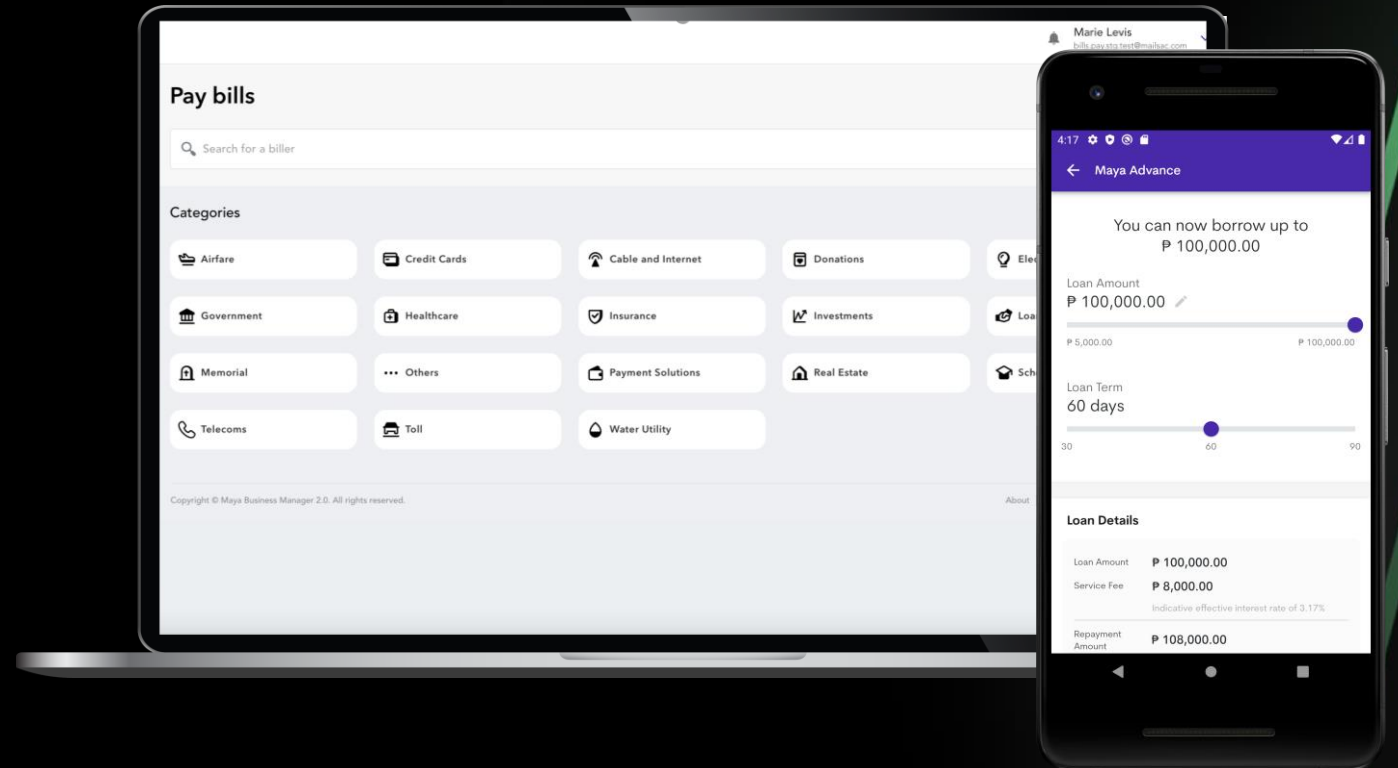
100k+
Cards Issued



Enterprise

Bills Pay for Merchants
in Maya Business Deposit

Maya Business Advance
Custom Loan Terms



Sustainability Highlights

2024 ESG Ratings

**Achieved a 14-point improvement
in 2024 S&P Global CSA score**

Part of S&P Global Sustainability Yearbook 2025
**PLDT is the only Philippine company among 780 companies
included in the Yearbook**

S&P Global assessed 7,690 companies globally across 62 industries

**Recognized as the “Industry Mover” in the
global telecom industry
for achieving the strongest performance**



**Ranked globally as #1 telco and #2 company
overall in championing child's rights
by the Global Child Forum (GCF) 's Corporate
Sector and Children' Rights Benchmark**

GCF's benchmark report assessed over 1,800 firms
globally across eight sectors in six regions



2024: B management
(2023: -B)

Executing with Discipline, **Positioned for Growth**

Momentum for 2025: Focused on Growth Initiatives

- BUs set for expansion, leveraging innovation and digital transformation

Strategic Investments to Secure Market Leadership

- Strengthened Network Infrastructure
- Expanded 5G, AI-driven marketing, and enterprise digital solutions

Financial Discipline Strengthening the Business

- Sustained revenue growth (ex-legacy), EBITDA resilience
- Driving cost efficiencies with disciplined CAPEX

Business Unit Updates & 2025 Guidance

An abstract geometric pattern consisting of white and red dots of varying sizes connected by thin white lines, forming a network of irregular polygons. The pattern is set against a solid red background and is located in the bottom right corner of the slide.

Unlocking Wireless Growth: 5G, AI, and Smarter Monetization

Smarter Monetization through Market Expansion

• Scaling 5G Adoption & Monetization

- **5G Cities** + Affordable Phones = **Expanding mass adoption.**
- Experience-Based Monetization = New revenue from enhanced user experiences.
- 2G/3G/4G to **5G Migration** = ARPU uplift
- 5G devices in the Smart network grew by **67%** in 2024

• AI Native Organization

- **AI** in the Network
- **AI-driven** Analytics
- **AI-driven** Hyperpersonalization
- **AI-powered** initiatives
 - Leveraging machine learning for promos



Driving Growth Through Innovation: **Enhancing Home Initiatives**

Enhancing Connectivity & Customer Experience for Sustained Revenue Growth

• **Always On Broadband**

- **World's First** always-on broadband service that provides continuous service during downtimes.
- Seamless failover to LTE when fiber is unavailable
- Instant service ticketing for rapid issue resolution
- Improved customer experience & service reliability

• **AI-Driven Upsell & Cross-Sell**

- **Gen-AI-powered interactions** with near-human accuracy
- Expands reach efficiently, accelerating revenue realization
- Cost-effective solution for targeted customer engagement

• **New Fiber Products**

- **Gigabit Fiber** (XGS-PON) - Feb'24
- Low priced Fiber plans (**Plan 899 & Prepaid**) - May'24
- Enhanced **Unli All (Fiber + Signal + Mobile)** - Jun'24



Transforming Enterprise: **Connectivity & Innovation**

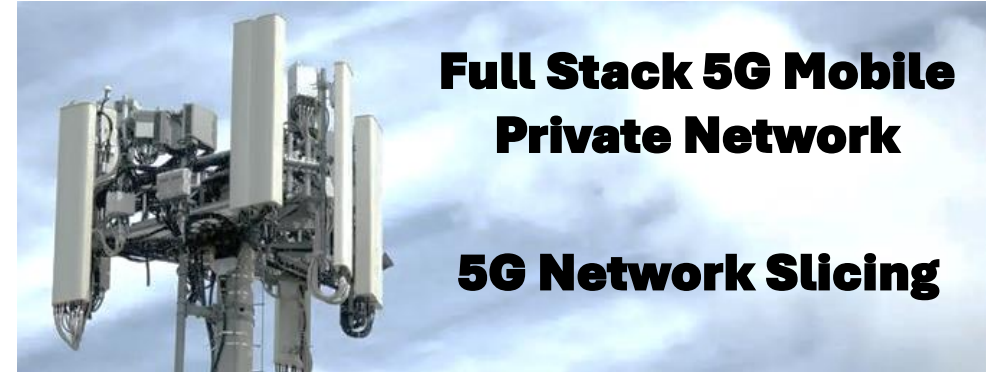
Unlocking Growth with 5G & Network API Monetization

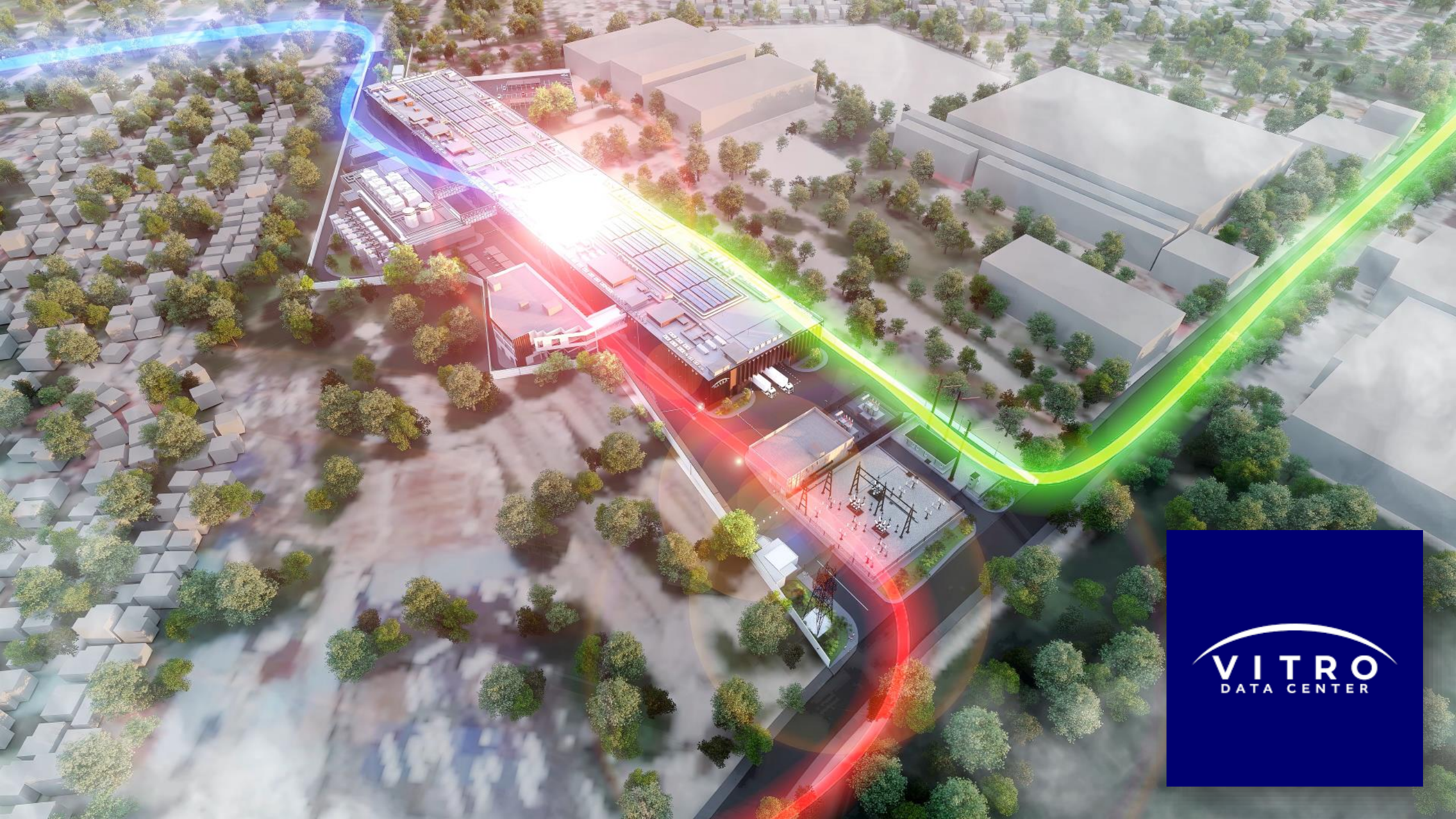
• **5G for B2B: Driving Industry-Specific Innovation**

- Tailored **5G solutions** for enterprises
- Advancing MPN & 5GSA for ultra-reliable, low-latency applications
- Strong partnerships with Nokia, Ericsson, Cisco, Huawei

• **Advancing API Monetization with GSMA Open Gateway**

- **First PH telco** to align with GSMA Open Gateway
- Unlocking new revenue streams through **network APIs**
- Enabling secure, scalable, developer-friendly enterprise solutions





VITRO
DATA CENTER

Vitro: Leading the Way in **AI-Ready, Sustainable Data Centers**

Market Leadership and Expansion

- Largest Data Center Footprint in PH (11 sites)
- Doubling capacity to 100MW
- Carrier-neutral with 4 major IXs

Network & Connectivity Advantage

- Most connected DC ecosystem
- Multi-fiber redundancy & resilience
- Partnerships with global cloud & telco leaders

AI-Ready Infrastructure & Demand

- Only AI-ready hyperscale DC in PH
- High-density IT cabinets with plans to support up to 100kw per rack
- First GPU-as-a-Service (GPUaaS) provider

ESG Commitments & Sustainability

- 40% renewable energy by 2030
- ISO 14001 & ISO 50001-certified
- Government & enterprise trust (COMELEC, GSIS)

4Q2024 Sustainability Highlights



2024 ESG Ratings: Elevating PLDT to the global sustainability stage

**Achieved a 14-point improvement
in 2024 S&P Global CSA score**

S&P Global

Part of S&P Global Sustainability Yearbook 2025

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**Recognized as the “Industry Mover” in the
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2024 Company Score Level:
9.9/ 10

Ranked globally as #1 telco and #2 company overall in championing child's rights by the Global Child Forum (GCF) 's Corporate Sector and Children' Rights Benchmark

GCF's benchmark report assessed over 1,800 firms globally across eight sectors in six regions



2024: B (management)

2023: B-

Improvement in the CDP score reflects PLDT's commitment and action towards environmental stewardship



Included in the FTSE4Good index since 2019



PLDT has a medium risk rating from Sustainalytics

PLDT Sustainability: Reporting on PLDT Group's progress to support UN SDGs



- **Meeting with UN Deputy Secretary General Amina Mohammed in Manila**
- **Objective of the by-invitation-only lunch meeting:** mobilizing support from key leaders of the private sector
- **Points raised by PLDT Chief Sustainability Officer:**
 - MVP-group businesses support **infrastructure** build across the Philippines: power distribution, water distribution, toll roads, telco; **healthcare/wellness** and **agribusiness/food security**
 - PLDT/Smart (telco)
 - ✓ Connecting the unconnected through the Philippines' largest fixed and mobile network
 - ✓ Advocating for a safe online environment: data privacy, cybersecurity and esp protecting the most vulnerable among our users, children (with UNICEF)
 - ✓ Doing our part to be responsible stewards of the planet through our e-waste program/circularity (with UNIDO)
 - ✓ Pillar head of one of the UN Global Compact's local chapter Global Compact Network Philippines' Pillars, Planet Pillar
- **Issues mentioned: Need to consider local context (e. g., net zero vs just transition; developing nation's need for power vs supply)**

Environment and Social : Championing responsible waste management and circularity



E-waste partnership with SGS Philippines, Inc.
(Nov. 27, 2024)

[Link to PR](#)



Proper e-waste management webinar for students
(ongoing engagement covering different NU campuses)

- **Activated e-waste collections in 37 PLDT and Smart retail stores in Metro Manila and Luzon**
- **Other partners for e-waste collection:**
 - More than 80 branches of SM Supermalls nationwide
 - Over 13 different campuses in Metro Manila, Laguna, Pampanga, Rizal
 - Arellano University, National University, San Beda University, among others
 - Makati Medical Center
 - Enterprise clients (WTW, SGS Philippines Inc.)
 - Robinsons Malls
- **e-waste collected are turned-over to DENR accredited recyclers for proper treatment and disposal**
- **Community impacts of the project:**
 - Greater awareness on proper e-waste management
 - Generates work for communities near the Treatment, Storage, Disposal (TSD) facilities
 - Diverts potential contaminants away from landfills

2024 Target Achieved
Scaled up e-waste collection points nationwide



2024 Progress
 ✓ Collection points of almost 180 locations and events nationwide
 ✓ Over 8,900 Kgs of e-waste collected, treated and disposed from July 2023 – Nov 2024

Social: Capacitating and empowering the youth



Materiality assessment with Children



TdH NL's 2024 Children and Youth Summit
(Nov. 22, 2024)

[Link to PR](#)

- **PLDT and Smart participated in a focus group discussion (FGD) to discuss their approach to embedding sustainability in operations and to facilitate conversations on ESG areas that impact children**
 - Organizer: Terre des Hommes Netherlands (TdH NL), an international non-government organization committed to preventing and stopping child exploitation
 - FGD participants: ages 13 – 26 years old

Promoting awareness on Sustainable Investing among university students

UPIC Investor Insights: PSE Listed Company Showcase
(Nov. 25, 2024)

[Link to PR](#)



- **PLDT and Smart presented how they have future-proofed their operations by embedding sustainability in the businesses**
 - Organizers:
 - Luna Securities: mobile stock trading platform
 - University of the Philippines Investment Club (UPIC): a non-profit academic organization that promotes the development of its members' financial skill sets
 - Attendees: Various students from different universities

Social: Capacitating and empowering the youth



Shaping future-ready workforce



Certified Data Center
Technicians
Level 1 Graduates

[Link to PR](#)

- Since launched in July 2024, Vitro Academy has trained 371 students, with 56 already certified
 - Unveiled by Vitro Inc., PLDT Group's data center business
 - Vitro Academy: a micro-credential program designed to prepare Filipino students for careers in the growing data center industry
 - Three levels of the program:
 - Fundamentals
 - Advanced design and management
 - Specialized training in cyber-security and sophisticated architectures

Creating "Innovation for All" at InnoGen 4

Innovation Generation
4.0 Mission

[Link to PR](#)



- Innovation Generation 4 (InnoGen 4) was launched with the National Council on Disability Affairs to empower persons with disabilities
 - Participants: 96 teams from 17 senior high schools and 70 colleges and universities nationwide
 - InnoGen 4 Program:
 - Series of lectures on concept development (topics: design thinking and ideation, basic validation, and writing and designing proposals) and submission of concept paper
 - Lecturing and mentoring sessions (basic prototyping, integrated payment platforms, Data Privacy, and idea pitching)
 - Demo Day

Social: Connecting and empowering MSMEs



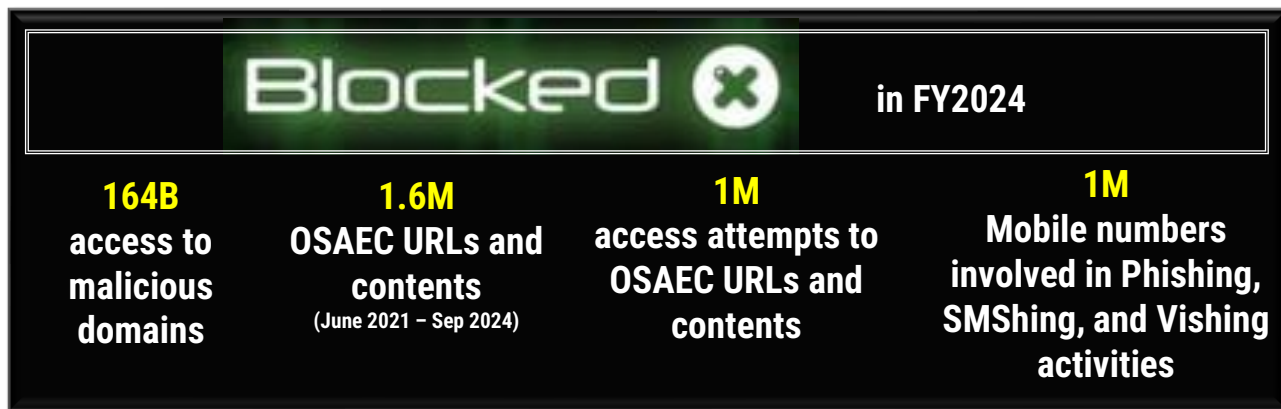
MSME Day in Pampanga
(one of the nationwide events)

[Link to PR](#)

- **MSME Day is a series of events that reflect PLDT Group's commitment to supporting the MSME sector across the country**
 - In partnership with Department of Trade and Industry
 - Attendees received insights on utilizing digital tools and solutions and the importance of integrating sustainability into their operations to foster growth

Social: Creating a safer online experience for customers (including children)

Cybersecurity in Action



Expanding collaboration in promoting child rights and sustainability in tech sector

Partnership with UNICEF (Nov. 20, 2024)

[Link to PR](#)

Championing safe online habits for students and communities, including Filipino migrant workers



[Link to PR](#)



[Link to PR](#)



[Link to PR](#)

Ensuring #BeCyberSmart

- During various #BeCybersmart sessions, attendees were trained on the following topics:
 - Internet hygiene to secure data and prevent devices from getting compromised
 - Practical tips on how to spot and avoid web and A.I. generated scams, and mobile scams, including phishing and vishing attacks

Governance:

Highlighting PLDT Group's best practices on sustainability



Partnering for a Sustainable Supply Chain (Series of Sustainability Forums)



2nd Supply Chain Sustainability forum in 2024
(Nov 15, 2024)

[Link to PR](#)

➤ In 2024, PLDT Group conducted two sustainability forums for its local and foreign tier-one suppliers and business partners

- Attendees: Comprised over 60% of PLDT and Smart 2023 spend
- Topics covered:
 - PLDT's sustainability roadmap
 - Corporate Governance
 - Cybersecurity
 - Data Privacy
 - Business Continuity and Resilience
 - Environment, and Occupational Health and Safety

➤ Attendees re-affirmed their commitment to PLDT Group's Supplier Code of Conduct

➤ Targeting to cover majority of the supply chain base annually



Sharing the PLDT Group decarbonization roadmap

HSBC Philippine Sustainability Forum
(Oct 23, 2024)

[Link to PR](#)



➤ PLDT and Smart described their role in advancing sustainability in the telco sector

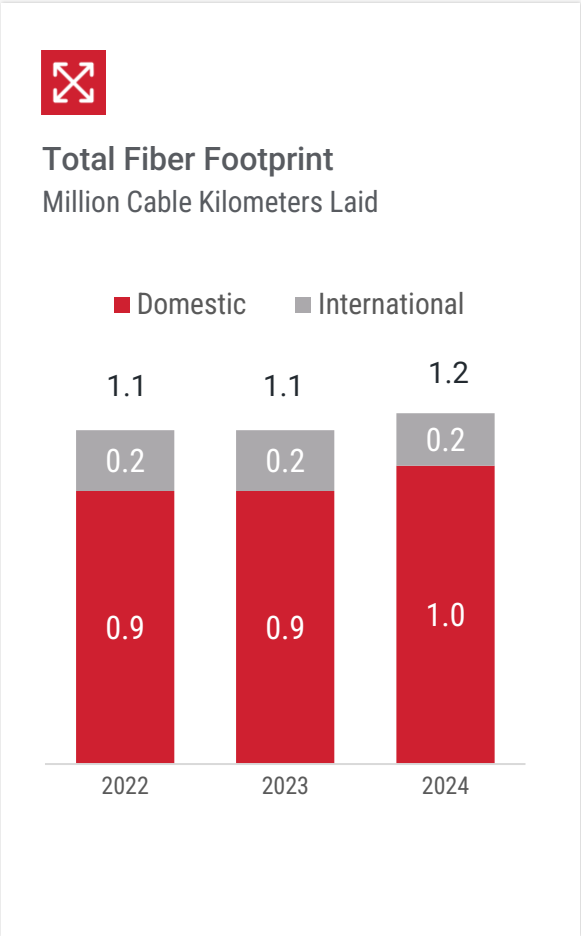
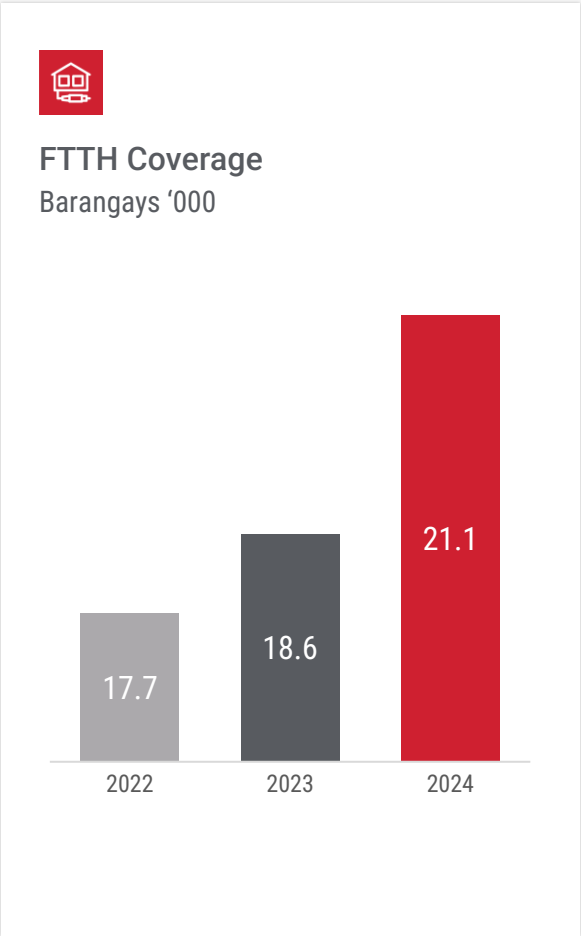
- Showcased various initiatives toward achieving the Group's decarb roadmap to reduce its Scope 1 and 2 GHG emissions by 40% by 2030

Appendix



Fixed & Wireless Network Highlights

Fiber: Extensive Network Reach



*excluding non-fiber of 0.71mn

Most extensive network in the Philippines, with robust International Network Capacity

- Present in:
- 91% of provinces
 - 73% of towns
 - 50% of barangays

55% port utilization

73% FTTH Presence (vs 70% last year)

Fixed & Wireless Network Highlights

Wireless: Expansive Network

Latched Devices

80%
LTE/4G

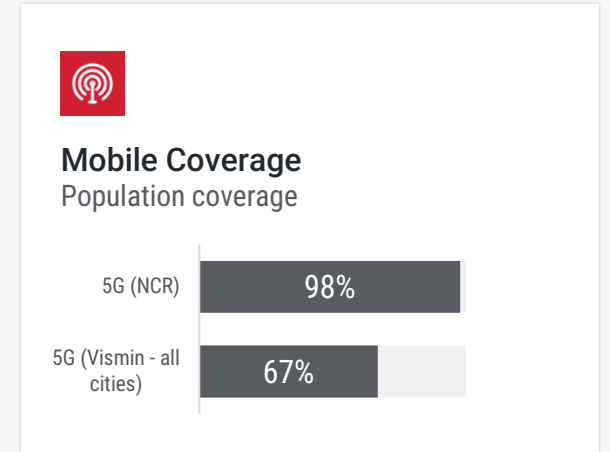
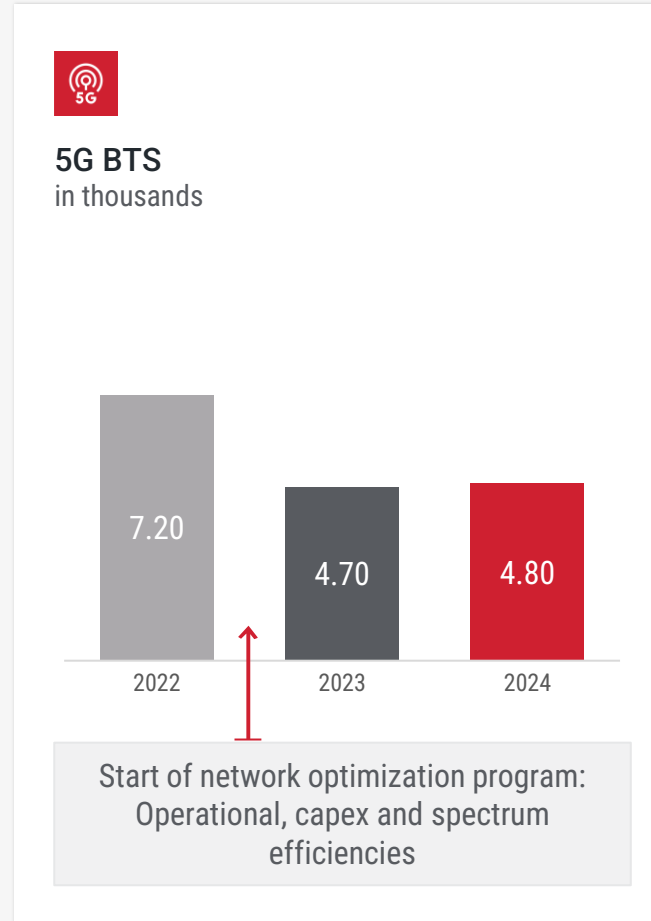
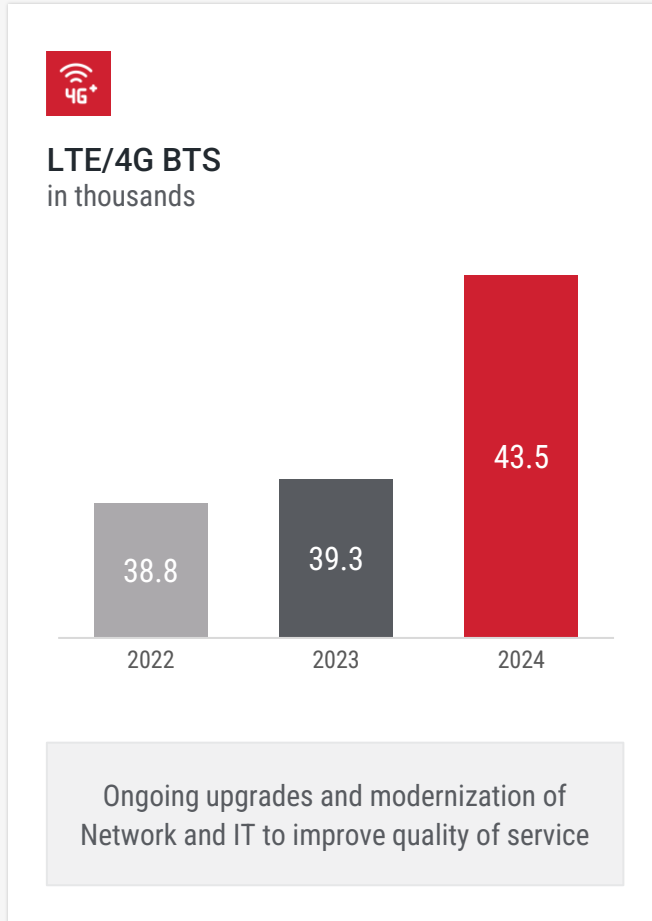
79.0K
Total BTS Count

Population coverage

98%
5G Coverage (NCR)

Population coverage

97%
5G + 4G Nationwide




Latched Devices


	Nationwide	MM
LTE/4G	80%	76%
5G	14%	20%
2G	5%	3%
3G	1%	1%

Vitro (Data Center) business: **Key Highlights**

Current and future pipeline

11 sites 


Strategically spread across the PH

4 facilities 

TIA-942* rated 3 certified
(*Telco infra standard for DCs)


2N 

Most resilient power architecture among local data centers

64MW 


Aggregated IT Power

38MW activated capacity
As of YE '24

13,432 

Full capacity racks

8,974 ready capacity;
75% utilization

520GB 

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

Sustainable Operations

- **19% Carbon Impact reduction**
- **ISO 14001:2015** (Environmental Management) and **ISO 50001: 2018** (Energy Management) certified
- **Water use:**
 - Rainwater catchments and Sewage Treatment Plants deployed in selected DCs
 - Gray water storage
- **2024 Energy Mix:** 35% Renewable Energy
- **On-track to hit 40% less carbon emissions by 2030**

Data Center Pipeline

11th

- 50MW Total Capacity
- 36MW IT Load
- 10MW activated
- A.I. Ready

Under evaluation

12th

- Power Capacity: 100MW or more
- A.I. Ready

Subscriber base

Tota Subscribers
FY24: 66,579K
 FY23: 65,303K

+2%
 +1,277K

	4Q2024	3Q2024	2Q2024	1Q2024	4Q2023	Net Adds	
						YE2024 vs YE2023	
Mobile Subscriber Base							
Prepaid	56,731,489	58,061,522	58,574,596	56,785,718	55,667,880	1,063,609	2%
Smart Prepaid	21,759,728	22,416,116	22,550,066	21,856,044	21,530,993	228,735	1%
TNT	34,971,761	35,645,406	36,024,530	34,929,674	34,136,887	834,874	2%
Postpaid	2,258,318	2,209,487	2,185,028	2,177,248	2,159,246	99,072	5%
Total Mobile Subscribers	58,989,807	60,271,009	60,759,624	58,962,966	57,827,126	1,162,681	2%

	4Q2024	3Q2024	2Q2024	1Q2024	4Q2023	Net Adds	
						YE2024 vs YE2023	
BROADBAND							
Fixed Line Broadband	3,431,785	3,394,975	3,290,093	3,255,012	3,268,996	162,789	5%
Fixed Wireless Broadband	446,446	463,393	463,211	456,082	440,545	5,901	1%
Total Broadband Subscribers	3,878,231	3,858,368	3,753,304	3,711,094	3,709,541	168,690	5%

	4Q2024	3Q2024	2Q2024	1Q2024	4Q2023	Net Adds	
						YE2024 vs YE2023	
Fixed Line Subscribers	3,711,371	3,727,873	3,732,523	3,740,780	3,766,105	(54,734)	-1%

ARPU, net

Mobile ARPU, net

	2024				2023			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Postpaid	703	688	690	684	674	687	697	693
Smart Prepaid	125	119	115	122	107	109	128	129
TNT	106	100	98	105	86	92	109	109

Fiber ARPU, net

	2024				2023			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Home: Fiber	1,496	1,500	1,490	1,493	1,489	1,476	1,511	1,506

Financial Highlights

(Php in millions)	FY2024				FY2023	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Service Revenues⁽¹⁾	97,779	125,994	-	208,382	201,832	3%
Cash Operating Expenses⁽²⁾	38,784	59,169	90	91,786	92,073	-
Subsidies and Cost of Services	2,525	3,145	-	5,560	5,971	(7%)
Provisions	905	3,347	-	4,252	4,432	(4%)
EBITDA⁽³⁾	55,634	61,953	(48)	108,515	104,297	4%
EBITDA Margin⁽⁴⁾	57%	49%	-	52%	52%	
Depreciation and Amortization	36,297	29,065	-	55,988	58,441	(4%)
Financing Costs, Net	(9,763)	(7,456)	-	(15,500)	(13,755)	13%
Other Income	2,111	13,283	(5)	3,793	8,981	(58%)
Income (Loss) before Income Tax	14,336	38,893	(1,078)	42,693	36,477	17%
Provision (Benefit from) for Income Tax	3,276	6,501	(9)	10,138	9,612	5%
Net Income (Loss) Attributable to Equity Holders of PLDT	11,044	32,326	(1,069)	32,307	26,614	21%
Telco Core Income	10,485	34,739	(32)	35,138	34,341	2%

(1) Service Revenues, gross of interconnection costs

Service revenues, gross of interconnection costs	97,779	125,994	-	208,382	201,832	3%
Less: Interconnection costs	971	14,319	-	13,718	10,418	32%
Service revenues, net of interconnection costs	96,808	111,675	-	194,664	191,414	2%

(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

Fixed and Wireless breakdown

(Php in millions)	2024					2023					% Change
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	FY2024 vs FY2023
Fixed Line	27,627	27,160	27,914	28,692	111,393	26,541	26,032	26,769	27,496	106,838	4%
Home Broadband	12,690	12,774	12,988	13,289	51,741	12,568	12,691	12,795	12,798	50,852	2%
Corporate Data and ICT	7,816	7,750	7,672	7,914	31,152	7,474	7,564	7,563	8,056	30,657	2%
Fixed Line Voice	7,052	6,605	7,104	7,339	28,100	6,473	5,753	6,385	6,549	25,160	12%
Miscellaneous	69	31	150	150	400	26	24	26	93	169	137%
Wireless	24,568	24,088	23,638	24,695	96,989	23,185	23,493	23,732	24,584	94,994	2%
Mobile Services	24,189	23,728	23,264	24,327	95,508	22,777	23,064	23,327	24,197	93,365	2%
Mobile Data	19,758	19,231	18,944	20,089	78,022	18,152	18,368	18,710	19,586	74,816	4%
Mobile Voice	2,370	2,213	2,144	2,135	8,862	2,952	2,851	2,670	2,545	11,018	(20%)
SMS	1,638	1,718	1,736	1,659	6,751	1,252	1,362	1,536	1,574	5,724	18%
Inbound Roaming and Others	423	566	440	444	1,873	421	483	411	492	1,807	4%
Fixed Wireless Broadband	379	360	374	368	1,481	408	429	405	387	1,629	(9%)
Total Consolidated Service Revenues ⁽¹⁾	52,195	51,248	51,552	53,387	208,382	49,726	49,525	50,501	52,080	201,832	3%

Consolidated Service Revenues, net of interconnection costs

(Php in millions)	2024					2023					% Change
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	FY2024 vs FY2023
Consolidated Service Revenues, gross of interconnection costs	52,195	51,248	51,552	53,387	208,382	49,726	49,525	50,501	52,080	201,832	3%
Interconnection Costs	3,491	3,055	3,556	3,616	13,718	2,619	2,101	2,743	2,955	10,418	32%
Consolidated Service Revenues, net of interconnection costs	48,704	48,193	47,996	49,771	194,664	47,107	47,424	47,758	49,125	191,414	2%

(1) Gross of interconnection costs

Consolidated Service Revenues

Breakdown as per service type

(Php in millions)	2024					2023					% Change
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	FY2024 vs FY2023
Data and Broadband	40,643	40,115	39,978	41,660	162,396	38,602	39,052	39,473	40,827	157,954	3%
Home Broadband	13,069	13,134	13,362	13,657	53,222	12,976	13,120	13,200	13,185	52,481	1%
Corporate Data and ICT	7,816	7,750	7,672	7,914	31,152	7,474	7,564	7,563	8,056	30,657	2%
Mobile Data	19,758	19,231	18,944	20,089	78,022	18,152	18,368	18,710	19,586	74,816	4%
Voice and Others	9,914	9,415	9,838	10,068	39,235	9,872	9,111	9,492	9,679	38,154	3%
Fixed Line Voice	7,052	6,605	7,104	7,339	28,100	6,473	5,753	6,385	6,549	25,160	12%
Mobile Voice	2,370	2,213	2,144	2,135	8,862	2,952	2,851	2,670	2,545	11,018	(20%)
Others	492	597	590	594	2,273	447	507	437	585	1,976	15%
SMS	1,638	1,718	1,736	1,659	6,751	1,252	1,362	1,536	1,574	5,724	18%
Total Consolidated Service Revenues ⁽¹⁾	52,195	51,248	51,552	53,387	208,382	49,726	49,525	50,501	52,080	201,832	3%

(1) Gross of interconnection costs

Wireless Service Revenues

(Php in millions)	2024					2023					% Change
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	FY2024 vs FY2023
Data/Broadband	20,181	19,633	19,361	20,500	79,675	18,604	18,841	19,158	20,016	76,619	4%
Mobile Data	19,802	19,273	18,987	20,132	78,194	18,196	18,412	18,753	19,629	74,990	4%
Mobile Internet	18,899	18,443	18,219	19,500	75,061	17,173	17,451	17,877	18,767	71,268	5%
Mobile Broadband	683	615	545	412	2,255	801	737	700	662	2,900	(22%)
Other Data	220	215	223	220	878	222	224	176	200	822	7%
Fixed Wireless Broadband	379	360	374	368	1,481	408	429	405	387	1,629	(9%)
SMS/Mobile Voice/Others	4,554	4,705	4,471	4,374	18,104	4,748	4,829	4,741	4,740	19,058	(5%)
Mobile Voice	2,455	2,362	2,254	2,239	9,310	3,046	2,941	2,763	2,637	11,387	(18%)
SMS	1,637	1,719	1,736	1,659	6,751	1,252	1,362	1,537	1,573	5,724	18%
Others	462	624	481	476	2,043	450	526	441	530	1,947	5%
Total Wireless Gross Service Revenues ⁽¹⁾	24,735	24,338	23,832	24,874	97,779	23,352	23,670	23,899	24,756	95,677	2%

(1) Gross of interconnection costs

Note: Service revenues before intersegment elims

Fixed Line Service Revenues

(Php in millions)	2024					2023					% Change
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	FY2024 vs FY2023
Data/Broadband	24,183	25,015	23,517	22,951	95,666	22,981	23,249	23,203	23,779	93,212	3%
Home Broadband	12,695	12,779	12,992	13,293	51,759	12,574	12,698	12,801	12,803	50,876	2%
Corp. Data and Other Network Services	9,675	10,431	8,691	7,276	36,073	8,790	8,848	8,854	8,712	35,204	2%
ICT	1,813	1,805	1,834	2,382	7,834	1,617	1,703	1,548	2,264	7,132	10%
Voice and Others	7,564	7,130	7,709	7,925	30,328	6,957	6,199	6,847	7,121	27,124	12%
Voice	7,432	7,031	7,492	7,705	29,660	6,866	6,111	6,755	6,954	26,686	11%
Miscellaneous	132	99	217	220	668	91	88	92	167	438	53%
Total Fixed Line Service Revenues ⁽¹⁾	31,747	32,145	31,226	30,876	125,994	29,938	29,448	30,050	30,900	120,336	5%

(1) Gross of interconnection costs

Note: Service revenues before intersegment elims

Expenses

<i>(Php in millions)</i>	FY2024 Consolidated	FY2023 Consolidated	Y-o-Y % Change
Operating Expenses			
Repairs and Maintenance	30,653	30,186	2%
Compensation and Employee Benefits	24,479	24,644	(1%)
Professional and Other Contracted Services	7,878	9,077	(13%)
Others	28,776	28,166	2%
Cash Operating Expenses	91,786	92,073	-
Depreciation and Amortization	55,988	58,441	(4%)
Asset Impairment	4,321	4,432	(3%)
Provisions	4,252	4,432	(4%)
Amortization of Intangible Assets	240	221	9%
Non-Cash Operating Expenses	60,549	63,094	(4%)
Cost of Sales and Services	14,011	15,092	(7%)
Total Expenses	166,346	170,259	(2%)

<i>(Php in millions)</i>	FY2024 Consolidated	FY2023 Consolidated	Y-o-Y % Change
Total Cash Operating Expenses	91,786	92,073	-
Less: Interconnection Costs	13,718	10,418	32%
Total Cash Operating Expenses, excluding Interconnection Costs	78,068	81,655	(4%)
Less: MRP	1,688	2,021	(16%)
Total Cash Operating Expenses, excluding Interconnection Costs and MRP	76,380	79,634	(4%)
Non-Cash Operating Expenses	60,549	63,094	(4%)
Cost of Sales and Services	14,011	15,092	(7%)
Total Expenses, excluding Interconnection Costs and MRP	150,940	157,820	(4%)

Other income (expenses)

	FY2024	FY2023	Y-o-Y
	Consolidated	Consolidated	% Change
<i>(Php in millions)</i>			
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures			
Vega	26	66	(61%)
Maya	(935)	(2,273)	(59%)
Others	(81)	(599)	(86%)
Total Equity Share in Net Losses	(990)	(2,806)	(65%)
Financing Costs, Net			
Interest on loans and other related items	(13,620)	(12,159)	12%
Accretion on Lease Liabilities	(3,935)	(3,266)	20%
Accretion on Financial Liabilities	(455)	(409)	11%
Financing Charges	(79)	(90)	(12%)
Capitalized Interest	2,589	2,169	19%
Total Financing Costs, Net	(15,500)	(13,755)	13%
Other Income (Expenses), Net			
Gain on telecom towers sale and leaseback - gross of expenses	1,442	7,777	(81%)
Others	2,351	1,204	95%
Other Income, Net	3,793	8,981	(58%)
Interest Income	916	1,016	(10%)
Gains (Losses) on Derivative Financial Instruments, Net	4,023	1,198	236%
Foreign Exchange Gains (Losses), Net	(36)	1,149	(103%)
Total Other Expenses, Net	(7,794)	(4,217)	85%

Earnings per share (EPS)

<i>(Php in millions except EPS (in Php) and Shares (in mn))</i>	FY2024		FY2023	
	Basic	Diluted	Basic	Diluted
Net Income Attributable to Equity Holders of PLDT	32,307	32,307	26,614	26,614
Dividends on Preferred Shares	(59)	(59)	(59)	(59)
Net Income for the Period Attributable to Common Equity Holders of PLDT	32,248	32,248	26,555	26,555
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
Continuing Operations	149.26	149.26	123.10	123.10
EPS (Based on Reported Net Income)	149.26	149.26	122.91	122.91
Telco Core Income	35,137	35,137	34,341	34,341
Dividends on Preferred Shares	(59)	(59)	(59)	(59)
Telco Core Income Applicable to Common Shares	35,078	35,078	34,282	34,282
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
EPS (Based on Telco Core Income)	162.36	162.36	158.67	158.67

Balance Sheet

<i>(Php in millions)</i>	Consolidated	
	December 31, 2024	December 31, 2023
Total Assets	623,275	609,519
Nominal Value of Total Debt	283,575	256,927
Less: Unamortized Debt Discount	1,989	2,129
Total Debt	281,586	254,798
Cash and Short-Term Investments⁽¹⁾	10,542	17,163
Net Debt⁽²⁾	273,033	239,764
Equity Attributable to Equity Holders of PLDT	115,301	105,218
Total Debt⁽³⁾/EBITDA	<u>2.61x</u>	<u>2.46x</u>
Net Debt⁽²⁾/EBITDA	<u>2.52x</u>	<u>2.30x</u>
Net Debt⁽²⁾/Equity	<u>2.37x</u>	<u>2.28x</u>

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

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

⁽³⁾ Nominal value of total debt

Debt Profile

<i>(Php in millions)</i>	December 31, 2024			December 31, 2023	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	Face Value	
Debt					
PLDT	₱170,502	₱1,186	₱171,688	₱157,071	₱14,617
Smart	103,494	750	104,244	94,856	9,388
ePLDT	7,590	53	7,643	5,000	2,643
Total Debt	₱281,586	₱1,989	₱283,575	₱256,927	₱26,648

Forward-looking statements

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.

For inquiries, please contact: PLDT INVESTOR RELATIONS
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Thank You.

