



Nine Months 2024 Financial and Operating Highlights

12th November 2024



Presentations Page
(IR website)



(Php in bn)

9M24

9M23

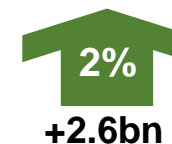
9M24 vs 9M23

Service Revenues

(net of interconnection costs)

144.9bn 

142.3bn



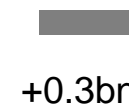
Gross Service Revenues 
₱155.0bn +5.2bn

Cash Opex, Subsidies, Provisions

(ex-MRP)


64.2bn

63.9bn

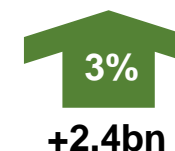


EBITDA

(ex-MRP)

80.7bn 
Margin: 52%

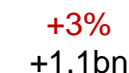
78.4bn
Margin: 52%



Depreciation & Amortization

37.3bn

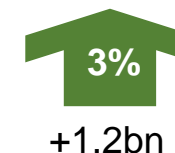
36.2bn



EBIT

43.4bn

42.2bn



Net Financing Costs

10.3bn

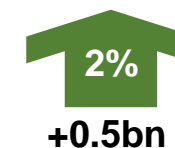
9.4bn



Telco Core Income







26.6bn


26.1bn



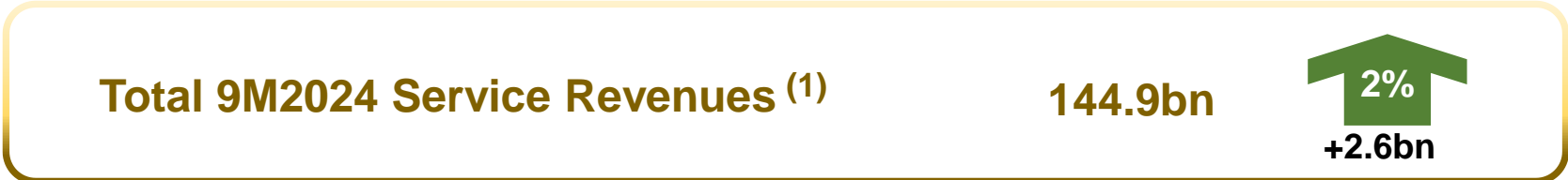
 All-time 9M high

(Php in bn)

| | <u>9M24</u> | <u>9M23</u> | <u>9M24 vs 9M23</u> |
|--|----------------|-------------|--|
| Individual | 62.1bn | 60.6bn |  2% +1.5bn |
| Home | 45.2bn | 45.3bn |  (0.1bn) |
| Enterprise | 36.1bn | 34.8bn |  4% +1.3bn |
| Consumer and Enterprise | 143.3bn | 140.7bn |  2% +2.6bn |
| International | 1.5bn | 1.6bn |  2% --- |
| Total Service Revenues ⁽¹⁾ | 144.9bn | 142.3bn |  2% +2.6bn |

Fiber  6%
41.7bn +2.4bn

(1) Net of Interconnection costs



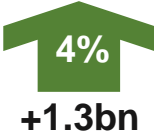
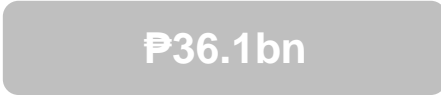
Individual



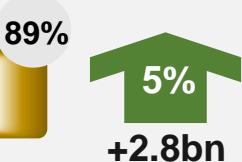
Home



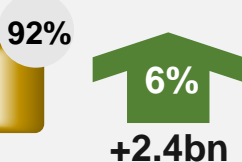
Enterprise



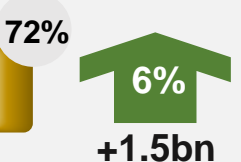
Mobile Data



Fiber

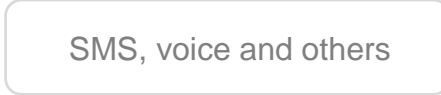
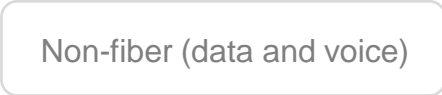
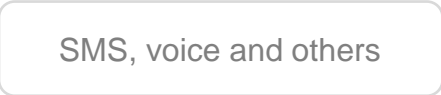


Corp Data/ICT*



* Incl A2P

Drag from Legacy Services



⁽¹⁾ Net of interconnection costs

Individual: Revitalizing the mobile data playbook

Total Individual 9M24
₱62.1bn

vs 9M23
2%
+1.5bn

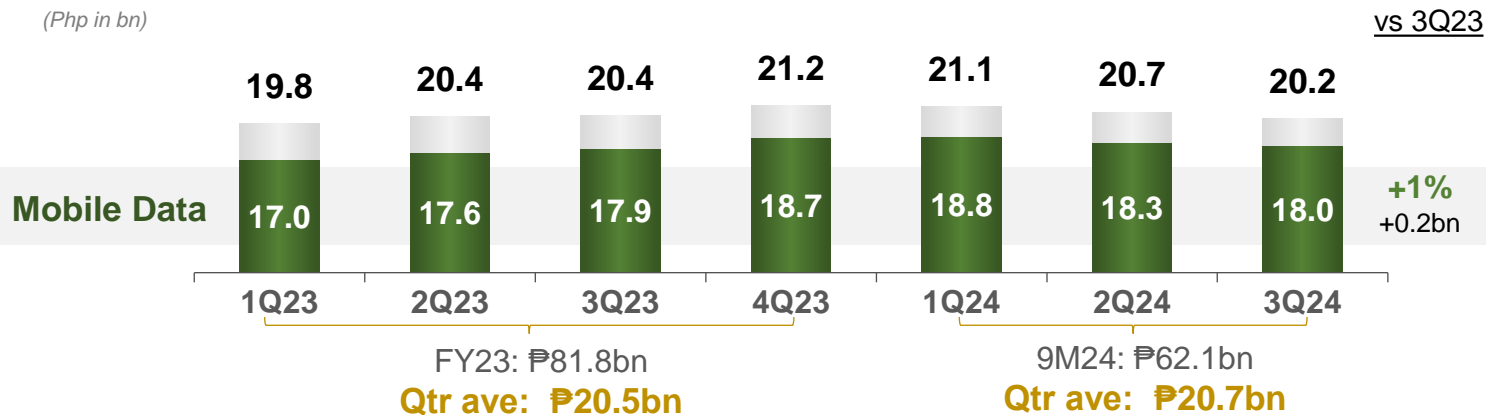
Total Mobile Data 9M24
₱55.2bn

vs 9M23
5%
+2.8bn

89% of total Individual

- **Individual service revenues for 9M24 grew by 2% year-on-year**
 - Prepaid grew by 2%; postpaid up by 3%
 - Blended ARPU higher by 6% mainly due to a 7% increase in average usage and a 10% in data traffic
- **Mobile data revenues, now 89% of total segment revenues, rose 6% in 9M24 vis-à-vis 9M23**
 - 3Q24 data revenues 1% higher year-on-year
- **Initiatives to accelerate revenue growth momentum:**
 - Subscriber acquisition through continued site rollouts, capacity expansion and geo-targeted campaigns
 - Upsell to higher value offers and increased usage through enhanced service offerings and improved customer service

(Php in bn)



Total Active Data Users
 (end September 2024)

41.2mn

(vs end 2023: 39.0mn)
 (vs end June 2024: 40.5mn)

Ave. Monthly Mobile Data Usage per Sub⁽¹⁾
 (9M2024)

11.6GB

7%
 vs 9M23
 10.8GB

Total Mobile Data Traffic
 (9M2024)

3,989PB

10%
 vs 9M23
 3,630PB

⁽¹⁾ Based on billed usages (excluding free sites)

Home: Sustaining steady rise in fiber revenues



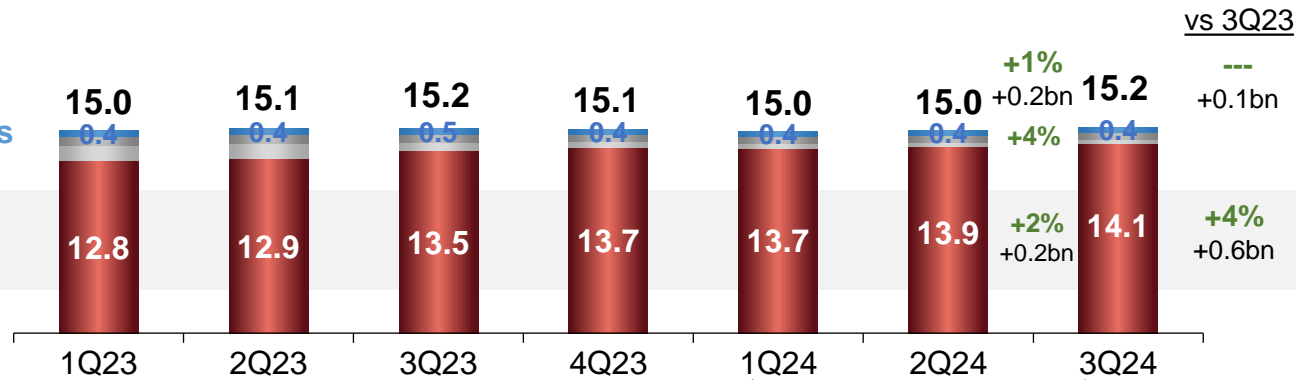
Total Home 9M24
₱45.2bn
 vs 9M23
-0.1bn

Total Fiber 9M24
₱41.7bn
 vs 9M23
+2.4bn
6%
 92% of total Home

(Php in bn)

Fixed Wireless

Fiber



FY2023: ₱60.4bn
 Qtr ave: ₱15.1bn

9M24: ₱45.2bn
 Qtr ave: ₱15.1bn

Fiber

FY2023: ₱53.0bn
 Qtr ave: ₱13.3bn

9M24: ₱41.7bn
 Qtr ave: ₱13.9bn

- Fiber revenues grew by 6% y-o-y in 9M24, now 92% of total Home revenues
 - 3Q24 revenues rose 4% vis-à-vis 2Q24
- Fixed wireless back to growth mode at +4% QoQ vs 2Q24.
- Improvements in service delivery continue to register industry leading Fiber churn levels of 1.70% in 9M24 from 1.91% in 9M23
- Fiber installation capacity continues to ramp-up: 3Q24 Fiber installs of 228K the highest since 1Q23
- Strong market adoption of new broadband products
 - Fiber Unli-All Bundle: 40%+ of all new Fiber
 - Fiber Plan 899: 20%+ of all new Fiber
 - Home WiFi 5G+: Sold out initial release in one week
- PLDT to continue leveraging on its fiber/mobile network and wider PLDT group assets to grow Home
 - Continued Fiber expansion in new and existing areas
 - Reaccelerate Building and MDU Fiberization
 - Protect ARPU with stronger group bundles: Fiber + Signal + Smart/TNT calling circle

% of fiber to total Home revenues

9M24: 92%
 (9M23: 87%)

FY23: 88%

Total Home FTTH ARPU

9M24: 1,489

9M23: 1,490

Fiber Churn Rate

9M24: 1.70%

9M23: 1.91%

3Q24: 1.77%

3Q23: 1.80%

Enterprise: Driving growth through enterprise solutions focus

Total Enterprise 9M24
₱36.1bn

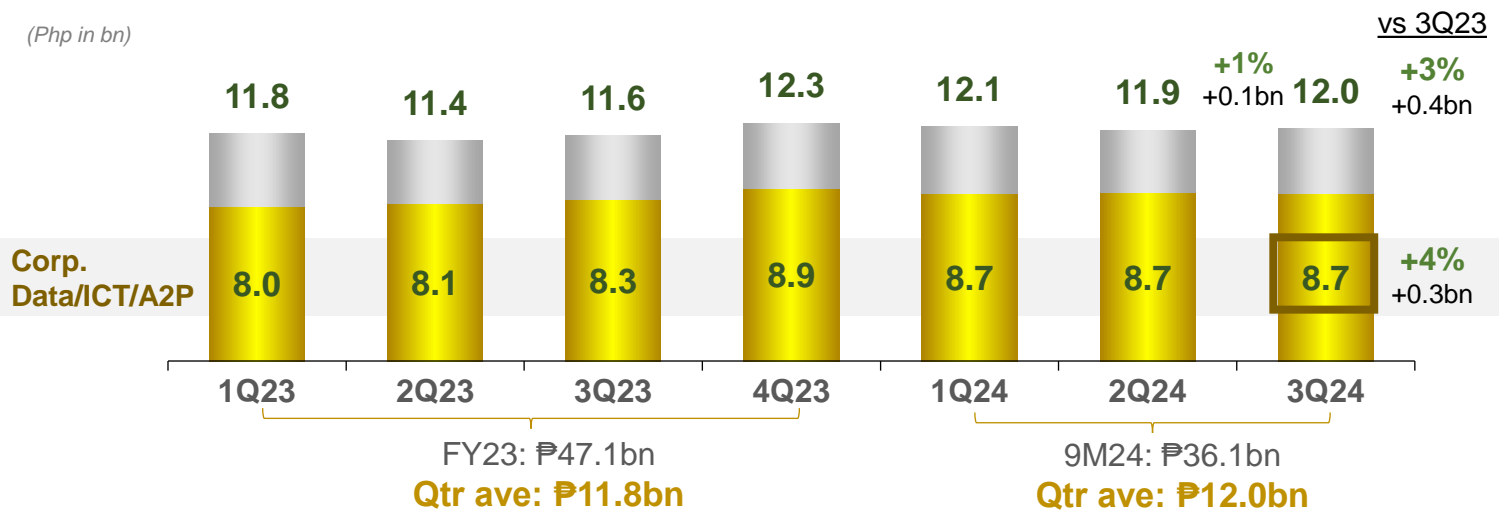
vs 9M23
4%
+1.3bn

Total Corp Data/ICT* 9M24
₱26.0bn

vs 9M23
6%
+1.5bn

72% of total Enterprise
* Incl A2P

(Php in bn)



- **Wireless revenues continue to grow, driven by A2P and IOT, powered by modern and robust platforms**
- **Solutions-focus expanded rise in ICT business by 17%**
 - Managed IT Services +250%
 - Cybersecurity Solutions +59%
 - Data center colocation +16%
 - Cloud Services +9%
 - Anchor multi-MW tenant setting up in Vitro Sta Rosa hyperscale data center
 - Continuous expansion in capability (Cloud, AI) and top-tier partner solution practices
- **Stable fixed line revenues underpinned by:**
 - Fiber Broadband: serving mostly SMEs +9%
 - SD-WAN: growth in sites served +72%
 - i-Gate ARPU: counter churn in legacy services +2%
- **Q4 2024 expected to reach an unprecedented level**
 - ICT Managed Services to continue to drive growth
 - Customer focus driving corporate postpaid resurgence


| | | | |
|---|---|---|--|
| <p>Fiber Lines (9M2024)</p> <p>122K 9% vs 9M23</p> | <p>SD-WAN lines (9M2024)</p> <p>4.6K 72% vs 9M23</p> | <p>Tech Services (9M2024)</p> <p>319K 38% vs 9M23</p> <p>SaaS Licenses</p> | <p>Data Center: Total Racks in Service (9M2024)</p> <p>5.7K 14% vs 9M23</p> |
|---|---|---|--|


Expenses: Extracting operating efficiencies to manage costs

| (Php in bn) | 9M24 | 9M23 | 9M24 vs 9M23 |
|--|----------------|----------------|----------------|
| Repairs and Maintenance | 22.7 bn | 22.0 bn | +0.7 bn |
| Compensation and Benefits (exMRP) | 17.4 bn | 16.8 bn | +0.6 bn |
| Professional and Other Service Fees | 5.6 bn | 5.7 bn | (0.1 bn) |
| Selling and Promotions | 4.2 bn | 4.6 bn | (0.4 bn) |
| Provisions | 3.0 bn | 3.3 bn | (0.3 bn) |
| Cost of Services | 2.8 bn | 2.9 bn | (0.1 bn) |
| Subsidy | 1.3 bn | 1.3 bn | (0.1 bn) |
| Others | 7.1 bn | 7.2 bn | - |
| Total Cash Exp., Subsidy and Provisions | 64.2 bn | 63.9 bn | +0.3 bn |

- Expenses of ₱21.2bn in 3Q2024 lower by ₱0.3bn or 1% year-on-year
 - Compared with 2Q2024, costs decreased by ₱0.4bn or 2%

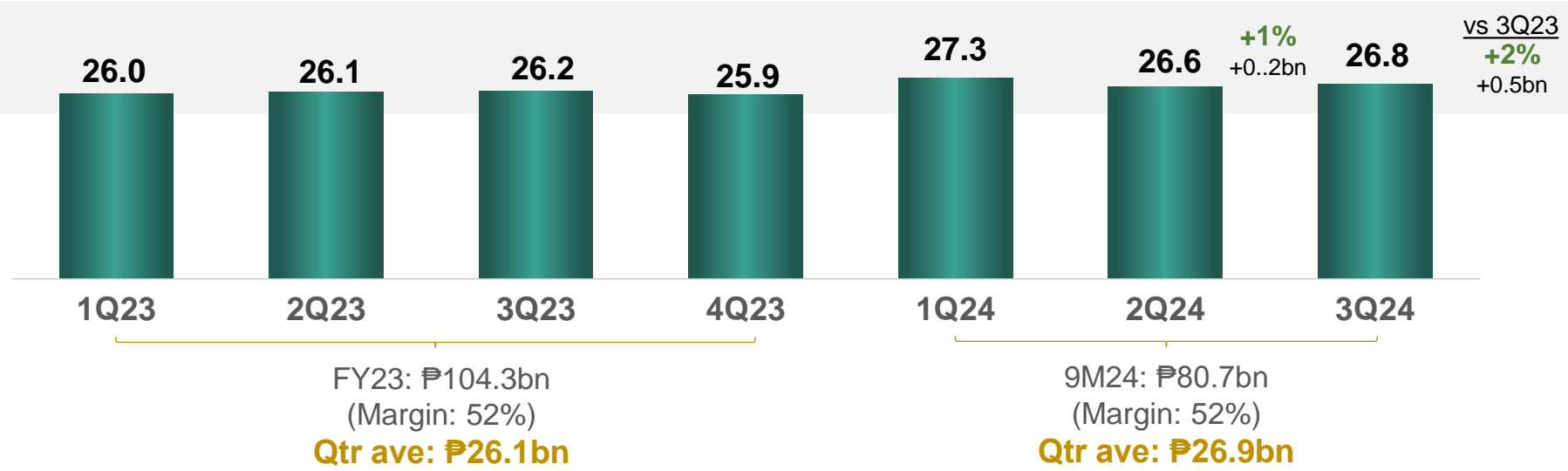
Consolidated EBITDA (ex-MRP): Working on margin expansion

EBITDA **₱80.7bn** 
 9M24 Margin: 52%

vs 9M23

 3%
 +2.4bn

- + ₱2.6bn rise in revenues
- ₱0.3bn increase in costs

(Php in bn)



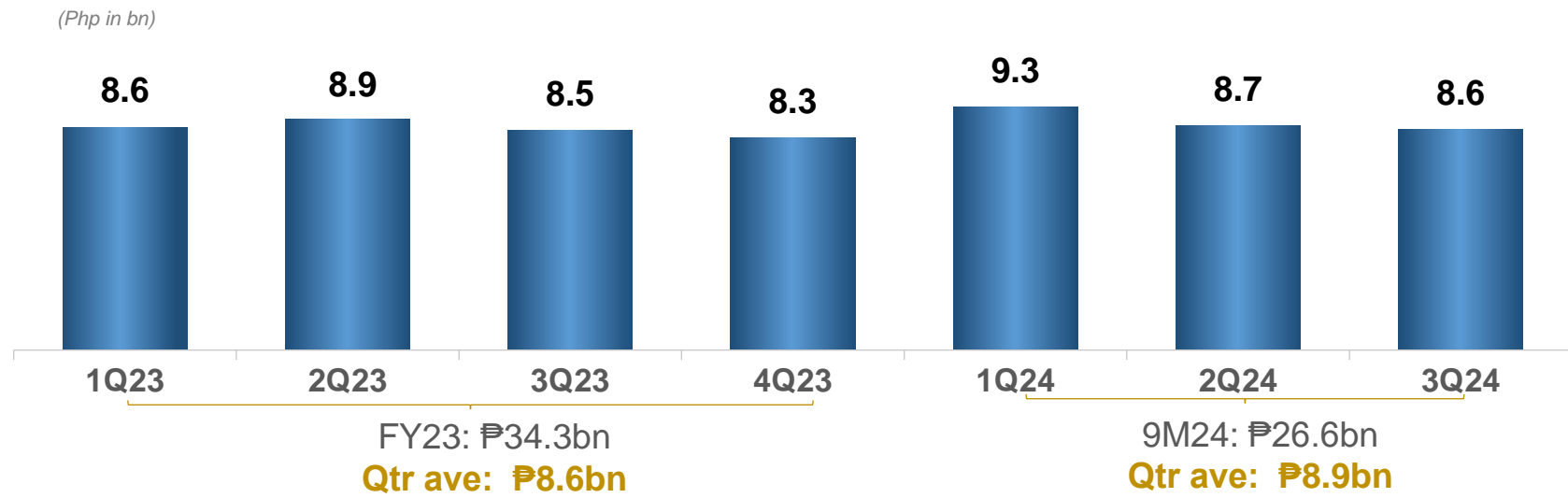
| Quarter | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|---------------|------|------|------|------|------|------|------|
| Margin | 52% | 53% | 52% | 50% | 52% | 52% | 52% |

Telco Core Income: Re-affirming guidance for 2024 at “north of ₱35.0bn”

Telco Core
9M24 **₱26.6bn**

vs 9M23
2%
+0.5bn

- + Higher EBITDA by ₱2.4bn
- Higher Depreciation by ₱1.1bn
- Increased Financing Costs by ₱0.9bn



| | <u>9M24</u> | <u>9M23</u> | <u>9M24 vs 9M23</u> |
|--------------------------|---------------|---------------|------------------------|
| Telco Core Income | 26.6bn | 26.1bn | ↑ 2% +0.5bn |

| | | | |
|--|---------|---------|---------|
| Share in Maya Innovations Holdings (MIH)/Bank Hold Co Losses | (0.9bn) | (1.7bn) | +0.8bn |
| Kayana gain on deconsolidation | 0.1bn | --- | +0.1bn |
| Asset Sales, net | --- | 0.2bn | (0.2bn) |

Maya losses continue to decline:

- ₱0.2bn (3Q24), ₱0.3bn (2Q24), ₱0.4bn (1Q24)
- 3Q24 losses 55% lower vs 3Q23

Ownership in Kayana post-dilution: 45% (from 60%)

Core Income

| | | | |
|--------------------|---------------|---------------|------------------------|
| Core Income | 25.8bn | 24.6bn | ↑ 5% +1.2bn |
|--------------------|---------------|---------------|------------------------|

| | | | |
|--|---------|---------|---|
| Forex, Derivatives and Others | 3.6bn | 1.8bn | ➤ |
| Gain from sale and leaseback of towers (net of related opex) | 0.9bn | 4.5bn | ➤ |
| MRP | (1.4bn) | (1.9bn) | |
| Tax Effect | (0.7bn) | (1.2bn) | |

9M2024: US\$/PHP depreciated by ₱0.599
 9M2023: US\$/PHP depreciated by ₱0.845

9M24: 247 sites
 9M23: 998 sites

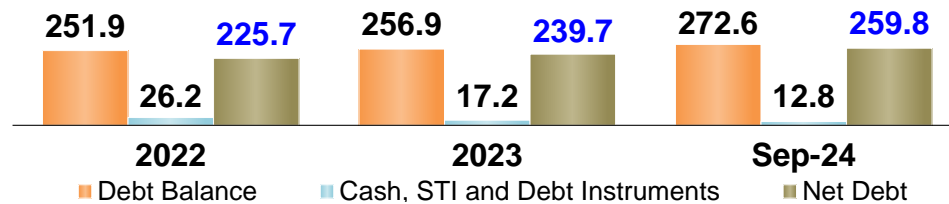
| | | | |
|------------------------|---------------|---------------|------------------------|
| Reported Income | 28.1bn | 27.9bn | ↑ 1% +0.2bn |
|------------------------|---------------|---------------|------------------------|

Debt Balance

(Php in billion)

Net Debt
₱259.8bn

Net Debt-to-EBITDA*
2.44x



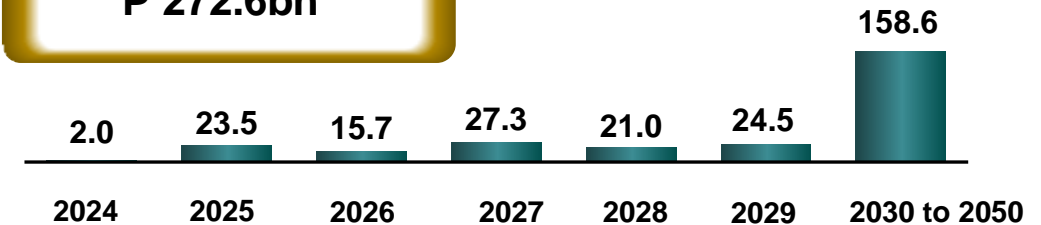
| Net Debt/EBITDA: |
|------------------|
| 2.24x |
| 2.30x |
| 2.44x |

* LTM (last twelve months), ex-MRP ** Total debt based on nominal debt amount

Debt Maturities (gross)

(Php in billion, as of end September 2024)

Gross Debt
₱ 272.6bn

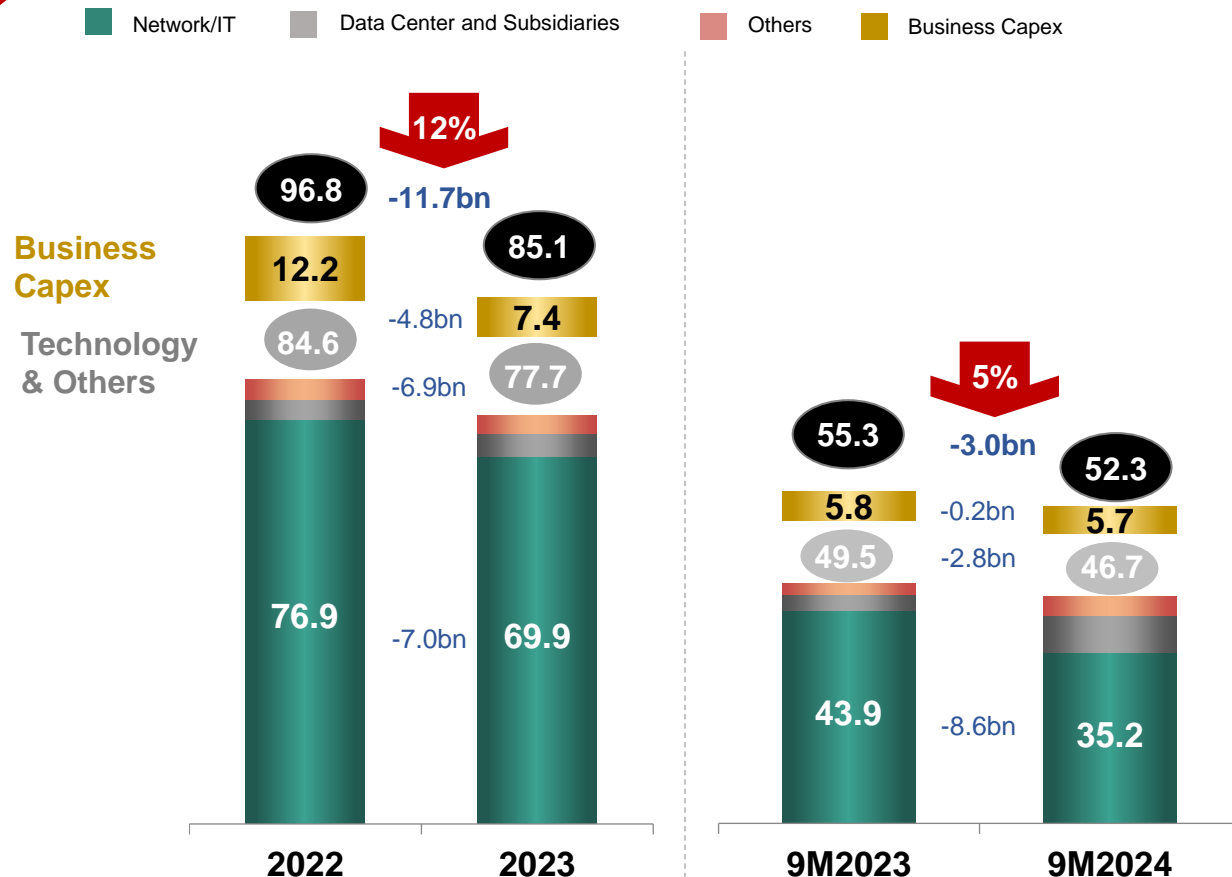


| Debt maturities to total debt: | | | | | | |
|--------------------------------|----|----|-----|----|----|-----|
| 1% | 9% | 6% | 10% | 8% | 9% | 57% |

- **Asset sales proceeds to help improve leverage (net debt-to-EBITDA)**
- **Major cash flows as of 9M2024**
 - Proceeds of ₱3.0bn from tower sales covering 247 towers
 - ✓ From 2022 to September 2024, ₱86.0bn received (87% of expected proceeds)
 - Total cash dividend payments to common shareholders of ₱20.7bn
 - Investment in Radius of ₱2.1bn in April 2024
 - Share in Maya December 2023 funding round of ₱0.9bn paid in April 2024
 - Investment in Kayana (Digico) of ₱0.5bn
- **Debt maturities continue to be well spread out with 66% of total debt to mature beyond 2028**
- **PLDT ratings remain at investment grade**
 - S&P Global (BBB), Moody's (Baa2)

- **US\$ denominated: 14%** (2Q2024: 15%; YE2023: 16%)
 - "Natural hedge" from 15% of consolidated revenues which are dollar-linked/dollar-denominated
- **Unhedged: 5% or US\$0.25bn 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 ₱5.43 if the USD/PHP trades above ₱54.73
- **42% are fixed rate loans**, while 58% are floating rate loans
- **Average interest cost (pre-tax): 5.00%**
(2Q 2024: 4.90%; YE2023: 4.58%)
- **Average life of debt: 6.71 years**

(Php in bn)



Intensity (Capex to Service Revenues):

2022: 50% 2023: 42%

9M2023: 37% 9M2024: 34%

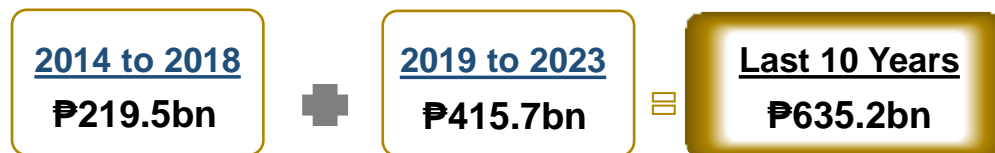
EBITDA (exMRP) less Capex:

2022: ₱3.8bn 2023: ₱19.2bn

9M2023: ₱23.1bn 9M2024: ₱28.4bn

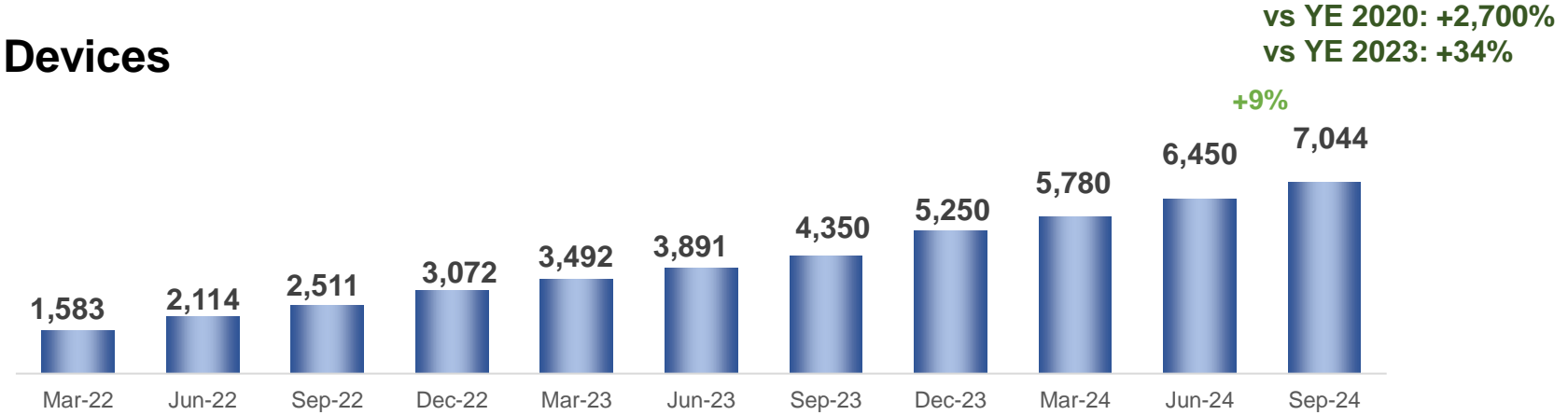
- **At the end of September 2024, capex stood at P52.3bn**
 - Two-thirds for Network/IT spend
- **Guidance for 2024: ₱75-78bn**
 - Includes investment in capacity to drive revenue growth and support continuing rise in network traffic
 - ✓ Re-acceleration of roll out to expand fixed and wireless networks
 - Home broadband ports
 - Cell sites and upgrade of BTS to LTE/5G
 - ✓ Data center
 - ✓ Submarine cable investment (Asia Direct Cable) and upgrades
- **Target is to continue to annually reduce the capex headline number and capex intensity to help achieve positive free cash flow**

Total Capex (2014-2023) Investments



Connected Unique Devices

In '000

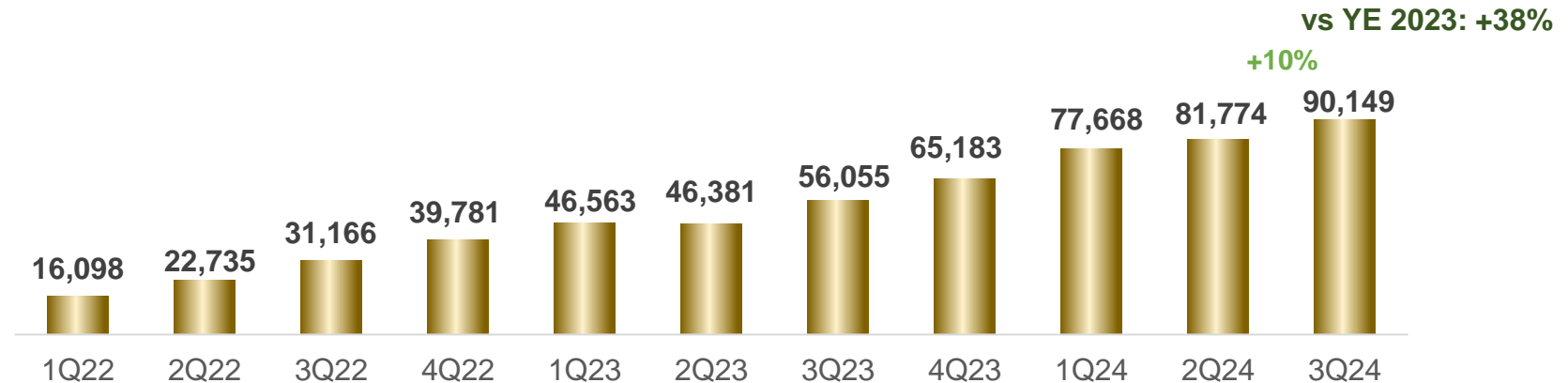


* Daily ave. for Sep 2024: ~5.9mn

Data Traffic

(Total for the Quarter)

In TB

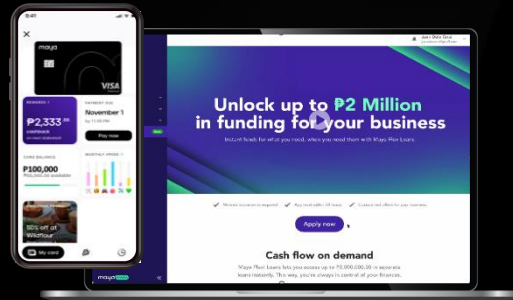


| Quarter | Ave/mo: |
|---------|---------|
| 1Q22 | 5,366 |
| 2Q22 | 7,578 |
| 3Q22 | 10,389 |
| 4Q22 | 13,260 |
| 1Q23 | 15,521 |
| 2Q23 | 15,460 |
| 3Q23 | 18,685 |
| 4Q23 | 21,728 |
| 1Q24 | 25,889 |
| 2Q24 | 27,258 |
| 3Q24 | 30,050 |

3Q 2024 Highlights

Maya: #1 Fintech Ecosystem

#1
Digital Bank⁽¹⁾



#1
Merchant Acquirer



4.5 M

Bank Customers⁽²⁾

1.4 M

Borrowers (+127% YoY)⁽²⁾

**Largest Market Share in
Card Acquiring & QRPH⁽³⁾**

Php36 B

Deposit Balance (+52% YoY) ⁽²⁾

Php67 B

Loans Disbursed LTD
as of Sep-24 ⁽⁴⁾ (+4.3x YoY)

Best Digital Bank

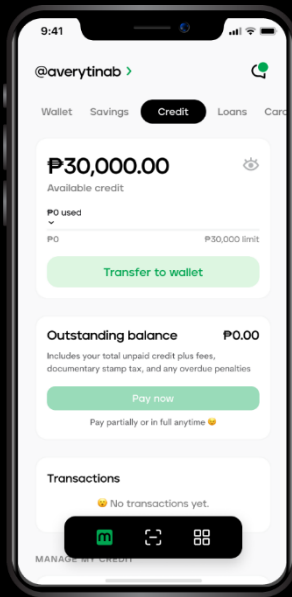
FinanceAsia Awards, Retail Banking Awards, World Digital Bank Awards, CNBC Best Banks – Asia Pacific

Maya Group on track to be profitable by Q4 2024

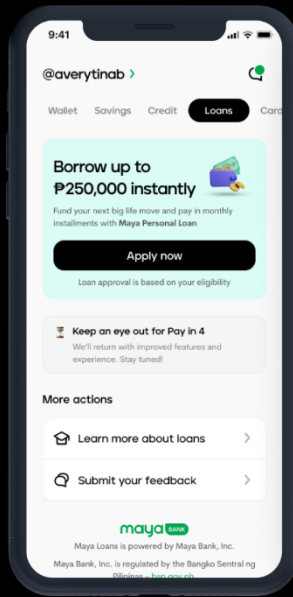
Note: (1) By deposit balance; (2) as of end Sep-24 data; (3) As of 3Q'24, based on number of transactions; (4) Loans Disbursed Life-to-date

Unmatched Speed to Market

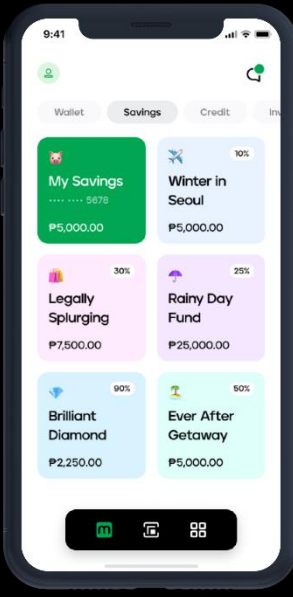
Maya Easy Credit



Maya Personal Loan & Device Financing



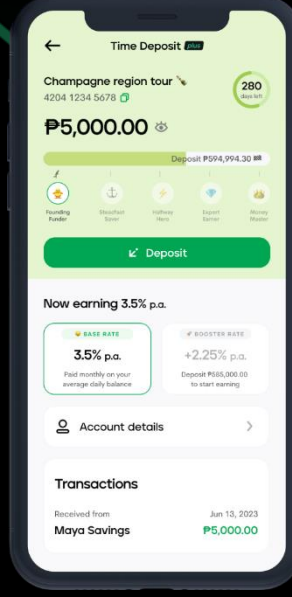
Maya Savings & Personal Goals



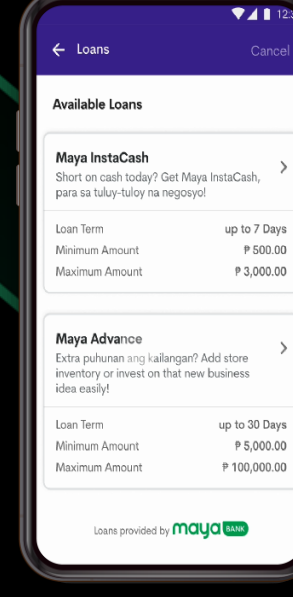
High Engagement Banking



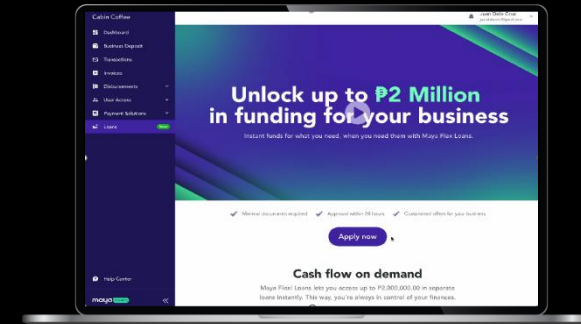
Time Deposit



Maya Advance (Micro Enterprise Loan)



Embedded Banking for SMEs



SME Business Deposit

SME Flexi Loan

Within 2.5 years of Maya Bank Launch, we deliver multiple high-tech banking products for consumers, SME and micro-enterprises

Groundbreaking Partnership Delivering the First Digital Bank Credit Card in the Market

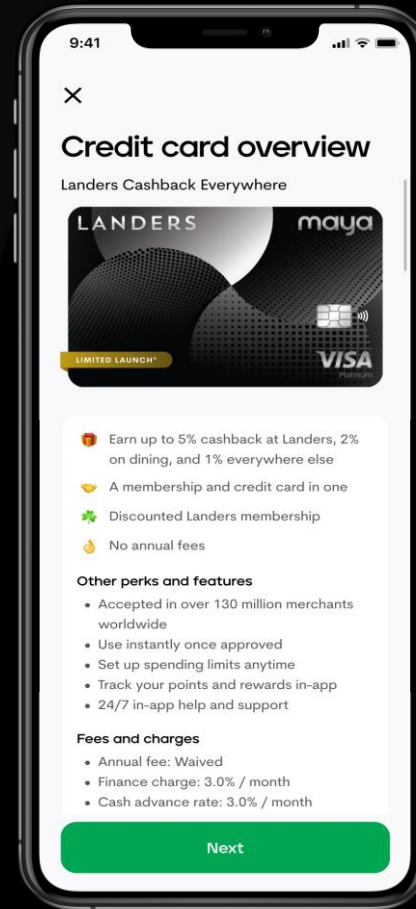


LANDERS
CASHBACK EVERYWHERE
CREDIT CARD
 BY maya

A MEMBERSHIP &
 CREDIT CARD IN
 ONE

5% CASHBACK
 AT LANDERS
 2% ON DINING
 1% EVERYWHERE ELSE

NO
 CREDIT CARD
 ANNUAL FEES



Credit Card is THE most searched financial product in the Philippines

| Financial Products | 2021 | H1 2024 |
|----------------------------|------|---------|
| Credit Card | 23% | 38% |
| Insurance | 22% | 20% |
| Wallet | 19% | 13% |
| Savings | 12% | 11% |
| Crypto | 15% | 7% |
| Short term / Personal Loan | 3% | 4% |
| Auto / Car Loan | 3% | 3% |
| Investments | 2% | 2% |
| Home Loan | 2% | 2% |

Recorded a +13 point increase in the S&P Global CSA

2024: 71* vs 2023: 58

PLDT Inc.
Telecommunication Services

S&P Global CSA Score 2024

A key component of the S&P Global ESG Score

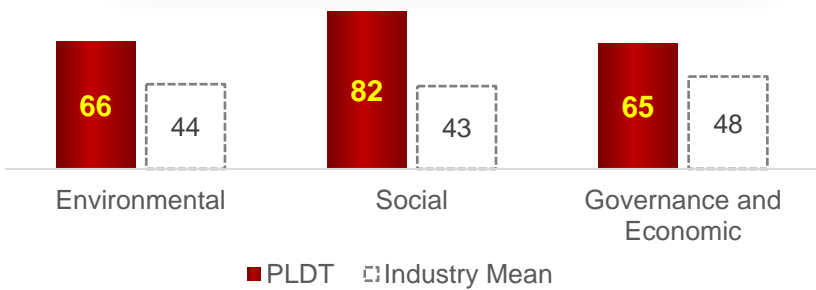
71

 /100

As of October 18, 2024.

The S&P Global Corporate Sustainability Assessment (CSA) Score is the S&P Global ESG Score without the inclusion of any modelling approaches. S&P Global ESG Scores cannot be compared across industries. They measure a company's sustainability performance relative to industry counterparts. Learn more at [spglobal.com/esg/scores](https://www.spglobal.com/esg/scores)

S&P Global Sustainable 1



* Highest among Philippine corporates as of 11 Nov 2024

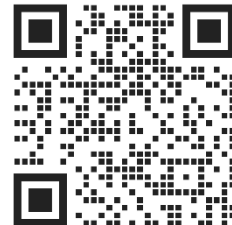
Secured a ₱2.0bn Social Loan Facility from HSBC

Supporting PSAC's digital infrastructure pillar's priority of connecting Geographically Isolated and Disadvantaged Areas (GIDAs)



L-R: HSBC Philippines Head of Wholesale Banking Mimi Concha; HSBC Philippines Chief Executive Officer Sandeep Uppal; and PLDT and Smart Chief Sustainability Officer Melissa Vergel de Dios

- **Loan proceeds: to extend fiber network in underserved and unserved areas – to reach the country's fourth to sixth class municipalities, including GIDAs**
- **Features:**
 - Competitively priced
 - Demonstrates PLDT's commitment to digital inclusion
 - Expands loan portfolio mix to include other forms of sustainable financing
- **PLDT and Smart are members of the Private Sector Advisory Council (PSAC) to the President**



Consolidated Service Revenue

Mid-single digit growth
excl legacy revenues

- 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

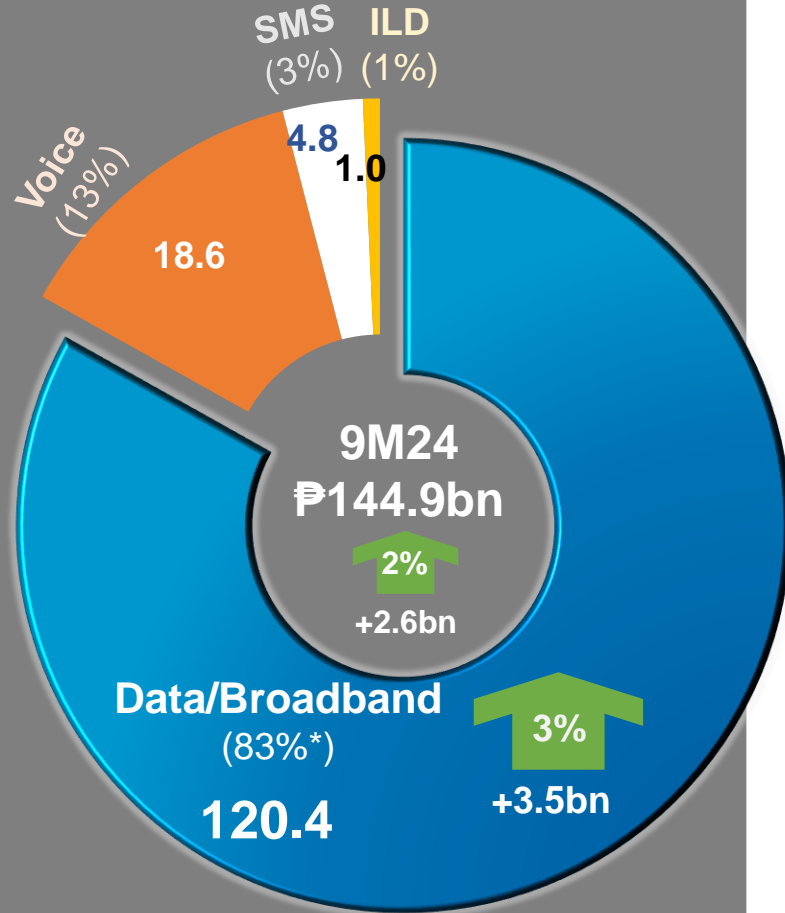
Focus on delivering positive FCF

- 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: | 88% |
| Individual: | 89% |
| Enterprise: | 71% |

* 9M23: 82%

* Includes International and Carrier



| Category | Revenue (bn) | % Change | % to total Service Revenues |
|---|--------------|----------------|-----------------------------|
| Mobile Data | ₱57.9bn | ↑ 5% (+2.7bn) | 40% |
| Home Broadband | ₱39.6bn | ↑ 1% (+0.3bn) | 27% |
| Corporate Data | ₱18.9bn | — | 13% |
| ICT | ₱ 4.1bn | ↑ 17% (+0.6bn) | 3% |
| includes data center revenues of ₱2.4bn | | | |

11 sites
strategically spread across PH

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

13,432 Full capacity racks
7,974 ready capacity;
73% utilization

64MW
Aggregated IT power
51% utilization

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

Data Centers Sustainable Operations (9M24)

- **0.90 CUE** (Carbon Usage Effectiveness) vs 0.95 in 2023
- **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% RE (Renewable Energy)**
- **On-track to hit 40% less carbon emissions by 2030**

Hyperscale Data Centers in the Pipeline

On-going fit-out and testing

11th

- Location: Sta. Rosa, Laguna
- Total capacity of 50MW (36MW IT Load)
- Initial 20MW activated by YE 2024
- A.I. Ready

Under evaluation

12th

- Power Capacity: no less than 100MW
- A.I. Ready

Data Center Growth Forecast**: 2024 – 2029

28%
5 year CAGR
Combined Retail and Hyperscaler Data Center Market

16%
5 year CAGR
Retail Data Center Market

66%
5 year CAGR
Hyperscale Data Center Market

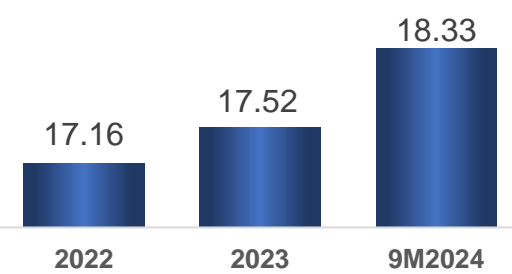
** 2023 S&P Global Market Report

Fixed and Wireless Network: Selected Highlights

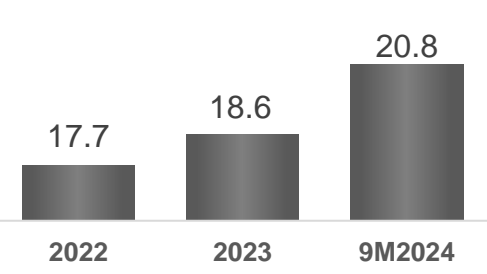
Fiber: Extensive Network Reach

FTTH Presence
72%

TOTAL HOMES PASSED
(Million Homes)



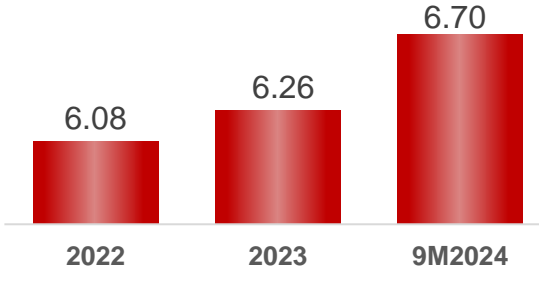
FTTH COVERAGE
(Barangays '000)



49% of barangays in the Phils;
In 72% of towns and 91% of provinces

TOTAL FTTH CAPACITY*
(Million Ports)

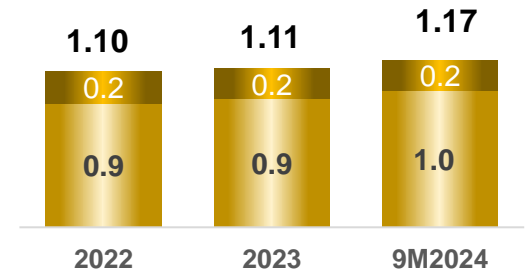
*excluding non-fiber of 0.73mn



54% port utilization.

TOTAL FIBER FOOTPRINT
(Million Cable Kilometers Laid)

International
Domestic

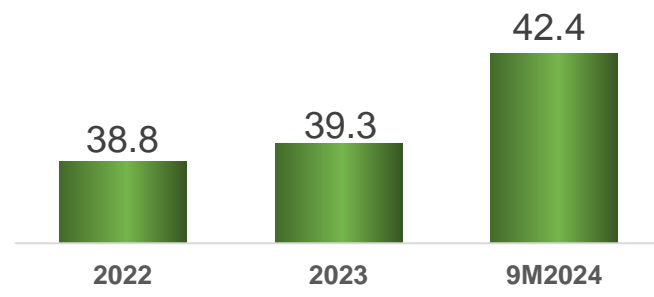


Most extensive in the Philippines, with robust International Network Capacity

Wireless: Expansive Network

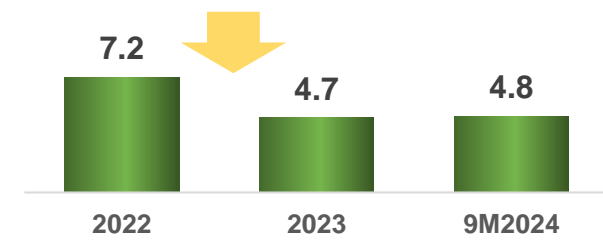
Total BTS Count: 77.8K

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: 81% (MM: 77%)
- 5G: 13% (MM: 19%)
- 2G: 5% (MM: 3%)
- 3G: 1% (MM: 1%)



#SustainabilityEveryday

3Q2024 Sustainability Updates



1Q2024 Sustainability Highlights



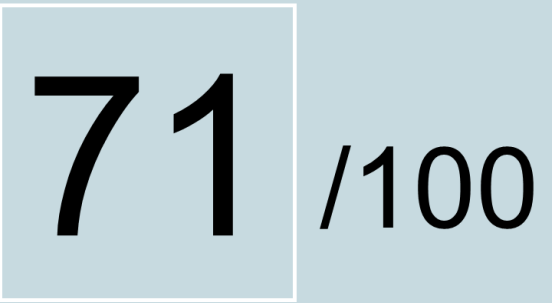
2Q2024 Sustainability Highlights



PLDT Inc.
Telecommunication Services

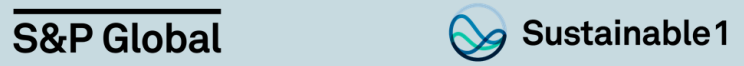
S&P Global CSA Score 2024

A key component of the S&P Global ESG Score



As of October 18, 2024.

The S&P Global Corporate Sustainability Assessment (CSA) Score is the S&P Global ESG Score without the inclusion of any modelling approaches. S&P Global ESG Scores cannot be compared across industries. They measure a company's sustainability performance relative to industry counterparts. Learn more at spglobal.com/esg/scores



2024: 71* vs 2023: 58

➤ **PLDT's Environmental, Social and Governance and Economic scores surpassed the industry mean for each category:**

| Category | Weight | PLDT score | Industry Mean |
|-------------------------|--------|------------|---------------|
| Environmental | 23% | 66 | 44 |
| Social | 41% | 82 | 43 |
| Governance and Economic | 36% | 65 | 48 |

- **S&P Global Corporate Sustainability Assessment (S&P Global CSA):**
- Is the robust research process that underpins the S&P Global ESG Scores and excludes any modelling approaches
 - Companies are assessed using the industry specific CSA questionnaire and methodology

*highest among Philippine corporates as of November 11, 2024

[Link to PLDT's S&P CSA score page](#)

24 PLDT and Smart sites converted to 100% RE with ACEN RES partnership

(August 2024)



➤ Agreement with ACEN is to power a total of 33 PLDT and Smart sites in Greater Metro Manila area using 100% RE

- Annual Savings (est.): ~₱6mn
- Annual GHG emissions reduction (est.): ~21K tons

➤ Objectives of the transition to RE:

- To support the Renewable Act 9513, through Green Energy Option Program (GEOP)
- To achieve PLDT Group's Decarbonization Roadmap

[Link to PR](#)

6 Mindanao Facilities Transition to 100% RE with First Gen Partnership

(September 2024)



➤ Partnership with First Gen through GEOP to switch sites in Visayas and Mindanao to 100% RE

- 1st Phase: Implemented in 2023 for 4 sites in Visayas
 - Annual Savings (est.): ~₱2mn
 - Annual GHG emissions reduction (est.): ~16K tons

- 2nd Phase: Implemented in 2024 for 6 sites in Mindanao, including a data center in Davao

- Annual Savings (est.): ~₱23mn
- Annual GHG emissions reduction (est.): ~13K tons

[Link to PR](#)

2024 Target

Scale up e-Waste Collection points nationwide

Collection points

Over 170 locations and events nationwide

Promoting e-waste management and circularity in schools



- Activated e-waste collections in 13 schools in Metro Manila, Laguna, Pampanga, Rizal
 - Expected to increase with the additional deployment in other campuses
- Other partners for e-waste collection:
 - SM malls
 - Hospital (Makati Med)
 - Enterprise client (WTW)
 - Robinsons Malls
- e-waste collected are turned-over to DENR accredited recyclers for proper treatment and disposal

[Link to PR](#)

PLDT/Smart showcased its “Be Kind. Recycle” (BKR) Program at PCB-WEEE Closing Ceremony

(18 September 2024)



- PLDT and Smart “Be Kind. Recycle” Program to promote proper management of electronic waste (e-waste)
 - Participated in the UNIDO and DENR-BMB’s PCB WEEE project
 - Continuing collaboration with other TSD facilities for treatment and disposal
- At the PCB WEEE event, PLDT and Smart presented how a simple internal initiative scaled up into a program that now reaches other companies, schools, and communities
 - UNIDO head office (Austria) commended the PLDT/Smart narrative and extended invitation to speak/share at other UNIDO events

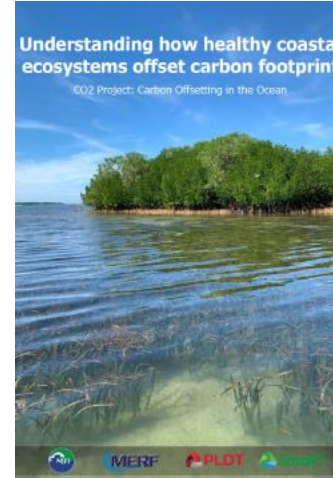
PLDT received ISO certifications on Quality Management, OHS management, and Business Continuity



- In addition to the 24 ISO 22301:2019 certifications ([link](#)), PLDT received 3 additional certifications covering key processes and critical network facilities nationwide
 - ISO 9001:2015 (Quality Management System)
 - ISO 45001:2018 (Occupational Health and Safety Management System)
 - ISO 22301:2019 (Business Continuity Management System)

[Link to PR](#)

#ConnectedwithNature: Nature-based solutions for Climate Change
(July 2024)



- As part of the Environment, Health, and Safety week celebration, a webinar was conducted for PLDT and Smart employees focusing on the state and importance of the marine coastal ecosystems, the impact of climate change, and solutions for the protection and restoration of these ecosystems
 - Speaker: Justine Carlos Doctolero of the UP Marine Science Institute
 - Session included discussion on the importance of water conservation

#ConnectedwithNature: Indigenous Peoples
(September 2024)



- PLDT and Smart continued collaboration with the National Commission on Indigenous Peoples to build capacity of workforce and suppliers to respect and uphold rights of indigenous peoples

[Link to PR](#)



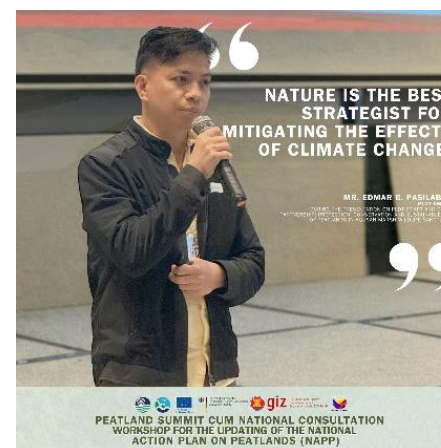
#ConnectedwithNature: Responsible Network Rollout

(June 2024)

- PLDT and Smart Cross Functional Teams collaborated with the DENR to enhance compliance with environmental laws and protection of biodiversity in network rollout and operations

DENR's Peatland Summit cum National Consultation Workshop

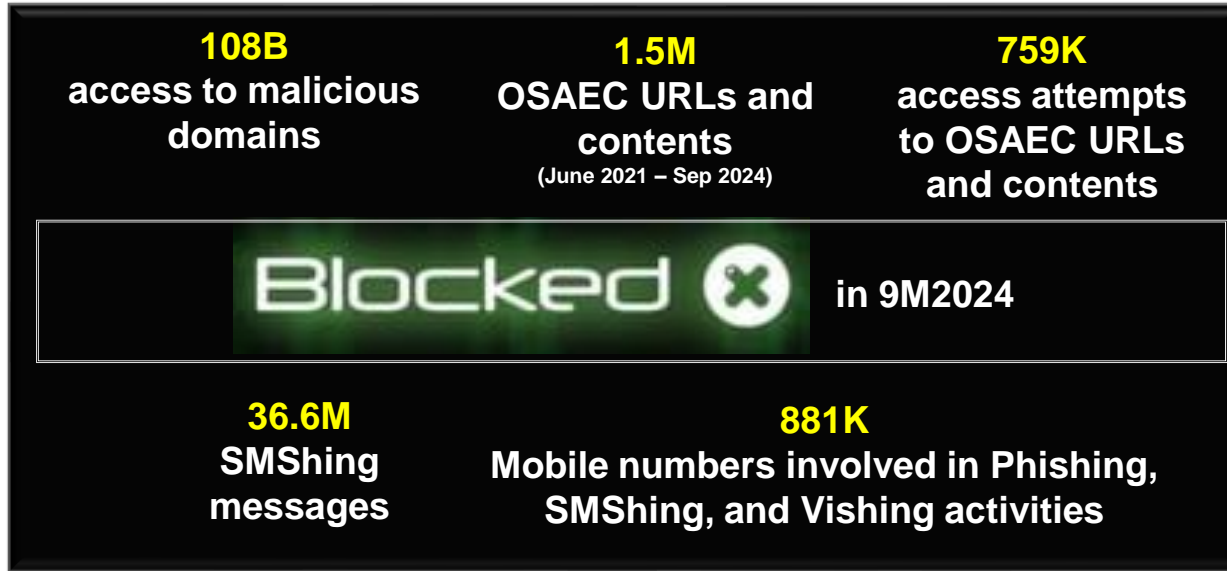
(August 2024)



- PLDT/Smart participated as speaker during the summit that focused peatland conservation
 - Session Topic: PLDT, Smart and DENR Partnership on the Protection, Conservation and Sustainable Use of Peatlands in Agusan Marsh Wildlife Sanctuary
- The summit was designed to update the National Action Plan on Peatlands

[Link to DENR-BMB FB post](#)

Cybersecurity in Action



- **Implementation of advanced firewall in Smart network to boost anti-fraud measures**
 - Prevents text scams and spam messages resulted to significant decline in reported SMSing messages

[Link to PR](#)

PLDT/Smart shared best practices on the adoption of the UNICEF Child Rights and Business Principles (CRBP) framework



- **PLDT/Smart invited to be part of government agencies' training focused on embedding CRBP in business operations**
 - Forum organized by UNICEF
 - Topics discussed:
 - ✓ Issue of online sexual abuse and exploitation of children (OSAEC) in the Philippines
 - ✓ Relevant laws and regulations for online child protection
 - ✓ PLDT and Smart's initiatives on Child Protection
 - Child Safeguarding policies
 - Cybersecurity platform in blocking URLs containing malicious contents
 - Programs in the workplace, marketplace, and community for child rights protection

PLDT and Smart participate in ASEAN dialogue on Child Online Protection (Bali, Indonesia)



- **PLDT/Smart (only representatives from the private sector invited) joined DICT, National Coordination Center against OSAEC and CSAEM, UNICEF PH, and Save the Children**



Created by: Microsoft Copilot

PLDT connecting Geographically Isolated and Disadvantaged Areas

Connection for Students and Underserved areas

- Since 2022, PLDT Group has activated 1,000 Wifi hotspots across 220 public Higher Education Institutions (HEIs) in 60 provinces
 - Target: Provide full connectivity to all state universities in the Philippines by 2025
- Exploring use of 5G-powered fixed wireless access to provide connectivity to underserved areas

[Link to PR](#)

Secured 5-year ₱2.0 Social Loan Facility with HSBC

- PLDT's first Social Loan
- Loan proceeds: to extend fiber network in underserved and unserved areas - across the country's fourth to sixth class municipalities, including Geographically Isolated and Disadvantaged Areas (GIDAs)
- Features:
 - Competitively priced
 - Demonstrates PLDT's commitment to digital inclusion
 - Expands loan portfolio mix to include other forms of sustainable financing

[Link to PR](#)

Enhancing internet infrastructure across GIDAS is a priority of the digital Infrastructure pillar of the Private Sector Advisory Council (PSAC) to the President

PLDT and Smart are members of the PSAC



Conversational AI

Conversational Chatbot to Improve PLDT and Smart Customer Experience

➤ Results of the Implementation of the AI chatbot since implementation:



+33% increase in productive hours
-50% in average handling time



Highest QA score
Automatic call transcription



30% cost optimization
97% collections efficiency



Enhance TinBo's Customer Experience for Filipinos Overseas

- **TinBo (Tindahan ni Bossing):**
 - An online marketplace that enables Filipinos overseas to avail of telco services and other digital products for their families in the Philippines
- **In partnership with Infobip, enables TinBo to respond to inquiries real-time**

[Link to PR](#)

PLDT Enterprise: Start-Up Innovation Challenge 2024



- **Third year of empowering and supporting local start-ups in the Philippines**
- **Focus of the Innovation Challenge:**
 - AI, Internet of Things, Smart City, Sustainability, and Mixed Reality (MR)/ Extended Reality (XR)/ Digital Twin

[Link to PR](#)

PLDT supports Commission on Election (COMELEC) for 2025 National Elections



- **PLDT Group has been selected as COMELEC's trusted digital infrastructure partner for a transparent 2025 National elections**
 - Vitro data centers will house two of three cluster of servers that will receive data directly from the automated counting machines

[Link to PR](#)

PLDT and Smart support ARTA's eBOSS



- **PLDT and Smart signed Memorandum of Agreement with Anti-Red Tape Authority (ARTA) that includes:**
 - Donation of hardware to help set-up ARTA's Electronic Business One-Stop Shop (eBOSS)
 - Digital upskilling of local government partners to push digitalization

[Link to PR](#)

Zero Tolerance on Gender-Based Sexual Harassment (GBSH)



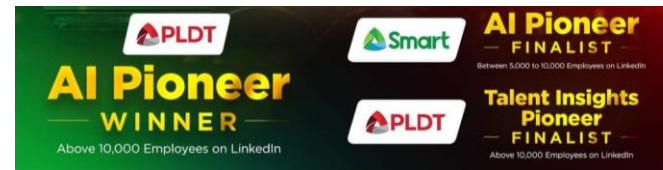
- **Annual training for all employees on GBSH:**
 - Different forms of GBSH
 - Relevant laws and supporting company policies
 - Established mechanisms for incident reporting, investigation, corrective actions, and penalties for violations
- **GBSH trainings were also conducted for student interns**

[Link to PR](#)

Empowering Employees in Environmental, Health, and Safety Practices



- **Training employees on:**
 - Basic Safety training, including road safety, and animal bite safety
 - ✓ These are the identified risks in the workplace
 - Understanding impact of operations on the environment
 - Waste management
 - Disaster Preparedness
- **Innovation for Incident Reporting, Job Hazard Analysis, and Process Automation**



PLDT and Smart recognized as AI Pioneers at 2024 LinkedIn Talent Awards

- **Given to organizations that have shown exceptional implementation of training and development programs in the field of Artificial Intelligence (AI)**

[Link to PR](#)

Future-proofing the Youth



- Internship program is open to graduating students
 - Capacitate students through coaching, mentoring, and exposure to various facets of the operations



- Collaborated with academe to shape the curricula in Information Technology, Data Science and Cybersecurity
 - Partners: School administrators, Academic Leaders, and Industry experts

[Link to LinkedIn post](#)



Empowering Women

- PLDT, Smart, and PLDT-Smart Foundation partnered with “For The Women (FTW) Foundation”
- Graduates finished 14 weeks of Data Science training
 - Aims to create new opportunities for women in the tech industry by providing free upskill training

[Link to PR](#)

Sustainability part of New Employee Onboarding



- PLDT and Smart’s Sustainability framework part of the curriculum for the onboarding of new hires
 - To ensure proper understanding of the companies’ sustainability objectives and targets
 - Topics included in the Sustainability session:
 - ✓ Sustainability as part of the organization’s KPI
 - ✓ Debunking Myths on Sustainability
 - ✓ Sustainability Pillars and Material focus areas

PLDT awarded with 3-Golden Arrow award at the 2024 Golden Arrow Awards



- **Top-performing publicly listed companies in six participating ASEAN countries - Philippines, Indonesia, Malaysia, Singapore, Thailand and Vietnam – were assessed using the ASEAN Corporate Governance Scorecard (ACGS)**
 - ACGS is jointly developed by ADB and ASEAN Capital Markets Forum
 - Key criteria: Rights and equitable treatment of shareholders, Sustainability and Resilience, Disclosure and Transparency, and Board structure
- **2024 award based on the 2023 ACGS evaluation results**

[Link to PR](#)

Annual Training of Directors and Officers (27 September 2024)



- **Session Topics:**
 - **Become an Insurgent: Re-focus and Re-energize your business strategy, organization, and culture for success**
✓ Speaker: Mr. David Morey
 - **Building a data-driven business: Leveraging AI and Big Data for Growth**
✓ Speaker: Dr. Erika Fille T. Legara
- **Attended by Directors and Officers of PLDT and Smart, and other Manuel V Pangilinan-led companies**
- **Organized in compliance with the Code of Corporate Governance of the Philippine SEC**



CODE OF BUSINESS CONDUCT AND ETHICS

At PLDT Inc. ("PLDT" or the "Company"), we commit to doing business responsibly and in accordance with the highest standards of ethics.

We promote a culture of good corporate governance by observing and maintaining our core business principles of accountability, integrity, fairness, and transparency in our relationships among ourselves and with our customers, shareholders, creditors, business partners, suppliers, competitors, and with governments, regulators and the public.

This Code of Business Conduct and Ethics (the "Code") embodies the Company's business principles and values which shall guide and govern all our business relationships, including decisions and actions when performing our duties and responsibilities for and on behalf of the Company.

Updated Code of Business Conduct and Ethics (September 2024)

- **Included updates on customer commitment, leader accountability, stewardship of company resources, positive work culture, strengthening risk controls, and reinforcing speak up culture**

Roundtable discussion on Sustainability at ADB's Supplier Forum



- Organized by the ADB for its long-term and critical IT suppliers
- PLDT/Smart shared how sustainability is embedded in their operations, including:
 - Sustainability as a key pillar of corporate strategy and the organization's scorecard, including the CEO's
 - Decarbonization Roadmap
 - e-waste management and circularity

[Link to PR](#)



Shared insights on Sustainability and AI in Business operations

(8 October 2024)

- PLDT/Smart were one of the panelists at the 23rd Strategic Marketing Conference
 - Organized by the Global Compact Network Philippines, local chapter of UN Global Network



Knowledge-sharing with Students on Sustainability

(31 August 2024)

- PLDT/Smart shared their Sustainability Roadmap and the companies' initiatives aimed at addressing environmental impact from their operations



Supporting Philippine SDG commitments

(September - October 2024)

- PLDT/Smart submitted inputs to NEDA Stakeholders' Chamber Workshop
 - Phil SDG and ESG checklist will be used by NEDA for SDG progress tracking
- PLDT/Smart invited to the launch of the Nationally Determined Contribution – Gender Action Plan (NDC-GAP) for 2024 – 2030
 - Organized by the ADB
 - One of five private sector companies invited to the event

Appendix

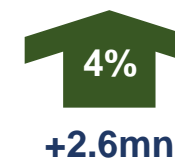
End-September 2024

End 2023

Total Subscribers

67,857

65,303



| Mobile | | 3Q2024 | 2Q2024 | 1Q2024 | 4Q2023 | 3Q2023 | Net Adds | |
|--------|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|-----------|
| | | | | | | | 3Q2024 vs YE2023 | |
| | Mobile Subscriber Base | | | | | | | |
| | Prepaid | 58,061,522 | 58,574,596 | 56,785,718 | 55,667,880 | 53,105,076 | 2,393,642 | 4% |
| | Smart Prepaid | 22,416,116 | 22,550,066 | 21,856,044 | 21,530,993 | 20,494,009 | 885,123 | 4% |
| | TNT | 35,645,406 | 36,024,530 | 34,929,674 | 34,136,887 | 32,611,067 | 1,508,519 | 4% |
| | Postpaid | 2,209,487 | 2,185,028 | 2,177,248 | 2,159,246 | 2,141,054 | 50,241 | 2% |
| | Total Mobile Subscribers | 60,271,009 | 60,759,624 | 58,962,966 | 57,827,126 | 55,246,130 | 2,443,883 | 4% |

| Broadband | | 3Q2024 | 2Q2024 | 1Q2024 | 4Q2023 | 3Q2023 | Net Adds | |
|-----------|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------|
| | | | | | | | 3Q2024 vs YE2023 | |
| | BROADBAND | | | | | | | |
| | Fixed Line Broadband | 3,394,975 | 3,290,093 | 3,255,012 | 3,268,996 | 3,280,419 | 125,979 | 4% |
| | Fixed Wireless Broadband | 463,393 | 463,211 | 456,082 | 440,545 | 409,289 | 22,848 | 5% |
| | Total Broadband Subscribers | 3,858,368 | 3,753,304 | 3,711,094 | 3,709,541 | 3,689,708 | 148,827 | 4% |

| Fixed Line | | 3Q2024 | 2Q2024 | 1Q2024 | 4Q2023 | 3Q2023 | Net Adds | |
|------------|-------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------|
| | | | | | | | 3Q2024 vs YE2023 | |
| | Fixed Line Subscribers | 3,727,873 | 3,732,523 | 3,740,780 | 3,766,105 | 3,792,278 | (38,232) | -1% |

Mobile ARPU, Net

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

Fiber ARPU, Net

| | 2024 | | | 2023 | | | |
|---------------|-------|-------|-------|-------|-------|-------|-------|
| | 1Q | 2Q | 3Q | 1Q | 2Q | 3Q | 4Q |
| Home: Fiber * | 1,496 | 1,500 | 1,492 | 1,489 | 1,476 | 1,511 | 1,506 |

| | 9M2024 | | | | 9M2023 | Y-o-Y % Change |
|---|----------------|----------------|----------------|-----------------|-----------------|-------------------|
| | Wireless | Fixed Line | Others | Consolidated | | |
| <i>(Php in millions)</i> | | | | | | |
| Service Revenues ⁽¹⁾ | 72,905 | 95,118 | - | 154,995 | 149,752 | 4% |
| Cash Operating Expenses ⁽²⁾ | 32,068 | 44,177 | 102 | 68,666 | 66,186 | 4% |
| Subsidies and Cost of Services | 1,933 | 2,202 | - | 4,072 | 4,298 | (5%) |
| Provisions | 648 | 2,353 | - | 3,001 | 3,289 | (9%) |
| EBITDA ⁽³⁾ | 38,285 | 47,819 | (102) | 80,718 | 78,364 | 3% |
| <i>EBITDA Margin ⁽⁴⁾</i> | 53% | 50% | - | 52% | 52% | |
| Depreciation and Amortization | 24,852 | 19,329 | - | 37,162 | 36,044 | 3% |
| Financing Costs, Net | (7,112) | (5,188) | - | (10,972) | (10,077) | 9% |
| Other Income | 2,257 | 9,743 | 32 | 3,126 | 7,187 | (57%) |
| Income (Loss) before Income Tax | 10,845 | 33,114 | (1,111) | 37,063 | 37,544 | (1%) |
| Provision (Benefit from) for Income Tax | 2,527 | 5,998 | (12) | 8,839 | 9,533 | (7%) |
| Net Income (Loss) Attributable to Equity Holders of PLDT | 8,308 | 27,069 | (1,099) | 28,070 | 27,892 | 1% |
| Telco Core Income | 6,399 | 26,696 | (119) | 26,578 | 26,076 | 2% |

(1) Service Revenues, gross of interconnection costs

| | | | | | | |
|--|--------|--------|---|---------|---------|-----|
| Service revenues, gross of interconnection costs | 72,905 | 95,118 | - | 154,995 | 149,752 | 4% |
| Less: Interconnection costs | 714 | 10,592 | - | 10,102 | 7,463 | 35% |
| Service revenues, net of interconnection costs | 72,191 | 84,526 | - | 144,893 | 142,289 | 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

| (Php in millions) | 2024 | | | | 2023 | | | | | | % Change |
|---|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|---------------|----------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| Fixed Line | 27,627 | 27,160 | 27,914 | 82,701 | 26,541 | 26,032 | 26,769 | 79,342 | 27,496 | 106,838 | 4% |
| Home Broadband | 12,690 | 12,774 | 12,988 | 38,452 | 12,568 | 12,691 | 12,795 | 38,054 | 12,798 | 50,852 | 1% |
| Corporate Data and ICT | 7,816 | 7,750 | 7,672 | 23,238 | 7,474 | 7,564 | 7,563 | 22,601 | 8,056 | 30,657 | 3% |
| Fixed Line Voice | 7,052 | 6,605 | 7,104 | 20,761 | 6,473 | 5,753 | 6,385 | 18,611 | 6,549 | 25,160 | 12% |
| Miscellaneous | 69 | 31 | 150 | 250 | 26 | 24 | 26 | 76 | 93 | 169 | 229% |
| Wireless | 24,568 | 24,088 | 23,638 | 72,294 | 23,185 | 23,493 | 23,732 | 70,410 | 24,584 | 94,994 | 3% |
| Mobile Services | 24,189 | 23,728 | 23,264 | 71,181 | 22,777 | 23,064 | 23,327 | 69,168 | 24,197 | 93,365 | 3% |
| Mobile Data | 19,758 | 19,231 | 18,944 | 57,933 | 18,152 | 18,368 | 18,710 | 55,230 | 19,586 | 74,816 | 5% |
| Mobile Voice | 2,370 | 2,213 | 2,144 | 6,727 | 2,952 | 2,851 | 2,670 | 8,473 | 2,545 | 11,018 | (21%) |
| SMS | 1,638 | 1,718 | 1,736 | 5,092 | 1,252 | 1,362 | 1,536 | 4,150 | 1,574 | 5,724 | 23% |
| Inbound Roaming and Others | 423 | 566 | 440 | 1,429 | 421 | 483 | 411 | 1,315 | 492 | 1,807 | 9% |
| Fixed Wireless Broadband | 379 | 360 | 374 | 1,113 | 408 | 429 | 405 | 1,242 | 387 | 1,629 | (10%) |
| Total Consolidated Service Revenues ⁽¹⁾ | 52,195 | 51,248 | 51,552 | 154,995 | 49,726 | 49,525 | 50,501 | 149,752 | 52,080 | 201,832 | 4% |

(1) Gross of interconnection costs

Consolidated service revenues - net of interconnection costs

| (Php in millions) | 2024 | | | | 2023 | | | | | | % Change |
|--|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|---------------|----------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| Consolidated Service Revenues, gross of interconnection costs | 52,195 | 51,248 | 51,552 | 154,995 | 49,726 | 49,525 | 50,501 | 149,752 | 52,080 | 201,832 | 4% |
| Interconnection Costs | 3,491 | 3,055 | 3,556 | 10,102 | 2,619 | 2,101 | 2,743 | 7,463 | 2,955 | 10,418 | 35% |
| Consolidated Service Revenues, net of interconnection costs | 48,704 | 48,193 | 47,996 | 144,893 | 47,107 | 47,424 | 47,758 | 142,289 | 49,125 | 191,414 | 2% |

Consolidated Service Revenues and EBITDA

| (Php in millions) | 2024 | | | | 2023 | | | | | | % Change |
|---|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|---------------|----------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| Data and Broadband | 40,643 | 40,115 | 39,978 | 120,736 | 38,602 | 39,052 | 39,473 | 117,127 | 40,827 | 157,954 | 3% |
| Home Broadband | 13,069 | 13,134 | 13,362 | 39,565 | 12,976 | 13,120 | 13,200 | 39,296 | 13,185 | 52,481 | 1% |
| Corporate Data and ICT | 7,816 | 7,750 | 7,672 | 23,238 | 7,474 | 7,564 | 7,563 | 22,601 | 8,056 | 30,657 | 3% |
| Mobile Data | 19,758 | 19,231 | 18,944 | 57,933 | 18,152 | 18,368 | 18,710 | 55,230 | 19,586 | 74,816 | 5% |
| Voice and Others | 9,914 | 9,415 | 9,838 | 29,167 | 9,872 | 9,111 | 9,492 | 28,475 | 9,679 | 38,154 | 2% |
| Fixed Line Voice | 7,052 | 6,605 | 7,104 | 20,761 | 6,473 | 5,753 | 6,385 | 18,611 | 6,549 | 25,160 | 12% |
| Mobile Voice | 2,370 | 2,213 | 2,144 | 6,727 | 2,952 | 2,851 | 2,670 | 8,473 | 2,545 | 11,018 | (21%) |
| Others | 492 | 597 | 590 | 1,679 | 447 | 507 | 437 | 1,391 | 585 | 1,976 | 21% |
| SMS | 1,638 | 1,718 | 1,736 | 5,092 | 1,252 | 1,362 | 1,536 | 4,150 | 1,574 | 5,724 | 23% |
| Total Consolidated Service Revenues ⁽¹⁾ | 52,195 | 51,248 | 51,552 | 154,995 | 49,726 | 49,525 | 50,501 | 149,752 | 52,080 | 201,832 | 4% |

(1) Gross of interconnection costs

| (Php in millions) | 2024 | | | | 2023 | | | | | | % Change |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| EBITDA | 27,315 | 26,621 | 26,782 | 80,718 | 26,021 | 26,107 | 26,236 | 78,364 | 25,933 | 104,297 | 3% |

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

Wireless Service Revenues



| | 2024 | | | | 2023 | | | | | | % Change |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| <i>(Php in millions)</i> | | | | | | | | | | | |
| Data/Broadband | 20,181 | 19,633 | 19,361 | 59,175 | 18,604 | 18,841 | 19,158 | 56,603 | 20,016 | 76,619 | 5% |
| Mobile Data | 19,802 | 19,273 | 18,987 | 58,062 | 18,196 | 18,412 | 18,753 | 55,361 | 19,629 | 74,990 | 5% |
| Fixed Wireless Broadband | 379 | 360 | 374 | 1,113 | 408 | 429 | 405 | 1,242 | 387 | 1,629 | (10%) |
| SMS/Mobile Voice/Others | 4,554 | 4,705 | 4,471 | 13,730 | 4,748 | 4,829 | 4,741 | 14,318 | 4,740 | 19,058 | (4%) |
| Mobile Voice | 2,455 | 2,362 | 2,254 | 7,071 | 3,046 | 2,941 | 2,763 | 8,750 | 2,637 | 11,387 | (19%) |
| SMS | 1,637 | 1,719 | 1,736 | 5,092 | 1,252 | 1,362 | 1,537 | 4,151 | 1,573 | 5,724 | 23% |
| Others | 462 | 624 | 481 | 1,567 | 450 | 526 | 441 | 1,417 | 530 | 1,947 | 11% |
| Total Wireless Gross Service Revenues ⁽¹⁾ | 24,735 | 24,338 | 23,832 | 72,905 | 23,352 | 23,670 | 23,899 | 70,921 | 24,756 | 95,677 | 3% |

(1) Gross of interconnection costs

Wireless service revenues - net of interconnection costs

| | 2024 | | | | 2023 | | | | | | % Change |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| <i>(Php in millions)</i> | | | | | | | | | | | |
| Wireless Service Revenues, gross of interconnection costs | 24,735 | 24,338 | 23,832 | 72,905 | 23,352 | 23,670 | 23,899 | 70,921 | 24,756 | 95,677 | 3% |
| Interconnection Costs | 229 | 242 | 243 | 714 | 185 | 206 | 219 | 610 | 224 | 834 | 17% |
| Wireless Service Revenues, net of interconnection costs | 24,506 | 24,096 | 23,589 | 72,191 | 23,167 | 23,464 | 23,680 | 70,311 | 24,532 | 94,843 | 3% |

Note: Service revenues before intersegment elims

| (Php in millions) | 2024 | | | | 2023 | | | | | | % Change |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| Data/Broadband | 24,183 | 25,015 | 23,517 | 72,715 | 22,981 | 23,249 | 23,203 | 69,433 | 23,779 | 93,212 | 5% |
| Home Broadband | 12,695 | 12,779 | 12,992 | 38,466 | 12,574 | 12,698 | 12,801 | 38,073 | 12,803 | 50,876 | 1% |
| Corp. Data and Other Network Services | 9,675 | 10,431 | 8,691 | 28,797 | 8,790 | 8,848 | 8,854 | 26,492 | 8,712 | 35,204 | 9% |
| ICT | 1,813 | 1,805 | 1,834 | 5,452 | 1,617 | 1,703 | 1,548 | 4,868 | 2,264 | 7,132 | 12% |
| Voice and Others | 7,564 | 7,130 | 7,709 | 22,403 | 6,957 | 6,199 | 6,847 | 20,003 | 7,121 | 27,124 | 12% |
| Voice | 7,432 | 7,031 | 7,492 | 21,955 | 6,866 | 6,111 | 6,755 | 19,732 | 6,954 | 26,686 | 11% |
| Miscellaneous | 132 | 99 | 217 | 448 | 91 | 88 | 92 | 271 | 167 | 438 | 65% |
| Total Fixed Line Service Revenues ⁽¹⁾ | 31,747 | 32,145 | 31,226 | 95,118 | 29,938 | 29,448 | 30,050 | 89,436 | 30,900 | 120,336 | 6% |

(1) Gross of interconnection costs

Fixed line service revenues - net of interconnection costs

| (Php in millions) | 2024 | | | | 2023 | | | | | | % Change |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|------------------|
| | 1Q | 2Q | 3Q | 9M | 1Q | 2Q | 3Q | 9M | 4Q | FY | 9M2024 vs 9M2023 |
| Fixed Line Service Revenues, Net | | | | | | | | | | | |
| Home Broadband | 12,695 | 12,779 | 12,992 | 38,466 | 12,574 | 12,698 | 12,801 | 38,073 | 12,803 | 50,876 | 1% |
| Corp. Data and Other Network Services | 9,541 | 10,386 | 8,642 | 28,569 | 8,727 | 8,787 | 8,791 | 26,305 | 8,654 | 34,959 | 9% |
| Voice | 3,921 | 3,832 | 3,838 | 11,591 | 4,099 | 3,915 | 3,918 | 11,932 | 3,869 | 15,801 | (3%) |
| ICT | 1,813 | 1,805 | 1,834 | 5,452 | 1,617 | 1,703 | 1,548 | 4,868 | 2,264 | 7,132 | 12% |
| Miscellaneous | 132 | 99 | 217 | 448 | 91 | 88 | 92 | 271 | 167 | 438 | 65% |
| Total | 28,102 | 28,901 | 27,523 | 84,526 | 27,108 | 27,191 | 27,150 | 81,449 | 27,757 | 109,206 | 4% |

| <i>(Php in millions)</i> | 9M2024 Consolidated | 9M2023 Consolidated | Y-o-Y % Change |
|--|------------------------|------------------------|-------------------|
| Operating Expenses | | | |
| Repairs and Maintenance | 22,749 | 22,046 | 3% |
| Compensation and Employee Benefits | 18,869 | 18,719 | 1% |
| Professional and Other Contracted Services | 5,609 | 6,111 | (8%) |
| Others | 21,439 | 19,310 | 11% |
| Cash Operating Expenses | 68,666 | 66,186 | 4% |
| Depreciation and Amortization | 37,162 | 36,044 | 3% |
| Asset Impairment | 3,069 | 3,289 | (7%) |
| <i>Provisions</i> | 3,001 | 3,289 | (9%) |
| Amortization of Intangible Assets | 171 | 166 | 3% |
| Non-Cash Operating Expenses | 40,402 | 39,499 | 2% |
| Cost of Sales and Services | 10,019 | 10,902 | (8%) |
| Total Expenses | 119,087 | 116,587 | 2% |

| <i>(Php in millions)</i> | 9M2024 Consolidated | 9M2023 Consolidated | Y-o-Y % Change |
|--|------------------------|------------------------|-------------------|
| Total Cash Operating Expenses | 68,666 | 66,186 | 4% |
| Less: Interconnection Costs | 10,102 | 7,463 | 35% |
| Total Cash Operating Expenses, excluding Interconnection Costs | 58,564 | 58,723 | - |
| Less: MRP | 1,442 | 1,897 | (24%) |
| Total Cash Operating Expenses, excluding Interconnection Costs and MRP | 57,122 | 56,826 | 1% |
| Non-Cash Operating Expenses | 40,402 | 39,499 | 2% |
| Cost of Sales and Services | 10,019 | 10,902 | (8%) |
| Total Expenses, excluding Interconnection Costs and MRP | 107,543 | 107,227 | - |

Other Income (expenses)

| <i>(Php in millions)</i> | 9M2024 | 9M2023 | Y-o-Y |
|--|-----------------|-----------------|---------------|
| | Consolidated | Consolidated | % Change |
| Equity Share in Net Earnings (Losses) of Associates and Joint Ventures | | | |
| Vega | (58) | 44 | (232%) |
| Maya | (918) | (1,766) | (48%) |
| Others | (143) | (581) | (75%) |
| Total Equity Share in Net Losses | (1,119) | (2,303) | (51%) |
| Financing Costs, Net | | | |
| Interest on loans and other related items | (9,870) | (8,987) | 10% |
| Accretion on Lease Liabilities | (2,900) | (2,371) | 22% |
| Accretion on Financial Liabilities | (275) | (270) | 2% |
| Financing Charges | (53) | (77) | (31%) |
| Capitalized Interest | 2,126 | 1,628 | 31% |
| Total Financing Costs, Net | (10,972) | (10,077) | 9% |
| Other Income (Expenses), Net | | | |
| Gain on telecom towers sale and leaseback - gross of expenses | 1,165 | 5,008 | (77%) |
| Others | 1,961 | 2,179 | (10%) |
| Other Income, Net | 3,126 | 7,187 | (57%) |
| Interest Income | 718 | 733 | (2%) |
| Gains (Losses) on Derivative Financial Instruments, Net | 2,066 | 2,207 | (6%) |
| Foreign Exchange Gains (Losses), Net | 1,389 | 28 | 4,861% |
| Total Other Expenses, Net | (4,792) | (2,225) | 115% |

Earnings Per Share (EPS)

| | 9M2024 | | 9M2023 | |
|--|----------------|----------------|----------------|----------------|
| | Basic | Diluted | Basic | Diluted |
| <i>(Php in millions except EPS (in Php) and Shares (in mn))</i> | | | | |
| Net Income Attributable to Equity Holders of PLDT | 28,070 | 28,070 | 27,879 | 27,879 |
| Dividends on Preferred Shares | (44) | (44) | (44) | (44) |
| Net Income for the Period Attributable to Common Equity Holders of PLDT | 28,025 | 28,025 | 27,835 | 27,835 |
| Weighted Average Number of Common Shares, End | 216,056 | 216,056 | 216,056 | 216,056 |
| Continuing Operations | 129.71 | 129.71 | 128.89 | 128.89 |
| EPS (Based on Reported Net Income) | 129.71 | 129.71 | 128.83 | 128.83 |
| Telco Core Income | 26,578 | 26,578 | 26,076 | 26,076 |
| Dividends on Preferred Shares | (44) | (44) | (44) | (44) |
| Telco Core Income Applicable to Common Shares | 26,534 | 26,534 | 26,032 | 26,032 |
| Weighted Average Number of Common Shares, End | 216,056 | 216,056 | 216,056 | 216,056 |
| EPS (Based on Telco Core Income) | 122.81 | 122.81 | 120.48 | 120.48 |

| <i>(Php in millions)</i> | Consolidated | |
|--|---------------------|---------------------|
| | September 30, 2024 | December 31, 2023 |
| Total Assets | 619,995 | 609,519 |
| Nominal Value of Total Debt | 272,589 | 256,927 |
| Less: Unamortized Debt Discount | 2,006 | 2,129 |
| Total Debt | 270,583 | 254,798 |
| Cash and Short-Term Investments⁽¹⁾ | 12,803 | 17,163 |
| Net Debt⁽²⁾ | 259,786 | 239,764 |
| Equity Attributable to Equity Holders of PLDT | 111,683 | 105,218 |
| Total Debt⁽³⁾/EBITDA⁽⁴⁾ | <u>2.56x</u> | <u>2.46x</u> |
| Net Debt⁽²⁾/EBITDA⁽⁴⁾ | <u>2.44x</u> | <u>2.30x</u> |
| Net Debt⁽²⁾/Equity | <u>2.33x</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 for the last twelve months

⁽⁴⁾ EBITDA for the last twelve months

| | September 30, 2024 | | | December 31, 2023 | Change |
|--------------------------|--------------------|---|-----------------|-------------------|----------------|
| | Carrying Value | Unamortized Debt Discount/Debt Issuance | Face Value | Face Value | |
| <i>(Php in millions)</i> | | | | | |
| Debt | | | | | |
| PLDT | ₱164,604 | ₱1,186 | ₱165,790 | ₱157,071 | ₱8,719 |
| Smart | 99,580 | 776 | 100,356 | 94,856 | 5,500 |
| ePLDT | 6,399 | 44 | 6,443 | 5,000 | 1,443 |
| Total Debt | ₱270,583 | ₱2,006 | ₱272,589 | ₱256,927 | ₱15,662 |

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

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