



Nine Months 2023 Financial and Operating Highlights

7th November 2023

Growth Made Possible

SEPTEMBER YTD 2023 PERFORMANCE

Telco Core Income

26.1B

+2% vs. SPLY 25.6B

Net Service Revenues

142.3B

+1% vs. SPLY 141.2B
ALL-TIME 9M HIGH

EBITDA*

78.4B

+4% vs. SPLY 75.5B
ALL-TIME 9M HIGH

EBITDA Margin 52%

**EBITDA is ex-MRP*

CAPEX managed at 55.3B vs 67.3B SPLY

CAPEX Intensity at 37% vs 46% SPLY

Continued Countrywide Network Expansion

Domestic Fiber Footprint

+4%

893.9K vs. SPLY 859.9K ; +34K
In cable kms

Plus International Fiber Footprint of 213K **Cable KMS**

Homes Passed

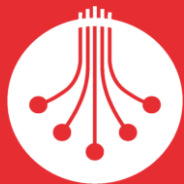
+3%

17.31M vs. SPLY 16.78M; +529K

Latched 5G Devices

+74%

3.64M VS. SPLY 2.09M; +1.55M



Jupiter Cable Systems continues to Soar to New Heights with PLDT CLS ISO22301 BCMS Certification



1,319 Closed Tower Sales as of Nov 3, 2023, generating Php17.4B in proceeds

In totality, we have completed sales of 5,984 towers, equivalent to 77.9B in proceeds since the start

Local Excellence, Global Recognition



umlaut

Best rated upload speeds, download speeds, and latency experience for SMART

Consistent winner since 2019



PLDT is the only PH telco named and is ranked highest in Sustainability among the six cited Philippine companies



ASEAN Corporate Governance Scorecard recognition ceremony

*PLDT upholds the highest standards of corporate governance
Consistent recipient of the Golden Arrow Awards*

Concerted Efforts for Continuous Growth through Innovation



Empowered digital lifestyles through exciting, personalized offers

Smart SUPER VALUE DEALS

- MAGIC DATA99**
No expiry!
- POWER ALL99**
8GB ALL APPS + Unli Tik Tok + All Net Texts for 7 days
- eSIM**
Digitally delivered via Smart Online Store. Get it for only P99

NEW! DIGITAL DELIVERY
for eSIM-ready phones
smart.com.ph/ty-eSIM
for only P99

Smart LIVE
3 DAYS LEFT!
GET READY TO DANCE THE NIGHT AWAY WITH TWICE

Best outdoor
SMART x FIBA World Cup 2023: Smart x FIBA World Cup 2023 'Ball'

TNT FB+CHAT50
3.5GB for 7 DAYS

TNT 3x SA DATA 3x SA SAVAI

TNT Saya All 450
3GB for 3 DAYS

Kapit lang!
Get 200 MB now, pay P10 later!



Keeping families safe, connected, productive, and entertained

PLDT Home
P5,097 CASHBACK
WITH YOUR UNIONBANK CREDIT CARD
* NO ANNUAL FEE FOREVER

PLDT Home | **HBO GO**

PLDT Home
Catch the Fiber Unli All Hub!
OLYMPIA PHASE 2, NHA SOUTHVILLE 3A, CAMELLA WOODHILLS
AUGUST 26-27, 2023

HAVE IT ALL AT HOME

- UNLI FIBER**: Unlimited Fiber Speed
- UNLI CABLE**: Unlimited Cable Channels
- UNLI PHONE**: Unlimited Phone Calls
- UNLI TV**: Unlimited TV Shows

PLDT Home
Fiber Unli All 1399

PLDT Home
FIBER ALL-OUT WEEKEND
in LAGUNA

Catch our special guests **JESSY MENDIOLA & LUIS MANZANO**

PLDT Home
FIBER ALL-OUT WEEKEND
in CAVITE

Catch our special guests **Pauline Amelinckx and Krishnah Gravidez**



Providing innovative solutions to digitally transform industries



Staying True to the Company's Core



Integrated Sustainability at PLDT DigiCon 2023

In-depth sustainability discussions at Digi Hub, School-in-a-Bag turnover with DigiCon Guest of Honor DICT Sec. Ivan Uy, 20th anniversary of SWEEP, and an E-Waste Collection Station for delegates



Building Eco-centric Businesses

e-Waste collection programs are now integrated in brand initiatives across business units



Dribbling for Change

In full support of sustainability initiatives during the FIBA World cup; JIP Bins placement for PET bottle collection for eco brick production

Nation-building through Public-private Collaboration



PLDT Group joins the call for the creation of a **Connectivity Index Rating** to elevate internet quality in the country



Maya, PLDT back GDP, DTI **Cashless Expo 2023** championing the government's push for greater financial services adoption



PLDT group launches **Philippines' First Sovereign Cloud with DICT** to help fast-track the digital transformation of the country's public sector

PLDT Smart Foundation Extending Support to Communities



OFW Reintegration Support

Partnered with PLDT Global to aid OFW reintegration, providing 4 tablets for Microsoft Certification Programs and Cacao Online Training for 3 OFW families during the ACC Program



Lab for All Public Health Initiative

Extensively supported First Lady Liza Marcos' Lab for All Program, ensuring rural health access with MVP Group buses and serving over 2,000 hot meals in Ilocos Norte



Academe-Industry Collaboration

Forged strong partnerships with leading universities during the 2023 DIGICON and initiated the RISE Program for youth in collaboration with Schmidt Futures and Rhodes Trust



PLDT  **Smart**

Innovations for Tomorrow, Today

Financials

PLDT Group: Financial Highlights



(P (Php in bn))

	9M23	9M22	9M23 vs 9M22
Service Revenues (net of interconnection costs)	142.3bn	141.2bn	1% +1.1bn
Cash Opex, Subsidies, Provisions (ex-MRP)	63.9bn	65.6bn	3% -1.7bn
* excl Provisions:		₱60.6bn, -₱1.3bn or -2%	
Provisions	3.3bn	3.7bn	
EBITDA (ex-MRP)	78.4bn Margin: 52%	75.5bn 52%	4% +2.8bn
Depreciation & Amortization	36.2bn	35.9bn	+1% +0.3bn
EBIT	42.2bn Margin: 28%	39.6bn 27%	6% +2.5bn
Net Financing Costs	9.4bn	8.0bn	+17% +1.3bn
Telco Core Income	26.1bn	25.6bn	2% +0.5bn

Gross Service Revenues

149.8bn

3%
+4.0bn

All-time 9M high

PLDT Group: Consolidated Service Revenues



(Php in bn)

	<u>9M23</u>	<u>9M22 (1)</u>	<u>9M23 vs 9M22</u>
Individual	60.6bn	60.3bn	1% +0.3bn
Home	45.3bn	44.3bn	2% +1.0bn
Enterprise	34.8bn	34.4bn	1% +0.4bn
Consumer and Enterprise	140.7bn	139.0bn	1% +1.7bn
International and Carrier	1.6bn	2.1bn	25% -0.5bn
Total Service Revenues	142.3bn	141.2bn	1% +1.1bn

Fiber only

39.3bn

10%
+3.6bn

(1) 2022 restated to conform with 2023 presentation

All-time 9M high

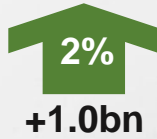
Home: Fiber revenues sustain double-digit growth



Total Home

9M23: ₱45.3bn

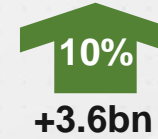
9M22: ₱44.3bn



Total Fiber

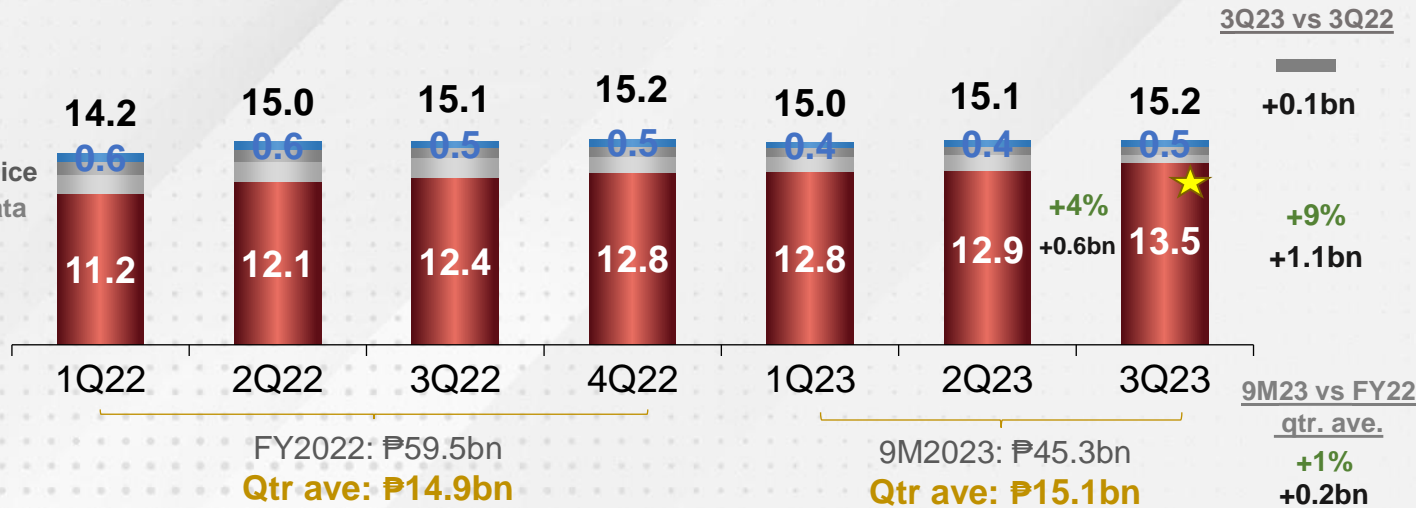
9M23: ₱39.3bn

9M22: ₱35.7bn



(Php in bn)

Fixed Wireless
Non-Fiber { Voice
Data
Fiber



- Quarter-on-quarter rise of P0.6bn in fiber revenues was the highest in the last five quarters
- Fiber net adds re-accelerate with 88K in 3Q23: highest for 2023 (1Q23: 81K, 2Q23: 42K)
 - Increase in gross installs + migrations
 - Lower churn
- Unique to PLDT is the ability to complement fiber offer with others at different price points using varied fixed and wireless technologies to address market affordability considerations
 - Upward trajectory in fixed wireless revenues starting 1Q23
- Re-acceleration of port roll-out
 - Priority in greenfield areas
- Contrary to market trends, Fixed Wireless registered two consecutive quarters of revenue growth
- PLDT continues to enjoy strong brand equity and superior network quality in the market

% of fiber to total Home revenues⁽¹⁾

9M23: 87%
(3Q2023: 89%)

9M22: 81%

Total Home FTTH ARPU

(9M23)

₱1,490

1H23: ₱1,488

Gross fiber adds

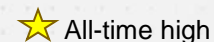
(incl. migration)

728K

Fiber net adds

210K

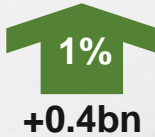
*Net of interconnection costs



Enterprise: Data and ICT are key revenue drivers

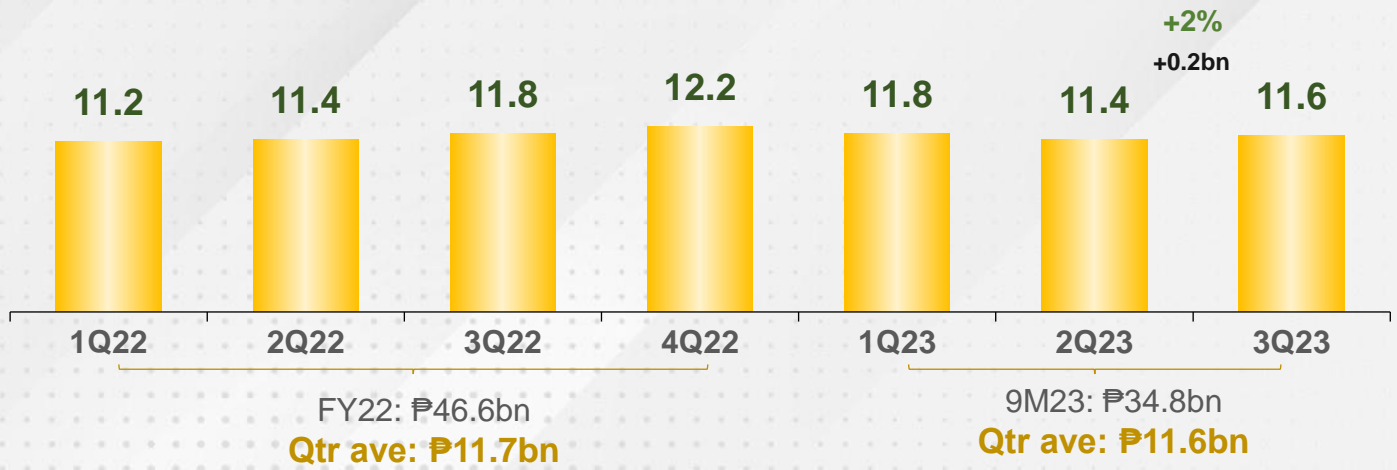


9M23: ₱34.8bn



9M22: ₱34.4bn

(Php in bn)

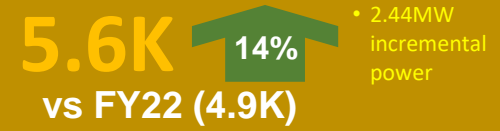


- **9M23 revenues grew 1% year-on-year:**
 - Corporate data revenues rose 6% due to higher fiber and managed IT data revenues
 - ICT higher by 10% mainly from data center, cloud services and Multisys
- **3Q23 revenues higher by 2% quarter-on-quarter**
- **PLDT's advantages and areas of opportunities:**
 - Well positioned to capture growth from hyperscale data center demand ahead of other operators due to timing of available capacity
 - ✓ Existing capacity of 10 operating data center (50MW) largest in the market
 - ✓ 11th data center (50MW) operational by 1H24
 - Increased focus on enabling digital transformation for corporates, MSMEs, and government (enabling Smart cities, first sovereign cloud)

Fiber and Networking Circuits (9M23)



Total DC Racks in Service (9M23)



Data Center Capacity (9M23)



Note: Net of interconnection costs

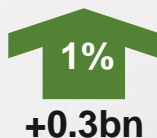
Individual: Positive trends manifesting



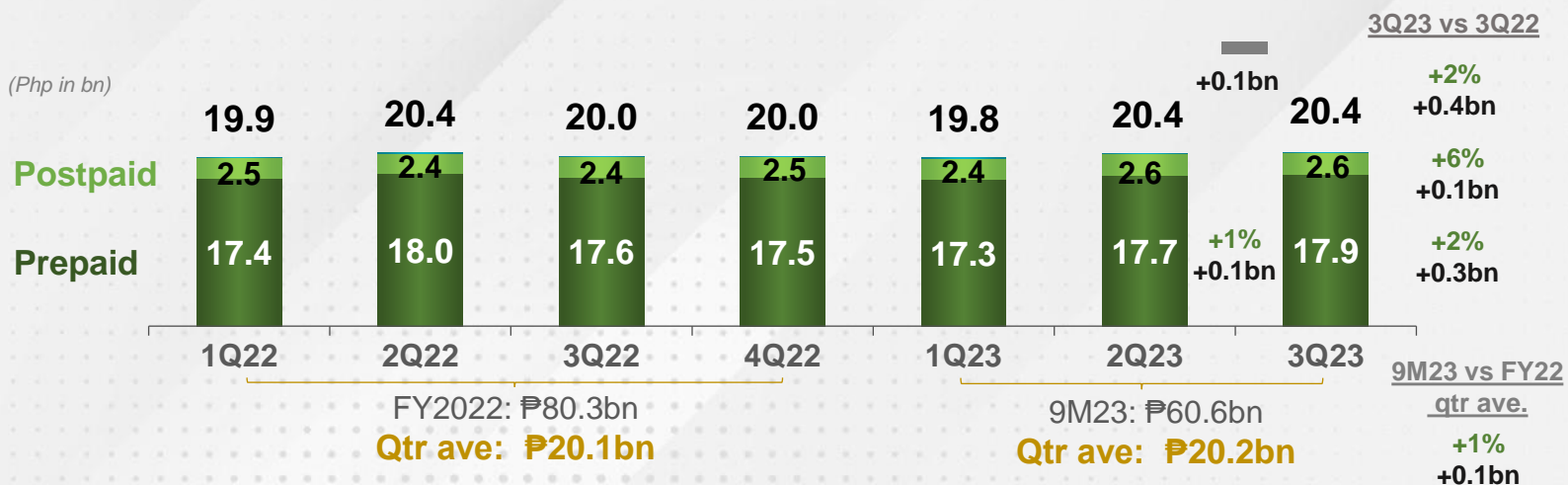
Total Individual

9M23: ₱60.6bn

9M22: ₱60.3bn



(Php in bn)



➤ Revenues in 3Q23 were the highest in the last seven quarters

- Year-on-year improvement underpinned by
 - ✓ 2% rise in prepaid
 - ✓ 6% growth in postpaid
- 3Q23 better quarter-on-quarter despite SIM registration (Deadline: end July 2023)

➤ Blended ARPU up by 14% from last year

➤ Beginnings of market repair following rationalization of offers

- Opportunity to monetize 15% rise in data traffic vis-à-vis 5% growth in data revenues

➤ PLDT's network advantage reflected in % of customers that ported into Smart since implementation of MNP in 2020

Mobile Data Revenues (9M23)

₱52.4bn



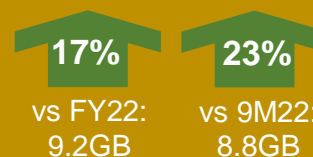
86% of Individual Revenues
(3Q23: 87%)
vs 9M22: 83%

Active Data Users (9M23)

~37.7mn

Ave. Monthly Mobile Data Usage per Sub⁽²⁾ (9M23)

10.8GB



Mobile Data Traffic (9M23)

3,630PB



vs 9M22: 3,163PB

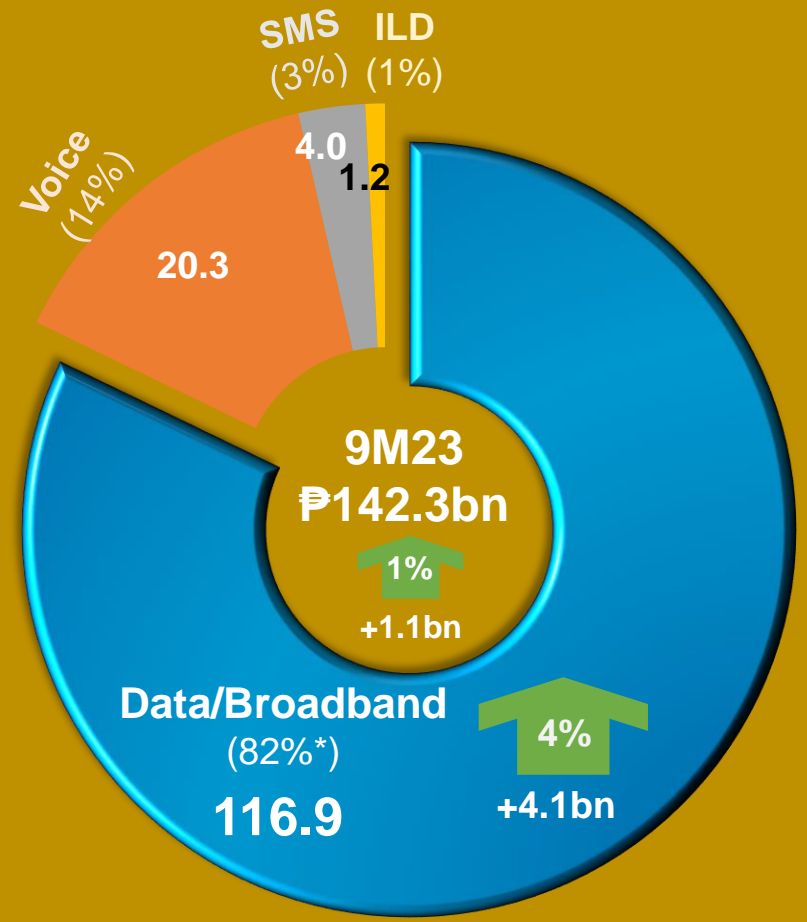
Quarter Average
3Q23: 1,210PB
FY22: 1,098PB



Data/broadband: 82% of Consolidated Revenues



2023 vs 2022
(Php in bn)



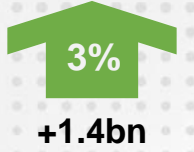
% of data/broadband per segment

Home:	87%
Individual:	86%
Enterprise:	72%

Mobile Data

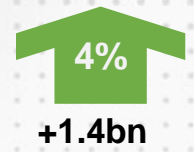
₱55.2bn

• ₱18.7bn in 3Q23 is an all-time high



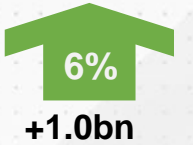
Home Broadband

₱39.3bn



Corporate Data

₱ 18.9bn



ICT

₱ 3.5bn

includes data center revenues of ₱2.3bn +8%



* 9M2022: 80%
* Includes International and Carrier

PLDT Group: Expenses



(P in bn)

	<u>9M23</u>	<u>9M22</u>	<u>9M23 vs 9M22</u>
Cash Opex	56.3bn	58.3bn	(2.0bn)
Repairs and Maintenance	22.0bn	21.1bn	+0.9bn
Compensation and Benefits (exMRP)	16.8bn	18.8bn	(2.0bn)
Professional and Other Service Fees	5.7bn	6.2bn	(0.4bn)
Selling and Promotions	4.6bn	4.7bn	(0.2bn)
Taxes and Licenses	3.8bn	3.0bn	+0.8bn
Insurance and Security Services	1.0bn	1.2bn	(0.2bn)
Communication, Training and Travel	0.8bn	1.1bn	(0.3bn)
Others	1.6bn	2.3bn	(0.7bn)
Cost of Services	2.9bn	2.1bn	+0.9bn

Total Cash Exp. and Cost of Services

59.3bn

60.4bn

2%

(1.1bn)

Provisions

3.3bn

3.7bn

(0.4bn)

Subsidy

1.3bn

1.6bn

(0.2bn)

Total Cash Exp., Subsidy and Provns.

63.9bn

65.6bn

3%

(1.7bn)

Consolidated EBITDA (ex-MRP): **Five consecutive quarters of improvement**



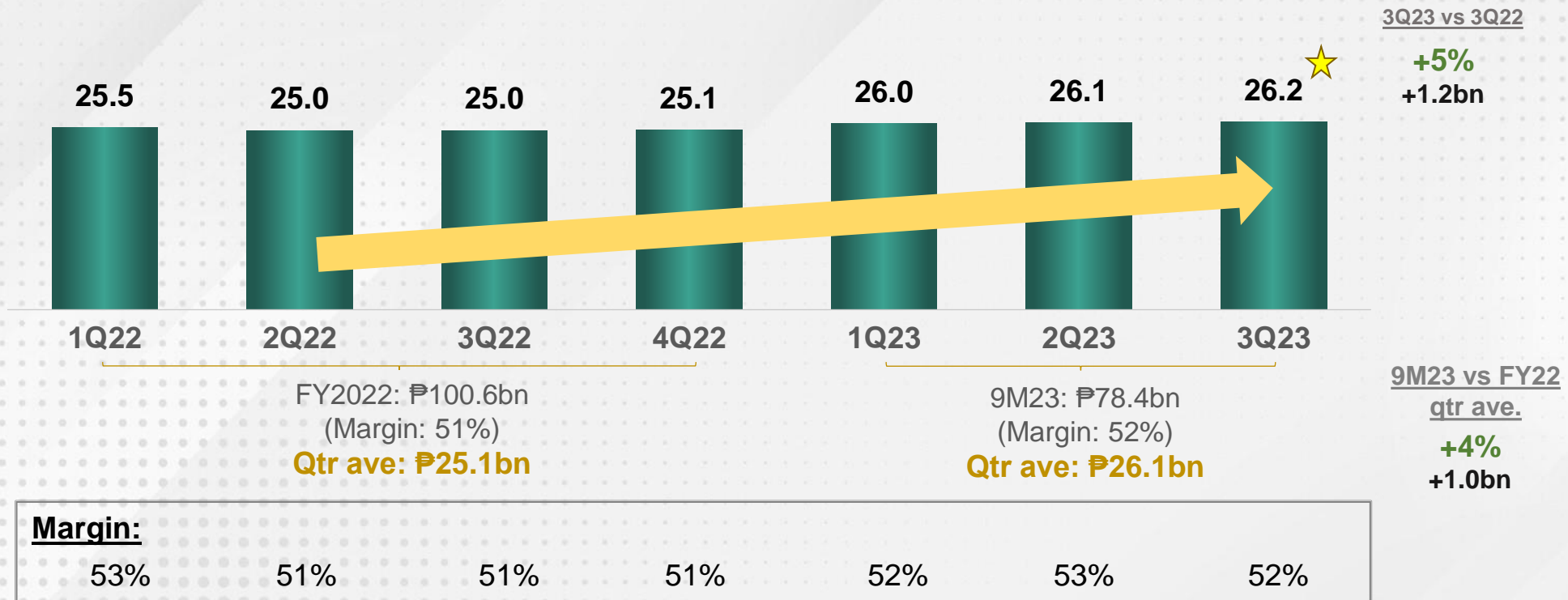
9M23: ₱78.4bn ★
(Margin: 52%)

4%
+2.8bn

- + ₱1.1bn rise in revenues
- + ₱1.7bn reduction in costs

9M22: ₱75.5bn
(Margin: 52%)

(Php in bn)



★ All-time high

Telco Core Income: In-line with guidance

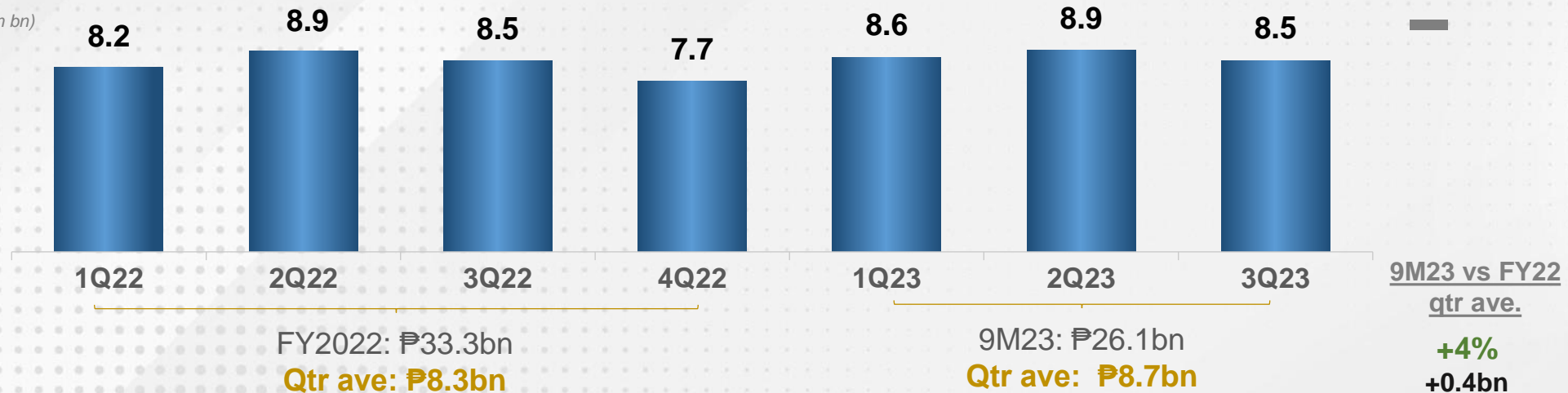
9M23: ₱26.1bn

9M22: ₱25.6bn

2%
+0.5bn

- + Higher EBITDA by ₱2.8bn
- Higher depreciation by ₱0.3bn
- Increase in Financing Costs by ₱1.3bn
- Higher Provision for Income Taxes by ₱1.2bn

(Php in bn)



	<u>9M23</u>	<u>9M22</u>	<u>2023 vs 2022</u>
Telco Core Income	26.1bn	25.6bn	2% +0.5bn
Share in Maya Innovations Holdings (MIH) / Bank Hold Co Loss	(1.7bn)	(2.4bn)	+0.7bn
MIH Gain on Dilution, net of tax	---	0.5bn	-0.5bn
Telco Core Income + Maya	24.4bn	23.7bn	3% +0.7bn
Gain from sale and leaseback of towers (net of related opex)	4.5bn	22.3bn	
Forex, Derivatives and Others	2.0bn	(3.0bn)	
Asset Sales	0.3bn	0.1bn	
MRP	(1.9bn)	(5.0bn)	
Amortization of PFRS 9 - Debt Discount	(0.1bn)	(0.4bn)	
Income from Prescription of Pref Redemption Liability	---	7.8bn	
Accelerated Depreciation	---	(17.0bn)	
Other non-recurring expenses	---	(0.3bn)	
Tax Effect	(1.2bn)	(0.7bn)	
Reported Income	27.9bn	27.5bn	1% +0.4bn

3Q23: P0.5bn
3Q22: P0.6bn

9M23: 998 sites
9M22: 4,176 sites

At 9M23, US\$/PHP **depreciated** by **₱0.845**

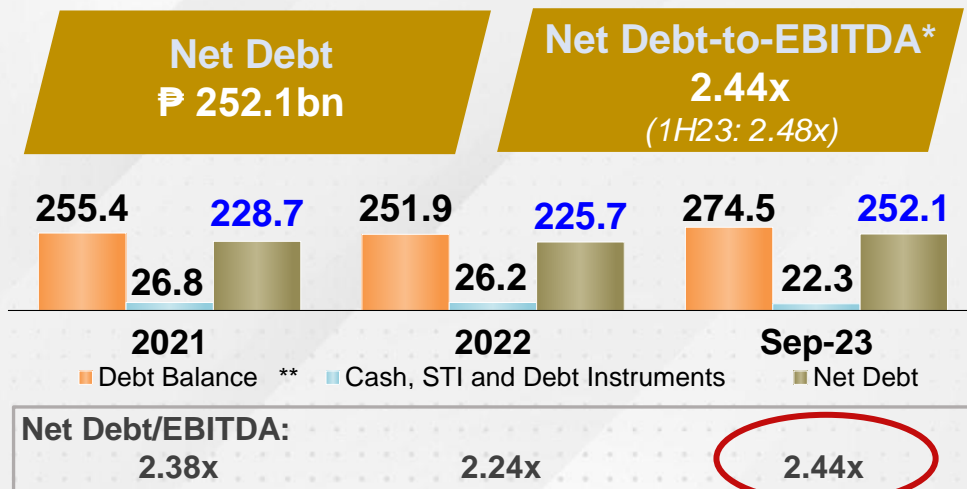
9M23	56.660
YE2022	55.815

A 9M2022, US\$/PHP **depreciated** by **₱7.672**

9M2022	58.646
YE2021	50.974

Debt Balance

(PHP in billions)



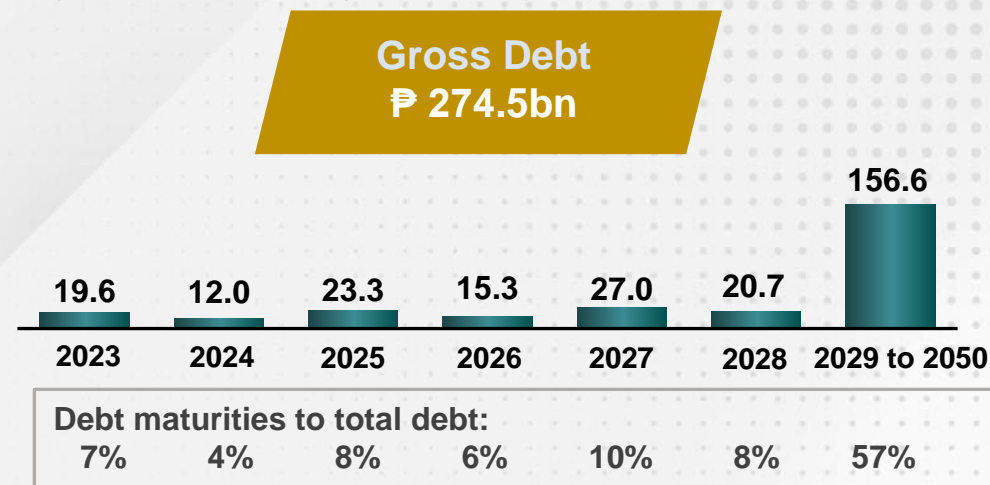
* LTM (last twelve months), ex-MRP

** Total debt based on nominal debt amount

- **Receipt of tower sales proceeds to help improve net debt to EBITDA**
- **Major cash flows in 9M23**
 - Proceeds of ₱13.5bn from closed tower sales covering 998 towers
 - ✓ October and November to-date: Received additional proceeds of ₱3.8B from closing of total 321 towers
 - ✓ From 2022 to November to-date, total receipts of ₱77.9bn
 - Payment of cash dividends to common shares at ₱23.3bn
 - ✓ ₱20.3bn regular dividends (₱10.6bn interim 2023 + ₱9.7bn final 2022)
 - ✓ ₱3.0bn special dividends
- **Debt maturities continue to be well spread out**
 - Issuance of 30-year bond extended debt maturity profile with 65% of total debt to mature beyond 2027
- **PLDT ratings remain at investment grade: S&P (BBB), Moody's (Baa2)**

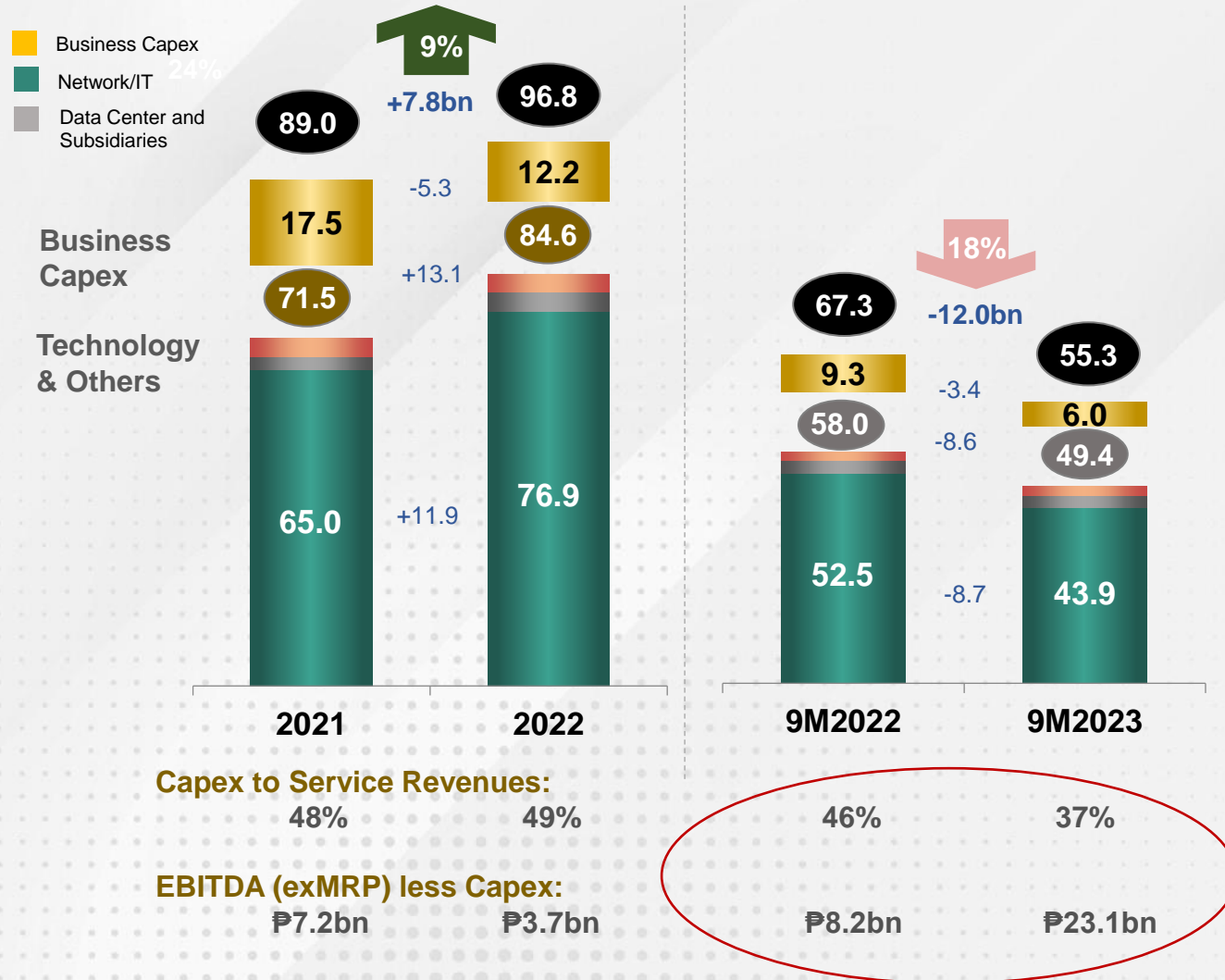
Debt Maturities (gross)

(PHP in billions, 30 September 2023)



- **US\$ denominated: 15%** (1H23: 15%; YE22: 17%)
 - “Natural hedge” from 8% of consolidated revenues which are dollar-linked/dollar-denominated
- **Unhedged: 5% or US\$0.22bn of total debt taking into account our hedges and US\$ cash allocated for debt**
 - 51% of dollar-denominated debt hedged via long-term call spread options with a subsidy of ₱5.60 if the USD/PHP trades above ₱54.86
- **51% are fixed rate loans**, while 49% are floating rate loans
- **Average interest cost (pre-tax): 4.49%**
(1H23: 4.32%; FY22: 4.04%)
- **Average life of debt: 6.70 years**

(Php in bn)



- **Capex guidance for 2023: ₱80-85bn, including:**
 - Fresh capex and impact of carry over capex
 - Investment in capacity to drive revenue growth and support continuing rise in network traffic
 - Construction of 11th data center targeting hyperscalers
 - ✓ To be energized in 1H2024
 - Construction of two new cable landing stations in Baler, Aurora and Digos, Davao for the Apricot cable system
- **Capex expected to trend downwards in line with goal to reduce capex intensity and achieve positive free cashflow**

Total Capex Investments



Fixed Fiber and Wireless Network: Selected Highlights

Extensive Fixed Network Reach

TOTAL HOMES PASSED
(Million Homes)

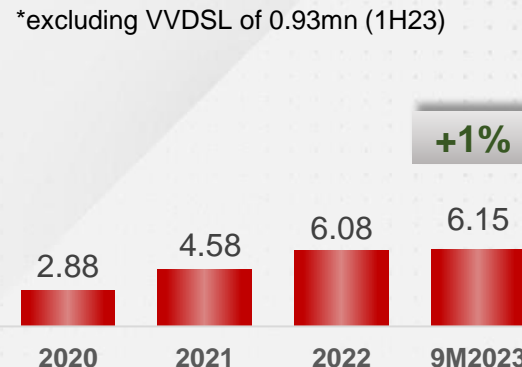


FTTH COVERAGE
(Barangays '000)

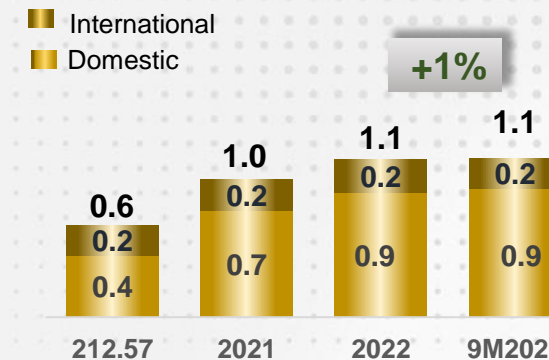


43% out of 42,046 barangays in the Phils.

TOTAL FTTH CAPACITY*
(Million Ports)



TOTAL FIBER FOOTPRINT
(Million Cable Kilometers Laid)



Presence
69%

Expansive Wireless Network

Total BTS Count: 73.8K

LTE/4G BTS
(in thousands)



3G BTS
(in thousands)



5G BTS
(in thousands)



Mobile Coverage

Population coverage at end Sept. 2023:

- 97% 5G+4G+3G
- 98% 5G (NCR)
- 67% 5G (Vismin)

Latched Devices

Nationwide

- LTE/4G: 82% (MM: 82%)
- 5G: 8% (MM: 12%)
- 3G: 3% (MM: 2%)
- 2G: 7% (MM: 4%)

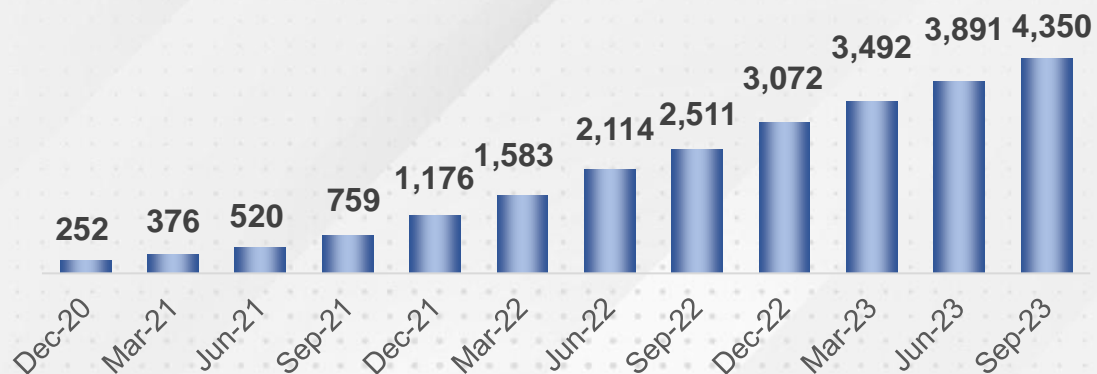
Most extensive in the Philippines, with robust International Network Capacity

Connected Unique Devices

In '000

+1,629

+12%



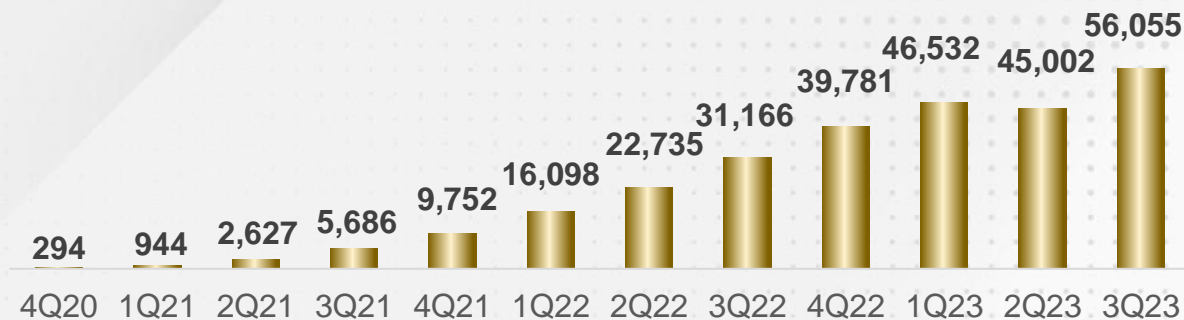
* Daily ave. for Sep 2023: 3,636K

Data Traffic

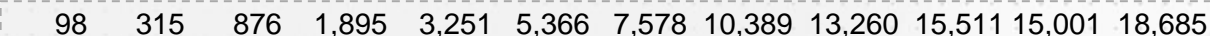
(Total for the Quarter)

In TB

+18,973%



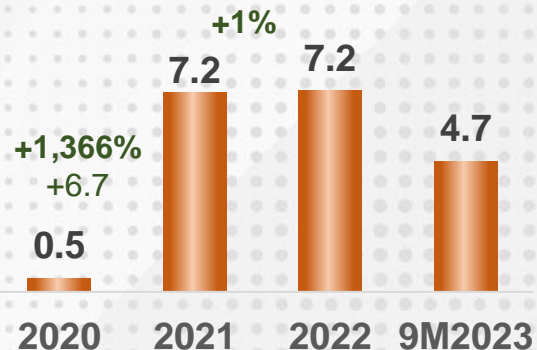
Ave/mo:



25%

BTS

In '000



Reduction in 5G BTS is In line with the on-going **network optimization program which will result to better CX and realize operational, capex and spectrum efficiencies**

Smart's existing 4G/LTE can accommodate increase in mobile data traffic

Ookla

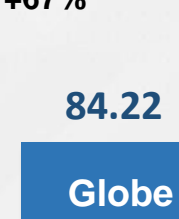
SPEEDTEST

Mbps

140.89 +57Mbps +67%



Smart



Globe

OOKLA MEDIAN SPEED as of September 2023

Maya: Leading Fintech Ecosystem in the Philippines

#1

Digital bank

Most number of depositors,
largest deposit base among
digital banks in PH



Merchant acquirer

Largest merchant acquirer,
QR PH leader



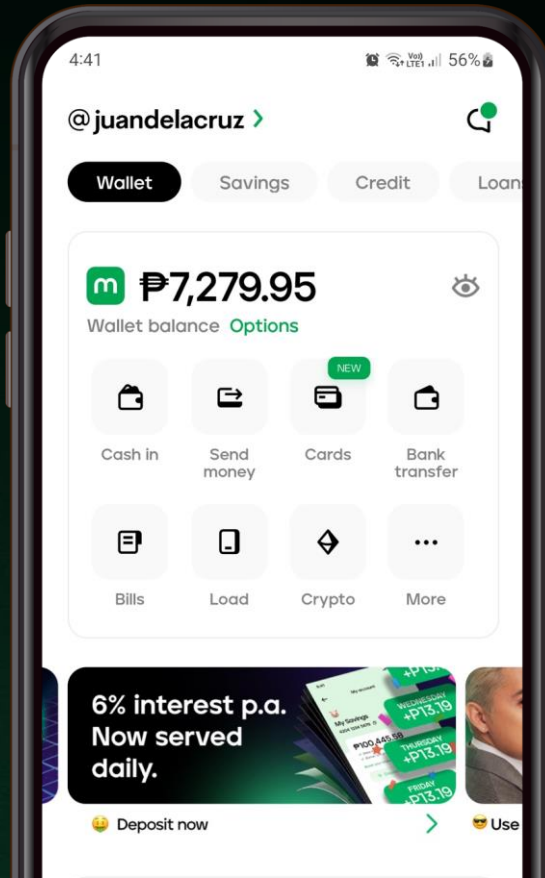
Rated finance app

Among local finance apps in PH



Maya: Next-gen Banking Experience for Consumers

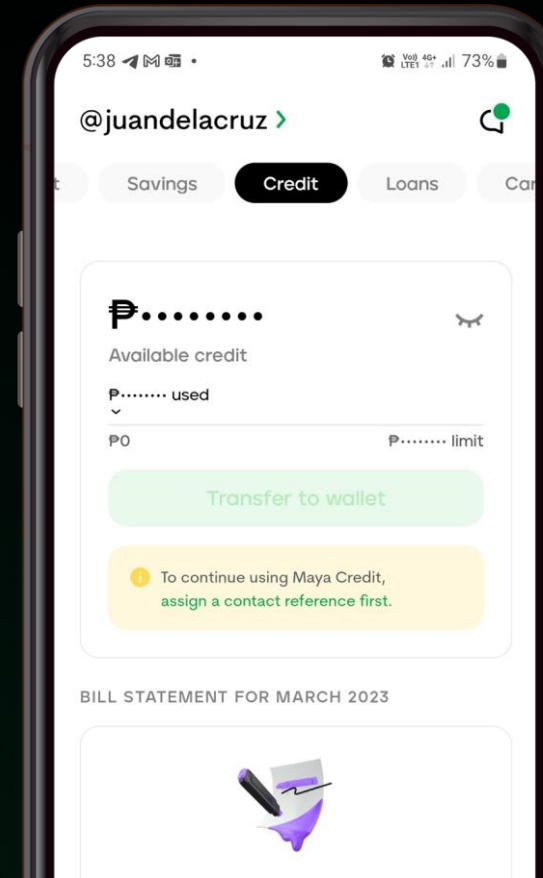
Convenient Payments



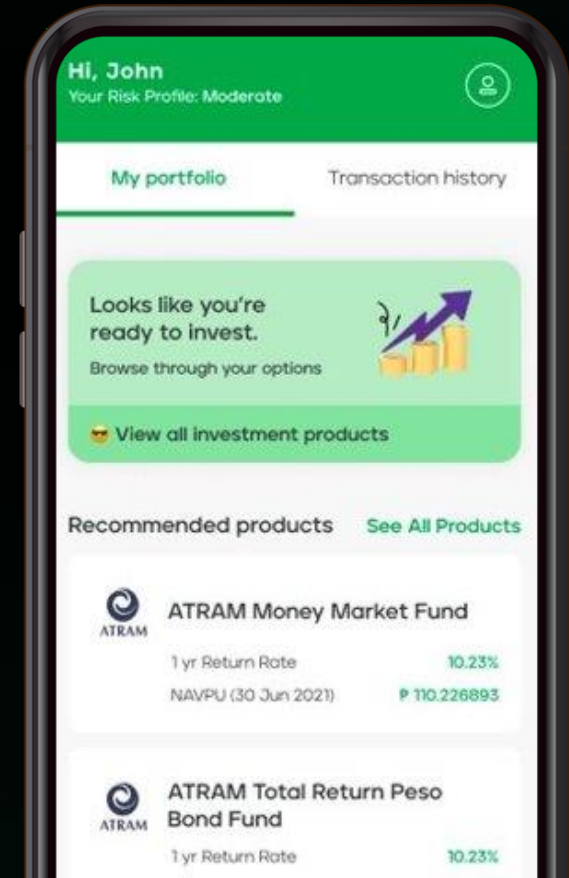
High Engagement Savings



Inclusive Credit



Accessible Investments

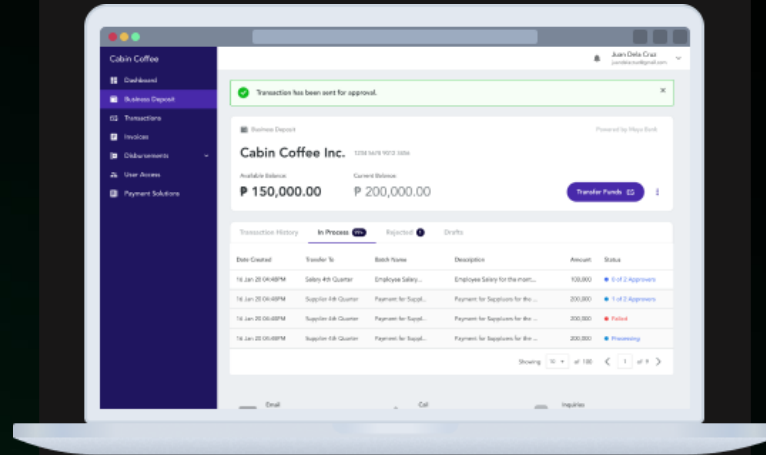


Maya: Embedded banking across enterprise platform

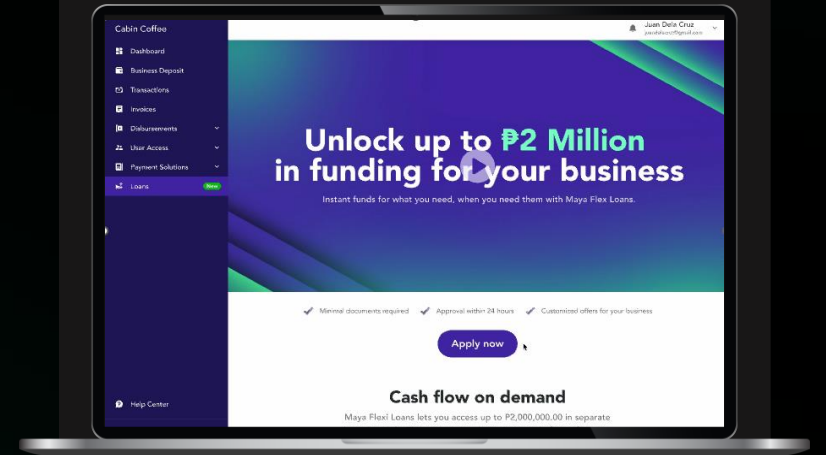
Omnichannel payments



Up to 2.5% p.a. Business Deposit



Point of Sale Credit SME/MSME Credit



Maya: **Leader in Digital Banking**

of Depositors

2.6 M



Deposit Balance

Php23.5 B



Cumulative
Loans Disbursed*

~Php16 B



**Past 12 months
Figures as of end-September 2023*

Service Revenue Growth

Low-single digit growth

- Low-teen growth in fiber revenues
- Momentum for Enterprise revenues to continue, underpinned by ICT
- Challenging but improving environment for mobile industry

EBITDA

Low-single digit growth

- Supported by top line growth and aggressive cost management

Telco Core Income

₱34.0bn

Capex

₱80-85bn
(from ₱97bn in 2022)

- Lower from peak capex in 2022
- Includes fresh capex for the year and carry over capex

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

ePLDT Data Center Business: Key Highlights

10
sites
strategically spread across PH

4
TIA-942* rated 3 certified facilities

600+ Gbps
Premium access to Smart and PLDT eyeballs

8,930
Full capacity racks
7,519 ready capacity; 74% utilization

27.9MW
Aggregated IT power
(55.8MW including redundancy)

500GB
Peak local peering traffic
Host to 4 of PH's top IXs
(PhIX, VIX, GetaFIX and PHOpenIX)

Hyperscale Data Centers in the Pipeline

- 11th** Under Construction
 - Location: Sta. Rosa, Laguna
 - Total capacity of 50MW (36MW IT Load)
 - Phase I operational within 1H2024
- 12th** Under evaluation
 - Power Capacity: no less than 100MW

Data Center Growth Forecast*: 2022 – 2027

25%
5 year CAGR
Combined Retail and Hyperscaler Data Center Market

4%
5 year CAGR
Retail Data Center Market

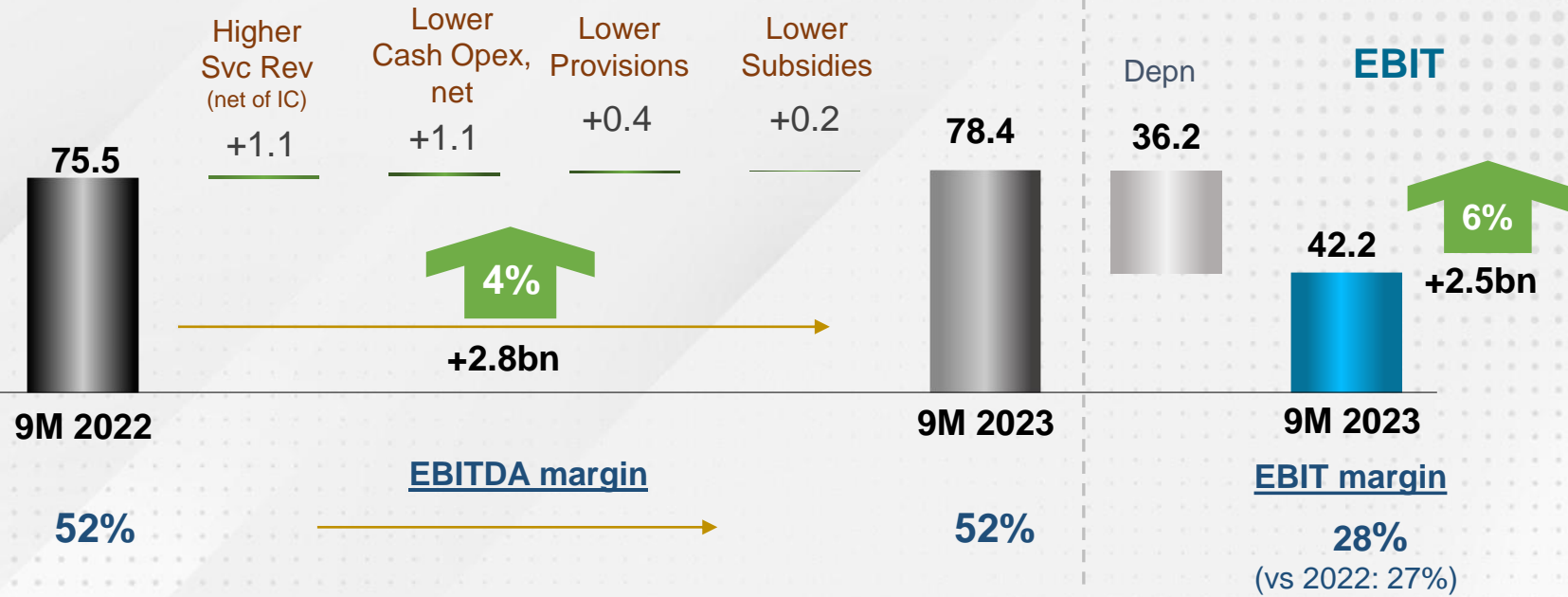
83%
5 year CAGR
Hyperscale Data Center Market

* Structure Research's PH DCI Report –April 2022

Consolidated EBITDA (ex-MRP), EBIT and Telco Core Income

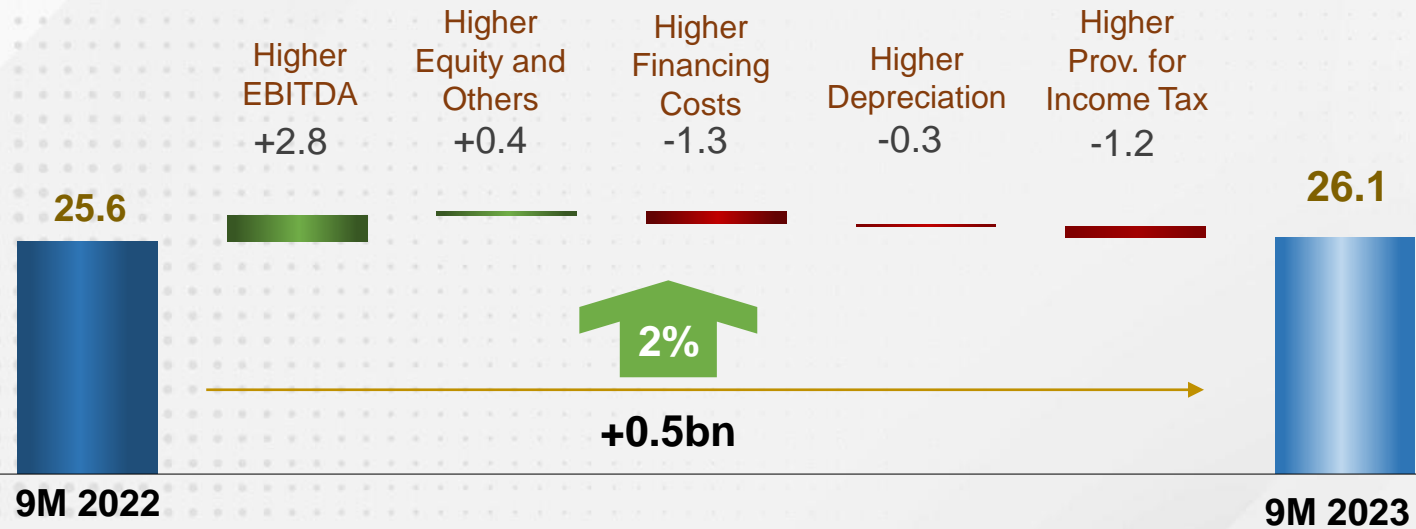
EBITDA (ex-MRP)

(Php in bn)



Telco Core Income

(Php in bn)



(in '000)
(in '000)

Broadband

3,690

3,992

8%

-303K

Fixed Line

3,792

3,825

1%

-33K

Mobile

55,246

66,305

17%

-11,059K

Fixed 3,280 **+32K** 3,248 +1%

Fiber 3,144 **+210K** 2,934 +7%

Fixed Wireless 409 744 -45%

Cellular	54,372	65,215	-17%
Prepaid	52,280	63,263	-17%
Postpaid	2,092 +140K	1,952	7%
Mobile Broadband (dongles)	874	1,090	-20%

End September 2023

End 2022

Total Subscribers

62,728

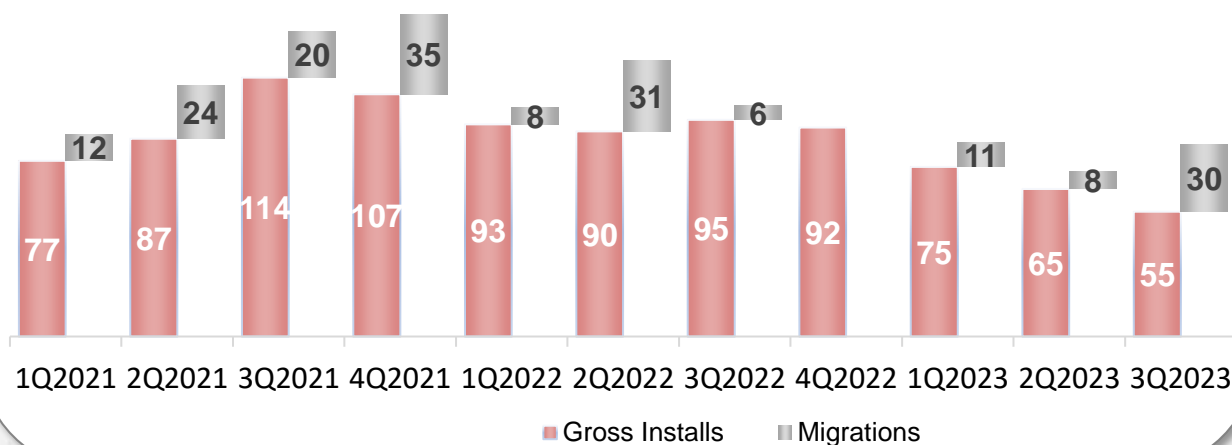
74,122

15%
-11,394K

(in '000)	2022					2023				Subscribers
	1Q	2Q	3Q	4Q	FY2022	1Q	2Q	3Q	YTD 2023	
Fixed Broadband										
Gross	281	272	287	278	1,118	225	197	166	588	
Churn	(114)	(205)	(246)	(272)	(837)	(192)	(184)	(179)	(555)	
Net Adds	167	67	41	6	281	33	13	(14)	32	3,280
Fiber only										
Gross	280	271	286	276	1,113	224	195	165	585	
Migrations	23	94	19	(1)	135	32	23	89	144	
Churn	(91)	(177)	(217)	(250)	(734)	(175)	(176)	(167)	(518)	
Net Adds	213	188	88	25	514	81	42	88	210	3,144



Fiber Only: Gross Connects and Migrations
(Monthly ave. per qtr, in '000)



The PLDT Group targets to **reduce its Scope 1 & Scope 2 Greenhouse Gas Emissions by 40% by 2030**

This decarbonization roadmap supports efforts to slow down global warming and achieve a **Net Zero** world by 2050.

[CLICK HERE](#) to learn how to speak Climate and help achieve PLDT's decarbonization targets for our children & our children's children!

#SustainabilityEveryday

#ConnectedWithNature

BE KIND. RECYCLE.

- LOVE IS CONNECTION:** BEING WITH YOU NO MATTER THE TIME OR DISTANCE
- LOVE IS CONCERN:** HELPING YOU BECOME THE BEST THAT YOU CAN BE
- LOVE IS COMMITMENT:** STAYING TRUE TO MY PROMISES
- LOVE IS CONSERVATION:** TAKING CARE OF YOU TODAY AND TOMORROW

#SustainabilityEveryday

BE KIND. RECYCLE.

RECYCLING IS AN ACT OF KINDNESS FOR OURSELVES, FOR OTHER PEOPLE, AND FOR THE PLANET.

WE HAVE COLLECTED **5,551** HOUSEHOLD ELECTRONIC WASTE ITEMS.

PARTICIPANTS & CIRCULARITY ENABLERS

BY COMPANY	BY GENDER	BY AGE GROUP
PLDT Globe 51%	Male 32%	18-24 60%
PLDT 2%	Female 68%	25-34 39%
PLDT Smart 47%	Male 67%	35-44 21%
PLDT Home 5%	Female 33%	45-54 11%

PLDT Smart ePLDT PLDT Globe

PLDT 2022 Sustainability Report

Paving the path TO A BETTER FUTURE

Connected with Nature

PLDT Smart ePLDT PLDT

#SustainabilityEveryday

14 LIFE BELOW WATER

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

15 LIFE ON LAND

Sustainability Highlights: 3Q23

Purpose:

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





Only Philippine Telco In Time Magazine's World's Best Companies 2023

- **PLDT is one of six Philippine companies recognized in TIME Magazine's list of World's Best Companies 2023**
- **PLDT ranked highest among the six cited Philippine companies in terms of Sustainability**
 - KPIs on Sustainability considered were:
 - ✓ Carbon emissions intensity and reduction rate
 - ✓ Carbon Disclosure Project (CDP) rating
 - ✓ Board gender diversity
 - ✓ Adherence to Global Reporting Initiative (GRI) guidelines

*Released by TIME Magazine and its analytics partner Statista, the inaugural list names 750 most outstanding companies from different industries around the world which were independently evaluated based on revenue growth, employee satisfaction surveys, and rigorous environmental, social, and governance (ESG) performance metrics.



➤ **PLDT has achieved a Leader status in the 2023 Global Child Forum's (GCF) Corporate Sector and Children's Rights Benchmark**

- Higher than the Sector (5.7), Industry (5.8) and Region (4.4) average scores
- Scored 10/10 in 21 out of 25 indicators which were categorized under (PLDT's score):
 - ✓ Governance and Collaboration (9.4)
 - ✓ Workplace (10.0)
 - ✓ Marketplace (8.0)
 - ✓ Community & Environment (8.0)

➤ **Leader Status definition by the Benchmark::**

- Several policies and practices were developed and implemented to address the organization's impact on children's rights across several important areas
- Concrete steps were taken to move beyond policies and have embedded children's rights into company practice, following-up through monitoring, transparent reporting and programs

*The Corporate Sector and Children' Rights Benchmark series is initiated by Global Child Forum and the Boston Consulting Group in 2013. which evaluates total of 1,108 companies across eight sector and six regions

*Purpose of the series: To develop a children's rights benchmark for the corporate sector and enable tracking of progress over time on how children's rights are addressed by business.



BE KIND. RECYCLE.

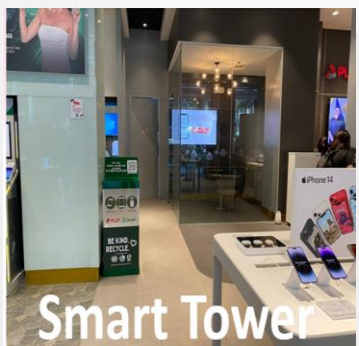
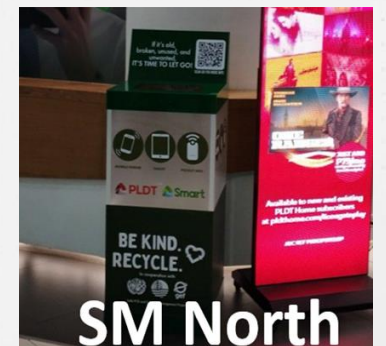
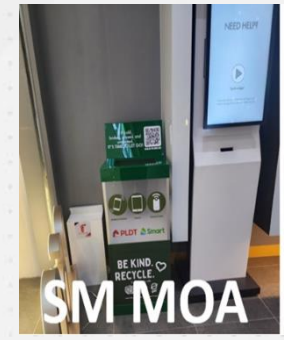
With waste management and circularity as one of the PLDT Group's area of material focus, e-Waste collection programs are now being implemented by our Business Units



e-Waste collections during PLDT Home's Fiber All-out campaigns



e-Waste bins during the PLDT Enterprise Digicon 2023



e-Waste bins deployed in various Smart Stores and PLDT and Smart Experience Hubs



PLDT and Smart are partnered with various groups for a Treatment, Storage, Disposal (TSD) Facility at Bgy. Bakakeng, Baguio City (Inauguration: September 25, 2023)

- **PLDT/Smart's project partners for the TSD Facility:**
 - Department of Environment and Natural Resources (DENR)
 - United Nations Industrial Development Organization (UNIDO)
 - Ecological Waste Coalition of the Philippines (EcoWaste)
 - Integrated Recycling Industries, Inc. (IRI)
 - City Government of Baguio (Baguio City)
- **Partners signed a Cooperation Agreement which aims to:**
 - Capacitate local communities by providing trainings and jobs through the TSD Facility
 - Raise awareness regarding impact of responsible disposal of e-waste
 - Help in enacting relevant city ordinances on proper e-waste management



PLDT and Smart support Maynilad's Tree Planting Initiative (2023)

Reforestation site in Ipo Dam, Norzagaray, Bulacan



Supports Maynilad's "Plant For Life" Program



Enabling Conservation of one of the Nature-based Climate Solutions (Peatlands) (August 30 – 31, 2023)



➤ **Joined "Plant for Life" in the La Mesa Watershed last July 2023**

- A multi-site reforestation program that aims to recover denuded forests within critical watersheds that surround Metro Manila and nearby areas

➤ **Adopted one hectare of an adopted reforestation site**

- Location: within Ipo Dam in Norzagaray, Bulacan
- Through our social outreach arm: PLDT-Smart Foundation (PSF)

➤ **PLDT and Smart recently visited the Agusan Marsh Wildlife Sanctuary (AMWS) and LGU (Municipal Mayor Bravo of San Francisco, Agusan del Sur)**

- To strengthen partnership with DENR – Region 13 to discuss/socialize:
 - ✓ Conservation of Caimpugan Peatland (5K+ has; carbon sink containing ~23mn MT of carbon)
 - ✓ Re-measurement of the carbon sequestration potential (to be undertaken in partnership with the National University of Singapore)
 - ✓ Support the plans to create an eco-tourism area that will provide livelihood to the community

UNGC/GCNP's Planet Pillar: Community Engagement, Webinar and Plastic Collection Pilot Program (PLDT/Smart as co-lead)

GCNP's Planet Pillar Community-level Pilot Program "Iwas Kalat, Dagdag Kita, Sama-sama sa Brgy. Escopa"



- GCNP* Planet Pillar (PLDT/Smart as co-chair, with other private sector pillar members) conducted a monthly community drive from May to October 2023 to promote waste segregation and recycling at Brgy. Escopa, Quezon City, with focus on plastic waste
- Program is in partnership with B.E.S.T.'s Trash to Cashback program – earning incentives while keeping the environment clean
- Program Report:
 - Collected total of 1,098 kgs, mostly Single Use Plastics
 - 78% of participants were female
 - Community seems to have adopted the habit of proper segregation



GCNP's Planet Pillar Education Program Water Stewardship and EPR Webinars

Private sector partners from the Planet Pillar of the Global Compact Network Philippines presented:



"Tubig ng Bayan, Paano Alagaan?" (August 24, 2023)

- Highlighted the interconnectedness of water systems and the importance of implementing localized water stewardship programs
- Speakers: Maynilad, Manila Water, RiverRecycle and Jaime V. Ongpin Foundation



"Loopforward: Implementing the Extended Producer Responsibility (EPR) Law" (September 19, 2023)

- Together with DENR, the webinar discussed the overview of the EPR Law

* Local chapter of the United Nations Global Compact

PLDT and Smart share Best Practices on the Fight Against Child Sexual Abuse and Exploitation Materials (CSAEM) (September 7, 2023)



International Justice Mission Forum, PLDT/Smart are telco partners;
CISO Angel Redoble on the panel

- **PLDT/SMART (c/o Chief Information Security Officer A. Redoble) highlighted the Group's advocacy and initiatives to fight OSAEC and CSAEM**
 - Customized cybersecurity dynamic platform that blocks CSAEM URLs in partnership with the Internet Watch Foundation and the Canadian Child Protection Commission
 - ✓ Blocked 1.6bn malicious website in 2022
 - Participation in a study is commissioned by the International Justice Mission (IJM) and the University of Nottingham Rights Lab that focused on the problem and recommendation to combat CSAEM
 - Championing the adoption of a Global Chain of Trust (GCOT): information sharing across country borders to blacklist and block malicious websites
 - ✓ It pools peers and industry stakeholders in a closed loop that allows them to create and share a whitelist of legitimate domains
- **Other best practices shared by PLDT:**
 - **Enabling community-based reporting:** PLDT Enterprise has helped the Council for the Welfare of Children set up the MAKABATA 1383 Helpline
 - **Support creation of local ordinances:** Worked with local government units of Angeles City in Pampanga, General Santos City, Cagayan de Oro City, and Iligan City on developing local ordinances and expand grassroots programs on anti-OSAEC measures

“Family Perspectives on Smart Home and Artificial Intelligence” at the DigiCon

(October 12, 2023)



Speaking at PLDT's DigiHub session were (L-R):

- PLDT FVP and Chief Information Security Officer Angel Redoble
- PLDT Home ambassador Roxanne Montealegre-Luz
- PLDT VP and Head of Home Digital Services Chris Evert Miranda
- Microsoft Philippines PR and Communications Head Joshua Aquino
- PLDT Chief Sustainability Officer and Head of Investor Relations Melissa Vergel de Dios
- eufy and Anker Assistant Brand Manager Marinel Pascual
- Former PLDT and Smart Public Affairs Head and “Tech Lolo” Ramon Isberto
- PLDT Home ambassadors Edric and Joy Mendoza

- **PLDT Enterprise’s 2023 Philippine Digital Convention (DigiCon) “Vision”** – first Digicon with a dedicated session that formally included sustainability/doing business responsibly
- **Corporate Sustainability Office and PLDT Home organized a Digi Session “Family Perspectives on Smart Home and Artificial Intelligence”**
 - Objective: highlight the importance of fostering meaningful connections and responsible use of technology
 - Panel of thought leaders discussed
 - ✓ Smart HOME and AI (c/o Microsoft and PLDT’s Evert Miranda)
 - ✓ Cybersecurity (c/o eufy and PLDT/SMART CISO Angel Redoble)
 - ✓ Perspectives of parents (c/o Edric and Joy Mendoza) and the non-digital natives (c/o Tech Lolo Mon Isberto)
 - Full capacity attendance from media, mom-community partners and employees
- **Transform the Philippines into a “Smart Nation”**
 - PLDT/Smart to enable this by creating Smart Cities (c/o PLDT Enterprise), one Smart Home at a time (c/o PLDT/Smart)

PLDT Group empowers its employees through various learning programs (2023)



- **PLDT Group signed strategic partnership with LinkedIn**
 - LinkedIn learnings for employees
 - ✓ Aims to help build a workforce that will deliver more innovations to customers, drive better business outcomes, and strengthen its brand as the employer of choice
- **PLDT's People Group organizing different sessions under its Community Learning Series to share best practices and practical skills**
 - On October 20, "Beyond Going Green: "Sustainability Everyday for Everyone" webinar was conducted to discuss what Sustainability is ("debunking the myths") and how each can support the overall PLDT goal of attaining ESG leadership

BEYOND GOING GREEN

Sustainability Everyday for Everyone

by Corporate Sustainability Office



PLDT received the “Three Golden Arrows” at the ASEAN Corporate Governance Scorecard (ACGS)



Fr. Roberto “Bobby” Yap joins PLDT Advisory Board



- PLDT is a consistent recipient of Golden Arrow Awards
- ACGS assesses and ranks publicly listed companies six participating ASEAN countries – Philippines, Indonesia, Malaysia, Singapore, Thailand and Vietnam
 - Companies are scored in the areas of stakeholder engagement, transparency and accountability, and board accountability

- Holds a PhD in Environmental Economics from the University College London (UCL)
 - Brings a new skill/area of expertise to add to our existing Advisory Board/Board’s professional background mix (business, legal, engineering/ICT, and public admin)

APPENDIX

	Sep-23 ⁽¹⁾	Jun-23 ⁽¹⁾	Mar-23 ⁽¹⁾	Dec-22	Sep-22	Net Adds (Reductions)	
						9M2023 vs YE2022	
Mobile Subscriber Base⁽²⁾							
Prepaid	53,105,076	60,891,135	62,999,637	64,287,019	65,972,119	(11,181,943)	(17%)
Smart Prepaid	20,494,009	23,486,725	24,044,239	24,394,379	25,103,659	(3,900,370)	(16%)
TNT	32,611,067	37,404,410	38,955,398	39,892,640	40,868,460	(7,281,573)	(18%)
Postpaid	2,141,054	2,062,683	2,034,703	2,017,742	2,023,615	123,312	6%
Total Mobile Subscribers	55,246,130	62,953,818	65,034,340	66,304,761	67,995,734	(11,058,631)	(17%)

(1) In view of the SIM Registration Act, we recognize a prepaid mobile subscriber upon registration of the SIM card.

(2) Includes Mobile Broadband subscribers

Fixed Line Subscribers

	Sep-23	Jun-23	Mar-23	Dec-22	Sep-22	Net Adds	
						9M2023 vs YE2022	
Fixed Line Subscribers	3,792,278	3,823,629	3,828,445	3,825,424	3,835,305	(33,146)	(1%)

Broadband Subscribers

	Sep-23	Jun-23	Mar-23	Dec-22	Sep-22	Net Adds	
						9M2023 vs YE2022	
BROADBAND							
Fixed Line Broadband ⁽¹⁾	3,280,419	3,294,012	3,281,289	3,247,980	3,241,970	32,439	1%
Fixed Wireless Broadband	409,289	607,541	695,242	744,324	823,135	(335,035)	(45%)
Total Broadband Subscribers	3,689,708	3,901,553	3,976,531	3,992,304	4,065,105	(302,596)	(8%)

⁽¹⁾ Includes Corporate Fixed Broadband Subscribers

Mobile ARPU, Gross⁽¹⁾ :

	2023			2022			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Postpaid	716	726	736	733	732	728	736
Smart Prepaid	124	124	145	116	123	125	128
TNT	96	102	121	94	99	97	98

⁽¹⁾ Includes Mobile Broadband subscribers

Broadband ARPU, Gross:

	2023			2022			
	1Q	2Q	3Q	1Q	2Q	3Q	4Q
Fixed Line Broadband ⁽²⁾	1,441	1,446	1,451	1,403	1,445	1,466	1,444
Fixed Wireless Broadband	230	273	400	266	259	245	244

⁽²⁾ Includes Corporate; based on Service Revenues before intersegment elims

Consolidated Financial Highlights



	9M2023				9M2022	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
<i>(Php in millions)</i>						
Service Revenues ⁽¹⁾	70,921	89,436	-	149,752	145,715	3%
Cash Operating Expenses ⁽²⁾	28,335	41,380	15	66,186	69,134	(4%)
Subsidies and Cost of Services	2,560	1,755	-	4,298	3,640	18%
Provisions	618	2,671	-	3,289	3,680	(11%)
EBITDA ⁽³⁾	39,408	43,630	(15)	75,979	69,401	9%
EBITDA Margin ⁽⁴⁾	56%	49%	-	51%	48%	
EBITDA (exMRP) ⁽⁵⁾	40,215	45,208	(15)	78,364	75,517	4%
EBITDA (exMRP) Margin ⁽⁴⁾	57%	51%	-	52%	52%	
Depreciation and Amortization	23,376	20,158	-	36,044	52,756	(32%)
Financing Costs, Net	(6,668)	(5,067)	-	(10,077)	(8,466)	19%
Other Income	6,373	11,983	3	7,187	33,028	(78%)
Income (Loss) before Income Tax	17,262	31,075	(1,807)	37,544	35,763	5%
Provision (Benefit from) for Income Tax	4,016	5,466	-	9,533	7,865	21%
Net Income (Loss) Attributable to Equity Holders of PLDT	13,232	25,545	(1,807)	27,879	27,499	1%
Telco Core Income	9,277	25,957	24	26,076	25,618	2%

(1) Service Revenues, gross of interconnection costs

Service revenues, gross of interconnection costs	70,921	89,436	-	149,859	146,479	2%
Less: Discontinued operations	-	-	-	107	764	(86%)
Service revenues, net of discontinued operations	70,921	89,436	-	149,752	145,715	3%
Less: Interconnection costs	610	7,987	-	7,463	4,557	64%
Service revenues, net of interconnection costs	70,311	81,449	-	142,289	141,158	1%

(2) Cash Operating Expenses includes interconnection costs

(3) EBITDA excludes other non-recurring expenses

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

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

Consolidated Service Revenues



(Php in millions)	2023				2022						% Change	
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022	
Fixed Line	26,541	26,032	26,769	79,342	24,183	24,796	25,443	74,422	25,862	100,284	7%	
LEC	3,459	3,317	3,244	10,020	3,492	3,491	3,388	10,371	3,475	13,846	(3%)	
Fixed Line Voice - International	2,565	2,028	2,646	7,239	1,784	1,410	1,678	4,872	1,502	6,374	49%	
Fixed Line Voice - Domestic	449	408	495	1,352	573	458	519	1,550	479	2,029	(13%)	
Home Broadband	12,568	12,691	12,795	38,054	11,449	12,335	12,559	36,343	12,601	48,944	5%	
Fixed Line	12,565	12,687	12,741	37,993	11,379	12,284	12,525	36,188	12,584	48,772	5%	
Fixed Wireless	3	4	54	61	70	51	34	155	17	172	(61%)	
Corporate Data and ICT	7,474	7,564	7,563	22,601	6,845	7,072	7,268	21,185	7,760	28,945	7%	
Corporate data and leased lines	6,282	6,375	6,418	19,075	5,848	5,961	6,173	17,982	6,335	24,317	6%	
ICT	1,192	1,189	1,145	3,526	997	1,111	1,095	3,203	1,425	4,628	10%	
Miscellaneous	26	24	26	76	40	30	31	101	45	146	(25%)	
Wireless	23,185	23,493	23,732	70,410	23,468	24,053	23,772	71,293	23,767	95,060	(1%)	
Mobile Services	22,777	23,064	23,327	69,168	22,895	23,526	23,294	69,715	23,314	93,029	(1%)	
Mobile Voice	2,952	2,851	2,670	8,473	3,678	3,537	3,388	10,603	3,233	13,836	(20%)	
Mobile Voice - Domestic	2,717	2,613	2,460	7,790	3,312	3,222	3,030	9,564	2,913	12,477	(19%)	
Mobile Voice - International	235	238	210	683	366	315	358	1,039	320	1,359	(34%)	
SMS	1,252	1,362	1,536	4,150	1,474	1,462	1,495	4,431	1,469	5,900	(6%)	
Mobile Data	18,152	18,368	18,710	55,230	17,507	18,211	18,087	53,805	18,182	71,987	3%	
Mobile Internet	17,172	17,452	17,877	52,501	16,422	17,133	17,051	50,606	17,104	67,710	4%	
Mobile Broadband	791	726	690	2,207	858	871	810	2,539	784	3,323	(13%)	
Other data	189	190	143	522	227	207	226	660	294	954	(21%)	
Inbound Roaming and Others	421	483	411	1,315	236	316	324	876	430	1,306	50%	
Fixed Wireless Broadband	408	429	405	1,242	573	527	478	1,578	450	2,028	(21%)	
MVNO and Others	-	-	-	-	-	-	-	-	3	3	-	
Total Consolidated Service Revenues ⁽¹⁾	49,726	49,525	50,501	149,752	47,651	48,849	49,215	145,715	49,629	195,344	3%	

(1) Gross of interconnection costs

Consolidated service revenues, net of interconnection costs

(Php in millions)	2023				2022						% Change	
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022	
Consolidated Service Revenues, gross of interconnection costs	49,726	49,525	50,501	149,752	47,651	48,849	49,215	145,715	49,629	195,344	3%	
Interconnection Costs	2,619	2,101	2,743	7,463	1,596	1,252	1,709	4,557	1,547	6,104	64%	
Consolidated Service Revenues, net of interconnection costs	47,107	47,424	47,758	142,289	46,055	47,597	47,506	141,158	48,082	189,240	1%	

Consolidated Service Revenues and EBITDA



(Php in millions)	2023				2022						% Change
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022
Data and Broadband	38,602	39,052	39,473	117,127	36,374	38,145	38,392	112,911	38,993	151,904	4%
Home Broadband	12,976	13,120	13,200	39,296	12,022	12,862	13,037	37,921	13,051	50,972	4%
Fixed Line	12,565	12,687	12,741	37,993	11,379	12,284	12,525	36,188	12,584	48,772	5%
Fixed Wireless	411	433	459	1,303	643	578	512	1,733	467	2,200	(25%)
Corporate Data and ICT	7,474	7,564	7,563	22,601	6,845	7,072	7,268	21,185	7,760	28,945	7%
Corporate data and leased lines	6,282	6,375	6,418	19,075	5,848	5,961	6,173	17,982	6,335	24,317	6%
ICT	1,192	1,189	1,145	3,526	997	1,111	1,095	3,203	1,425	4,628	10%
Mobile Data	18,152	18,368	18,710	55,230	17,507	18,211	18,087	53,805	18,182	71,987	3%
Mobile Internet	17,172	17,452	17,877	52,501	16,422	17,133	17,051	50,606	17,104	67,710	4%
Mobile Broadband	791	726	690	2,207	858	871	810	2,539	784	3,323	(13%)
Other data	189	190	143	522	227	207	226	660	294	954	(21%)
Domestic Voice and Others	7,072	6,845	6,636	20,553	7,653	7,517	7,292	22,462	7,345	29,807	(8%)
LEC	3,459	3,317	3,244	10,020	3,492	3,491	3,388	10,371	3,475	13,846	(3%)
Fixed Line Voice - Domestic	449	408	495	1,352	573	458	519	1,550	479	2,029	(13%)
Mobile Voice - Domestic	2,717	2,613	2,460	7,790	3,312	3,222	3,030	9,564	2,913	12,477	(19%)
Others	447	507	437	1,391	276	346	355	977	478	1,455	42%
Miscellaneous	26	24	26	76	40	30	31	101	45	146	(25%)
Inbound Roaming and Others	421	483	411	1,315	236	316	324	876	430	1,306	50%
MVNO and Others	-	-	-	-	-	-	-	-	3	3	-
International (Fixed and Wireless)	2,800	2,266	2,856	7,922	2,150	1,725	2,036	5,911	1,822	7,733	34%
Fixed Line Voice - International	2,565	2,028	2,646	7,239	1,784	1,410	1,678	4,872	1,502	6,374	49%
Mobile Voice - International	235	238	210	683	366	315	358	1,039	320	1,359	(34%)
SMS	1,252	1,362	1,536	4,150	1,474	1,462	1,495	4,431	1,469	5,900	(6%)
Total Consolidated Service Revenues ⁽¹⁾	49,726	49,525	50,501	149,752	47,651	48,849	49,215	145,715	49,629	195,344	3%

(1) Gross of interconnection costs

(Php in millions)	2023				2022						% Change
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022
EBITDA	24,399	25,359	26,221	75,979	20,903	23,841	24,657	69,401	24,870	94,271	9%
EBITDA (exMRP) ⁽¹⁾	26,021	26,107	26,236	78,364	25,456	25,024	25,037	75,517	25,071	100,588	4%

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

Wireless Service Revenues

	2023				2022						% Change
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022
<i>(Php in millions)</i>											
Data/Broadband	18,604	18,841	19,158	56,603	18,129	18,782	18,610	55,521	18,676	74,197	2%
Mobile Data	18,196	18,412	18,753	55,361	17,556	18,255	18,132	53,943	18,226	72,169	3%
Mobile Internet	17,173	17,451	17,877	52,501	16,426	17,132	17,052	50,610	17,104	67,714	4%
Mobile Broadband	801	737	700	2,238	870	882	821	2,573	795	3,368	(13%)
Other Data	222	224	176	622	260	241	259	760	327	1,087	(18%)
Fixed Wireless Broadband	408	429	405	1,242	573	527	478	1,578	450	2,028	(21%)
SMS/Mobile Voice - Domestic/Others	4,513	4,590	4,531	13,634	5,191	5,156	4,996	15,343	4,951	20,294	(11%)
SMS	1,252	1,362	1,537	4,151	1,474	1,462	1,495	4,431	1,469	5,900	(6%)
Mobile Voice - Domestic	2,811	2,702	2,553	8,066	3,426	3,335	3,135	9,896	3,011	12,907	(18%)
Others	450	526	441	1,417	291	359	366	1,016	471	1,487	39%
Inbound Roaming and Others	440	516	432	1,388	259	332	342	933	454	1,387	49%
MVNO and Others	10	10	9	29	32	27	24	83	17	100	(65%)
Mobile Voice - International	235	239	210	684	366	316	358	1,040	321	1,361	(34%)
Total Wireless Gross Service Revenues ⁽¹⁾	23,352	23,670	23,899	70,921	23,686	24,254	23,964	71,904	23,948	95,852	(1%)

(1) Gross of interconnection costs

Wireless service revenues - net of interconnection costs

	2023				2022						% Change
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022
<i>(Php in millions)</i>											
Wireless Service Revenues, gross of interconnection costs	23,352	23,670	23,899	70,921	23,686	24,254	23,964	71,904	23,948	95,852	(1%)
Interconnection Costs	185	206	219	610	181	253	214	648	219	867	(6%)
Wireless Service Revenues, net of interconnection costs	23,167	23,464	23,680	70,311	23,505	24,001	23,750	71,256	23,729	94,985	(1%)

Note: Service revenues before intersegment elims

Fixed Line Service Revenues



(Php in millions)	2023				2022						% Change
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022
Data/Broadband	22,981	23,249	23,203	69,433	22,781	24,246	26,584	73,611	16,457	90,068	(6%)
Home Broadband	12,574	12,698	12,801	38,073	11,457	12,344	12,566	36,367	12,608	48,975	5%
Corp. Data and Other Network Services	8,790	8,848	8,854	26,492	9,646	9,782	12,396	31,824	1,958	33,782	(17%)
ICT	1,617	1,703	1,548	4,868	1,678	2,120	1,622	5,420	1,891	7,311	(10%)
Domestic Voice and Others	4,056	3,867	3,890	11,813	4,235	4,114	4,071	12,420	4,123	16,543	(5%)
LEC	3,482	3,341	3,267	10,090	3,516	3,513	3,412	10,441	3,499	13,940	(3%)
Fixed Line Voice - Domestic	483	438	531	1,452	612	499	560	1,671	513	2,184	(13%)
Miscellaneous	91	88	92	271	107	102	99	308	111	419	(12%)
Fixed Line Voice - International	2,901	2,332	2,957	8,190	7,079	7,776	3,866	18,721	1,882	20,603	(56%)
Fixed Line Voice - International	2,901	2,332	2,957	8,190	7,079	7,776	3,866	18,721	1,882	20,603	(56%)
Total Fixed Line Service Revenues ⁽¹⁾	29,938	29,448	30,050	89,436	34,095	36,136	34,521	104,752	22,462	127,214	(15%)

(1) Gross of interconnection costs

Fixed line service revenues - net of interconnection costs

(Php in millions)	2023				2022						% Change
	1Q	2Q	3Q	9M	1Q	2Q	3Q	9M	4Q	FY	9M2023 vs 9M2022
Fixed Line Service Revenues, Net											
LEC	3,482	3,341	3,267	10,090	3,516	3,513	3,412	10,441	3,499	13,940	(3%)
Fixed Line Voice - International	174	171	165	510	355	424	189	968	189	1,157	(47%)
Fixed Line Voice - Domestic	443	403	486	1,332	569	453	512	1,534	477	2,011	(13%)
Home Broadband	12,574	12,698	12,801	38,073	11,457	12,344	12,566	36,367	12,608	48,975	5%
Corp. Data and Other Network Services	8,727	8,787	8,791	26,305	9,634	9,744	12,365	31,743	1,915	33,658	(17%)
ICT	1,617	1,703	1,548	4,868	1,678	2,120	1,622	5,420	1,891	7,311	(10%)
Miscellaneous	91	88	92	271	107	102	99	308	111	419	(12%)
Total	27,108	27,191	27,150	81,449	27,316	28,700	30,765	86,781	20,690	107,471	(6%)

Note: Service revenues before intersegment elims

(Php in millions)	9M2023				9M2022 ⁽¹⁾	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Operating Expenses						
Repairs and Maintenance	11,662	11,353	-	22,046	21,110	4%
Compensation and Employee Benefits	5,134	13,736	-	18,719	23,866	(22%)
Professional and Other Contracted Services	3,179	3,724	4	6,111	6,901	(11%)
Selling and Promotions	2,586	2,004	-	4,588	4,749	(3%)
Taxes and Licenses	2,876	917	11	3,793	3,177	19%
Rent	1,153	108	-	1,196	1,450	(18%)
Insurance and Security Services	481	579	-	972	1,175	(17%)
Communication, Training and Travel	483	680	-	851	1,131	(25%)
Other Expenses	171	292	-	447	1,018	(56%)
Interconnection Costs	610	7,987	-	7,463	4,557	64%
Cash Operating Expenses	28,335	41,380	15	66,186	69,134	(4%)
Depreciation and Amortization	23,376	20,158	-	36,044	52,756	(32%)
Asset Impairment	618	2,671	-	3,289	3,858	(15%)
<i>Provisions</i>	618	2,671	-	3,289	3,680	(11%)
Amortization of Intangible Assets	140	26	-	166	160	4%
Non-Cash Operating Expenses	24,134	22,855	-	39,499	56,774	(30%)
Cost of Sales and Services	8,873	2,046	-	10,902	10,059	8%
Total Expenses	61,342	66,281	15	116,587	135,967	(14%)

(Php in millions)	9M2023				9M2022 ⁽¹⁾	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Total Cash Operating Expenses	28,335	41,380	15	66,186	69,134	(4%)
Less: Interconnection Costs	610	7,987	-	7,463	4,557	64%
Total Cash Operating Expenses, excluding Interconnection Costs	27,725	33,393	15	58,723	64,577	(9%)
Less: MRP	319	1,578	-	1,897	4,976	(62%)
Total Cash Operating Expenses, excluding Interconnection Costs and MRP	27,406	31,815	15	56,826	59,601	(5%)
Non-Cash Operating Expenses	24,134	22,855	-	39,499	56,774	(30%)
Cost of Sales and Services	8,873	2,046	-	10,902	10,059	8%
Total Expenses, excluding Interconnection Costs and MRP	60,413	56,716	15	107,227	126,434	(15%)

(1) Certain amounts for the nine months ended September 30, 2022 were adjusted to reflect the loss of control of PLDT Global One Aviation Company, Inc., or PG1, effective February 28, 2022, and the discontinued operations of certain ePLDT subsidiaries

Other Income (expenses)

(Php in millions)	9M2023				9M2022 ⁽¹⁾	Y-o-Y % Change
	Wireless	Fixed Line	Others	Consolidated		
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures						
Multisys	-	-	-	-	(147)	100%
Vega	-	-	44	44	71	(38%)
Maya	-	-	(1,766)	(1,766)	(2,005)	12%
Others	-	(585)	4	(581)	116	(601%)
Total Equity Share in Net Earnings (Losses)	-	(585)	(1,718)	(2,303)	(1,965)	17%
Financing Costs, Net						
Interest on Loans and Other Related Items	(3,589)	(5,398)	-	(8,987)	(8,137)	(10%)
Accretion on Lease Liabilities	(3,837)	(192)	-	(2,371)	(1,297)	(83%)
Accretion on Financial Liabilities	(149)	(121)	-	(270)	(264)	(2%)
Financing Charges	(31)	(46)	-	(77)	(155)	50%
Capitalized Interest	938	690	-	1,628	1,387	17%
Total Financing Costs, Net	(6,668)	(5,067)	-	(10,077)	(8,466)	19%
Other Income (Expenses), Net						
Gain on telecom towers sale and leaseback - gross of expenses	5,008	-	-	5,008	23,471	(79%)
Income from Prescription of Preferred Redemption Liability	-	-	-	-	7,839	(100%)
Others	1,365	11,983	3	2,179	1,718	27%
Other Income, Net	6,373	11,983	3	7,187	33,028	(78%)
Interest Income	507	247	6	733	476	54%
Gains (Losses) on Derivative Financial Instruments, Net	664	1,543	-	2,207	4,238	(48%)
Foreign Exchange Gains (Losses), Net	494	(492)	(83)	28	(7,715)	100%
Total Other Income (Expenses), Net	1,370	7,629	(1,792)	(2,225)	19,596	(111%)

(1) Certain amounts for the nine months ended September 30, 2022 were adjusted to reflect the loss of control of PLDT Global One Aviation Company, Inc., or PG1, effective February 28, 2022, and the discontinued operations of certain ePLDT subsidiaries

Earnings Per Share (EPS)

<i>(Php in millions except EPS (in Php) and Shares (in mn))</i>	9M2023		9M2022	
	Basic	Diluted	Basic	Diluted
Net Income Attributable to Equity Holders of PLDT				
Continuing Operations	27,892	27,892	27,624	27,624
Discontinued Operations	(13)	(13)	(125)	(125)
Net Income Attributable to Equity Holders of PLDT	27,879	27,879	27,499	27,499
Dividends on Preferred Shares	(44)	(44)	(44)	(44)
Net Income for the Period Attributable to Common Equity Holders of PLDT	27,835	27,835	27,455	27,455
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
Continuing Operations	128.89	128.89	127.65	127.65
Discontinued Operations	(0.06)	(0.06)	(0.57)	(0.57)
EPS (Based on Reported Net Income)	128.83	128.83	127.08	127.08
Telco Core Income	26,076	26,076	25,618	25,618
Dividends on Preferred Shares	(44)	(44)	(44)	(44)
Telco Core Income Applicable to Common Shares	26,032	26,032	25,574	25,574
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,056
EPS (Based on Telco Core Income)	120.49	120.49	118.37	118.37

<i>(Php in millions)</i>	Consolidated	
	September 30, 2023	December 31, 2022
Total Assets	632,713	624,162
Nominal Value of Total Debt	274,464	251,859
Less: Unamortized Debt Discount	2,210	2,279
Total Debt	272,254	249,580
Cash and Short-Term Investments⁽¹⁾	22,339	26,190
Net Debt⁽²⁾	252,125	225,669
Equity	117,289	113,961
Total Debt⁽³⁾/Equity	<u>2.34x</u>	<u>2.21x</u>
Net Debt⁽²⁾/Equity	<u>2.15x</u>	<u>1.98x</u>
Total Debt⁽³⁾/EBITDA⁽⁴⁾	<u>2.72x</u>	<u>2.67x</u>
Net Debt⁽²⁾/EBITDA⁽⁴⁾	<u>2.50x</u>	<u>2.39x</u>
Total Debt⁽³⁾/EBITDA (exMRP)⁽⁴⁾	<u>2.65x</u>	<u>2.50x</u>
Net Debt⁽²⁾/EBITDA (exMRP)⁽⁴⁾	<u>2.44x</u>	<u>2.24x</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

⁽⁴⁾ For the Last Twelve Months

	September 30, 2023			December 31, 2022	Change
	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	Face Value	
<i>(Php in millions)</i>					
Debt					
PLDT	₱166,896	₱1,246	₱168,142	₱158,052	₱10,090
Smart	102,380	942	103,322	93,807	9,515
ePLDT	2,978	22	3,000	-	3,000
Total Debt	₱272,254	₱2,210	₱274,464	₱251,859	₱22,605

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
pldt_ir_center@pldt.com.ph

