

# Financial Review

## Management's Discussion and Analysis of Financial Condition and Results of Operations

*The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our consolidated financial statements and the related notes as at December 31, 2017 and 2016 and for each of the three years in the period ended December 31, 2017 included elsewhere in this Annual Report. This discussion contains forward-looking statements that reflect our current views with respect to future events and our future financial performance. These statements involve risks and uncertainties, and our actual results may differ materially from those anticipated in these forward-looking statements.*

### Overview

We are the largest and most diversified telecommunications company in the Philippines which delivers data and multi-media services nationwide. We have organized our business into business units based on our products and services and have three reportable operating segments which serve as the bases for management's decision to allocate resources and evaluate operating performance:

- *Wireless* — mobile telecommunications services provided by Smart Communications, Inc., or Smart, and Digitel Mobile Philippines, Inc., or DMPI, our mobile service providers; Voyager Innovations, Inc., or Voyager, and certain subsidiaries, our mobile applications and digital platforms developers and mobile financial services provider; Smart Broadband, Inc., or SBI, and Primeworld Digital Systems, Inc., or PDSI, our wireless broadband service providers; ACeS Philippines Cellular Satellite Corporation, or ACeS Philippines, our satellite information and messaging services provider; and certain subsidiaries of PLDT Global Corporation, or PLDT Global, our mobile virtual network operations, or MVNO, provider;
- *Fixed Line* — fixed line telecommunications services primarily provided by PLDT. We also provide fixed line services through PLDT's subsidiaries, namely, PLDT Clark Telecom, Inc., PLDT Subic Telecom, Inc., PLDT-Philcom, Inc. or Philcom, and its subsidiaries, or Philcom Group, PLDT-Maratel, Inc., Bonifacio Communications Corporation, PLDT Global and certain subsidiaries and Digitel, all of which together account for approximately 4% of our consolidated fixed line subscribers; data center, cloud, big data, managed security services, managed IT services and resellership provided by ePLDT, Inc., or ePLDT, IP Converge Data Services, Inc., or IPCDSI, and subsidiary, or IPCDSI Group, ABM Global Solutions, Inc., or AGS, and its subsidiaries, or AGS Group, Curo Teknika, Inc. and ePDS, Inc., or ePDS; business infrastructure and solutions, intelligent data processing and implementation services and data analytics insight generation provided by Talas Data Intelligence, Inc., or Talas; distribution of Filipino channels and content by Pilipinas Global Network Limited and its subsidiaries; and
- *Others* — PLDT Communications and Energy Ventures, Inc., or PCEV, PLDT Global Investment Holdings, Inc., Mabuhay Investments Corporation, PLDT Global Investments Corporation, or PGIC, PLDT Digital Investments Pte. Ltd., or PLDT Digital, and its subsidiaries, our investment companies.

### Adoption of New Standards and Interpretations

Our accounting policies are consistent with those of the previous financial year except for the adoption of certain amendments which are effective for annual periods beginning on or after January 1, 2017. Except for amendments to Philippine Accounting Standards 7, and early adoption of Philippine Financial Reporting Standards, or PFRS, 2, the adoption of these amendments to the standards as at January 1, 2017 did not have any significant impact on our consolidated financial position or performance. Please see *Note 2 – Summary of Significant Accounting Policies* to the accompanying audited consolidated financial statements for further discussion.

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### Selected Financial Data and Key Performance Indicators

	2017	2016	2015
Financial Data (in millions):			
Service revenues	<b>Php151,165</b>	Php157,210	Php162,930
Net income	<b>13,466</b>	20,162	22,075
Core income	<b>27,668</b>	27,857	35,212
EBITDA	<b>66,174</b>	61,161	70,218
EBITDA margin <sup>(1)</sup>	<b>44%</b>	39%	43%
Operational Data:			
Number of mobile subscribers	<b>58,293,908</b>	62,763,209	68,612,118
Number of fixed line subscribers	<b>2,663,210</b>	2,438,473	2,303,454
Number of broadband subscribers	<b>1,950,881</b>	1,720,753	1,514,640

<sup>(1)</sup> EBITDA margin for the period is measured as EBITDA from continuing operations divided by service revenues.

We use a number of non-GAAP performance indicators to monitor financial performance. These are summarized below and discussed later in this report.

#### EBITDA

EBITDA is measured as net income excluding depreciation and amortization, amortization of intangible assets, asset impairment on noncurrent assets, financing costs, interest income, equity share in net earnings (losses) of associates and joint ventures, foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net, provision for (benefit from) income tax and other income (expenses) – net. EBITDA is monitored by the management for each business unit separately for purposes of making decisions about resource allocation and performance assessment. EBITDA is presented because our management believes that it is widely used by investors in their analysis of the performance of PLDT and can assist them in their comparison of PLDT's performance with those of other companies in the technology, media and telecommunications sector. We also present EBITDA because it is used by some investors as a way to measure a company's ability to incur and service debt, make capital expenditures and meet working capital requirements. Companies in the technology, media and telecommunications sector have historically reported EBITDA as a supplement to financial measures in accordance with PFRS. EBITDA should not be considered as an alternative to net income as an indicator of our performance, nor should EBITDA be considered as an alternative to cash flows from operations, as a measure of liquidity or as an alternative to any other measure determined in accordance with PFRS. Unlike net income, EBITDA does not include depreciation and amortization or financing costs and, therefore, does not reflect current or future capital expenditures or the cost of capital. We compensate for these limitations by using EBITDA as only one of several comparative tools, together with PFRS-based measurements, to assist in the evaluation of operating performance. Such PFRS-based measurements include income before income tax, net income, and operating, investing and financing cash flows. We have significant uses of cash flows, including capital expenditures, interest payments, debt principal repayments, taxes and other non-recurring charges, which are not reflected in EBITDA. Our calculation of EBITDA may be different from the calculation methods used by other companies and, therefore, comparability may be limited. A reconciliation of our consolidated EBITDA to our consolidated net income for the years ended December 31, 2017, 2016 and 2015 is presented in *Note 4 – Operating Segment Information* to the accompanying audited consolidated financial statements.

#### Core Income

Core income is measured as net income attributable to equity holders of PLDT (net income less net income attributable to non-controlling interests), excluding foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net (excluding hedge costs), asset impairment on noncurrent assets, nonrecurring gains (losses), net of tax effect of aforementioned adjustments, as applicable, and similar adjustments to equity share in net earnings (losses) of associates and joint ventures. Core income results are monitored by the management for each business unit separately for purposes of making decisions about resource allocation and performance assessment. Also, core income is used by the management as a basis for determining the level of dividend payouts to shareholders and a basis for granting incentives to employees. Core income should not be considered as an alternative to income before income tax or net income determined in accordance with PFRS as an indicator of our performance. Unlike income before income tax, core income does not include foreign exchange gains and losses, gains and losses on derivative financial instruments, asset impairments and non-recurring gains and losses. We compensate for these limitations by using core income as only one of several comparative tools, together with PFRS-based measurements, to assist in the evaluation of operating performance. Such PFRS-based measurements include income before income tax and net income. Our calculation of

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core income may be different from the calculation methods used by other companies and, therefore, comparability may be limited. A reconciliation of our consolidated core income to our consolidated net income for the years ended December 31, 2017, 2016 and 2015 is presented in *Note 4 – Operating Segment Information* to the accompanying audited consolidated financial statements.

### Management's Financial Review

We use our EBITDA and our core income to assess our operating performance; a reconciliation of our consolidated EBITDA and our consolidated core income to our consolidated net income for the years ended December 31, 2017, 2016 and 2015 is set forth below.

The following table shows the reconciliation of our consolidated EBITDA to our consolidated net income for the years ended December 31, 2017, 2016 and 2015:

	2017	2016	2015
EBITDA	<b>Php66,174</b>	(in millions) Php61,161	Php70,218
Add (deduct) adjustments:			
Equity share in net earnings of associates and joint ventures	<b>2,906</b>	1,181	3,241
Interest income	<b>1,412</b>	1,046	799
Gains on derivative financial instruments – net	<b>533</b>	996	420
Foreign exchange losses – net	<b>(411)</b>	(2,785)	(3,036)
Amortization of intangible assets	<b>(835)</b>	(929)	(1,076)
Provision for income tax	<b>(1,103)</b>	(1,909)	(4,563)
Impairment of investments	<b>(2,562)</b>	(5,515)	(5,166)
Noncurrent asset impairment	<b>(3,913)</b>	(1,074)	(5,788)
Financing costs – net	<b>(7,370)</b>	(7,354)	(6,259)
Depreciation and amortization	<b>(51,915)</b>	(34,455)	(31,519)
Other income – net	<b>10,550</b>	9,799	4,804
Total adjustments	<b>(52,708)</b>	(40,999)	(48,143)
Consolidated net income	<b>Php13,466</b>	Php20,162	Php22,075

The following table shows the reconciliation of our consolidated core income to our consolidated net income for the years ended December 31, 2017, 2016 and 2015:

	2017	2016	2015
Consolidated core income	<b>Php27,668</b>	(in millions) Php27,857	Php35,212
Add (deduct) adjustments:			
Gains on derivative financial instruments – net, excluding hedge costs	<b>724</b>	1,539	762
Net income attributable to noncontrolling interests	<b>95</b>	156	10
Core income adjustment on equity share in net losses of associates and joint ventures	<b>(60)</b>	(95)	(179)
Foreign exchange losses – net	<b>(411)</b>	(2,785)	(3,036)
Impairment of investments	<b>(2,562)</b>	(5,515)	(5,166)
Noncurrent asset impairment	<b>(3,913)</b>	(1,074)	(5,788)
Depreciation due to shortened life of property and equipment	<b>(12,816)</b>	–	–
Net tax effect of aforementioned adjustments	<b>4,741</b>	79	260
Total adjustments	<b>(14,202)</b>	(7,695)	(13,137)
Consolidated net income	<b>Php13,466</b>	Php20,162	Php22,075

### Summary Results of Operations

The table below shows the contribution by each of our business segments to our consolidated revenues, expenses, other income (expense), income (loss) before income tax, provision for (benefit from) income tax, net income (loss)/segment profit (loss), EBITDA, EBITDA margin and core income for the years ended December 31, 2017, 2016 and 2015. In each of the years ended December 31, 2017, 2016 and 2015, majority of our revenues are derived from our operations within the Philippines. Our revenues derived from outside the Philippines consist primarily of revenues from incoming international calls to the Philippines.

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In 2017, we changed the presentation of our expenses by combining certain line items to simplify our reporting while maintaining the same level of information. In 2016, we changed the classification of our revenue mix to provide for a more direct comparison to the current industry presentation in the Philippines by combining or separating certain line items from our service lines, and moving line items from one service line to another. We also changed the classification of our impairment on investments not directly affecting operations (most significantly, the impairment of our investment in Rocket Internet SE, or Rocket Internet), from operating expenses to other expenses. Accordingly, we changed prior years' financial information to conform with the current year's presentation in order to provide a clear comparison.

	Wireless	Fixed Line	Others	Inter-segment Transactions	Consolidated
	(in millions)				
<b>For the year ended December 31, 2017</b>					
Revenues	Php93,835	Php78,341	Php16	(Php12,266)	Php159,926
Expenses	100,346	63,864	79	(13,874)	150,415
Other income (expenses)	217	(3,323)	10,390	(2,226)	5,058
Income (loss) before income tax	(6,294)	11,154	10,327	(618)	14,569
Provision for (benefit from) income tax	(2,784)	3,680	207	-	1,103
Net income (loss)/Segment profit (loss)	(3,510)	7,474	10,120	(618)	13,466
EBITDA	35,151	29,478	(63)	1,608	66,174
EBITDA margin <sup>(1)</sup>	40%	39%	(394%)	-	44%
Core income	8,514	8,846	10,926	(618)	27,668
<b>For the year ended December 31, 2016</b>					
Revenues	104,914	72,728	20	(12,400)	165,262
Expenses	93,204	61,285	42	(13,972)	140,559
Other income (expenses)	(3,517)	(291)	2,748	(1,572)	(2,632)
Income before income tax	8,193	11,152	2,726	-	22,071
Provision for (benefit from) income tax	(1,270)	3,018	161	-	1,909
Net income/Segment profit	9,463	8,134	2,565	-	20,162
EBITDA	32,661	26,950	(22)	1,572	61,161
EBITDA margin <sup>(1)</sup>	32%	39%	(110%)	-	39%
Core income	11,402	7,746	8,709	-	27,857
<b>For the year ended December 31, 2015</b>					
Revenues	115,513	68,865	-	(13,275)	171,103
Expenses	95,358	58,417	59	(14,566)	139,268
Other income (expenses)	(1,958)	(2,599)	651	(1,291)	(5,197)
Income before income tax	18,197	7,849	592	-	26,638
Provision for income tax	2,763	1,656	144	-	4,563
Net income/Segment profit	15,434	6,193	448	-	22,075
EBITDA	44,237	24,749	(59)	1,291	70,218
EBITDA margin <sup>(1)</sup>	40%	38%	-	-	43%
Core income	22,512	6,539	6,161	-	35,212

<sup>(1)</sup> EBITDA margin for the year is measured as EBITDA from continuing operations divided by service revenues.

### Years Ended December 31, 2017 and 2016

#### Wireless

##### Revenues

We generated revenues of Php93,835 million from our wireless business in 2017, a decrease of Php11,079 million, or 11%, from Php104,914 million in 2016.

The following table summarizes our total revenues from our wireless business for the years ended December 31, 2017 and 2016 by service:

	2017		2016		Increase (Decrease)	
	Amount	%	Amount	%	Amount	%
	(in millions)					
Service Revenues:						
Mobile	Php84,439	90	Php96,497	92	(Php12,058)	(12)
Home broadband	2,556	3	2,772	3	(216)	(8)
Digital platforms and mobile financial services	1,240	1	728	1	512	70
MVNO and others <sup>(1)</sup>	417	-	585	-	(168)	(29)
Total Wireless Service Revenues	88,652	94	100,582	96	(11,930)	(12)
Non-Service Revenues:						
Sale of mobile handsets, SIM-packs and broadband data modems	5,183	6	4,332	4	851	20
Total Wireless Revenues	Php93,835	100	Php104,914	100	(Php11,079)	(11)

<sup>(1)</sup> Includes service revenues generated by MVNOs of PLDT Global subsidiaries.



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### Service Revenues

Our wireless service revenues in 2017 decreased by Php11,930 million, or 12%, to Php88,652 million as compared with Php100,582 million in 2016, mainly as a result of lower revenues from mobile services and home broadband services, partially offset by higher revenues from digital platforms and mobile financial services. As a percentage of our total wireless revenues, service revenues accounted for 94% and 96% for the years ended December 31, 2017 and 2016, respectively.

#### Mobile Services

Our mobile service revenues amounted to Php84,439 million in 2017, a decrease of Php12,058 million, or 12%, from Php96,497 million in 2016. Mobile service revenues accounted for 95% and 96% of our wireless service revenues for the years ended December 31, 2017 and 2016, respectively.

	2017		2016		Increase (Decrease)	
	Amount	%	Amount	%	Amount	%
	(in millions)					
Mobile Services:						
Voice	Php30,724	36	Php37,094	38	(Php6,370)	(17)
SMS	26,045	31	32,745	34	(6,700)	(20)
Data	26,281	31	25,517	27	764	3
Inbound roaming and others <sup>(1)</sup>	1,389	2	1,141	1	248	22
<b>Total</b>	<b>Php84,439</b>	<b>100</b>	<b>Php96,497</b>	<b>100</b>	<b>(Php12,058)</b>	<b>(12)</b>

<sup>(1)</sup> Refers to other non-subscriber-related revenues consisting primarily of inbound international roaming fees and share in revenues from Smart Money.

#### Voice Services

Mobile revenues from our voice services, which include all voice traffic, decreased by Php6,370 million, or 17%, to Php30,724 million in 2017 from Php37,094 million in 2016, mainly on account of lower domestic and international voice revenues due to the availability of alternative calling options and other OTT services. Mobile voice services accounted for 36% and 38% of our mobile service revenues for the years ended December 31, 2017 and 2016, respectively.

Domestic voice service revenues decreased by Php4,530 million, or 16%, to Php24,136 million in 2017 from Php28,666 million in 2016, due to lower domestic outbound and inbound voice service revenues.

International voice service revenues decreased by Php1,840 million, or 22%, to Php6,588 million in 2017 from Php8,428 million in 2016, primarily due to lower international inbound and outbound voice service revenues as a result of lower international voice traffic, partially offset by the effect of higher weighted average rate of the Philippine peso relative to the U.S. dollar.

#### SMS Services

Mobile revenues from our SMS services, which include all SMS-related services and VAS, decreased by Php6,700 million, or 20%, to Php26,045 million in 2017 from Php32,745 million in 2016 mainly due to declining SMS volumes as a result of alternative text messaging options, such as OTT services and social media. Mobile SMS services accounted for 31% and 34% of our mobile service revenues for the years ended December 31, 2017 and 2016, respectively.

#### Data Services

Mobile revenues from our data services, which include mobile internet, mobile broadband and other data services, increased by Php764 million, or 3%, to Php26,281 million in 2017 from Php25,517 million in 2016 as a result of increased mobile internet usage, partially offset by lower revenues from mobile broadband.

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The following table shows the breakdown of our mobile data service revenues for the years ended December 31, 2017 and 2016:

	2017	%	2016	%	Increase (Decrease)	
					Amount	%
			(in millions)			
Data Services:						
Mobile internet <sup>(1)</sup>	Php20,086	76	Php17,167	67	Php2,919	17
Mobile broadband	6,030	23	8,147	32	(2,117)	(26)
Other data	165	1	203	1	(38)	(19)
Total	Php26,281	100	Php25,517	100	Php764	3

<sup>(1)</sup> Includes revenues from web-based services, net of discounts and content provider costs.

### Mobile internet

Mobile internet service revenues increased by Php2,919 million, or 17%, to Php20,086 million in 2017 from Php17,167 million in 2016 as a result of the increase in smartphone ownership and greater data adoption among our subscriber base leading to the increase in mobile internet browsing and prevalent use of mobile apps, social networking sites and other OTT services. Mobile internet services accounted for 24% and 18% of our mobile service revenues for the years ended December 31, 2017 and 2016, respectively.

### Mobile broadband

Mobile broadband revenues amounted to Php6,030 million in 2017, a decrease of Php2,117 million, or 26%, from Php8,147 million in 2016, primarily due to a decrease in the number of subscribers, mainly *Sun Broadband*. Mobile broadband services accounted for 7% and 9% of our mobile service revenues for the years ended December 31, 2017 and 2016, respectively.

### Other data

Revenues from our other data services, which include domestic leased lines and share in revenue from PLDT *WeRoam*, decreased by Php38 million, or 19%, to Php165 million in 2017 from Php203 million in 2016.

### Inbound Roaming and Others

Mobile revenues from inbound roaming and other services increased by Php248 million, or 22%, to Php1,389 million in 2017 from Php1,141 million in 2016.

The following table shows the breakdown of our mobile service revenues by service type for the years ended December 31, 2017 and 2016:

	2017	2016	Increase (Decrease)	
			Amount	%
		(in millions)		
Mobile service revenues	Php84,439	Php96,497	(Php12,058)	(12)
By service type				
Prepaid	59,862	67,304	(7,442)	(11)
Postpaid	23,188	28,052	(4,864)	(17)
Inbound roaming and others	1,389	1,141	248	22

### Prepaid Revenues

Revenues generated from our mobile prepaid services amounted to Php59,862 million in 2017, a decrease of Php7,442 million, or 11%, as compared with Php67,304 million in 2016. Mobile prepaid service revenues accounted for 71% and 70% of mobile service revenues for the years ended December 31, 2017 and 2016, respectively. The decrease in revenues from our mobile prepaid services was primarily driven by a lower mobile prepaid subscriber base resulting in lower voice and SMS revenues, partially offset by the increase in mobile internet revenues.

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### Postpaid Revenues

Revenues generated from mobile postpaid service amounted to Php23,188 million in 2017, a decrease of Php4,864 million, or 17%, as compared with Php28,052 million in 2016, and accounted for 27% and 29% of mobile service revenues for the years ended December 31, 2017 and 2016, respectively. The decrease in our mobile postpaid service revenues was primarily due to a lower postpaid subscriber base.

### Subscriber Base, ARPU and Churn Rates

The following table shows our wireless subscriber base as at December 31, 2017 and 2016:

	2017	2016	Increase (Decrease)	
			Amount	%
Mobile subscriber base	<b>58,293,908</b>	62,763,209	(4,469,301)	(7)
Smart <sup>(1)</sup>	<b>21,821,441</b>	23,027,793	(1,206,352)	(5)
Postpaid	<b>1,388,090</b>	1,383,830	4,260	-
Prepaid <sup>(2)</sup>	<b>20,433,351</b>	21,643,963	(1,210,612)	(6)
TNT	<b>28,807,964</b>	29,845,509	(1,037,545)	(3)
Sun <sup>(1)</sup>	<b>7,664,503</b>	9,889,907	(2,225,404)	(23)
Postpaid	<b>1,129,172</b>	1,426,438	(297,266)	(21)
Prepaid <sup>(2)</sup>	<b>6,535,331</b>	8,463,469	(1,928,138)	(23)
Home broadband subscriber base	<b>237,354</b>	270,203	(32,849)	(12)
<b>Total wireless subscribers</b>	<b>58,531,262</b>	63,033,412	(4,502,150)	(7)

<sup>(1)</sup> Includes mobile broadband subscribers.

<sup>(2)</sup> Beginning 2Q2017, the prepaid subscriber base excludes subscribers who did not reload within 90 days vis-à-vis 120 days previous cut-off.

The average monthly churn rate for *Smart Prepaid* subscribers in 2017 and 2016 were 6.7% and 7.6%, respectively, while the average monthly churn rate for *TNT* subscribers were 6.8% and 6.3% in 2017 and 2016, respectively. The average monthly churn rate for *Sun Prepaid* subscribers were 7.7% and 8.8% in 2017 and 2016, respectively.

The average monthly churn rate for *Smart Postpaid* subscribers were 2.3% and 4.8% in 2017 and 2016, respectively, and 3.5% and 6.4% in 2017 and 2016, respectively, for *Sun Postpaid* subscribers.

The following table summarizes our average monthly ARPUs for the years ended December 31, 2017 and 2016:

	Gross <sup>(1)</sup>		Increase (Decrease)		Net <sup>(2)</sup>		Increase (Decrease)	
	2017	2016	Amount	%	2017	2016	Amount	%
Prepaid								
Smart	<b>Php118</b>	Php117	Php1	1	<b>Php108</b>	Php107	1	1
TNT	<b>81</b>	82	(1)	(1)	<b>74</b>	76	(2)	(3)
Sun	<b>88</b>	90	(2)	(2)	<b>82</b>	83	(1)	(1)
Postpaid								
Smart	<b>1,004</b>	966	38	4	<b>972</b>	951	21	2
Sun	<b>422</b>	443	(21)	(5)	<b>418</b>	437	(19)	(4)

<sup>(1)</sup> Gross monthly ARPU is calculated by dividing gross cellular service revenues for the month, including interconnection income but excluding inbound roaming revenues, gross of discounts, and content provider costs, by the average number of subscribers in the month.

<sup>(2)</sup> Net monthly ARPU is calculated by dividing gross cellular service revenues for the month, including interconnection income, but excluding inbound roaming revenues, net of discounts and content provider costs, by the average number of subscribers in the month.

### Home Broadband

Revenues from our *Home Ultera* services decreased by Php216 million, or 8%, to Php2,556 million in 2017 from Php2,772 million in 2016, due mainly to the continued migration of our high-value fixed wireless subscribers from legacy technologies (Canopy & WiMAX) to wired broadband (digital subscriber line, or DSL/FTTH). In addition, we offer lower-priced plan offerings as part of our efforts to expand our customer base to include lower income home segments.

Subscribers of our *Home Ultera* services decreased by 32,849, or 12%, to 237,354 subscribers as at December 31, 2017 from 270,203 subscribers as at December 31, 2016.

### Digital Platforms and Mobile Financial Services

Revenues from digital platforms and mobile financial services, as reported by Voyager, increased by Php512 million, or 70%, to Php1,240 million in 2017 from Php728 million in 2016, primarily due to the increase in PayMaya mobile payment transactions.

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### MVNO and Others

Revenues from our MVNO and other services decreased by Php168 million, or 29%, to Php417 million in 2017 from Php585 million in 2016, primarily due to lower revenue contribution from MVNOs of PLDT Global and ACeS Philippines, partially offset by the impact of higher weighted average rate of the Philippine peso relative to the U.S. dollar.

### Non-Service Revenues

Our wireless non-service revenues consist of sales of mobile handsets, SIM-packs, mobile broadband data modems, tablets and accessories. Our wireless non-service revenues increased by Php851 million, or 20%, to Php5,183 million in 2017 from Php4,332 million in 2016, primarily due to higher revenues from prepaid mobile handsets, partly offset by the decline in revenues from prepaid mobile handsets and broadband data modems attributable to lower average price per unit.

### Expenses

Expenses associated with our wireless business amounted to Php100,346 million in 2017, an increase of Php7,142 million, or 8%, from Php93,204 million in 2016. A significant portion of the increase was mainly attributable to higher depreciation and amortization, and noncurrent asset impairment, partially offset by lower provisions, cost of sales and services, interconnection costs, and selling, general and administrative expenses. As a percentage of our total wireless revenues, expenses associated with our wireless business accounted for 107% and 89% for the years ended December 31, 2017 and 2016, respectively.

The following table summarizes the breakdown of our total wireless-related expenses for the years ended December 31, 2017 and 2016 and the percentage of each expense item in relation to the total:

	2017		2016		Increase (Decrease)	
	Amount	%	Amount	%	Amount	%
			(in millions)			
Selling, general and administrative expenses	Php42,046	42	Php42,472	46	(Php426)	(1)
Depreciation and amortization	36,914	37	18,984	20	17,930	94
Cost of sales and services	8,858	9	14,429	15	(5,571)	(39)
Interconnection costs	6,373	6	8,035	9	(1,662)	(21)
Noncurrent asset impairment	3,913	4	1,038	1	2,875	277
Provisions	2,242	2	8,246	9	(6,004)	(73)
<b>Total</b>	<b>Php100,346</b>	<b>100</b>	<b>Php93,204</b>	<b>100</b>	<b>Php7,142</b>	<b>8</b>

Selling, general and administrative expenses decreased by Php426 million, or 1%, to Php42,046 million, primarily due to lower expenses related to selling and promotions, repairs and maintenance, and insurance and security services, partly offset by higher rent expenses and compensation and employee benefits.

Depreciation and amortization charges increased by Php17,930 million, or 94%, to Php36,914 million, primarily due to higher depreciable asset base and depreciation due to shortened life of certain data network platform and other technology equipment resulting from the transformation projects to improve and simplify the network and systems applications.

Noncurrent asset impairment increased by Php2,875 million to Php3,913 million, primarily due to impairment of certain network equipment, which were rendered obsolete due to technological advancements as a result of the continuing network transformation projects.

Cost of sales and services decreased by Php5,571 million, or 39%, to Php8,858 million, primarily due to lower issuances of mobile handsets and mobile broadband data modems, partly offset by higher cost of licenses from various partnership with content providers.

Interconnection costs decreased by Php1,662 million, or 21%, to Php6,373 million, primarily due to lower interconnection cost on domestic voice and SMS services, mainly as a result of lower interconnection rates, and lower interconnection costs on international voice and SMS services, partially offset by an increase in interconnection charges on international data roaming.

Provisions decreased by Php6,004 million, or 73%, to Php2,242 million, primarily due to lower provisions for doubtful accounts and inventory obsolescence.



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### Other Income (Expenses)

The following table summarizes the breakdown of our total wireless-related other income (expenses) for the years ended December 31, 2017 and 2016:

	2017	2016	Change	
			Amount	%
		(in millions)		
Other Income (Expenses):				
Financing costs – net	(Php2,260)	(Php2,487)	Php227	9
Equity share in net losses of associates	(129)	(237)	108	46
Foreign exchange losses – net	(46)	(1,702)	1,656	97
Gain on derivative financial instruments – net	282	485	(203)	(42)
Interest income	307	270	37	14
Other income – net	2,063	154	1,909	1,240
<b>Total</b>	<b>Php217</b>	<b>(Php3,517)</b>	<b>Php3,734</b>	<b>106</b>

Our wireless business' other income amounted to Php217 million in 2017, an increase of Php3,734 million, or 106%, as against other expenses of Php3,517 million in 2016, primarily due to the combined effects of the following: (i) higher other income – net by Php1,909 million mainly due to higher miscellaneous income, partly offset by the impairment on Smart's investment in AF Payments, Inc., or AFPI, and lower income from consultancy; (ii) lower net foreign exchange losses by Php1,656 million on account of revaluation of foreign currency-denominated assets and liabilities due to the lower level of depreciation of the Philippine peso relative to the U.S. dollar; (iii) lower net financing costs by Php227 million; (iv) lower equity share in net losses of associates by Php108 million; (v) higher interest income by Php37 million; and (vi) lower net gains on derivative financial instruments by Php203 million.

### Benefit from Income Tax

Benefit from income tax amounted to Php2,784 million in 2017, an increase of Php1,514 million from Php1,270 million in 2016, mainly on account of the tax impact of depreciation due to shortened life of property and equipment, and noncurrent asset impairment recognized for the year.

### Net Income (Loss)

As a result of the foregoing, our wireless business' net loss amounted to Php3,510 million in 2017, lower by Php12,973 million as against net income of Php9,463 million in 2016.

### EBITDA

Our wireless business' EBITDA increased by Php2,490 million, or 8%, to Php35,151 million in 2017 from Php32,661 million in 2016. EBITDA margin increased to 40% in 2017 from 32% in 2016.

### Core Income

Our wireless business' core income decreased by Php2,888 million, or 25%, to Php8,514 million in 2017 from Php11,402 million in 2016 on account of higher depreciation expense, partially offset by higher EBITDA.

### Fixed Line

#### Revenues

Revenues generated from our fixed line business amounted to Php78,341 million in 2017, an increase of Php5,613 million, or 8%, from Php72,728 million in 2016.

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The following table summarizes our total revenues from our fixed line business for the years ended December 31, 2017 and 2016 by service segment:

	2017	%	2016	%	Increase (Decrease)	
					Amount	%
			(in millions)			
Service Revenues:						
Voice	Php28,500	36	Php29,630	41	(Php1,130)	(4)
Data	44,294	57	37,711	52	6,583	17
Miscellaneous	1,963	2	1,665	2	298	18
	74,757	95	69,006	95	5,751	8
Non-Service Revenues:						
Sale of computers, phone units and SIM packs, and point-product sales	3,584	5	3,722	5	(138)	(4)
Total Fixed Line Revenues	Php78,341	100	Php72,728	100	Php5,613	8

### Service Revenues

Our fixed line service revenues increased by Php5,751 million, or 8%, to Php74,757 million in 2017 from Php69,006 million in 2016, due to higher revenues from our data and miscellaneous services, partially offset by lower voice service revenues.

#### Voice Services

Revenues from our voice services decreased by Php1,130 million, or 4%, to Php28,500 million in 2017 from Php29,630 million in 2016, primarily due to lower international (partly due to the continued popularity of services such as *Skype*, *Viber*, *Line*, *Facebook Messenger*, *Google Talk* and *WhatsApp*, offering free on-net calling services, and other similar services), and domestic services, partially offset by higher revenues from local exchange.

#### Data Services

The following table shows information of our data service revenues for the years ended December 31, 2017 and 2016:

	2017	2016	Increase	
			Amount	%
Data service revenues (in millions)	Php44,294	Php37,711	Php6,583	17
Home broadband	18,054	14,896	3,158	21
Corporate data and ICT	26,240	22,815	3,425	15

Our data services posted revenues of Php44,294 million in 2017, an increase of Php6,583 million, or 17%, from Php37,711 million in 2016, primarily due to higher home broadband revenues from DSL and *Fibr*, an increase in corporate data and leased lines primarily i-Gate, Fibernet, Internet Protocol-Virtual Private Network, or IP-VPN, Metro Ethernet and *Shops.Work*, and higher data center and ICT revenues. The percentage contribution of this service segment to our fixed line service revenues accounted for 59% and 55% for the years ended December 31, 2017 and 2016, respectively.

#### Home Broadband

Home broadband data revenues amounted to Php18,054 million in 2017, an increase of Php3,158 million, or 21%, from Php14,896 million in 2016. This growth is driven by increasing demand for broadband services which the company is providing through its existing copper network and a nationwide roll-out of its FTTH network. Home broadband revenues accounted for 41% and 39% of total data service revenues in the years ended December 31, 2017 and 2016, respectively. PLDT's FTTH nationwide network rollout reached over four million homes passed in 2017.

#### Corporate Data and ICT

Corporate data services amounted to Php22,889 million in 2017, an increase of Php2,909 million, or 15%, as compared with Php19,980 million in 2016, mainly due to sustained market traction of broadband data services and growth on *Fibr*, as a result of higher internet connectivity requirements, and key Private Networking Solutions such as IP-VPN, Metro Ethernet and *Shops.Work*. Corporate data revenues accounted for 52% and 53% of total data services in the years ended December 31, 2017 and 2016, respectively.

ICT revenues increased by Php516 million, or 18%, to Php3,351 million in 2017 from Php2,835 million in 2016 mainly due to higher revenues from colocation and managed IT services. Cloud services include cloud contact center, cloud

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infrastructure as a service, cloud software as a service and cloud professional services. The percentage contribution of this service segment to our total data service revenues was 8% in each of 2017 and 2016.

### Miscellaneous Services

Miscellaneous service revenues are derived mostly from rental, outsourcing and facilities management fees. These service revenues increased by Php298 million, or 18%, to Php1,963 million in 2017 from Php1,665 million in 2016 mainly due to higher outsourcing and management fees. The percentage contribution of miscellaneous service revenues to our total fixed line service revenues accounted for 3% and 2% in 2017 and 2016, respectively.

### Non-service Revenues

Non-service revenues decreased by Php138 million, or 4%, to Php3,584 million in 2017 from Php3,722 million in 2016, primarily due to lower sale of *PLP* and *Telpad* units, and *FabTab* for *myDSL* retention, partly offset by higher computer-bundled, hardware and software sales.

### Expenses

Expenses related to our fixed line business totaled Php63,864 million in 2017, an increase of Php2,579 million, or 4%, as compared with Php61,285 million in 2016. The increase was primarily due to higher selling, general and administrative expenses, cost of sales and services, and provisions, partly offset by lower interconnection costs, depreciation and amortization expenses, and noncurrent asset impairment. As a percentage of our total fixed line revenues, expenses associated with our fixed line business accounted for 82% and 84% for the years ended December 31, 2017 and 2016, respectively.

The following table shows the breakdown of our total fixed line-related expenses for the years ended December 31, 2017 and 2016 and the percentage of each expense item to the total:

	2017		2016 <sup>(1)</sup>		Increase (Decrease)	
	Amount	%	Amount	%	Amount	%
			(in millions)			
Selling, general and administrative expenses	Php37,390	59	Php34,248	56	Php3,142	9
Depreciation and amortization	15,001	24	15,471	25	(470)	(3)
Cost of sales and services	4,788	7	3,868	6	920	24
Interconnection costs	4,587	7	5,940	10	(1,353)	(23)
Provisions	2,098	3	1,722	3	376	22
Noncurrent asset impairment	–	–	36	–	(36)	(100)
Total	Php63,864	100	Php61,285	100	Php2,579	4

<sup>(1)</sup> Certain expenses in 2016 were reclassified to conform to the current presentation.

Selling, general and administrative expenses increased by Php3,142 million, or 9%, to Php37,390 million primarily due to higher professional and other contracted services, and compensation and employee benefits, partly offset by lower repairs and maintenance costs, and selling and promotions.

Depreciation and amortization charges decreased by Php470 million, or 3%, to Php15,001 million mainly due to a lower depreciable asset base.

Cost of sales and services increased by Php920 million, or 24%, to Php4,788 million, primarily due to various partnerships with content providers.

Interconnection costs decreased by Php1,353 million, or 23%, to Php4,587 million, primarily due to lower international interconnection costs, as a result of a decrease in international inbound calls that terminated to other domestic carriers, and lower domestic interconnection costs.

Provisions increased by Php376 million, or 22%, to Php2,098 million, mainly due to higher provision for doubtful accounts, partly offset by lower provision for inventory obsolescence.

Noncurrent asset impairment amounted to nil and Php36 million in 2017 and 2016, respectively.

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### Other Income (Expenses)

The following table summarizes the breakdown of our total fixed line-related other income (expenses) for the years ended December 31, 2017 and 2016:

	2017	2016	Change	
			Amount	%
		(in millions)		
Other Income (Expenses):				
Financing costs – net	<b>(Php5,106)</b>	(Php4,917)	(Php189)	(4)
Foreign exchange losses – net	<b>(98)</b>	(486)	388	80
Equity share in net earnings (losses) of associates	<b>44</b>	(40)	84	210
Gains on derivative financial instruments – net	<b>251</b>	511	(260)	(51)
Interest income	<b>695</b>	707	(12)	(2)
Other income – net	<b>891</b>	3,934	(3,043)	(77)
<b>Total</b>	<b>(Php3,323)</b>	(Php291)	(Php3,032)	(1,042)

Our fixed line business' other expenses amounted to Php3,323 million in 2017 from Php291 million in 2016, mainly due to the combined effects of the following: (i) lower other income – net by Php3,043 million mainly due to impairment of investment in Hastings and lower gain on sale of properties, partly offset by the reversal of impairment of investment in Digital Crossing, Inc.; (ii) lower net gains on derivative financial instruments by Php260 million; (iii) higher net financing costs by Php189 million; (iv) a decrease in interest income by Php12 million; (v) equity share in net earnings of associates of Php44 million in 2017 as against equity share in net losses of associates of Php40 million in 2016; and (vi) lower net foreign exchange losses by Php388 million.

### Provision for Income Tax

Provision for income tax amounted to Php3,680 million in 2017, an increase of Php662 million, or 22%, from Php3,018 million in 2016. The effective tax rates for our fixed line business were 33% and 27% in 2017 and 2016, respectively.

### Net Income

As a result of the foregoing, our fixed line business registered a net income of Php7,474 million in 2017, a decrease of Php660 million, or 8%, as compared with Php8,134 million in 2016.

### EBITDA

Our fixed line business' EBITDA increased by Php2,528 million, or 9%, to Php29,478 million in 2017 from Php26,950 million in 2016. EBITDA margin remained stable at 39% in each of 2017 and 2016.

### Core Income

Our fixed line business' core income increased by Php1,100 million, or 14%, to Php8,846 million in 2017 from Php7,746 million in 2016, primarily as a result of higher EBITDA and lower depreciation expense, partially offset by lower other income – net.

### Others

#### Revenues

We generated revenues of Php16 million from our other business in 2017, a decrease of Php4 million, or 20%, from Php20 million in 2016.

#### Expenses

Expenses related to our other business totaled Php79 million in 2017, an increase of Php37 million, or 88%, as compared with Php42 million in 2016, due to higher selling, general and administrative expenses.



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### Other Income (Expenses)

The following table summarizes the breakdown of other income (expenses) for other business segment for the years ended December 31, 2017 and 2016:

	2017	2016	Change	
			Amount	%
		(in millions)		
Other Income (Expenses):				
Equity share in net earnings of associates and joint ventures	Php2,991	Php1,458	Php1,533	105
Interest income	653	306	347	113
Financing costs – net	(201)	(187)	(14)	(7)
Foreign exchange losses – net	(267)	(597)	330	55
Other income – net	7,214	1,768	5,446	308
Total	Php10,390	Php2,748	Php7,642	278

Other income increased by Php7,642 million to Php10,390 million in 2017 from Php2,748 million in 2016, primarily due to the combined effects of the following: (i) higher other income – net by Php5,446 million due to lower impairment on the Rocket Internet investment and gain on conversion of iflix convertible notes, partly offset by lower gain on sale of Beacon Electric Holdings, Inc., or Beacon, shares in 2017; (ii) higher equity share in net earnings of associates and joint ventures by Php1,533 million due to higher equity share in net earnings of Beta, resulting mainly from the gain on sale of SPi; (iii) an increase in interest income by Php347 million; (iv) lower net foreign exchange losses by Php330 million; and (v) higher financing costs by Php14 million.

### Net Income

As a result of the foregoing, our other business segment registered a net income of Php10,120 million in 2017, an increase of Php7,555 million from Php2,565 million in 2016.

### Core Income

Our other business segment's core income amounted to Php10,926 million in 2017, an increase of Php2,217 million, or 25%, as compared with Php8,709 million in 2016, mainly as a result of the higher equity share in net earnings of associates and joint ventures, higher other income and higher interest income.

### Years ended December 31, 2016 and 2015

#### Wireless

##### Revenues

We generated revenues of Php104,914 million from our wireless business in 2016, a decrease of Php10,599 million, or 9%, from Php115,513 million in 2015.

The following table summarizes our total revenues from our wireless business for the years ended December 31, 2016 and 2015 by service:

	2016	%	2015	%	Decrease	
					Amount	%
			(in millions)			
Service Revenues:						
Mobile	Php96,497	92	Php105,655	91	(Php9,158)	(9)
Home Broadband	2,772	3	3,040	3	(268)	(9)
Digital platforms and mobile financial services	728	1	1,051	1	(323)	(31)
MVNO and others <sup>(1)</sup>	585	–	970	1	(385)	(40)
Total Wireless Service Revenues	100,582	96	110,716	96	(10,134)	(9)
Non-Service Revenues:						
Sale of mobile handsets, mobile SIM-packs and broadband data modems	4,332	4	4,797	4	(465)	(10)
Total Wireless Revenues	Php104,914	100	Php115,513	100	(Php10,599)	(9)

<sup>(1)</sup> Includes service revenues generated by MVNOs of PLDT Global subsidiaries.

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### Service Revenues

Our wireless service revenues in 2016 decreased by Php10,134 million, or 9%, to Php100,582 million as compared with Php110,716 million in 2015, mainly as a result of lower revenues from mobile, home broadband, digital platforms and mobile financial services, and MVNO and other services. As a percentage of our total wireless revenues, service revenues accounted for 96% in each of 2016 and 2015.

#### Mobile Services

Our mobile service revenues amounted to Php96,497 million in 2016, a decrease of Php9,158 million, or 9%, from Php105,655 million in 2015. Mobile service revenues accounted for 96% and 95% of our wireless service revenues in 2016 and 2015, respectively.

The following table shows the breakdown of our mobile service revenues for the years ended December 31, 2016 and 2015:

	2016	%	2015	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Mobile Services:						
Voice	Php37,094	38	Php46,129	44	(Php9,035)	(20)
SMS	32,745	34	37,982	36	(5,237)	(14)
Data	25,517	27	20,179	19	5,338	26
Inbound roaming and others <sup>(1)</sup>	1,141	1	1,365	1	(224)	(16)
<b>Total</b>	<b>Php96,497</b>	<b>100</b>	<b>Php105,655</b>	<b>100</b>	<b>(Php9,158)</b>	<b>(9)</b>

<sup>(1)</sup> Refers to other non-subscriber-related revenues consisting primarily of inbound international roaming fees and share in revenues from Smart Money.

#### Voice Services

Mobile revenues from our voice services, which include all voice traffic, decreased by Php9,035 million, or 20%, to Php37,094 million in 2016 from Php46,129 million in 2015 primarily due to lower domestic and international voice revenues due to the availability of alternative calling options and other OTT services such as *Viber*, *Facebook Messenger*, and similar services. Mobile voice services accounted for 38% and 44% of our mobile service revenues in 2016 and 2015, respectively.

Domestic voice service revenues decreased by Php6,486 million, or 18%, to Php28,666 million in 2016 from Php35,152 million in 2015, due to lower domestic outbound and inbound voice service revenues.

International voice service revenues decreased by Php2,549 million, or 23%, to Php8,428 million in 2016 from Php10,977 million in 2015 primarily due to lower international inbound and outbound voice service revenues as a result of lower international voice traffic, partially offset by the effect of higher weighted average exchange rate of the Philippine peso relative to the U.S. dollar.

#### SMS Services

Mobile revenues from our SMS services, which include all SMS-related services and VAS, decreased by Php5,237 million, or 14%, to Php32,745 million in 2016 from Php37,982 million in 2015 mainly from lower bucket-priced and unlimited SMS revenues. Mobile SMS services accounted for 34% and 36% of our mobile service revenues in 2016 and 2015, respectively.

#### Data Services

Mobile revenues from our data services, which include mobile internet, mobile broadband and other data services, increased by Php5,338 million, or 26%, to Php25,517 million in 2016 from Php20,179 million in 2015 primarily due to higher mobile internet revenues, mobile broadband and other data revenues.

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The following table shows the breakdown of our mobile data revenues for the years ended December 31, 2016 and 2015:

	2016	%	2015	%	Increase	
					Amount	%
	(in millions)					
Data Services:						
Mobile internet <sup>(1)</sup>	Php17,167	67	Php12,055	60	Php5,112	42
Mobile broadband	8,147	32	7,951	39	196	2
Other data	203	1	173	1	30	17
Total	Php25,517	100	Php20,179	100	Php5,338	26

<sup>(1)</sup> Includes revenues from web-based services, net of discounts and content provider costs.

### Mobile internet

Mobile internet service revenues increased by Php5,112 million, or 42%, to Php17,167 million in 2016 from Php12,055 million in 2015 as a result of the increase in smartphone ownership and greater data usage among our subscriber base leading to an increase in mobile internet browsing and prevalent use of mobile apps, social networking sites and other OTT services. Mobile internet services accounted for 18% and 11% of our mobile service revenues in 2016 and 2015, respectively.

### Mobile broadband

Mobile broadband revenues amounted to Php8,147 million in 2016, an increase of Php196 million, or 2%, from Php7,951 million in 2015 primarily due to higher mobile broadband traffic.

### Other data

Revenues from our other data services, which include domestic leased lines and share in revenue from PLDT *WeRoam*, increased by Php30 million, or 17%, to Php203 million in 2016 from Php173 million in 2015.

### Inbound Roaming and Others

Mobile revenues from inbound roaming and other services decreased by Php224 million, or 16%, to Php1,141 million in 2016 from Php1,365 million in 2015.

The following table shows the breakdown of our mobile service revenues for the years ended December 31, 2016 and 2015:

	2016	2015	Decrease	
			Amount	%
	(in millions)			
Mobile service revenues	Php96,497	Php105,655	(Php9,158)	(9)
By service type				
Prepaid	67,304	76,143	(8,839)	(12)
Postpaid	28,052	28,147	(95)	-
Inbound roaming and others	1,141	1,365	(224)	(16)

### Prepaid Revenues

Revenues generated from our mobile prepaid services amounted to Php67,304 million in 2016, a decrease of Php8,839 million, or 12%, as compared with Php76,143 million in 2015. Mobile prepaid service revenues accounted for 70% and 72% of mobile service revenues in 2016 and 2015, respectively. The decrease in revenues from our mobile prepaid services was primarily driven by lower mobile prepaid subscriber base resulting to lower voice and text messaging revenues, partially offset by an increase in mobile internet revenues.

### Postpaid Revenues

Revenues generated from mobile postpaid service amounted to Php28,052 million in 2016, a decrease of Php95 million as compared with Php28,147 million in 2015, and accounted for 29% and 27% of mobile service revenues in 2016 and 2015, respectively. The decrease in our mobile postpaid service revenues was primarily due to a lower postpaid subscriber base.

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### Subscriber Base, ARPU and Churn Rates

The following table shows our wireless subscriber base as at December 31, 2016 and 2015:

	2016	2015	Increase (Decrease)	
			Amount	%
Mobile subscriber base	62,763,209	68,612,118	(5,848,909)	(9)
Smart <sup>(1)</sup>	23,027,793	26,921,211	(3,893,418)	(14)
Postpaid	1,383,830	1,502,678	(118,848)	(8)
Prepaid	21,643,963	25,418,533	(3,774,570)	(15)
TNT	29,845,509	28,054,160	1,791,349	6
Sun <sup>(1)</sup>	9,889,907	13,636,747	(3,746,840)	(27)
Postpaid	1,426,438	2,045,580	(619,136)	(30)
Prepaid	8,463,469	11,591,167	(3,127,698)	(27)
Home broadband subscriber base	270,203	258,776	11,427	4
Total wireless subscribers	63,033,412	68,870,894	(5,837,482)	(8)

<sup>(1)</sup> Includes mobile broadband subscribers.

The average monthly churn rate for *Smart Prepaid* subscribers in 2016 and 2015 were 7.6% and 6.6%, respectively, while the average monthly churn rate for *TNT* subscribers were 6.3% and 5.7% in 2016 and 2015, respectively. The average monthly churn rate for *Sun Prepaid* subscribers were 8.8% and 11.3% in 2016 and 2015, respectively.

The average monthly churn rate for *Smart Postpaid* subscribers were 4.8% and 3.3% in 2016 and 2015, respectively, and 6.4% and 4.3% in 2016 and 2015, respectively, for *Sun Postpaid* subscribers.

The following table summarizes our average monthly ARPUs for the years ended December 31, 2016 and 2015:

	Gross <sup>(1)</sup>		Increase (Decrease)		Net <sup>(2)</sup>		Increase (Decrease)	
	2016	2015	Amount	%	2016	2015	Amount	%
Prepaid								
Smart	Php117	Php129	(Php12)	(9)	Php107	Php118	(Php11)	(9)
TNT	82	91	(9)	(10)	76	84	(8)	(10)
Sun	90	74	16	22	83	68	15	22
Postpaid								
Smart	966	993	(27)	(3)	951	982	(31)	(3)
Sun	443	444	(1)	-	437	441	(4)	(1)

<sup>(1)</sup> Gross monthly ARPU is calculated by dividing gross mobile service revenues for the month, gross of discounts, content provider costs and interconnection income but excluding inbound roaming revenues, by the average number of subscribers in the month.

<sup>(2)</sup> Net monthly ARPU is calculated by dividing gross mobile service revenues for the month, including interconnection income, but excluding inbound roaming revenues, net of discounts and content provider costs, by the average number of subscribers in the month.

### Home Broadband

Revenues from our *HOMEBro* services decreased by Php268 million, or 9%, to Php2,772 million in 2016 from Php3,040 million in 2015 mainly due to the continued migration of our high-value fixed wireless subscribers from legacy technologies (Canopy & WiMAX) to either TD-LTE or wired broadband (DSL/FTTH). In addition, ARPU has decreased as a result of price competition and PLDT's continued efforts to bring high-quality broadband services to the lower income home segments.

Subscribers of our *HOMEBro* services increased by 11,427 or 4% to 270,203 subscribers as of December 31, 2016 from 258,776 subscribers as of December 31, 2015. This significant turnaround in subscriber base was directly attributed to the launch of the country's most affordable postpaid broadband offering designed for the home – *Home Ultra Plan 699*.



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### Digital Platforms and Mobile Financial Services

Revenues from digital platforms and mobile financial services, as reported by Voyager, decreased by Php323 million, or 31%, to Php728 million in 2016 from Php1,051 million in 2015 primarily due to lower revenues from PayMaya.

### MVNO and Others

Revenues from our other services decreased by Php385 million, or 40%, to Php585 million in 2016 from Php970 million in 2015, primarily due to a decrease in the number of ACeS Philippines' subscribers, lower revenue contribution from MVNOs of PLDT Global, partially offset by the impact of higher weighted average exchange rate of the Philippine peso relative to the U.S. dollar to Php47.48 for the year ended December 31, 2016 from Php45.51 for the year ended December 31, 2015 on our U.S. dollar and U.S. dollar-linked other service revenues.

### Non-Service Revenues

Our wireless non-service revenues consist of sales of mobile handsets, mobile SIM-packs and broadband data modems, tablets and accessories. Our wireless non-service revenues decreased by Php465 million, or 10%, to Php4,332 million in 2016 from Php4,797 million in 2015, primarily due to lower revenues from the sale of broadband data modems, partially offset by higher revenues from sale of mobile handsets attributed to *Smart Prepaid Android Phone Kits*.

### Expenses

Expenses associated with our wireless business amounted to Php93,204 million in 2016, a decrease of Php2,154 million, or 2%, from Php95,358 million in 2015. A significant portion of the decrease was mainly attributable to lower selling, general and administrative expenses, noncurrent asset impairment and interconnection costs, partially offset by higher provisions, depreciation and amortization, and cost of sales and services. As a percentage of our total wireless revenues, expenses associated with our wireless business accounted for 89% and 83% in 2016 and 2015, respectively.

The following table summarizes the breakdown of our total wireless-related expenses for the years ended December 31, 2016 and 2015 and the percentage of each expense item in relation to the total:

	2016	%	2015	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Selling, general and administrative expenses	Php42,472	46	Php47,308	50	(Php4,836)	(10)
Depreciation and amortization	18,984	20	17,218	18	1,766	10
Cost of sales and services	14,429	15	13,873	14	556	4
Provisions	8,246	9	2,658	3	5,588	210
Interconnection costs	8,035	9	8,513	9	(478)	(6)
Noncurrent asset impairment	1,038	1	5,788	6	(4,750)	(82)
Total	Php93,204	100	Php95,358	100	(Php2,154)	(2)

Selling, general and administrative expenses decreased by Php4,836 million, or 10%, to Php42,472 million, primarily due to lower selling and promotions, compensation and employee benefits, and rent expenses.

Depreciation and amortization charges increased by Php1,766 million, or 10%, to Php18,984 million, primarily due to higher depreciable asset base.

Cost of sales and services increased by Php556 million, or 4%, to Php14,429 million, primarily due to higher average costs and increased smartphone and data-capable device issuances for Smart Postpaid subscribers, increased availments for *Smart Prepaid Android Phone Kits*, and higher cost of licenses from various partnership with content providers.

Provisions increased by Php5,588 million, to Php8,246 million, primarily due to higher provisions for doubtful accounts and inventory obsolescence.

Interconnection costs decreased by Php478 million, or 6%, to Php8,035 million, primarily due to lower interconnection cost on international voice and text services, partially offset by an increase in interconnection charges on domestic voice and text services.

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Noncurrent asset impairment decreased by Php4,750 million, or 82%, to Php1,038 million, primarily due to higher impairment provision for property and equipment in 2015.

### Other Expenses

The following table summarizes the breakdown of our total wireless-related other income (expenses) for the years ended December 31, 2016 and 2015:

	2016	2015	Change	
			Amount	%
			(in millions)	
Other Income (Expenses):				
Financing costs – net	(Php2,487)	(Php1,799)	(Php688)	38
Foreign exchange losses – net	(1,702)	(1,622)	(80)	5
Equity share in net losses of associates	(237)	(81)	(156)	193
Interest income	270	308	(38)	(12)
Gain on derivative financial instruments – net	485	–	485	100
Other income – net	154	1,236	(1,082)	(88)
<b>Total</b>	<b>(Php3,517)</b>	<b>(Php1,958)</b>	<b>(Php1,559)</b>	<b>80</b>

Our wireless business' other expenses amounted to Php3,517 million in 2016, an increase of Php1,559 million, or 80%, from Php1,958 million in 2015, primarily due to the combined effects of the following: (i) a decrease in other income – net by Php1,082 million mainly due to reversal of asset retirement obligation in 2015 and lower gain on insurance claims, partly offset by higher income from consultancy services; (ii) higher net financing costs by Php688 million mainly due to higher outstanding loan balances, higher weighted average interest rate and higher financing charges, partly offset by higher capitalized interest; (iii) higher equity share in net losses of associates by Php156 million; (iv) higher foreign exchange losses by Php80 million; (v) lower interest income by Php38 million; and (vi) net gains on derivative financial instruments of Php485 million in 2016.

### Provision for (Benefit from) Income Tax

Benefit from income tax amounted to Php1,270 million in 2016 as against provision for income tax of Php2,763 million in 2015, primarily due to lower taxable income and recognition of deferred tax benefit relating to Smart's acquisition of DMPI's subscriber base.

### Net Income

As a result of the foregoing, our wireless business' net income decreased by Php5,971 million, or 39%, to Php9,463 million in 2016 from Php15,434 million in 2015.

### EBITDA

Our wireless business' EBITDA decreased by Php11,576 million, or 26%, to Php32,661 million in 2016 from Php44,237 million in 2015. EBITDA margin decreased to 32% in 2016 from 40% in 2015.

### Core Income

Our wireless business' core income decreased by Php11,110 million, or 49%, to Php11,402 million in 2016 from Php22,512 million in 2015 mainly on account of lower EBITDA and higher depreciation expense.

### Fixed Line

#### Revenues

Revenues generated from our fixed line business amounted to Php72,728 million in 2016, an increase of Php3,863 million, or 6%, from Php68,865 million in 2015.

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The following table summarizes our total revenues from our fixed line business for the years ended December 31, 2016 and 2015 by service segment:

	2016	%	2015	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Service Revenues:						
Voice	Php29,630	41	Php30,253	44	(Php623)	(2)
Data	37,711	52	33,748	49	3,963	12
Miscellaneous	1,665	2	1,474	2	191	13
	69,006	95	65,475	95	3,531	5
Non-Service Revenues:						
Sale of computers, phone units and SIM packs, and point-product sales	3,722	5	3,390	5	332	10
Total Fixed Line Revenues	Php72,728	100	Php68,865	100	Php3,863	6

### Service Revenues

Our fixed line service revenues increased by Php3,531 million, or 5%, to Php69,006 million in 2016 from Php65,475 million in 2015 due to higher revenues from our data and miscellaneous services, partially offset by lower voice service revenues.

### Voice Services

Revenues from our voice services decreased by Php623 million, or 2%, from Php29,630 million in 2016 from Php30,253 million in 2015 primarily due to lower international and domestic services, partially offset by higher revenues from local exchange.

### Data Services

The following table shows information of our data service revenues for the years ended December 31, 2016 and 2015:

	2016	2015	Increase	
			Amount	%
Data service revenues (in millions)	Php37,711	Php33,748	Php3,963	12
Home broadband	14,896	12,338	2,558	21
Corporate data and ICT	22,815	21,410	1,405	7

Our data services posted revenues of Php37,711 million in 2016, an increase of Php3,963 million, or 12%, from Php33,748 million in 2015, primarily due to higher home broadband revenues from DSL and *Fibr*, an increase in corporate data and leased lines primarily *i-Gate*, *Fibernet*, *Metro Ethernet* and *Shops.Work*, and higher data center and ICT revenues. The percentage contribution of this service segment to our fixed line service revenues was 55% and 52% in 2016 and 2015, respectively.

### Home Broadband

Home broadband data revenues amounted to Php14,896 million in 2016, an increase of Php2,558 million, or 21%, from Php12,338 million in 2015, primarily due to the company's commitment to aggressively expand the FTTH network in the Philippines, as well as an increase in the number of subscribers by 194,686, or 16%, to 1,450,550 subscribers as at December 31, 2016 from 1,255,864 subscribers as at December 31, 2015. Home broadband revenues accounted for 39% and 36% of total data service revenues in 2016 and 2015, respectively.

### Corporate Data and ICT

Corporate data services contributed Php19,980 million in 2016, an increase of Php1,174 million, or 6%, as compared with Php18,806 million in 2015, primarily due to sustained market traction of broadband data services such as DSL and *Fibr*, as a result of higher internet connectivity requirements, and key Private Networking Solutions such as IP-VPN, *Metro Ethernet* and *Shops.Work*. Corporate data revenues accounted for 53% and 56% of total data services in 2016 and 2015, respectively.

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ICT revenues increased by Php231 million, or 9%, to Php2,835 million in 2016 from Php2,604 million in 2015, primarily due to higher revenues from colocation, managed IT and social engagement solutions services. Cloud services include cloud contact center, cloud Infrastructure as a Service, cloud Software as a Service, managed security services and cloud professional services. The percentage contribution of this service segment to our total data service revenues was 8% in each of 2016 and 2015.

### Miscellaneous Services

Miscellaneous service revenues are derived mostly from rental, outsourcing and facilities management fees. These service revenues increased by Php191 million, or 13%, to Php1,665 million in 2016 from Php1,474 million in 2015, primarily due to higher outsourcing and management fees, partly offset by royalties from directory services in 2015. The percentage contribution of miscellaneous service revenues to our total fixed line service revenues was 2% in each of 2016 and 2015.

### Non-service Revenues

Non-service revenues increased by Php332 million, or 10%, to Php3,722 million in 2016 from Php3,390 million in 2015, primarily due to higher sale of *FabTAB* for *myDSL* retention and *PLP* units, computer-bundled, and *TVolution* units, partially offset by lower sale of *UNO* equipment, *Telpad* units, managed IT equipment, set top boxes and managed PABX solutions.

### Expenses

Expenses related to our fixed line business totaled Php61,285 million in 2016, an increase of Php2,868 million, or 5%, as compared with Php58,417 million in 2015. The increase was primarily due to higher expenses related to depreciation and amortization, noncurrent asset impairment, cost of sales and services, partly offset by lower expenses related to interconnection costs. As a percentage of our total fixed line revenues, expenses associated with our fixed line business accounted for 84% and 85% in 2016 and 2015, respectively.

The following table shows the breakdown of our total fixed line-related expenses for the years ended December 31, 2016 and 2015 and the percentage of each expense item to the total:

	2016	%	2015	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Selling, general and administrative	Php34,248	56	Php32,608	56	Php1,640	5
Depreciation and amortization	15,471	25	14,301	25	1,170	8
Interconnection costs	5,940	10	6,666	11	(726)	(11)
Cost of sales and services	3,868	6	3,598	6	270	8
Noncurrent asset impairment	36	—	—	—	36	100
Provisions	1,722	3	1,244	2	478	38
<b>Total</b>	<b>Php61,285</b>	<b>100</b>	<b>Php58,417</b>	<b>100</b>	<b>Php2,868</b>	<b>5</b>

Selling, general and administrative expenses increased by Php1,640 million, or 5%, to Php34,248 million, primarily due to higher expenses related to professional and other contracted services, rent, and repairs and maintenance.

Depreciation and amortization charges increased by Php1,170 million, or 8% to Php15,471 million due to a higher depreciable asset base.

Interconnection costs decreased by Php726 million, or 11%, to Php5,940 million, primarily due to lower international interconnection/settlement costs as a result of a decrease in international inbound calls that terminated to other domestic carriers, and lower international outbound calls, and data interconnection/settlement costs, particularly Fibernet and Ifonet.

Cost of sales and services increased by Php270 million, or 8%, to Php3,868 million, primarily due to higher sale of *FabTab* for *myDSL* retention, *PLP* units, computer-bundled sales, and sales of *TVolution* units, as well as due to various partnership with content providers.

Provisions increased by Php478 million, or 38%, to Php1,722 million, mainly due to higher provision for inventory obsolescence and doubtful accounts.



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### Other Expenses

The following table summarizes the breakdown of our total fixed line-related other income (expenses) for the years ended December 31, 2016 and 2015:

	2016	2015	Change	
			Amount	%
			(in millions)	
Other Income (Expenses):				
Financing costs – net	(Php4,917)	(Php4,509)	(Php408)	9
Foreign exchange losses – net	(486)	(892)	406	(46)
Equity share in net earnings (losses) of associates	(40)	38	(78)	(205)
Gains on derivative financial instruments – net	511	420	91	22
Interest income	707	620	87	14
Other income – net	3,934	1,724	2,210	128
<b>Total</b>	<b>(Php291)</b>	<b>(Php2,599)</b>	<b>Php2,308</b>	<b>(89)</b>

Our fixed line business' other expenses amounted to Php291 million in 2016, a decrease of Php2,308 million, or 89% from Php2,599 million in 2015 mainly due to the combined effects of the following: (i) an increase in other income – net by Php2,210 million due to gain on sale of property and lower loss on sale of fixed assets and materials; (ii) lower foreign exchange losses by Php406 million; (iii) higher net gain on derivative financial instruments by Php91 million; (iv) an increase in interest income by Php87 million; (v) equity share in net losses of associates of Php40 million in 2016 as against equity share in net earnings of associates of Php38 million in 2015; (vi) higher financing costs by Php408 million.

### Provision for Income Tax

Provision for income tax amounted to Php3,018 million in 2016, an increase of Php1,362 million, or 82%, from Php1,656 million in 2015 primarily due to higher taxable income. The effective tax rates for our fixed line business were 27% and 21% in 2016 and 2015, respectively.

### Net Income

As a result of the foregoing, our fixed line business registered a net income of Php8,134 million in 2016, an increase of Php1,941 million, or 31%, as compared with Php6,193 million in 2015.

### EBITDA

Our fixed line business' EBITDA increased by Php2,201 million, or 9%, to Php26,950 million in 2016 from Php24,749 million in 2015. EBITDA margin increased to 39% in 2016 from 38% in 2015.

### Core Income

Our fixed line business' core income increased by Php1,207 million, or 18%, to Php7,746 million in 2016 from Php6,539 million in 2015, primarily as a result of higher EBITDA, partly offset by higher provision for income tax.

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### Others

#### Expenses

Expenses related to our other business totaled Php42 million in 2016, a decrease of Php17 million, or 29%, as compared with Php59 million in 2015.

#### Other Income (Expenses)

The following table summarizes the breakdown of other income – net for other business segment for the years ended December 31, 2016 and 2015:

	2016	2015	Change	
			Amount	%
			(in millions)	
Other Income (Expenses):				
Equity share in net earnings of associates and joint ventures	Php1,458	Php3,284	(Php1,826)	(56)
Interest income	306	99	207	209
Financing costs – net	(187)	(179)	(8)	4
Foreign exchange losses – net	(597)	(522)	(75)	14
Other income (expenses) – net	1,768	(2,031)	3,799	(187)
<b>Total</b>	<b>Php2,748</b>	<b>Php651</b>	<b>Php2,097</b>	<b>322</b>

Other income increased by Php2,097 million to Php2,748 million in 2016 from Php651 million in 2015 primarily due to the combined effects of the following: (i) other income of Php1,768 million in 2016 as against other expenses of Php2,031 million in 2015 due to higher gain on sale of Beacon shares by PCEV in 2016 as against the gain on sale of Meralco shares by Beacon in 2015, partly offset by higher impairment loss on our investment in Rocket Internet resulting from the decline in fair value; (ii) an increase in interest income by Php207 million; (iii) higher financing costs by Php8 million; (iv) higher foreign exchange losses by Php75 million; and (v) lower equity share in net earnings of associates by Php1,826 million mainly from lower equity share in net earnings of Beacon and equity share in net losses of VTI in 2016, partly offset by higher equity share in net earnings of Beta due to the sale of its SPi CRM business.

#### Net Income

As a result of the foregoing, our other business segment registered a net income of Php2,565 million in 2016, an increase of Php2,117 million from Php448 million in 2015.

#### Core Income

Our other business segment's core income amounted to Php8,709 million in 2016, an increase of Php2,548 million, or 41%, as compared with Php6,161 million in 2015 mainly as a result of higher other income.

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### Years Ended December 31, 2015 and 2014

#### Wireless

##### Revenues

We generated revenues from our wireless business of Php115,513 million in 2015, a decrease of Php3,366 million, or 3%, from Php118,879 million in 2014.

The following table summarizes our total revenues from our wireless business for the years ended December 31, 2015 and 2014 by service:

	2015	%	2014	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Service Revenues:						
Mobile	Php105,655	91	Php108,780	92	(Php3,125)	(3)
Home Broadband	3,040	3	4,019	3	(979)	(24)
Digital platforms and mobile financial services	1,051	1	1,056	1	(5)	-
MVNO and others <sup>(1)</sup>	970	1	1,182	1	(212)	(18)
<b>Total Wireless Service Revenues</b>	<b>110,716</b>	<b>96</b>	<b>115,037</b>	<b>97</b>	<b>(4,321)</b>	<b>(4)</b>
Non-Service Revenues:						
Sale of mobile handsets, mobile SIM-packs and broadband data modems	4,797	4	3,842	3	955	25
<b>Total Wireless Revenues</b>	<b>Php115,513</b>	<b>100</b>	<b>Php118,879</b>	<b>100</b>	<b>(Php3,366)</b>	<b>(3)</b>

<sup>(1)</sup> Includes service revenues generated by MVNO's of PLDT Global subsidiaries.

##### Service Revenues

Our wireless service revenues in 2015 decreased by Php4,321 million, or 4%, to Php110,716 million as compared with Php115,037 million in 2014, mainly as a result of lower revenues from mobile, home broadband, and MVNO and other services. As a percentage of our total wireless revenues, service revenues accounted for 96% and 97% in 2015 and 2014, respectively.

##### Mobile Services

Our mobile service revenues amounted to Php105,655 million in 2015, a decrease of Php3,125 million, or 3%, from Php108,780 million in 2014. Mobile service revenues accounted for 95% of our wireless service revenues in each of 2015 and 2014.

	2015	%	2014	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Mobile Services:						
Voice	Php46,129	44	Php51,785	48	(Php5,656)	(11)
SMS	37,982	36	41,459	38	(3,477)	(8)
Data	20,179	19	14,413	13	5,766	40
Inbound roaming and others <sup>(2)</sup>	1,365	1	1,123	1	242	22
<b>Total</b>	<b>Php105,655</b>	<b>100</b>	<b>Php108,780</b>	<b>100</b>	<b>(Php3,125)</b>	<b>(3)</b>

<sup>(2)</sup> Refers to other non-subscriber-related revenues consisting primarily of inbound international roaming fees and share in revenues from Smart Money.

##### Voice Services

Mobile revenues from our voice services, which include all voice traffic, decreased by Php5,656 million, or 11%, to Php46,129 million in 2015 from Php51,785 million in 2014 resulting from lower domestic and international voice revenues due to the availability of alternative calling options and other OTT services such as *Viber*, *Facebook Messenger*, *GoogleTalk*, *WhatsApp* and similar services. Mobile voice services accounted for 44% and 48% of our mobile service revenues in 2015 and 2014, respectively.

Domestic voice service revenues decreased by Php2,448 million, or 7%, to Php35,152 million in 2015 from Php37,600 million in 2014, due to lower domestic outbound and inbound voice service revenues.

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International voice service revenues decreased by Php3,208 million, or 23%, to Php10,977 million in 2015 from Php14,185 million in 2014 primarily due to lower international inbound and outbound voice service revenues as a result of lower international voice traffic, partially offset by the effect of higher weighted average exchange rate of the Philippine peso relative to the U.S. dollar.

### SMS Services

Mobile revenues from our SMS services, which include all SMS-related services and VAS, decreased by Php3,477 million, or 8%, to Php37,982 million in 2015 from Php41,459 million in 2014 mainly from lower bucket-priced and unlimited SMS revenues. Mobile SMS services accounted for 36% and 38% of our mobile service revenues in 2015 and 2014, respectively.

### Data Services

Mobile revenues from our data services, which include mobile internet, mobile broadband and other data services, increased by Php5,766 million, or 40%, to Php20,179 million in 2015 from Php14,413 million in 2014.

The following table shows the breakdown of our mobile data revenues for the years ended December 31, 2015 and 2014:

	2015	%	2014	%	Increase	
					Amount	%
	(in millions)					
Data Services:						
Mobile internet <sup>(1)</sup>	Php12,055	60	Php8,253	57	Php3,802	46
Mobile broadband	7,951	39	6,000	42	1,951	33
Other data	173	1	160	1	13	8
Total	Php20,179	100	Php14,413	100	Php5,766	40

<sup>(1)</sup> Includes revenues from web-based services, net of discounts and content provider costs.

### Mobile internet

Mobile internet service revenues increased by Php3,802 million, or 46%, to Php12,055 million in 2015 from Php8,253 million in 2014 as a result of the increase in smartphone ownership and greater data adoption among our subscriber base leading to an increase in mobile internet browsing and prevalent use of mobile apps, social networking sites and other OTT services. Mobile internet services accounted for 11% and 8% of our mobile service revenues in 2015 and 2014, respectively.

### Mobile broadband

Mobile broadband revenues amounted to Php7,951 million in 2015, an increase of Php1,951 million, or 33%, from Php6,000 million in 2014 primarily due to higher mobile broadband traffic.

### Other data

Revenues from our other data services, which include domestic leased lines and share in revenues from PLDT *WeRoam*, increased by Php13 million, or 8%, to Php173 million in 2015 from Php160 million in 2014.

### Inbound Roaming and Others

Mobile revenues from inbound roaming and other services increased by Php242 million, or 22%, to Php1,365 million in 2015 from Php1,123 million in 2014.

The following table shows the breakdown of our mobile service revenues for the years ended December 31, 2015 and 2014:

	2015	2014	Increase (Decrease)	
			Amount	%
	(in millions)			
Mobile service revenues	Php105,655	Php108,780	(Php3,125)	(3)
By service type				
Prepaid	76,143	82,298	(6,155)	(7)
Postpaid	28,147	25,359	2,788	11
Inbound roaming and others	1,365	1,123	242	22



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### Prepaid Revenues

Revenues generated from our mobile prepaid services amounted to Php76,143 million in 2015, a decrease of Php6,155 million, or 7%, as compared with Php82,298 million in 2014. Mobile prepaid service revenues accounted for 72% and 76% of mobile service revenues in 2015 and 2014, respectively. The decrease in revenues from our mobile prepaid services was primarily driven by lower mobile prepaid subscriber base resulting to lower voice and text messaging revenues, partially offset by an increase in mobile internet revenues.

### Postpaid Revenues

Revenues generated from mobile postpaid service amounted to Php28,147 million in 2015, an increase of Php2,788 million, or 11%, as compared with Php25,359 million in 2014, and accounted for 27% and 23% of mobile service revenues in 2015 and 2014, respectively. The increase in our mobile postpaid service revenues was primarily driven by a growing postpaid subscriber base.

### Subscriber Base, ARPU and Churn Rates

The following table shows our mobile subscriber base as at December 31, 2015 and 2014:

	2015	2014	Increase (Decrease)	
			Amount	%
Mobile subscriber base	68,612,118	72,511,422	(3,899,304)	(5)
Smart <sup>(1)</sup>	26,921,211	27,894,947	(973,736)	(3)
Postpaid	1,502,678	1,222,764	279,914	23
Prepaid	25,418,533	26,672,183	(1,253,650)	(5)
TNT	28,054,160	28,149,360	(95,200)	-
Sun <sup>(1)</sup>	13,636,747	16,467,115	(2,830,368)	(17)
Postpaid	2,045,580	2,054,480	(8,900)	-
Prepaid	11,591,167	14,412,635	(2,821,468)	(20)
Home broadband subscriber base	258,776	331,781	(73,005)	(22)
Total wireless subscribers	68,870,894	72,843,203	(3,972,309)	(5)

<sup>(1)</sup> Includes mobile broadband subscribers.

The average monthly churn rate for *Smart Prepaid* subscribers in 2015 and 2014 were 6.6% and 5.8%, respectively, while the average monthly churn rate for *TNT* subscribers were 5.7% and 5.8% in 2015 and 2014, respectively. The average monthly churn rate for *Sun Prepaid* subscribers were 11.3% and 9.7% in 2015 and 2014, respectively.

The average monthly churn rate for *Smart Postpaid* subscribers were 3.3% and 2.9% in 2015 and 2014, respectively, and 4.3% and 2.0% in 2015 and 2014, respectively, for *Sun Postpaid* subscribers.

The following table summarizes our average monthly ARPUs for the years ended December 31, 2015 and 2014:

	Gross <sup>(1)</sup>		Increase (Decrease)		Net <sup>(2)</sup>		Increase (Decrease)	
	2015	2014	Amount	%	2015	2014	Amount	%
Prepaid								
Smart	Php129	Php144	(Php15)	(10)	Php118	Php130	(Php12)	(9)
TNT	91	97	(4)	(4)	84	88	(4)	(5)
Sun	74	76	(2)	(3)	68	69	(1)	(1)
Postpaid								
Smart	993	1,054	(61)	(6)	982	1,045	(63)	(6)
Sun	444	475	(31)	(7)	441	472	(31)	(7)

<sup>(1)</sup> Gross monthly ARPU is calculated by dividing gross mobile service revenues for the month, gross of discounts, content provider costs and interconnection income but excluding inbound roaming revenues, by the average number of subscribers in the month.

<sup>(2)</sup> Net monthly ARPU is calculated by dividing gross mobile service revenues for the month, including interconnection income, but excluding inbound roaming revenues, net of discounts and content provider costs, by the average number of subscribers in the month.

### Home Broadband

Revenues from our home broadband services decreased by Php979 million, or 24%, to Php3,040 million in 2015 from Php4,019 million in 2014 due to lower home broadband subscribers mainly due to migration of Canopy and WiMax to TD-LTE and other PLDT fixed broadband plans.

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### Digital Platforms and Mobile Financial Services

Revenues from digital platforms and mobile financial services, as reported by Voyager, decreased by Php5 million to Php1,051 million in 2015 from Php1,056 million in 2014.

### MVNO and Others

Revenues from our other services decreased by Php212 million, or 18%, to Php970 million in 2015 from Php1,182 million in 2014, primarily due to a decrease in the number of ACeS Philippines' subscribers, lower revenue contribution from MVNOs of PLDT Global, partially offset by the impact of higher weighted average exchange rate of the Philippine peso relative to the U.S. dollar.

### Non-Service Revenues

Our wireless non-service revenues consist of sales of mobile handsets, SIM-packs and broadband data modems, tablets and accessories. Our wireless non-service revenues increased by Php955 million, or 25%, to Php4,797 million in 2015 from Php3,842 million in 2014, primarily due to increased availments for broadband *Pocket WiFi*, *HOMEbro LTE*, broadband tablets accessories and computer packages, as well as higher postpaid mobile activation and retention packages, partly offset by lower quantity of broadband *Plug-It* modems issued.

### Expenses

Expenses associated with our wireless business amounted to Php95,358 million in 2015, an increase of Php6,256 million, or 7%, from Php89,102 million in 2014. A significant portion of the increase was attributable to higher cost of sales and services, noncurrent asset impairment, depreciation and amortization, provisions, interconnection costs and selling, general and administrative expenses. As a percentage of our total wireless revenues, expenses associated with our wireless business accounted for 86% and 77% in 2015 and 2014, respectively.

The following table summarizes the breakdown of our total wireless-related expenses for the years ended December 31, 2015 and 2014 and the percentage of each expense item in relation to the total:

	2015	%	2014	%	Increase (Decrease)	
					Amount	%
(in millions)						
Selling, general and administrative expenses	47,308	50	47,246	53	Php62	–
Depreciation and amortization	17,218	18	16,375	19	843	5
Cost of sales and services	13,873	14	11,632	13	2,241	19
Interconnection costs	8,513	9	8,229	9	284	3
Noncurrent asset impairment	5,788	6	3,616	4	2,172	60
Provisions	2,658	3	2,004	2	654	33
Total	Php95,358	100	Php89,102	100	Php6,256	7

Selling, general and administrative expenses increased by Php62 million to Php47,308 million primarily due to higher compensation and employee benefits, and professional and other contracted services, partly offset by lower selling and promotions expenses.

Depreciation and amortization charges increased by Php843 million, or 5%, to Php17,218 million, primarily due to a higher depreciable asset base and accelerated depreciation on service delivery platforms equipment.

Cost of sales and services increased by Php2,241 million, or 19%, to Php13,873 million, primarily due to increased modems and devices issued for *Pocket WiFi*, *HOMEbro LTE*, broadband accessories mainly tablets, as well as an increase in handset costs attributable to higher mobile postpaid activation and retention, partially offset by lower quantity of broadband *Plug-It* modems issued.

Interconnection costs increased by Php284 million, or 3%, to Php8,513 million, primarily due to an increase in interconnection charges on domestic voice and SMS services, partially offset by lower interconnection cost on international voice and SMS services.

Noncurrent asset impairment increased by Php2,172 million, or 60%, to Php5,788 million, primarily due to higher fixed asset impairment provision.

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Provisions increased by Php654 million, or 33%, to Php2,658 million, primarily due to higher provisions for inventory obsolescence and doubtful accounts.

### Other Expenses

The following table summarizes the breakdown of our total wireless-related other income (expenses) for the years ended December 31, 2015 and 2014:

	2015	2014	Change	
			Amount	%
			(in millions)	
Other Income (Expenses):				
Financing costs – net	(Php1,799)	(Php1,646)	(Php153)	9
Foreign exchange losses – net	(1,622)	(464)	(1,158)	250
Equity share in net losses of associates	(81)	(11)	(70)	636
Loss on derivative financial instruments – net	–	(34)	34	(100)
Interest income	308	217	91	42
Other income – net	1,236	1,214	22	2
<b>Total</b>	<b>(Php1,958)</b>	<b>(Php724)</b>	<b>(Php1,234)</b>	<b>170</b>

Our wireless business' other expenses amounted to Php1,958 million in 2015, an increase of Php1,234 million, or 170%, from Php724 million in 2014, primarily due to the combined effects of the following: (i) higher net foreign exchange losses by Php1,158 million on account of the revaluation of net foreign currency-denominated liabilities due to higher depreciation of the Philippine peso relative to the U.S. dollar; (ii) higher net financing costs by Php153 million; (iii) higher equity share in net losses of associates; (iv) an increase in other income – net by Php22 million; and (v) higher interest income by Php91 million.

### Provision for Income Tax

Provision for income tax decreased by Php4,395 million, or 61%, to Php2,763 million in 2015 from Php7,158 million in 2014 primarily due to lower taxable income and recognition of deferred tax assets. The effective tax rates for our wireless business were 15% and 25% in 2015 and 2014, respectively.

### Net Income

As a result of the foregoing, our wireless business' net income decreased by Php6,461 million, or 30%, to Php15,434 million in 2015 from Php21,895 million in 2014.

### EBITDA

Our wireless business' EBITDA decreased by Php6,680 million, or 13%, to Php44,237 million in 2015 from Php50,917 million in 2014.

### Core Income

Our wireless business' core income decreased by Php2,664 million, or 11%, to Php22,512 million in 2015 from Php25,176 million in 2014 on account of lower EBITDA and higher depreciation expense.

### Fixed Line

#### Revenues

Revenues generated from our fixed line business amounted to Php68,865 million in 2015, an increase of Php2,687 million, or 4%, from Php66,178 million in 2014.

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The following table summarizes our total revenues from our fixed line business for the years ended December 31, 2015 and 2014 by service segment:

	2015	%	2014	%	Increase (Decrease)	
					Amount	%
	(in millions)					
Service Revenues:						
Voice	Php30,253	44	Php32,356	49	(Php2,103)	(6)
Data	33,748	49	30,332	46	3,416	11
Miscellaneous	1,474	2	1,419	2	55	4
	65,475	95	64,107	97	1,368	2
Non-Service Revenues:						
Sale of computers, phone units and SIM packs, and point-product sales	3,390	5	2,071	3	1,319	64
Total Fixed Line Revenues	Php68,865	100	Php66,178	100	Php2,687	4

### Service Revenues

Our fixed line service revenues increased by Php1,368 million, or 2%, to Php65,475 million in 2015 from Php64,107 million in 2014 due to higher revenues from our data and miscellaneous services, partially offset by lower voice service revenues.

#### Voice Services

Revenues from our voice services decreased by Php2,103 million, or 6%, to Php30,253 million in 2015 from Php32,356 million in 2014 due to lower international and domestic voice revenues, partly offset by higher local exchange service revenues.

#### Data Services

The following table shows information of our data service revenues for the years ended December 31, 2015 and 2014:

	2015	2014	Increase	
			Amount	%
Data service revenues (in millions)	Php33,748	Php30,332	Php3,416	11
Home broadband	12,338	10,935	1,403	13
Corporate data and ICT	21,410	19,397	2,013	10

Our data services posted revenues of Php33,748 million in 2015, an increase of Php3,416 million, or 11%, from Php30,332 million in 2014, primarily due to higher home broadband revenues from DSL and *Fibr*, an increase in corporate data and leased lines primarily i-Gate, Fibernet, Metro Ethernet and *Shops.Work*, and higher ICT revenues. The percentage contribution of this service segment to our fixed line service revenues was 52% and 47% in 2015 and 2014, respectively.

#### Home Broadband

Home broadband data revenues amounted to Php12,338 million in 2015, an increase of Php1,403 million, or 13%, from Php10,935 million in 2014 primarily due to an increase in the number of subscribers. Home broadband revenues accounted for 36% of total data service revenues in each of 2015 and 2014.

#### Corporate data and ICT

Corporate data services contributed Php18,806 million in 2015, an increase of Php1,481 million, or 9%, as compared with Php17,325 million in 2014 mainly due to sustained market traction of broadband data services such as DSL and *Fibr*, as a result of higher internet connectivity requirements, i-Gate, and key Private Networking Solutions such as IP-VPN, Metro Ethernet and *Shops.Work*. Corporate data revenues accounted for 56% and 57% of total data services in 2015 and 2014, respectively.

As at December 31, 2015, ePLDT Group had a total of 3,150 rack capacity in six locations covering Metro Manila, Subic and Cebu. ICT revenues increased by Php532 million, or 26%, to Php2,604 million in 2015 from Php2,072 million in 2014 mainly due to higher revenues from colocation, cloud and big data services. Cloud services include cloud contact center, cloud IaaS, cloud SaaS, managed security services and cloud professional services. The percentage contribution of this service segment to our total data service revenues was 8% and 7% in 2015 and 2014, respectively.



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### Miscellaneous Services

Miscellaneous service revenues are derived mostly from rental, outsourcing and facilities management fees. These service revenues increased by Php55 million, or 4%, to Php1,474 million in 2015 from Php1,419 million in 2014 mainly due to higher outsourcing and management fees, partly offset by royalties from directory services in 2015. The percentage contribution of miscellaneous service revenues to our total fixed line service revenues was 2% in each of 2015 and 2014.

### Non-service Revenues

Non-service revenues increased by Php1,319 million, or 64%, to Php3,390 million in 2015 from Php2,071 million in 2014, primarily due to higher sale of *PLP* units and *FabTAB* for *myDSL* retention, managed IT equipment and Home IP Cameras, partially offset by lower sale of *UNO* equipment and several managed PABX.

### Expenses

Expenses related to our fixed line business totaled Php58,417 million in 2015, an increase of Php1,562 million, or 3%, as compared with Php56,855 million in 2014. The increase was primarily due to higher selling, general and administrative expenses, provisions, and cost of sales and services, partly offset by lower interconnection costs, depreciation and amortization, and noncurrent asset impairment. As a percentage of our total fixed line revenues, expenses associated with our fixed line business accounted for 85% and 86% in 2015 and 2014, respectively.

The following table shows the breakdown of our total fixed line-related expenses for the years ended December 31, 2015 and 2014 and the percentage of each expense item to the total:

	2015	%	2014	%	Increase (Decrease)	
					Amount	%
(in millions)						
Selling, general and administrative	Php32,608	56	30,784	54	Php1,824	6
Depreciation and amortization	14,301	25	15,004	26	(703)	(5)
Interconnection costs	6,666	11	8,030	14	(1,364)	(17)
Cost of sales and services	3,598	6	2,611	5	987	38
Provisions	1,244	2	198	1	1,046	528
Noncurrent asset impairment	-	-	228	-	(228)	(100)
<b>Total</b>	<b>Php58,417</b>	<b>100</b>	<b>Php56,855</b>	<b>100</b>	<b>Php1,562</b>	<b>3</b>

Selling, general and administrative expenses increased by Php1,824 million, or 6%, to Php32,608 million, primarily due to higher compensation and employee benefits resulting from an increase in MRP costs.

Depreciation and amortization charges decreased by Php703 million, or 5%, to Php14,301 million due to lower depreciable asset base as a result of higher depreciation due to shortened life of property and equipment in 2014.

Interconnection costs decreased by Php1,364 million, or 17%, to Php6,666 million primarily due to lower international interconnection/settlement costs as a result of a decrease in international inbound calls that terminated to other domestic carriers, and lower international outbound calls, and data interconnection/settlement costs, particularly Fibernet and Infonet.

Cost of sales and services increased by Php987 million, or 38%, to Php3,598 million primarily due to higher sale of equipment for *PLDT UNO* and *Telpad* units, higher computer-bundled sales, *FabTAB* for *myDSL* retention, and several managed PABX and *OnCall* solution.

Provisions increased by Php1,046 million to Php1,244 million primarily due to higher provision for doubtful accounts.

Noncurrent asset impairment amounted to Php228 million in 2014.

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### Other Income (Expenses)

The following table summarizes the breakdown of our total fixed line-related other income (expenses) for the years ended December 31, 2015 and 2014:

	2015	2014	Change	
			Amount	%
			(in millions)	
Other Income (Expenses):				
Financing costs – net	(Php4,509)	(Php3,724)	(Php785)	21
Foreign exchange losses – net	(892)	(39)	(853)	2,187
Equity share in net earnings (losses) of associates	38	63	(25)	(40)
Gains on derivative financial instruments – net	420	11	409	3,718
Interest income	620	350	270	77
Other income – net	1,724	3,556	(1,832)	(52)
<b>Total</b>	<b>(Php2,599)</b>	<b>Php217</b>	<b>(Php2,816)</b>	<b>(1,298)</b>

Our fixed line business' other expenses amounted to Php2,599 million in 2015, a change of Php2,816 million as against other income of Php217 million in 2014 mainly due to the combined effects of the following: (i) a decrease in other income – net by Php1,832 million due to gain on purchase price adjustment in 2014 in relation to the acquisition of Digitel, gain on fair value adjustment of investment property in 2014 and higher loss on sale of fixed assets in 2015; (ii) higher foreign exchange losses by Php853 million on account of revaluation of net foreign currency-denominated liabilities due to higher depreciation of the Philippine peso relative to the U.S. dollar; (iii) higher financing costs by Php785 million mainly due to higher outstanding loan balances, higher weighted average interest rates on loans and lower capitalized interest; (iv) lower equity share in net earnings of associates by Php25 million; (v) an increase in interest income by Php270 million; and (vi) higher gain on derivative financial instruments by Php409 million.

### Provision for Income Tax

Provision for income tax amounted to Php1,656 million in 2015, a decrease of Php1,162 million, or 41%, from Php2,818 million in 2014 primarily due to lower taxable income and reversal of deferred tax liability. The effective tax rates for our fixed line business were 21% and 30% in 2015 and 2014, respectively.

### Net Income

As a result of the foregoing, our fixed line business contributed a net income of Php6,193 million in 2015, a decrease of Php529 million, or 8%, as compared with Php6,722 million in 2014.

### EBITDA

Our fixed line business' EBITDA increased by Php194 million, or 1%, to Php24,749 million in 2015 from Php24,555 million in 2014.

### Core Income

Our fixed line business' core income decreased by Php152 million, or 2%, to Php6,539 million in 2015 from Php6,691 million in 2014, primarily as a result of lower other income – net, partly offset by lower depreciation expense.

### Others

#### Expenses

Expenses related to our other business totaled Php59 million in 2015, an increase of Php3 million, or 5%, as compared with Php56 million in 2015 primarily due to lower cash operating expenses.

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### Other Income

The following table summarizes the breakdown of other income – net for other business segment for the years ended December 31, 2015 and 2014:

	2015	2014	Change	
			Amount	%
			(in millions)	
Other Income (Expenses):				
Equity share in net earnings of associates and joint ventures	Php3,284	Php3,789	(Php505)	(13)
Interest income	99	295	(196)	(66)
Losses on derivative financial instruments – net	–	(78)	78	(100)
Financing costs – net	(179)	(60)	(119)	198
Foreign exchange losses – net	(522)	121	(643)	(531)
Other income – net	(2,031)	1,544	(3,575)	(232)
<b>Total</b>	<b>Php651</b>	<b>Php5,611</b>	<b>(Php4,960)</b>	<b>(88)</b>

Other income decreased by Php4,960 million, or 88%, to Php651 million in 2015 from Php5,611 million in 2014 primarily due to the combined effects of the following: (i) higher other expenses – net by Php3,575 million due to recognition of impairment loss resulting from the fair value decline of our investment in Rocket Internet, partly offset by higher realized portion of deferred gain on the sale of Meralco shares; (ii) foreign exchange losses of Php522 million in 2015 as against foreign exchange gains of Php121 million in 2014; (iii) lower equity share in net earnings of associates by Php505 million; (iv) a decrease in interest income by Php196 million; (v) an increase in financing costs by Php119 million; and (vi) losses on derivative financial instruments of Php78 million in 2014.

### Net Income

As a result of the foregoing, our other business segment registered a net income of Php448 million, a decrease of Php5,025 million, or 92%, in 2015 from Php5,473 million in 2014.

### Core Income

Our other business segment's core income amounted to Php6,161 million in 2015, an increase of Php618 million, or 11%, as compared with Php5,543 million in 2014 mainly as a result of higher other income.

### Plans

We are the largest telecommunications company in the Philippines in terms of revenues and subscribers. We intend to reinforce our leading position while offering a broader range and higher quality of products and services.

Our 2018 estimated consolidated capital expenditures is approximately Php58 billion, of which approximately Php27 billion is estimated to be spent by our wireless segment and approximately Php31 billion is estimated to be spent by our fixed line segment. Our capital spending is focused on our objective to improve network quality and provide customers a superior data experience.

We plan to expand our LTE network in line with our desire to provide coverage to substantially all of the country's cities and municipalities by the end of 2018. We intend to expand and upgrade our fixed access networks for cable fortification and resiliency in various locations. By end of the year 2018, we target having 5.1 million homes equipped for our fiber access network, and double our FTTH and hybrid fiber capacity to over 2.2 million ports. The expansion of our national and domestic networks is intended to follow the roll-out of our access networks.

We also plan to continue the transformation of our service delivery platforms and IT in order to facilitate a real-time, on demand and personalized customer experience across all touch points and channels.

Our capital expenditure budget includes projects addressing the following objectives:

- (1) Commercial expansion of capacity and footprint of our wired and wireless services, as well as new platforms to expand service offerings;
- (2) Technical transformation of the PLDT Group's service delivery platform in order to realize operating and cost efficiencies, provision of greater resilience and redundancy for the network, and investments in additional cable systems; and

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- (3) IT/Support Systems –upgrade of our IT and support systems.

We expect to fund incremental capital expenditures from free cash flow and proceeds from the discounting of MPIC receivables arising from the sale of Beacon shares.

### Liquidity and Capital Resources

The following table shows our consolidated cash flows for the years ended December 31, 2017, 2016 and 2015 as well as our consolidated capitalization and other consolidated selected financial data as at December 31, 2017 and 2016:

	2017	2016	2015
		(in millions)	
<b>Cash Flows</b>			
Net cash from operations	<b>Php56,114</b>	Php48,976	Php69,744
Net cash used in investing activities	<b>(21,060)</b>	(41,982)	(39,238)
<i>Payment for purchase of property and equipment</i>	<b>37,432</b>	42,825	43,175
Net cash used in financing activities	<b>(40,319)</b>	(15,341)	(11,385)
Net increase (decrease) in cash and cash equivalents	<b>(5,817)</b>	(7,733)	19,796
<b>Capitalization</b>			
Interest-bearing financial liabilities:			
Long-term financial liabilities:			
Long-term debt	<b>Php157,654</b>	Php151,759	Php143,982
Current portion of interest-bearing financial liabilities:			
Long-term debt maturing within one year	<b>14,957</b>	33,273	16,910
Obligations under finance lease maturing within the year	<b>–</b>	–	1
	<b>14,957</b>	33,273	16,911
Total interest-bearing financial liabilities	<b>172,611</b>	185,032	160,893
Total equity attributable to equity holders of PLDT	<b>106,842</b>	108,175	113,608
	<b>Php279,453</b>	Php293,207	Php274,501
<b>Other Selected Financial Data</b>			
Total assets	<b>Php459,444</b>	Php475,119	Php455,095
Property and equipment	<b>186,907</b>	203,188	195,782
Cash and cash equivalents	<b>32,905</b>	38,722	46,455
Short-term investments	<b>1,074</b>	2,738	1,429

Our consolidated cash and cash equivalents and short-term investments totaled Php33,979 million as at December 31, 2017. Principal sources of consolidated cash and cash equivalents in 2017 were cash flows from operating activities amounting to Php56,114 million, proceeds from availment of long-term debt of Php26,255 million, proceeds from disposal of investment in associates and joint ventures of Php14,884 million, proceeds from issuance of perpetual notes of Php4,165 million, collection of receivables of Php2,001 million in 2017, mainly from MPIC, net proceeds from maturity of short-term investments of Php1,830 million, interest received of Php1,217 million, net proceeds from disposal of investments available-for-sale of Php924 million, dividends received of Php833 million, proceeds from disposal of property and equipment of Php484 million, net proceeds from redemption of investment in debt securities of Php456 million and proceeds from disposal of investment properties of Php290 million. These funds were used principally for: (1) debt principal and interest payments of Php39,199 million and Php7,076 million, respectively; (2) payment for purchase of property and equipment, including capitalized interest, of Php37,432 million; (3) cash dividend payments of Php16,617 million; (4) net reduction in capital expenditures under long-term financing of Php7,735 million; (5) payment for purchase of investment in associates and joint ventures, mainly payment to VTI and Bow Arken of Php5,533 million and Php100 million additional funding to AFPI.

Our consolidated cash and cash equivalents and short-term investments totaled Php41,460 million as at December 31, 2016. Principal sources of consolidated cash and cash equivalents in 2016 were cash flows from operating activities amounting to Php48,976 million, proceeds from availment of long-term debt of Php40,569 million, proceeds from disposal of investment in Beacon of Php17,000 million; dividends received of Php4,409 million, proceeds from disposal of property and equipment of Php1,889 million, interest received of Php947 million and net proceeds from redemption of investment in debt securities of Php589 million. These funds were used principally for: (1) payment for purchase of property and equipment, including capitalized interest, of Php42,825 million; (2) cash dividend payments of Php22,987 million; (3) payment for purchase of investment in VTI, Bow Arken and Brightshare of Php21,524 million; (4) debt principal and interest payments of Php19,650 million and Php6,512 million, respectively; (5) reduction in capital expenditures under long-term financing of Php6,040 million; (6) net payment for purchase of short-term investments of Php1,177 million; (7) net payment for purchase of available-for-sale investments of Php998 million; and (8) settlement of derivative financial instruments of Php541 million.



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### Operating Activities

Our consolidated net cash flows provided by operating activities increased by Php7,138 million, or 15%, to Php56,114 million in 2017 from Php48,976 million in 2016, primarily due to lower prepayments, inventories and advances, and other noncurrent assets, lower level of settlement of accounts payable and other liabilities, higher operating income and lower corporate taxes paid, partially offset by lower collection of receivables.

Our consolidated net cash flows provided by operating activities decreased by Php20,768 million, or 30%, to Php48,976 million in 2016 from Php69,744 million in 2015, primarily due to lower collection of receivables, lower operating income, higher level of settlement of accounts payable and other liabilities, and higher prepayments, partially offset by lower pension contribution and lower corporate taxes paid.

Cash flows provided by operating activities of our wireless business increased by Php7,243 million, or 29%, to Php32,231 million in 2017 from Php24,988 million in 2016, primarily due to lower level of settlement of accounts payable and other liabilities, lower prepayments, and lower corporate taxes paid, partially offset by lower collection of receivables, lower operating income and higher advances and other noncurrent assets. Cash flows provided by operating activities of our fixed line business increased by Php666 million, or 3%, to Php25,551 million in 2017 from Php24,885 million in 2016, primarily due to higher operating income, lower pension contribution, lower settlement of accounts payable and other liabilities, and lower inventories, partly offset by lower collection of receivables, higher prepayments and higher corporate taxes paid. Cash flows used in operating activities of our other business increased by Php469 million, or 57%, to Php1,298 million in 2017 from Php829 million in 2016 mainly due to higher settlement of accounts payable and other liabilities, partly offset by higher collection of receivables and lower operating loss.

Cash flows provided by operating activities of our wireless business decreased by Php21,931 million, or 47%, to Php24,988 million in 2016 from Php46,919 million in 2015 primarily due to lower operating income, lower collection of receivables, higher level of settlement of accounts payable and other liabilities, and higher prepayments, partially offset by lower pension contribution and lower corporate taxes paid. Cash flows provided by operating activities of our fixed line business increased by Php2,329 million, or 10%, to Php24,885 million in 2016 from Php22,556 million in 2015, primarily due to higher operating income and lower pension contribution, partly offset by lower collection of receivables and higher prepayments. Cash flows used in operating activities of our other business amounted to Php829 million in 2016 as against cash flows provided by operating activities of Php740 million in 2015 due to operating loss in 2016.

### Investing Activities

Consolidated net cash flows used in investing activities amounted to Php21,060 million in 2017, a decrease of Php20,922 million, or 50%, from Php41,982 million in 2016, primarily due to the combined effects of the following: (1) lower net payment for purchase of investments in associates and joint ventures by Php15,891 million, primarily due to the purchase of investment in VTI, Bow Arken and Brightshare in 2016; (2) lower payment for purchase of property and equipment by Php5,393 million; (3) higher net proceeds from maturity of short-term investments by Php3,007 million; (4) collection of receivables of Php2,001 million in 2017, mainly from MPIC; (5) net proceeds from disposal of investments available-for-sale of Php924 million in 2017 as against net payment for the purchase of available-for-sale investments of Php998 million in 2016; (6) proceeds from disposal of investment properties of Php290 million; (7) lower proceeds from disposal of property and equipment by Php1,405 million; (8) lower proceeds from disposal of investment in associates and joint ventures by Php2,116 million primarily due to lower proceeds from disposal of remaining Beacon shares by Php5,000 million, offset by proceeds from repurchase of a portion of Beta's ordinary shares of Php2,884 million in 2017; and (9) lower dividends received by Php3,576 million.

Consolidated net cash flows used in investing activities amounted to Php41,982 million in 2016, an increase of Php2,744 million, or 7%, from Php39,238 million in 2015, primarily due to the combined effects of the following: (1) higher net payment for purchase of investment in joint ventures and associates by Php3,250 million specifically for the purchase prices paid in connection with the SMC Transactions, partly offset by the sale of PCEV's share in Beacon; (2) lower dividends received by Php1,135 million; (3) higher net payment for purchase of short-term investments by Php452 million; (4) higher net payment for purchase of available-for-sale investments by Php73 million; (5) lower payment for purchase of investments – net of cash acquired by Php131 million; (6) proceeds from redemption of investment in debt securities by Php297 million; (7) lower payment for purchase of property and equipment by Php350 million; and (8) higher proceeds from disposal of property and equipment by Php1,555 million.

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Our payment for purchase of property and equipment, including capitalized interest, in 2017 totaled Php37,432 million, a decrease of Php5,393 million, or 13%, as compared with Php42,825 million in 2016. Smart Group's capital spending decreased by Php7,784 million, or 24%, to Php24,305 million in 2017 from Php32,089 million in 2016. Smart Group's capex spending was primarily focused on expanding 3G capacity and improving LTE (4G) coverage and reach across the nation. PLDT's capital spending increased by Php3,076 million, or 38%, to Php11,134 million in 2017 from Php8,058 million in 2016. The capex spending was used to finance the continuous facility roll-out and expansion of our domestic fiber optic network, as well as expansion of our data center business. The balance represents other subsidiaries' capital spending.

Our payment for purchase of property and equipment, including capitalized interest, in 2016 totaled Php42,825 million, a decrease of Php350 million, or 1%, as compared with Php43,175 million in 2015, primarily due to PLDT's lower capital spending, partially offset by Smart Group's higher capital spending. Smart Group's capital spending, increased by Php1,782 million, or 6%, to Php32,089 million in 2016 from Php30,307 million in 2015, primarily focused on expanding 3G and LTE (4G) coverage and reach, as well as capacity and service enhancements. PLDT's capital spending decreased by Php3,201 million, or 28%, to Php8,058 million in 2016 from Php11,259 million in 2015. The capex spending was used to finance the continuous facility roll-out and expansion of our domestic fiber optic network, cable fortification and resiliency, and acquisition of new platforms to complement introduction of new products and services, as well as expansion of our data center business. The balance represented other subsidiaries' capital spending.

As part of our growth strategy, we may from time to time, continue to make acquisitions and investments in companies or businesses.

### Financing Activities

On a consolidated basis, cash flows used in financing activities amounted to Php40,319 million in 2017, an increase of Php24,978 million, or 163%, from Php15,341 million in 2016, resulting largely from the combined effects of the following: (1) higher payments of long-term debt and interest by Php19,549 million and Php564 million, respectively; (2) lower proceeds from availment of long-term debt by Php14,314 million (3) higher net settlement of capital expenditures under long-term financing by Php1,695 million; (4) higher collections from derivatives by Php759 million; (5) proceeds from issuance of perpetual notes of Php4,165 million in 2017; and (6) lower cash dividend payments by Php6,370 million.

On a consolidated basis, cash flows used in financing activities amounted to Php15,341 million in 2016, an increase of Php3,956 million, or 35%, from Php11,385 million in 2015, resulting largely from the combined effects of the following: (1) net settlement of capital expenditures under long-term financing by Php6,351 million; (2) lower proceeds from availment of long-term debt by Php3,798 million; (3) higher payments of long-term debt by Php2,566 million; (4) higher interest payments by Php1,105 million; (5) lower settlement of derivative financial instruments of Php97 million; and (6) lower cash dividends paid by Php9,545 million.

### Debt Financing

Proceeds from availment of long-term debt for the year ended December 31, 2017 amounted to Php26,255 million, mainly from PLDT's drawings related to the financing of our capital expenditure requirements and refinancing of maturing loan obligations. Payments of principal and interest on our total debt amounted to Php39,199 million and Php7,076 million, respectively, for the year ended December 31, 2017.

Proceeds from availment of long-term debt for the year ended December 31, 2016 amounted to Php40,569 million, mainly from PLDT's drawings related to the financing of our capital expenditure requirements and refinancing maturing loan obligations. Payments of principal and interest on our total debt amounted to Php19,650 million and Php6,512 million, respectively, for the year ended December 31, 2016.

Our consolidated long-term debt decreased by Php12,421 million, or 7%, to Php172,611 million as at December 31, 2017 from Php185,032 million as at December 31, 2016, primarily due to debt amortizations and prepayments, partly offset by drawings from our long-term facilities and the depreciation of the Philippine peso relative to the U.S. dollar. As at December 31, 2017, the long-term debt level of Smart decreased by 17% to Php62,388 million from Php74,851 as at December 31, 2016, while PLDT's increased to Php110,223 million from Php109,867 million as at December 31, 2016. DMPI loans, with a balance of Php314 million as at December 31, 2016, have been fully paid as at December 31, 2017.

## FINANCIAL REVIEW

Our consolidated long-term debt increased by Php24,140 million, or 15%, to Php185,032 million as at December 31, 2016 from Php160,892 million as at December 31, 2015 primarily due to drawings from our long-term facilities and the depreciation of the Philippine peso relative to the U.S. dollar, partly offset by debt amortizations and prepayments. As at December 31, 2016, the long-term debt levels of PLDT and Smart increased by 17% and 21% to Php109,867 million and Php74,851 million, respectively, while DMPI's decreased by 94% to Php314 million, as compared with December 31, 2015.

See *Note 21 – Interest-Bearing Financial Liabilities – Long-term Debt* to the accompanying audited consolidated financial statements for a more detailed discussion of our long-term debt.

### ***Debt Covenants***

Our consolidated debt instruments contain restrictive covenants, including covenants that require us to comply with specified financial ratios and other financial tests, calculated in conformity with PFRS, at relevant measurement dates, principally at the end of each quarterly period. We have complied with all of our maintenance financial ratios as required under our loan covenants and other debt instruments.

As at December 31, 2017 and 2016, we are in compliance with all of our debt covenants.

See *Note 21 – Interest-bearing Financial Liabilities – Compliance with Debt Covenants* to the accompanying audited consolidated financial statements for a more detailed discussion of our debt covenants.

### ***Financing Requirements***

We believe that our available cash, including cash flow from operations, will provide sufficient liquidity to fund our projected operating, investment, capital expenditures and debt service requirements for the next 12 months; however, we may finance a portion of these costs from external sources if we consider it prudent to do so.

## FINANCIAL REVIEW

The following table shows the dividends declared to common and preferred shareholders from the earnings for the years ended December 31, 2017 and 2016:

Earnings	Date			Amount	
	Approved <sup>(1)</sup>	Record	Payable	Per share	Total
(in millions, except per share amount)					
<b>2017</b>					
Common Stock					
Regular Dividend	August 10, 2017 March 27, 2018	August 25, 2017 April 13, 2018	September 8, 2017 April 27, 2018	48.00 28.00	Php10,371 6,050
<b>Preferred</b>					
Series IV Cumulative Non-convertible Redeemable Preferred Stock <sup>(1)</sup>	February 7, 2017 May 12, 2017 August 10, 2017 November 9, 2017	February 24, 2017 May 26, 2017 August 25, 2017 November 28, 2017	March 15, 2017 June 15, 2017 September 15, 2017 December 15, 2017	- - - -	12 12 13 12
Voting Preferred Stock	March 7, 2017 June 13, 2017 September 26, 2017 December 5, 2017	March 30, 2017 June 27, 2017 October 10, 2017 December 20, 2017	April 15, 2017 July 15, 2017 October 15, 2017 January 15, 2018	- - - -	3 2 2 2
<b>Charged to Retained Earnings</b>					<b>Php16,479</b>
<b>2016</b>					
Common Stock					
Regular Dividend	August 2, 2016 March 7, 2017	August 16, 2016 March 21, 2017	September 1, 2016 April 6, 2017	49.00 28.00	10,587 6,050
<b>Preferred</b>					
Series IV Cumulative Non-convertible Redeemable Preferred Stock <sup>(1)</sup>	January 26, 2016 May 3, 2016 August 2, 2016 November 14, 2016	February 24, 2016 May 24, 2016 August 18, 2016 November 28, 2016	March 15, 2016 June 15, 2016 September 15, 2016 December 15, 2016	- - - -	12 12 12 12
Voting Preferred Stock	February 29, 2016 June 14, 2016 August 30, 2016 December 6, 2016	March 30, 2016 June 30, 2016 September 20, 2016 December 20, 2016	April 15, 2016 July 15, 2016 October 15, 2016 January 15, 2017	- - - -	3 3 2 3
<b>Charged to Retained Earnings</b>					<b>Php16,696</b>

<sup>(1)</sup> Dividends were declared based on total amount paid up.

See Item 5. "Market for Registrant's Common Equity and Related Stockholder Matters – Dividends" and *Note 20 – Equity* to the accompanying audited consolidated financial statements for a detailed discussion of our dividend payments.

### Credit Ratings

None of our existing indebtedness contains provisions under which credit rating downgrades would trigger a default, changes in applicable interest rates or other similar terms and conditions.

PLDT's current credit ratings are as follows:

Rating Agency	Credit Rating	Outlook
Standard & Poor's or S&P	Long-term Foreign Issuer Credit ASEAN regional scale	BBB+ axA+
Moody's Investor Service, or Moody's	Foreign Currency Senior Unsecured Debt Rating Local Currency Issuer Rating	Baa2 Baa2
Fitch Ratings, or Fitch	Long-term Foreign Currency Issuer Default Rating Long-term Local Currency Issuer Default Rating National Long-term Rating	BBB+ BBB+ AAA(ph1)
CRISP	Issuer rating	AAA



## FINANCIAL REVIEW

On January 16, 2017, Moody's affirmed PLDT's foreign currency bond rating and local currency issuer rating at "Baa2". Both ratings are considered "investment grade." The outlook in both ratings is stable.

On May 24, 2017, S&P affirmed our long-term foreign issuer credit rating at "BBB+", with a stable outlook. This rating is considered as "investment grade." On the S&P ASEAN regional scale, PLDT's rating affirmed at "axA+".

On December 12, 2017, Fitch upgraded PLDT's long-term foreign currency issuer default rating at "BBB+", with a stable outlook. Fitch also affirmed PLDT's long-term local currency issuer default rating at "BBB+" and its National Rating at "AAA (ph)", both with a stable outlook.

On January 6, 2014, CRISP rated PLDT's inaugural peso retail bonds as "AAA" issuer rating with a "stable" outlook, the highest on the scale. CRISP cited PLDT's market leadership, strong historical financial performance and excellent management and governance as key considerations for providing their rating. As at March 27, 2018, there has been no change in the credit rating issued by CRISP.

### Changes in Financial Conditions

Our total assets amounted to Php459,444 million as at December 31, 2017, a decrease of Php15,675 million, or 3%, from Php475,119 million as at December 31, 2016, primarily due to lower property and equipment, investments in associates and joint ventures, mainly resulting from the sale of the remaining Beacon shares to MPIC, and cash and cash equivalents, partially offset by higher trade and other receivables, and advances and other noncurrent assets.

Our total assets amounted to Php475,119 million as at December 31, 2016, an increase of Php20,024 million, or 4%, from Php455,095 million as at December 31, 2015, mainly due to investments in VTI, Bow Arken and Brightshare, additions in property and equipment, and advances and other noncurrent assets, partially offset by lower cash and cash equivalents.

Our total liabilities amounted to Php348,261 million as at December 31, 2017, a decrease of Php18,321 million, or 5%, from Php366,582 million as at December 31, 2016 significantly due to lower interest-bearing financial liabilities of Php172,611 million as at December 31, 2017 from Php185,032 million as at December 31, 2016.

Our total liabilities amounted to Php366,582 million as at December 31, 2016, an increase of Php25,385 million, or 7%, from Php341,197 million as at December 31, 2015 primarily due to higher interest-bearing financial liabilities of Php185,032 million as at December 31, 2016 from Php160,893 million as at December 31, 2015.

### Off-Balance Sheet Arrangements

There are no off-balance sheet arrangements that have or are reasonably likely to have any current or future effect on our financial position, results of operations, cash flows, changes in stockholders' equity, liquidity, capital expenditures or capital resources that are material to investors.

### Equity Financing

On August 5, 2014, the PLDT Board of Directors approved the amendment of our dividend policy, increasing the dividend payout rate to 75% from 70% of our core earnings per share as regular dividends. In 2016, in view of our elevated capital expenditures to support the build-out of a resilient and reliable data network, lower EBITDA primarily due to higher subsidies to grow the data business and defend market share and the resources required to support the acquisition of SMC's telecommunications business, we have lowered our regular dividend payout to 60% of our core income. In declaring dividends, we take into consideration the interest of our shareholders, as well as our working capital, capital expenditures and debt servicing requirements. The retention of earnings may be necessary to meet the funding requirements of our business expansion and development programs. However, in the event that no investment opportunities arise, we may consider the option of returning additional cash to our shareholders in the form of special dividends of up to the balance of our core earnings or to undertake share buybacks. We were able to pay out approximately 100% of our core earnings for seven consecutive years from 2007 to 2013, approximately 90% of our core earnings for 2014, 75% of our core earnings for 2015 and 60% of our core earnings in 2016 and 2017. The accumulated equity in the net earnings of our subsidiaries, which form part of our retained earnings, are not available for distribution unless realized in the form of dividends from such subsidiaries. Dividends are generally paid in Philippine pesos. In the case of shareholders residing outside the Philippines, PLDT's transfer agent in Manila, Philippines, as the dividend-

## FINANCIAL REVIEW

disbursing agent, converts the Philippine peso dividends into U.S. dollars at the prevailing exchange rates and remits the dollar dividends abroad, net of any applicable withholding tax.

Our subsidiaries pay dividends subject to the requirements of applicable laws and regulations and availability of unrestricted retained earnings, without any restriction imposed by the terms of contractual agreements. Notwithstanding the foregoing, the subsidiaries of PLDT may, at any time, declare and pay such dividends depending upon the results of operations and future projects and plans, the respective subsidiary's earnings, cash flow, financial condition, capital investment requirements and other factors.

Consolidated cash dividend payments paid to shareholders amounted to Php16,617, Php22,987 million and Php32,532 million as at December 31, 2017, 2016 and 2015, respectively.

### Market Information

#### *Common Capital Stock and ADSs*

The shares of common stock of PLDT are listed and traded on the PSE. On October 19, 1994, an ADR facility was established, pursuant to which Citibank, N.A., as the depository, issued ADRs evidencing ADSs with each ADS representing one PLDT common share with a par value of Php5.00 per share. Effective February 10, 2003, PLDT appointed JP Morgan Chase Bank as successor depository of PLDT's ADR facility. The ADSs are listed on the NYSE and are traded on the NYSE under the symbol of "PHI".

The public ownership level of PLDT common shares listed on the PSE as at March 31, 2018 is 53.80%.

As at March 31, 2018, 10,194 stockholders were Philippine persons and held approximately 49.67% of PLDT's common capital stock. In addition, as at March 31, 2018, there were a total of approximately 30 million ADSs outstanding, substantially all of which PLDT believes were held in the United States by 260 holders.

For the period from January 1 to March 31, 2018, a total of 7.49 million shares of PLDT's common capital stock were traded on the PSE. During the same period, the volume of trading was 5.60 million ADSs on the NYSE.

High and low sales prices for PLDT's common shares on the PSE and ADSs on the NYSE for each of the full quarterly period during 2017 and 2016 and for the first quarter through April 19, 2018 were as follows:

	Philippine Stock Exchange		New York Stock Exchange	
	High	Low	High	Low
<b>2018</b>				
First Quarter	Php1,601.00	Php1,384.00	US\$32.66	US\$26.97
January	1,601.00	1,384.00	32.66	27.82
February	1,597.00	1,500.00	30.98	28.51
March	1,575.00	1,450.00	29.94	26.97
Second Quarter				
Through April 19	1,536.00	1,340.00	29.07	25.89
<b>2017</b>				
<b>First Quarter</b>	<b>1,655.00</b>	<b>1,360.00</b>	<b>32.59</b>	<b>27.60</b>
<b>Second Quarter</b>	<b>1,944.00</b>	<b>1,602.00</b>	<b>38.54</b>	<b>31.49</b>
<b>Third Quarter</b>	<b>1,796.00</b>	<b>1,603.00</b>	<b>35.05</b>	<b>30.71</b>
<b>Fourth Quarter</b>	<b>1,762.00</b>	<b>1,437.00</b>	<b>34.38</b>	<b>28.09</b>
<b>2016</b>				
First Quarter	2,360.00	1,675.00	50.48	35.52
Second Quarter	2,150.00	1,621.00	45.88	34.26
Third Quarter	2,170.00	1,666.00	46.13	34.64
Fourth Quarter	1,740.00	1,260.00	36.11	25.50

## FINANCIAL REVIEW

### Holders

As at March 31, 2018, there were 11,689 holders of record of PLDT's common shares. Listed below were the top 20 common shareholders, including their nationalities, the number of shares held, the amount of their holdings, and the approximate percentages of their respective shareholdings to PLDT's total outstanding common stocks:

Name of Holder of Record	Nationality	Number of Shares Held	Amount of Holding	Approximate % to Total Outstanding Common Stock
1. PCD Nominee Corporation	Various – Foreign	45,434,645	Php227,173,225	35.17
2. J. P. Morgan Hong Kong Nominees Limited	Various – Filipino	30,548,493		
3. Philippine Telecommunications Investment Corporation	Chinese	27,190,669	135,953,345	12.59
4. NTT DOCOMO, Inc.	Filipino	26,034,263	130,171,315	12.05
5. Metro Pacific Resources, Inc.	Japanese	22,796,902	113,984,510	10.55
6. JG Summit Holdings, Inc.	Filipino	21,556,676	107,783,380	9.98
7. NTT Communications Corporation	Filipino	17,208,753	86,043,765	7.96
8. Social Security System, or SSS	Japanese	12,633,487	63,167,435	5.85
9. Pan-Malayan Management & Inv Corp.	Filipino	8,338,379	41,691,895	3.86
10. Malayan Insurance Co., Inc.	Filipino	640,000	3,200,000	0.30
11. Manuel V. Pangilinan	Filipino	253,000	1,265,000	0.12
12. Alfonso T. Yuchengco	Filipino	252,450	1,262,250	0.12
13. Albert F. &/or Margaret Gretchen V. del Rosario	Filipino	118,458	592,290	0.05
14. Edward A. Tortorici &/or Anita R. Tortorici	Filipino	106,780	533,900	0.05
15. Express Holdings, Inc.	American	96,874	484,370	0.04
16. Enrique T. Yuchengco, Inc.	Filipino	86,723	433,615	0.04
17. James L. Go	Filipino	59,868	299,340	0.03
18. Mechatrends Contractors Corporation	Filipino	57,914	289,570	0.03
19. JDC Investment Realty Enterprises, Inc.	Filipino	50,000	250,000	0.02
20. Hare & Company	Filipino	47,708	238,540	0.02
	American	34,511	172,555	0.02
		<b>213,546,553</b>	<b>Php1,067,732,765</b>	

### Recent Sale of Unregistered or Exempt Securities including Recent Issuance of Securities Constituting an Exempt Transaction

On June 8, 2015, 870 shares of Series JJ 10% Cumulative Convertible Preferred Stock were issued in a transaction exempt from the registration requirement under Section 6 of the Revised Securities Act/Section 10 of the SRC. See *Note 20 – Equity* to the accompanying audited consolidated financial statements for further discussion.

### Dividends

The following table shows the dividends declared to common shareholders from the earnings for the years ended December 31, 2015, 2016 and 2017:

Earnings	Date			Amount	
	Approved	Record	Payable	Per share	Total Declared (in millions)
2015	August 4, 2015	August 27, 2015	September 25, 2015 <sup>(1)</sup>	65	Php14,044
2015	February 29, 2016	March 14, 2016	April 1, 2016	57	12,315
				122	26,359
2016	August 2, 2016	August 16, 2016	September 1, 2016	49	10,587
2016	March 7, 2017	March 21, 2017	April 6, 2017	28	6,050
				77	16,637
<b>2017</b>	<b>August 10, 2017</b>	<b>August 25, 2017</b>	<b>September 8, 2017</b>	<b>48</b>	<b>10,371</b>
<b>2017</b>	<b>March 27, 2018</b>	<b>April 13, 2018</b>	<b>April 27, 2018</b>	<b>28</b>	<b>6,050</b>
				<b>76</b>	<b>Php16,421</b>

<sup>(1)</sup> Payment was moved to September 28, 2015 in view of Proclamation No. 1128, Series of 2015, dated September 15, 2015 declaring September 25, 2015 as a regular holiday.

## FINANCIAL REVIEW

### Contractual Obligations and Commercial Commitments

#### *Contractual Obligations*

For a detailed discussion of our consolidated contractual undiscounted obligations as at December 31, 2017 and 2016, see *Note 28 – Financial Assets and Liabilities* to the accompanying audited consolidated financial statements.

#### *Commercial Commitments*

Our outstanding consolidated commercial commitments, in the form of letters of credit, amounted to Php88 million and Php6,788 million as at December 31, 2017 and 2016, respectively. These commitments will expire within one year. The commercial commitment in 2016 includes standby letters of credit issued in relation with PLDT's acquisition of VTI, Bow Arken and Brightshare.

### Quantitative and Qualitative Disclosures about Market Risks

The main risks arising from our financial instruments are liquidity risk, foreign currency exchange risk, interest rate risk and credit risk. The importance of managing those risks has significantly increased in light of the considerable change and volatility in both the Philippine and international financial markets. Our Board of Directors reviews and approves policies for managing each of these risks. We also monitor the market price risk arising from all financial instruments.

See *Note 28 – Financial Assets and Liabilities – Financial Risk Management Objectives and Policies* to the accompanying consolidated financial statements for a detailed discussion.

### Impact of Inflation and Changing Prices

Inflation can be a significant factor in the Philippine economy, and we are continually seeking ways to minimize its impact. The average inflation rate in the Philippines for the years ended December 31, 2017 and 2016 were 3.2% and 1.8%, respectively. Moving forward, we currently expect inflation to rise following the impact of the implementation of the Tax Reform Acceleration and Inclusion Law which may push inflation higher in the upper end of the 2% to 4% target range according to the BSP.

### Independent Auditors' Fees and Services

The following table summarizes the fees paid or accrued for services rendered by SGV & Co., our independent auditors for the years ended December 31, 2017 and 2016:

	2017	2016
	(in millions)	
Audit Fees	Php48	Php43
All Other Fees	24	23
Total	Php72	Php66

*Audit Fees.* This category includes the audit of our annual financial statements and services that are normally provided by the independent auditors in connection with statutory and regulatory filings or engagements for those fiscal years.

*Audit-Related Fees.* Other than the audit fees, we did not have any other audit-related fees for the years ended December 31, 2017 and 2016.

*Tax Fees.* We did not have any tax fees for the years ended December 31, 2017 and 2016.

*All Other Fees.* This category consists primarily of fees with respect to our Sarbanes-Oxley Act 404 assessment in 2017 and 2016, and other non-audit engagements.

The fees presented above includes out-of-pocket expenses incidental to our independent auditors' work, amount of which do not exceed 5% of the agreed-upon engagement fees.

Our AC pre-approved all audit and non-audit services as these are proposed or endorsed before these services are performed by our independent auditors.

### Changes in and Disagreements with Independent Auditors on Accounting and Financial Disclosure

We have no disagreements with our independent auditors on any matter of accounting principles or practices, financial statement disclosure, or auditing scope or procedure.





# Audit Committee Report

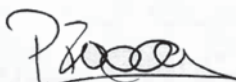
March 27, 2018

The Board of Directors  
PLDT Inc.


Further to our compliance with applicable corporate governance laws and rules, we confirm for 2017 that:

- Each voting member of the Audit Committee is an independent director as determined by the Board of Directors;
- We had seven (7) regular meetings, two (2) special meetings and one (1) joint meeting with the Audit Committees of Smart Communications, Inc. (Smart) and Digital Telecommunications Phils., Inc. (Digitel) during the year;
- We have reviewed and approved the revised Audit Committee Charter and endorsed it to the Board for approval and adoption;
- Based on a review of SGV & Co.'s performance and qualifications, including consideration of Management's recommendation, we approved the appointment of SGV & Co. as the PLDT Group's independent auditor;
- We have discussed with the PLDT's internal audit group the annual plan for their regular audits, and the results of their examinations;
- We have discussed with SGV & Co. the overall scope and plan for their integrated audit of the PLDT and Subsidiaries', or PLDT Group's, financial statements and internal controls over external financial reporting, and the results of their examinations;
- We have reviewed and approved all audit and non-audit services provided by SGV & Co. to the PLDT Group, and the related fees for such services, and concluded that the non-audit fees are not significant to impair their independence;
- We have discussed with SGV & Co. the matters required to be discussed by the prevailing applicable Auditing Standard, and we have received written disclosures and the letter from SGV & Co. as required by the prevailing applicable Independence Standards (Statement as to Independence) and have discussed with SGV & Co. its independence from the PLDT Group and the PLDT Group's Management;
- We have discussed with the PLDT Group's Enterprise Risk Management (ERM) Officer updates on the ERM activities, processes and coverage.
- In the performance of our oversight responsibilities, we have reviewed and discussed the unaudited consolidated quarterly financial statements and reports in the first three quarters of 2017 and the audited consolidated financial statements of the PLDT Group as of and for the year ended December 31, 2017 with the PLDT Group's Management, which has the primary responsibility for the financial statements, and with SGV & Co., the PLDT Group's independent auditor, who is responsible for expressing an opinion on the conformity of the PLDT Group's audited financial statements with Philippine Financial Reporting Standards (PFRS); and
- Based on the reviews and discussions referred to above, in reliance on the PLDT Group's Management and SGV & Co. and subject to the limitations of our role, we recommended to the Board of Directors and the Board has approved, the inclusion of the PLDT Group's audited financial statements as of and for the year ended December 31, 2017 in the PLDT Group's Annual Report to the Stockholders and to the Philippine Securities and Exchange Commission (Phil. SEC) on Form 17-A.

Respectfully submitted,

  
**Mr. Pedro E. Roxas**  
Chairman

  
**Retired Chief Justice Artemio V. Panganiban**  
Member

  
**Mr. Bernido H. Liu**  
Member





## Statement of Management's Responsibility for Consolidated Financial Statements

March 27, 2018

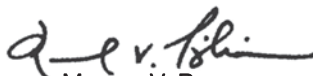
The management of PLDT Inc. and Subsidiaries (the PLDT Group) is responsible for the preparation and fair presentation of our consolidated financial statements, including the schedules attached therein, as at December 31, 2017 and 2016, and for each of the three years in the period ended December 31, 2017, in accordance with the prescribed financial reporting framework indicated therein, and for such internal control as management determines is necessary to enable the preparation of our consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the PLDT Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting, unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is responsible for overseeing the Company's financial reporting process.

The Board of Directors reviews and approves the consolidated financial statements, including the schedules attached therein, and submits the same to the stockholders or members.

SyCip Gorres Velayo & Co., the independent auditor appointed by the stockholders, has audited the PLDT Group's consolidated financial statements in accordance with Philippine Standards on Auditing, and in its report to the stockholders or members, has expressed its opinion on the fairness of presentation upon completion of such audit.



MANUEL V. PANGILINAN

Chairman of the Board

President and Chief Executive Officer



ANABELLE LIM-CHUA

Senior Vice President and Chief Financial Officer



JUNE CHERYL A. CABAL-REVILLA

Senior Vice President and Controller

SUBSCRIBED AND SWORN to before me this 27<sup>th</sup> day of March 2018 affiants exhibiting to me their Passport, as follows:

Name	Passport No.	Date of Expiry	Place of Issue
Manuel V. Pangilinan	EC1452578	June 19, 2019	DFA, Manila
Anabelle Lim-Chua	EC0996611	May 2, 2019	DFA, Manila
June Cheryl A. Cabal-Revilla	EC7874126	May 31, 2021	DFA, Manila



Notary Public

ALEX AARON A. RIOS

Notary Public for the City of Makati

Until December 31, 2019

Appointment No. M-75

Roll of Attorneys No. 51139

PTR O.R. No. 6619077 01/04/18 Makati City

IBP Lifetime No. 1031694 – 02/16/16

9/F MGO Bldg. Legazpi St., Legazpi Village

Makati City, MM

Doc. No. 165;  
Page No. 32;  
Book No. III;  
Series of 2018.



SyCip Gorres Velayo & Co.  
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1226 Makati City  
Philippines

Tel: (632) 891 0307  
Fax: (632) 819 0872  
ey.com/ph

BOA/PRC Reg. No. 0001,  
December 14, 2015, valid until December 31, 2018  
SEC Accreditation No. 0012-FR-4 (Group A),  
November 10, 2015, valid until November 9, 2018

# Independent Auditor's Report

The Stockholders and Board of Directors  
PLDT Inc.  
Ramon Cojuangco Building  
Makati Avenue, Makati City

## Opinion

We have audited the consolidated financial statements of PLDT Inc. and its subsidiaries (the PLDT Group), which comprise the consolidated statements of financial position as at December 31, 2017 and 2016, and the consolidated income statements, consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated statements of cash flows for each of the three years in the period ended December 31, 2017, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the PLDT Group as at December 31, 2017 and 2016, and its consolidated financial performance and its consolidated cash flows for each of the three years in the period ended December 31, 2017 in accordance with Philippine Financial Reporting Standards (PFRSs).

## Basis for Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the PLDT Group in accordance with the Code of Ethics for Professional Accountants in the Philippines (Code of Ethics) together with the ethical requirements that are relevant to our audit of the consolidated financial statements in the Philippines, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

### *Revenue recognition*

The PLDT Group mainly provides wireless and fixed line telecommunications services to a large number of subscribers. Its revenue recognition processes utilize complex and highly automated revenue and billing systems. The substantial amount of the wireless and fixed line service revenues, the significant volume of data and transactions processed through various systems and the heavy reliance on automated processes and controls over the capture, measurement and recording of transactions make revenue recognition a key audit matter in our audit.

The PLDT Group's wireless and fixed line service revenues are disclosed in Note 4 to the consolidated financial statements.

#### *Audit response*

We obtained an understanding of the PLDT Group's revenue recognition process. We involved our internal specialist in evaluating the design and testing the relevant controls over the capture, measurement and recording of wireless and fixed line revenues. For selected transactions, we compared the customer billing data against the details in the billing systems for wireless and fixed line postpaid revenues. For selected transactions, we also tested the recording of usage revenue and ending balance reconciliation of unearned income for wireless prepaid revenues. In addition, we performed a fluctuation analysis of the wireless and fixed line service revenues by considering the relevant underlying data.

#### *Recoverability of goodwill and intangible asset with indefinite useful life*

Under PFRSs, the PLDT Group is required to annually test the amount of goodwill and intangible asset with indefinite useful life for impairment. As of December 31, 2017, the PLDT Group's goodwill attributable to the Wireless and Fixed Line cash-generating units (CGUs) amounted to Php56,571 million and Php4,808 million, respectively. Meanwhile, the PLDT Group's intangible asset with indefinite life amounted to Php4,505 million. We consider the impairment assessment on goodwill and intangible asset with indefinite life as a key audit matter because management's assessment process requires significant judgment and is based on assumptions such as revenue growth rate, operating margin, capital expenditures, discount rate and the long-term growth rate.

The PLDT Group's disclosures about goodwill and intangible assets are included in Notes 3 and 15 to the consolidated financial statements.

#### *Audit response*

We obtained an understanding of the PLDT Group's impairment assessment process and tested the relevant controls. We involved our internal specialist in evaluating the methodologies and the assumptions used, which include, among others, revenue growth rate, operating margin, capital expenditures, discount rate and the long-term growth rate. We compared the key assumptions used (revenue growth rate, operating margin and capital expenditures) against the historical performance of the CGUs, industry/market outlook and other relevant external data. We tested the parameters used in determining the discount rate and long-term growth rate against market data. We analyzed the sensitivities on the available headroom if the long-term growth rate and the free cash flow forecasts would be decreased, and the discount rate would be increased. We also reviewed the PLDT Group's disclosures about those assumptions to which the outcome of the impairment test is most sensitive, specifically those that have the most significant effect on the determination of the recoverable amount of goodwill and intangible asset with indefinite useful life.

#### *Finalization of purchase price allocation related to the acquisition of an equity interest in Vega Telecom, Inc.*

On May 30, 2016, PLDT acquired 50% equity interest in the telecommunications business of San Miguel Corporation through Vega Telecom, Inc. (VTI) for Php26.7 billion. As a result of the purchase price adjustment mechanism provided for in the Sale and Purchase Agreement, PLDT made additional payments amounting to Php1.3 billion in 2017. PLDT accounted for its interest as an investment in a joint venture.

In 2016, the purchase price allocation (PPA) for the above acquisition was provisional pending the final valuation of the intangible assets and property and equipment of VTI. In 2017, the PPA was finalized upon completion of the valuation of the intangible assets and property and equipment by the external valuation specialist engaged by management. The valuation of intangible assets and property and equipment is a key audit matter as it requires significant judgment and is based on assumptions. For intangible assets, the significant assumptions include discount rate, revenue growth rate, long-term growth rate and operating margin. For property and equipment, significant assumptions include sales and listing of comparable properties registered within the vicinity.

The PLDT Group's disclosures on the accounting for the investment in VTI are included in Notes 3 and 10 to the consolidated financial statements.

#### *Audit response*

We evaluated the competence, capabilities and objectivity of the external valuation specialist engaged by PLDT. We also involved our internal specialist in evaluating the methodologies used in determining the final values of the intangible assets and property and equipment. We assessed the methodologies used by checking whether the valuation technique is appropriate for the nature of the intangible assets and property and equipment being valued and whether the approach is generally acceptable. We compared the key assumptions used (discount rate, revenue growth rate, long-term growth rate and operating margin) against the historical performance of VTI, industry/market outlook and other relevant external data. We reviewed the relevant information supporting the sales and listings of comparable properties. We also reviewed the PLDT Group's disclosures with respect to the finalization of the PPA of the acquisition of VTI.

#### *Valuation of accrued pension benefit costs*

The PLDT Group has defined benefit pension plans covering permanent and regular employees. The PLDT Group's accrued pension benefit costs and net periodic benefit costs amounted to Php8,984 million and Php1,356 million, respectively. The amount of accrued pension benefit costs is calculated as the difference between the present value of the defined benefit obligation and the fair value of plan assets. The valuation of defined benefit obligation involves significant management judgment in the use of assumptions. The valuation also requires the assistance of an external actuary whose calculations depend on certain assumptions, such as future salary rate increase, attrition and mortality rates, as well as discount rate, which could have a material impact on the results. The related plan assets include significant unquoted equity investments, which are measured at fair value using the discounted cash flow model. The model uses significant assumptions on revenue growth rate, operating margin, capital expenditures, discount rate and the long-term growth rate as inputs. Thus, we considered the valuation of accrued pension benefit costs as a key audit matter.

The PLDT Group's disclosures on this matter are found in Notes 3 and 26 to the consolidated financial statements.

#### *Audit response*

On the valuation of the defined benefit obligation, we obtained an understanding of the process and tested the relevant controls. We involved our internal specialist in the review of the scope, bases, methodology and results of the work of PLDT Group's external actuary, whose professional qualifications and objectivity were considered. We also evaluated the key assumptions used by comparing the employee demographics and attrition rate against PLDT Group's human resources data, and comparing the discount rate and mortality rate against external data. Finally, we inquired about the basis of the salary rate increase from management and compared it against future plans.

On the valuation of the plan assets, specifically the unquoted equity investments, we obtained an understanding of the process and tested the relevant controls. We compared the assumptions used in the discounted cash flow model (revenue growth rate, operating margin, capital expenditures, discount rate and long-term growth rate) against the historical performance of the underlying assets, the business plans of the underlying entities, the industry/market outlook and other relevant external data when available. We also involved our internal specialist in reviewing management's discounted cash flow valuation model and in testing the parameters used in determining the discount rate and long-term growth rate against market data.

#### *Estimating useful lives of property and equipment*

Under PFRSs, the PLDT Group is required to review at least at each financial year-end the estimated useful lives of its property and equipment. As at December 31, 2017, the PLDT Group's property and equipment accounts for 41% of the consolidated total assets. Estimating the useful lives of the property and equipment requires judgment and is a key focus for our audit. It involves the PLDT Group's collective assessment of the industry practice, internal technical evaluation and experience with the similar assets, among others.

The PLDT Group's disclosures on property and equipment are included in Notes 3 and 9 to the consolidated financial statements.

#### *Audit response*

We obtained an understanding of the PLDT Group's process in estimating the useful lives of property and equipment and tested the relevant controls. We inquired with the PLDT Group's network operations and information technology engineers on its technological roadmap for the next three years. We tested management assessment on the estimated useful lives of the property and equipment against industry data and practice, market outlook and other relevant external data.





### *Provisions and contingencies*

The PLDT Group is involved in various proceedings. This matter is significant to our audit because the assessment of the estimation of potential liability resulting from these proceedings requires significant judgment by management. The inherent uncertainty over the outcome of these proceedings are brought about by the differences in the interpretation and implementation of existing laws and regulations.

The PLDT Group's disclosures on this matter are included in Note 27 to the consolidated financial statements.

### *Audit response*

We involved our internal specialist in the evaluation of management's assessment on whether any provisions should be recognized, and the estimation of such amount. We discussed with management the status of the proceedings, examined correspondences and obtained legal opinions when relevant. We evaluated the position of management by considering the relevant laws, rulings and jurisprudence. We also reviewed the disclosures included in the consolidated financial statements.

### **Other Information**

Management is responsible for the other information. The other information comprises the SEC Form 17-A for the year ended December 31, 2017, but does not include the consolidated financial statements and our auditor's report thereon, which we obtained prior to the date of this auditor's report, and the SEC Form 20-IS (Definitive Information Statement) and the Annual Report for the year ended December 31, 2017, which are expected to be made available to us after that date.

Our opinion on the consolidated financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audits of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audits, or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### **Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with PFRSs, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the PLDT Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the PLDT Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the PLDT Group's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with PSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with PSAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:



- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the PLDT Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the PLDT Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the PLDT Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the PLDT Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Ramon D. Dizon.

SYCIP GORRES VELAYO & CO.



Ramon D. Dizon  
Partner  
CPA Certificate No. 46047  
SEC Accreditation No. 0077-AR-4 (Group A),  
May 1, 2016, valid until May 1, 2019  
Tax Identification No. 102-085-577  
BIR Accreditation No. 08-001998-17-2018,  
February 26, 2018, valid until February 25, 2021  
PTR No. 6621250, January 9, 2018, Makati City

March 27, 2018

# Consolidated Statements of Financial Position

AS AT DECEMBER 31, 2017 AND 2016

(In million pesos)

	2017	2016
<b>ASSETS</b>		
<b>Noncurrent Assets</b>		
Property and equipment (Notes 9 and 22)	186,907	203,188
Investments in associates and joint ventures (Note 10)	46,130	56,858
Available-for-sale financial investments (Notes 6 and 11)	15,165	12,189
Investment in debt securities and other long-term investments – net of current portion (Note 12)	150	374
Investment properties (Notes 6 and 13)	1,635	1,890
Goodwill and intangible assets (Note 15)	69,583	70,280
Deferred income tax assets – net (Note 7)	30,466	27,348
Derivative financial assets – net of current portion (Note 28)	215	499
Prepayments – net of current portion (Note 19)	5,370	7,056
Advances and other noncurrent assets – net of current portion (Note 25)	14,154	9,473
<b>Total Noncurrent Assets</b>	<b>369,775</b>	<b>389,155</b>
<b>Current Assets</b>		
Cash and cash equivalents (Note 16)	32,905	38,722
Short-term investments (Note 28)	1,074	2,738
Trade and other receivables (Note 17)	33,761	24,436
Inventories and supplies (Note 18)	3,933	3,744
Current portion of derivative financial assets (Note 28)	171	242
Current portion of investment in debt securities and other long-term investments (Note 12)	100	326
Current portion of prepayments (Note 19)	9,633	7,505
Current portion of advances and other noncurrent assets (Note 20)	8,092	8,251
<b>Total Current Assets</b>	<b>89,669</b>	<b>85,964</b>
<b>TOTAL ASSETS</b>	<b>459,444</b>	<b>475,119</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Non-voting serial preferred stock (Notes 8 and 20)	360	360
Voting preferred stock (Note 20)	150	150
Common stock (Notes 8 and 20)	1,093	1,093
Treasury stock (Notes 8 and 20)	(6,505)	(6,505)
Treasury shares under employee benefit trust (Note 26)	(940)	–
Capital in excess of par value (Note 20)	130,374	130,488
Other equity reserves (Note 26)	827	–
Retained earnings (Note 20)	634	3,483
Other comprehensive loss (Note 6)	(19,151)	(20,894)
<b>Total Equity Attributable to Equity Holders of PLDT (Note 28)</b>	<b>106,842</b>	<b>108,175</b>
Noncontrolling interests (Note 6)	4,341	362
<b>TOTAL EQUITY</b>	<b>111,183</b>	<b>108,537</b>

See accompanying Notes to Consolidated Financial Statements.

## Consolidated Statements of Financial Position (continued)

AS AT DECEMBER 31, 2017 AND 2016

(In million pesos)

	2017	2016
<b>Noncurrent Liabilities</b>		
Interest-bearing financial liabilities – net of current portion (Notes 21 and 25)	157,654	151,759
Deferred income tax liabilities – net (Note 7)	3,366	3,567
Derivative financial liabilities – net of current portion (Note 28)	8	2
Customers' deposits (Note 28)	2,443	2,431
Pension and other employee benefits (Note 26)	8,997	11,206
Deferred credits and other noncurrent liabilities (Note 22)	7,702	15,604
Total Noncurrent Liabilities	180,170	184,569
<b>Current Liabilities</b>		
Accounts payable (Note 23)	60,445	52,950
Accrued expenses and other current liabilities (Notes 24 and 27)	90,740	93,116
Current portion of interest-bearing financial liabilities (Notes 21 and 25)	14,957	33,273
Dividends payable (Note 20)	1,575	1,544
Current portion of derivative financial liabilities (Note 28)	141	225
Income tax payable (Note 7)	233	905
Total Current Liabilities	168,091	182,013
<b>TOTAL LIABILITIES</b>	<b>348,261</b>	<b>366,582</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>459,444</b>	<b>475,119</b>

See accompanying Notes to Consolidated Financial Statements.

# Consolidated Income Statements

FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

(In million pesos, except earnings per common share amounts which are in pesos)

	2017	2016	2015
<b>REVENUES</b>			
Service revenues	<b>151,165</b>	157,210	162,930
Non-service revenues (Note 5)	<b>8,761</b>	8,052	8,173
	<b>159,926</b>	165,262	171,103
<b>EXPENSES</b>			
Selling, general and administrative expenses (Note 5)	<b>68,990</b>	67,196	70,289
Depreciation and amortization (Note 9)	<b>51,915</b>	34,455	31,519
Cost of sales and services (Note 5)	<b>13,633</b>	18,293	17,453
Asset impairment (Note 5)	<b>8,258</b>	11,042	9,690
Interconnection costs	<b>7,619</b>	9,573	10,317
	<b>150,415</b>	140,559	139,268
	<b>9,511</b>	24,703	31,835
<b>OTHER INCOME (EXPENSES)</b> (Note 5)	<b>5,058</b>	(2,632)	(5,197)
<b>INCOME BEFORE INCOME TAX</b>	<b>14,569</b>	22,071	26,638
<b>PROVISION FOR INCOME TAX</b> (Note 7)	<b>1,103</b>	1,909	4,563
<b>NET INCOME</b>	<b>13,466</b>	20,162	22,075
<b>ATTRIBUTABLE TO:</b>			
Equity holders of PLDT (Note 8)	<b>13,371</b>	20,006	22,065
Noncontrolling interests	<b>95</b>	156	10
	<b>13,466</b>	20,162	22,075
<b>Earnings Per Share Attributable to Common Equity Holders of PLDT</b> (Note 8)			
Basic	<b>61.61</b>	92.33	101.85
Diluted	<b>61.61</b>	92.33	101.85

Certain expenses in 2016 and 2015 were reclassified to conform with the 2017 presentation.  
See accompanying Notes to Consolidated Financial Statements.



# Consolidated Statements of Comprehensive Income

FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

(In million pesos)

	2017	2016	2015
<b>NET INCOME</b>	<b>13,466</b>	20,162	22,075
<b>OTHER COMPREHENSIVE INCOME (LOSS) – NET OF TAX</b> (Note 6)			
Net gains (losses) on available-for-sale financial investments:	<b>3,364</b>	860	(8,135)
Unrealized gains (losses) from changes in fair value adjustments recognized during the year (Note 11)	<b>2,826</b>	(4,520)	(13,258)
Impairment recognized in profit or loss (Note 11)	<b>540</b>	5,381	5,124
Income tax related to fair value adjustments charged directly to equity (Note 7)	<b>(2)</b>	(1)	(1)
Share in the other comprehensive income (loss) of associates and joint ventures accounted for using the equity method (Note 10)	<b>112</b>	151	(14)
Foreign currency translation differences of subsidiaries	<b>(18)</b>	79	45
Net transactions on cash flow hedges:	<b>(376)</b>	10	31
Net fair value gains (losses) on cash flow hedges (Note 28)	<b>(411)</b>	76	5
Income tax related to fair value adjustments charged directly to equity (Note 7)	<b>35</b>	(66)	26
Net other comprehensive income (loss) to be reclassified to profit or loss in subsequent years	<b>3,082</b>	1,100	(8,073)
Share in the other comprehensive income (loss) of associates and joint ventures accounted for using the equity method (Note 10)	<b>194</b>	–	(235)
Revaluation increment on investment properties:	<b>1</b>	17	(1)
Fair value adjustment to property and equipment transferred to investment properties during the year (Note 13)	<b>4</b>	26	–
Depreciation of revaluation increment in investment properties transferred to property and equipment (Note 9)	<b>(2)</b>	(2)	(2)
Income tax related to revaluation increment charged directly to equity (Note 7)	<b>(1)</b>	(7)	1
Actuarial losses on defined benefit obligations:	<b>(1,091)</b>	(3,571)	(1,598)
Remeasurement in actuarial losses on defined benefit obligations	<b>(1,566)</b>	(5,112)	(2,356)
Income tax related to remeasurement adjustments (Note 7)	<b>475</b>	1,541	758
Net other comprehensive loss not to be reclassified to profit or loss in subsequent years	<b>(896)</b>	(3,554)	(1,834)
Total Other Comprehensive Income (Loss) – Net of Tax	<b>2,186</b>	(2,454)	(9,907)
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>15,652</b>	17,708	12,168
<b>ATTRIBUTABLE TO:</b>			
Equity holders of PLDT	<b>15,550</b>	17,557	12,148
Noncontrolling interests	<b>102</b>	151	20
	<b>15,652</b>	17,708	12,168

See accompanying Notes to Consolidated Financial Statements.

# Consolidated Statements of Changes in Equity

FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

(In million pesos)

	Preferred Stock	Common Stock	Treasury Stock	Treasury Shares under Employee Benefit Trust	Capital in Excess of Par Value	Other Equity Reserves	Retained Earnings	Other Comprehensive Income (Loss)	Total Equity Attributable to Equity Holders of PLDT	Noncontrolling Interests	Total Equity
<b>Balances as at January 1, 2017</b>	<b>510</b>	<b>1,093</b>	<b>(6,505)</b>	<b>-</b>	<b>130,488</b>	<b>-</b>	<b>3,483</b>	<b>(20,894)</b>	<b>108,175</b>	<b>362</b>	<b>108,537</b>
Total comprehensive income:	-	-	-	-	-	-	13,807	1,743	15,550	102	15,652
Net income (Note 8)	-	-	-	-	-	-	13,371	-	13,371	95	13,466
Other comprehensive income (Note 6)	-	-	-	-	-	-	436	1,743	2,179	7	2,186
Cash dividends (Note 20)	-	-	-	-	-	-	(16,479)	-	(16,479)	(66)	(16,545)
Perpetual notes (Note 20)	-	-	-	-	-	-	-	-	-	4,165	4,165
Distribution charges on perpetual notes (Note 20)	-	-	-	-	-	-	(177)	-	(177)	-	(177)
Other equity reserves (Note 3)	-	-	-	-	-	827	-	-	827	-	827
Treasury shares under employee benefit trust (Note 3)	-	-	-	(940)	-	-	-	-	(940)	-	(940)
Acquisition and dilution of noncontrolling interests	-	-	-	-	(114)	-	-	-	(114)	(222)	(336)
<b>Balances as at December 31, 2017</b>	<b>510</b>	<b>1,093</b>	<b>(6,505)</b>	<b>(940)</b>	<b>130,374</b>	<b>827</b>	<b>634</b>	<b>(19,151)</b>	<b>106,842</b>	<b>4,341</b>	<b>111,183</b>
<b>Balances as at January 1, 2016</b>	<b>510</b>	<b>1,093</b>	<b>(6,505)</b>	<b>-</b>	<b>130,517</b>	<b>-</b>	<b>6,195</b>	<b>(18,202)</b>	<b>113,608</b>	<b>290</b>	<b>113,898</b>
Total comprehensive income (loss):	-	-	-	-	-	-	20,249	(2,692)	17,557	151	17,708
Net income (Note 8)	-	-	-	-	-	-	20,006	-	20,006	156	20,162
Other comprehensive income (loss) (Note 6)	-	-	-	-	-	-	243	(2,692)	(2,449)	(5)	(2,454)
Cash dividends (Note 20)	-	-	-	-	-	-	(22,961)	-	(22,961)	(81)	(23,042)
Acquisition and dilution of noncontrolling interests	-	-	-	-	(29)	-	-	-	(29)	2	(27)
<b>Balances as at December 31, 2016</b>	<b>510</b>	<b>1,093</b>	<b>(6,505)</b>	<b>-</b>	<b>130,488</b>	<b>-</b>	<b>3,483</b>	<b>(20,894)</b>	<b>108,175</b>	<b>362</b>	<b>108,537</b>
<b>Balances as at January 1, 2015</b>	<b>510</b>	<b>1,093</b>	<b>(6,505)</b>	<b>-</b>	<b>130,521</b>	<b>-</b>	<b>17,030</b>	<b>(8,285)</b>	<b>134,364</b>	<b>304</b>	<b>134,668</b>
Total comprehensive income (loss):	-	-	-	-	-	-	22,065	(9,917)	12,148	20	12,168
Net income (Note 8)	-	-	-	-	-	-	22,065	-	22,065	10	22,075
Other comprehensive income (loss) (Note 6)	-	-	-	-	-	-	-	(9,917)	(9,917)	10	(9,907)
Cash dividends (Note 20)	-	-	-	-	-	-	(32,900)	-	(32,900)	(21)	(32,921)
Acquisition and dilution of noncontrolling interests	-	-	-	-	(4)	-	-	-	(4)	(13)	(17)
<b>Balances as at December 31, 2015</b>	<b>510</b>	<b>1,093</b>	<b>(6,505)</b>	<b>-</b>	<b>130,517</b>	<b>-</b>	<b>6,195</b>	<b>(18,202)</b>	<b>113,608</b>	<b>290</b>	<b>113,898</b>

See accompanying Notes to Consolidated Financial Statements.

# Consolidated Statements of Cash Flows

FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

(In million pesos)

	2017	2016	2015
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	14,569	22,071	26,638
Adjustments for:			
Depreciation and amortization (Note 9)	51,915	34,455	31,519
Asset impairment (Note 5)	8,258	11,042	9,690
Interest on loans and other related items – net (Note 5)	7,014	6,956	5,919
Impairment of investments (Notes 10 and 11)	2,562	5,515	5,166
Pension benefit costs (Notes 5 and 26)	1,607	1,775	1,888
Amortization of intangible assets (Notes 5 and 15)	835	929	1,076
Incentive plans (Notes 5 and 26)	827	–	–
Foreign exchange losses – net (Notes 9 and 27)	411	2,785	3,036
Accretion on financial liabilities – net (Note 5)	219	230	231
Losses (gains) on disposal of property and equipment (Note 9)	159	(1,360)	298
Gains on disposal of investment property (Note 13)	(80)	–	–
Gains on derivative financial instruments – net (Notes 5 and 28)	(533)	(996)	(420)
Interest income (Note 5)	(1,412)	(1,046)	(799)
Equity share in net earnings of associates and joint ventures (Notes 5 and 10)	(2,906)	(1,181)	(3,241)
Gain on disposal of investment in associates and joint ventures (Note 10)	(6,512)	(7,365)	(2,838)
Others	(2,443)	(400)	(1,968)
Operating income before changes in assets and liabilities	74,490	73,410	76,195
Decrease (increase) in:			
Trade and other receivables	(10,674)	(7,060)	(1,863)
Inventories and supplies	(542)	(917)	(1,122)
Prepayments	(212)	(5,634)	(617)
Advances and other noncurrent assets	162	(99)	147
Increase (decrease) in:			
Accounts payable	4,622	1,358	11,242
Accrued expenses and other current liabilities	(1,392)	755	4,969
Pension and other employee benefits	(5,841)	(5,863)	(10,642)
Customers' deposits	13	1	(8)
Other noncurrent liabilities	38	(10)	(13)
Net cash flows generated from operations	60,664	55,941	78,288
Income taxes paid	(4,550)	(6,965)	(8,544)
Net cash flows from operating activities	56,114	48,976	69,744
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Interest received	1,217	947	939
Dividends received (Note 10)	833	4,409	5,544
Proceeds from:			
Maturity of short-term investments	20,254	1,557	1,469
Disposal of investments in associates and joint ventures	14,884	17,000	–
Collection of notes receivable	2,001	–	–
Disposal of available-for-sale financial investments	1,000	2,502	–
Disposal of property and equipment (Note 9)	484	1,889	334
Redemption of investment in debt securities	456	609	292
Disposal of investment properties	290	–	8
Payments for:			
Purchase of available-for-sale financial investments	(76)	(3,500)	(925)
Acquisition of intangible assets (Note 15)	(137)	(159)	(318)
Purchase of shares of noncontrolling interests – net of cash acquired	(266)	(22)	(2)
Interest capitalized to property and equipment (Note 9)	(816)	(566)	(370)
Purchase of investments in associates and joint ventures (Note 10)	(5,633)	(21,524)	(1,274)
Purchase of short-term investments	(18,424)	(2,734)	(2,194)
Purchase of property and equipment (Note 9)	(36,616)	(42,259)	(42,805)
Purchase of investment properties	–	(6)	–
Purchase of investment in debt securities	–	(20)	–
Purchase of subsidiaries – net of cash acquired	–	–	(151)
Decrease (increase) in advances and other noncurrent assets	(511)	(105)	215
Net cash flows used in investing activities	(21,060)	(41,982)	(39,238)

See accompanying Notes to Consolidated Financial Statements.

# Consolidated Statements of Cash Flows (continued)

FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

(In million pesos)

	2017	2016	2015
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Proceeds from:			
Availments of long-term debt (Note 21)	26,255	40,569	44,367
Issuance of perpetual notes (Note 20)	4,165	–	–
Availments of long-term financing for capital expenditures	359	–	311
Derivative financial instruments (Note 28)	218	–	–
Issuance of capital stock	–	5	–
Payments for:			
Debt issuance costs (Note 21)	(153)	(185)	(396)
Distribution charges on perpetual notes (Note 20)	(177)	–	–
Interest – net of capitalized portion (Notes 5 and 21)	(7,076)	(6,512)	(5,407)
Long-term financing for capital expenditures	(8,094)	(6,040)	–
Cash dividends (Note 20)	(16,617)	(22,987)	(32,532)
Long-term debt (Note 21)	(39,199)	(19,650)	(17,084)
Derivative financial instruments (Note 28)	–	(541)	(638)
Redemption of shares	–	–	(1)
Obligations under finance lease	–	–	(5)
Net cash flows used in financing activities	(40,319)	(15,341)	(11,385)
<b>NET EFFECT OF FOREIGN EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>	(552)	614	675
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(5,817)	(7,733)	19,796
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR</b> (Note 16)	38,722	46,455	26,659
<b>CASH AND CASH EQUIVALENTS AT END OF THE YEAR</b> (Note 16)	32,905	38,722	46,455

See accompanying Notes to Consolidated Financial Statements.



# Notes to Consolidated Financial Statements

## 1. Corporate Information

PLDT Inc. (formerly Philippine Long Distance Telephone Company), which we refer to as PLDT or the Parent Company, was incorporated under the old Corporation Law of the Philippines (Act 1459, as amended) on November 28, 1928, following the merger of four telephone companies under common U.S. ownership. Under its amended Articles of Incorporation, PLDT's corporate term is currently limited through 2028. In 1967, effective control of PLDT was sold by the General Telephone and Electronics Corporation, then a major shareholder since PLDT's incorporation, to a group of Filipino businessmen. In 1981, in furtherance of the then existing policy of the Philippine government to integrate the Philippine telecommunications industry, PLDT purchased substantially all of the assets and liabilities of the Republic Telephone Company, which at that time was the second largest telephone company in the Philippines. In 1998, certain subsidiaries of First Pacific Company Limited, or First Pacific, and its Philippine affiliates (collectively the First Pacific Group and its Philippine affiliates), acquired a significant interest in PLDT. On March 24, 2000, NTT Communications Corporation, or NTT Communications, through its wholly-owned subsidiary NTT Communications Capital (UK) Ltd., became PLDT's strategic partner with approximately 15% economic and voting interest in the issued and outstanding common stock of PLDT at that time. Simultaneous with NTT Communications' investment in PLDT, the latter acquired 100% of Smart Communications, Inc., or Smart. On March 14, 2006, NTT DOCOMO, Inc., or NTT DOCOMO, acquired from NTT Communications approximately 7% of PLDT's then outstanding common shares held by NTT Communications with NTT Communications retaining ownership of approximately 7% of PLDT's common shares. Since March 14, 2006, NTT DOCOMO has made additional purchases of shares of PLDT, and together with NTT Communications beneficially owned approximately 20% of PLDT's outstanding common stock as at December 31, 2017. NTT Communications and NTT DOCOMO are subsidiaries of NTT Holding Company. On February 28, 2007, Metro Pacific Asset Holdings, Inc., a Philippine affiliate of First Pacific, completed the acquisition of an approximately 46% interest in Philippine Telecommunications Investment Corporation, or PTIC, a shareholder of PLDT. This investment in PTIC represented an attributable interest of approximately 6% of the then outstanding common shares of PLDT and thereby raised First Pacific Group's and its Philippine affiliates' beneficial ownership to approximately 28% of PLDT's outstanding common stock as at that date. Since then, First Pacific Group's beneficial ownership interest in PLDT decreased by approximately 2%, mainly due to the holders of Exchangeable Notes, which were issued in 2005 by a subsidiary of First Pacific and exchangeable into PLDT shares owned by First Pacific Group, who fully exchanged their notes. First Pacific Group and its Philippine affiliates had beneficial ownership of approximately 26% in PLDT's outstanding common stock as at December 31, 2017. On October 26, 2011, PLDT completed the acquisition of a controlling interest in Digital Telecommunications Phils., Inc., or Digitel, from JG Summit Holdings, Inc., or JGSHI, and its affiliates, or JG Summit Group. As payment for the assets acquired from JGSHI, PLDT issued approximately 27.7 million common shares. In November 2011, JGSHI sold 5.81 million and 4.56 million PLDT shares to a Philippine affiliate of First Pacific and NTT DOCOMO, respectively, pursuant to separate option agreements that JGSHI had entered into with a Philippine affiliate of First Pacific and NTT DOCOMO, respectively. As at December 31, 2017, the JG Summit Group beneficially owned approximately 8% of PLDT's outstanding common shares.

On October 16, 2012, BTF Holdings, Inc., or BTFHI, a wholly-owned company of the Board of Trustees for the Account of the Beneficial Trust Fund, or PLDT Beneficial Trust Fund, created pursuant to PLDT's Benefit Plan, subscribed to 150 million newly issued shares of Voting Preferred Stock of PLDT, or Voting Preferred Shares, at a subscription price of Php1.00 per share for a total subscription price of Php150 million pursuant to a subscription agreement between BTFHI and PLDT dated October 15, 2012. As a result of the issuance of Voting Preferred Shares, the voting power of the NTT Group (NTT DOCOMO and NTT Communications), First Pacific Group and its Philippine affiliates, and JG Summit Group was reduced to 12%, 15% and 5%, respectively, as at December 31, 2017. See *Note 20 – Equity – Voting Preferred Stock* and *Note 27 – Provisions and Contingencies – In the Matter of the Wilson Gamboa Case and Jose M. Roy III Petition*.

The common shares of PLDT are listed and traded on the Philippine Stock Exchange, Inc., or PSE. On October 19, 1994, an American Depositary Receipt, or ADR, facility was established, pursuant to which Citibank N.A., as the depository, issued American Depositary Shares, or ADSs, with each ADS representing one PLDT common share with a par value of Php5.00 per share. Effective February 10, 2003, PLDT appointed JP Morgan Chase Bank as successor depository for PLDT's ADR facility. The ADSs are listed on the New York Stock Exchange, or NYSE, in the United States and are traded on the NYSE under the symbol "PHI". There were approximately 30.5 million ADSs outstanding as at December 31, 2017.

PLDT and our Philippine-based fixed line and wireless subsidiaries operate under the jurisdiction of the Philippine National Telecommunications Commission, or NTC, which jurisdiction extends, among other things, to approving major services offered and certain rates charged to customers.

We are the largest and most diversified telecommunications company in the Philippines which delivers data and multi-media services nationwide. We have organized our business into business units based on our products and services and have three reportable operating segments which serve as the bases for management's decision to allocate resources and evaluate operating performance. Our principal activities are discussed in *Note 4 – Operating Segment Information*.

Our registered office address is Ramon Cojuangco Building, Makati Avenue, Makati City, Philippines.

Our consolidated financial statements as at December 31, 2017 and 2016, and for the years ended December 31, 2017, 2016 and 2015 were approved and authorized for issuance by the Board of Directors on March 27, 2018 as reviewed and recommended for approval by the Audit Committee on March 23, 2018.

### **Amendments to the Articles of Incorporation of PLDT**

On April 12, 2016 and June 14, 2016, the Board of Directors and stockholders of PLDT, respectively, approved the following actions: (i) change in the name of the Company from Philippine Long Distance Telephone Company to PLDT Inc.; (ii) expansion of the purpose clause to expressly provide for such other purposes and powers incidental to or in furtherance of the primary purpose, including the power to do or engage in such activities required, necessary or expedient in the pursuit of lawful businesses or for the protection or benefit of the Company; and (iii) corresponding amendments to the First Article and Second Article of the Articles of Incorporation of the Company.

On July 29, 2016, the Amended Articles of Incorporation of the Company containing the aforementioned amendments was approved by the Philippine Securities and Exchange Commission, or Philippine SEC.

### **Amendments to the By-Laws of PLDT**

On August 30, 2016, the Board of Directors, exercising its own power and the authority duly delegated to it by the stockholders of PLDT to amend the By-Laws, authorized and approved the following amendments: (i) change in the name of the Parent Company from Philippine Long Distance Telephone Parent Company to PLDT Inc. both in the heading and Section 1, Article XV of the By-Laws; and (ii) change in the logo of the Company as stated in Section 1, Article XV of the By-Laws from desk telephone to the current triangle-shaped logo of the corporation. On November 14, 2016, the Amended By-Laws of the Parent Company containing the aforementioned amendments was approved by the Philippine SEC.

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## **2. Summary of Significant Accounting Policies**

### **Basis of Preparation**

Our consolidated financial statements have been prepared in accordance with Philippine Financial Reporting Standards, or PFRSs, as issued by the Philippine Financial Reporting Standards Council, or FRSC.

Our consolidated financial statements have been prepared under the historical cost basis, except for derivative financial instruments, certain available-for-sale financial investments, certain short-term investments and investment properties that are measured at fair values.

We changed the presentation of our consolidated income statements for the years ended December 31, 2016 and 2015 to conform with the 2017 presentation and classification. We did not present a consolidated statement of financial position at the beginning of the earliest comparative period since these certain reclassifications do not have any impact on our consolidated statements of financial position as at December 31, 2016 and January 1, 2016.

Our consolidated financial statements are presented in Philippine peso, PLDT's functional currency, and all values are rounded to the nearest million, except when otherwise indicated.

## Basis of Consolidation

Our consolidated financial statements include the financial statements of PLDT and the following subsidiaries (collectively, the “PLDT Group”) as at December 31, 2017 and 2016:

Name of Subsidiary	Place of Incorporation	Principal Business Activity	2017		2016	
			Percentage of Ownership			
			Direct	Indirect	Direct	Indirect
<b>Wireless</b>						
Smart:	Philippines	Cellular mobile services	100.0	–	100.0	–
Smart Broadband, Inc., or SBI, and Subsidiary	Philippines	Internet broadband distribution services	–	100.0	–	100.0
Primeworld Digital Systems, Inc., or PDSI	Philippines	Internet broadband distribution services	–	100.0	–	100.0
I-Contacts Corporation	Philippines	Operations support servicing business	–	100.0	–	100.0
Smart Money Holdings Corporation, or SMHC	Cayman Islands	Investment company	–	100.0	–	100.0
Far East Capital Limited, or FECL, and Subsidiary, or FECL Group	Cayman Islands	Cost effective offshore financing and risk management activities for Smart	–	100.0	–	100.0
PH Communications Holdings Corporation	Philippines	Investment company	–	100.0	–	100.0
Connectivity Unlimited Resource Enterprise, or CURE	Philippines	Cellular mobile services	–	100.0	–	100.0
Francom Holdings, Inc.:	Philippines	Investment company	–	100.0	–	100.0
Chikka Holdings Limited, or Chikka, and Subsidiaries, or Chikka Group	British Virgin Islands	Content provider, mobile applications development and services	–	100.0	–	100.0
Voyager Innovations, Inc., or Voyager	Philippines	Mobile applications and digital platforms developer	–	100.0	–	100.0
Voyager Innovations Holdings, Pte. Ltd. or VIH, (formerly elnnovations Holdings Pte. Ltd., or elnnovations) <sup>(a)</sup> :	Singapore	Investment company	–	100.0	–	100.0
Voyager Innovations Investments Pte. Ltd., or VII, (formerly Takatack Holdings Pte. Ltd., or Takatack Holdings) <sup>(a)</sup>	Singapore	Investment company	–	100.0	–	100.0
Voyager Innovations Singapore Pte. Ltd., or VIS, (formerly Takatack Technologies Pte. Ltd., or Takatack Technologies) <sup>(a)</sup>	Singapore	Development and maintenance of IT-based solutions for communications and e-Commerce platforms	–	100.0	–	100.0
Takatack Malaysia Sdn. Bhd., or Takatack Malaysia <sup>(a)</sup>	Malaysia	Development, maintenance and support services to enable the digital commerce ecosystem	–	100.0	–	100.0
iCommerce Investments Pte. Ltd., or iCommerce <sup>(a)</sup>	Singapore	Investment company	–	–	–	100.0
Voyager Fintech Ventures Pte. Ltd., or Fintech Ventures (formerly elnnovations Ventures Pte. Ltd., or eVentures) <sup>(f)</sup>	Singapore	Investment company	–	100.0	–	100.0
Fintqologies Corporation, or FINTQ <sup>(g)</sup>	Philippines	Development of financial technology innovations	–	100.0	–	100.0
Fintq Invenures Insurance Agency Corporation <sup>(h)</sup>	Philippines	Insurance company	–	100.0	–	100.0
ePay Investments Pte. Ltd., or ePay	Singapore	Investment company	–	100.0	–	100.0
PayMaya Philippines, Inc. or PayMaya	Philippines	Provide and market certain mobile payment services	–	100.0	–	100.0
PayMaya Operations Philippines, Inc., or PayMaya Ops	Philippines	Market, sell and distribute payment solutions and other related services	–	100.0	–	100.0
ePay Investments Myanmar, Ltd., or ePay Myanmar <sup>(i)</sup>	Myanmar	Investment company	–	100.0	–	–
3 <sup>rd</sup> Brand Pte. Ltd., or 3 <sup>rd</sup> Brand	Singapore	Solutions and systems integration services	–	85.0	–	85.0
Wifun, Inc., or Wifun <sup>(j)</sup>	Philippines	Software developer and selling of WiFi access equipment	–	100.0	–	100.0
Telesat, Inc. <sup>(k)</sup>	Philippines	Satellite communications services	100.0	–	100.0	–
ACeS Philippines Cellular Satellite Corporation, or ACeS Philippines	Philippines	Satellite information and messaging services	88.5	11.5	88.5	11.5
Digitel Mobile Philippines, Inc., or DMPPI, (a wholly-owned subsidiary of Digitel)	Philippines	Cellular mobile services	–	99.6	–	99.6
<b>Fixed Line</b>						
PLDT Clark Telecom, Inc., or ClarkTel	Philippines	Telecommunications services	100.0	–	100.0	–
PLDT Subic Telecom, Inc., or SubicTel	Philippines	Telecommunications services	100.0	–	100.0	–
PLDT Global Corporation, or PLDT Global, and Subsidiaries	British Virgin Islands	Telecommunications services	100.0	–	100.0	–
Smart-NTT Multimedia, Inc. <sup>(k)</sup>	Philippines	Data and network services	100.0	–	100.0	–
PLDT-Philcom, Inc., or Philcom, and Subsidiaries, or Philcom Group	Philippines	Telecommunications services	100.0	–	100.0	–
Talas Data Intelligence, Inc., or Talas	Philippines	Business infrastructure and solutions; intelligent data processing and implementation services and data analytics insight generation	100.0	–	100.0	–
ePLDT, Inc., or ePLDT:	Philippines	Information and communications infrastructure for internet-based services, e-commerce, customer relationship management and IT related services	100.0	–	100.0	–
IP Converge Data Services, Inc., or IPCDSI, and Subsidiary, or IPCDSI Group	Philippines	Information and communications infrastructure for internet-based services, e-commerce, customer relationship management and IT related services	–	100.0	–	100.0
Curo Teknika, Inc., or Curo	Philippines	Managed IT outsourcing	–	100.0	–	100.0
ABM Global Solutions, Inc., or AGS, and Subsidiaries, or AGS Group	Philippines	Internet-based purchasing, IT consulting and professional services	–	100.0	–	100.0

Name of Subsidiary	Place of Incorporation	Principal Business Activity	2017		2016	
			Percentage of Ownership			
			Direct	Indirect	Direct	Indirect
ePDS, Inc., or ePDS	Philippines	Bills printing and other related value-added services, or VAS	-	67.0	-	67.0
netGames, Inc. <sup>(b)</sup>	Philippines	Gaming support services	-	57.5	-	57.5
Digitel:						
Digitel Information Technology Services, Inc. <sup>(c)</sup>	Philippines	Telecommunications services	99.6	-	99.6	-
PLDT-Maratel, Inc., or Maratel	Philippines	Internet services	-	99.6	-	99.6
Bonifacio Communications Corporation, or BCC	Philippines	Telecommunications services	98.0	-	98.0	-
Pacific Global One Aviation Company, Inc., or PG1	Philippines	Telecommunications, infrastructure and related VAS	75.0	-	75.0	-
Pilipinas Global Network Limited, or PGNL, and Subsidiaries	Philippines	Air transportation business	65.0	-	65.0	-
	British Virgin Islands	Internal distributor of Filipino channels and content	64.6	-	64.6	-
<b>Others</b>						
PLDT Global Investments Holdings, Inc., or PGIH	Philippines	Investment company	100.0	-	100.0	-
PLDT Digital Investments Pte. Ltd., or PLDT Digital, and Subsidiaries	Singapore	Investment company	100.0	-	100.0	-
Mabuhay Investments Corporation, or MIC <sup>(d)</sup>	Philippines	Investment company	67.0	-	67.0	-
PLDT Global Investments Corporation, or PGIC	British Virgin Islands	Investment company	-	100.0	-	100.0
PLDT Communications and Energy Ventures, Inc., or PCEV	Philippines	Investment company	-	99.9	-	99.9

- (a) On July 11, 2017, the Accounting and Corporate Regulatory Authority, or ACRA, of Singapore approved the change in business name of eInnovations Holdings Pte. Ltd. to Voyager Innovations Holdings Pte. Ltd.
- (b) On December 29, 2017, the ACRA of Singapore approved the change in business name of Takatak Holdings Pte. Ltd. to Voyager Innovations Investments Pte. Ltd.
- (c) On March 6, 2018, the ACRA of Singapore approved the change in business name of Takatak Technologies Pte. Ltd. to Voyager Innovations Singapore Pte. Ltd.
- (d) On April 12, 2016, Takatak Malaysia was incorporated in Malaysia to provide development, maintenance and support services and sales and marketing.
- (e) On December 14, 2017, VIH sold its 10 thousand ordinary shares in iCommerce to PLDT Online for a total purchase price of SGD1.00.
- (f) On January 12, 2016, the ACRA of Singapore approved the change in business name of eVentures to Voyager Fintech Ventures Pte. Ltd.
- (g) On April 27, 2016, Voyager incorporated its financial technology unit FINTQ to focus on mobile-first financial technology platforms.
- (h) On December 19, 2016, Fintq Inventions Insurance Agency Corporation was incorporated in the Philippines to engage in business as an insurance agent for the distribution, marketing and sale of insurance products such as life, non-life, accident and health insurance and pre-need projects and services.
- (i) On July 25, 2017, ePay Investments Myanmar, Ltd. was incorporated in Myanmar to engage in the business of providing support services on the development and provision of digital technology.
- (j) On November 25, 2015, Smart acquired the remaining 13% noncontrolling shares of Wifun for a total purchase price of Php10 million, of which Php7 million and Php3 million were paid on November 25, 2015 and February 29, 2016, respectively.
- (k) Ceased commercial operations.
- (l) Ceased commercial operations and under liquidation due to shortened corporate life to August 31, 2015.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which PLDT obtains control, and continue to be consolidated until the date that such control ceases. We control an investee when we are exposed, or have rights, to variable returns from our involvement with the investee and when we have the ability to affect those returns through our power over the investee.

The financial statements of our subsidiaries are prepared for the same reporting period as PLDT. We prepare our consolidated financial statements using uniform accounting policies for like transactions and other events with similar circumstances. All intra-group balances, income and expenses, unrealized gains and losses and dividends resulting from intra-group transactions are eliminated in full.

Noncontrolling interests share in losses even if the losses exceed the noncontrolling equity interest in the subsidiary.

A change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction and impact is presented as part of other equity reserves.

If PLDT loses control over a subsidiary, it: (a) derecognizes the assets (including goodwill) and liabilities of the subsidiary; (b) derecognizes the carrying amount of any noncontrolling interest; (c) derecognizes the cumulative translation differences recorded in equity; (d) recognizes the fair value of the consideration received; (e) recognizes the fair value of any investment retained; (f) recognizes any surplus or deficit in profit or loss; and (g) reclassifies the parent's share of components previously recognized in other comprehensive income to profit or loss or retained earnings, as appropriate.

## Divestment of CURE

On October 26, 2011, PLDT received the Order issued by the NTC approving the application jointly filed by PLDT and Digitel for the sale and transfer of approximately 51.6% of the outstanding common stock of Digitel to PLDT. The approval of the application was subject to conditions which included the divestment by PLDT of CURE, in accordance with the Divestment Plan, as follows:

- CURE is obligated to sell its *Red Mobile* business to Smart consisting primarily of its subscriber base, brand and fixed assets; and



- Smart is obligated to sell all of its rights and interests in CURE whose remaining assets will consist of its congressional franchise, 10 Megahertz, or MHz, of 3G frequency in the 2100 band and related permits.

In compliance with the commitments in the divestment plan, CURE completed the sale and transfer of its *Red Mobile* business to Smart on June 30, 2012 for a total consideration of Php18 million through a series of transactions, which included: (a) the sale of CURE's *Red Mobile* trademark to Smart; (b) the transfer of CURE's existing *Red Mobile* subscriber base to Smart; and (c) the sale of CURE's fixed assets to Smart at net book value.

In a letter dated July 26, 2012, Smart informed the NTC that it has complied with the terms and conditions of the divestment plan as CURE had rearranged its assets, such that, except for assets necessary to pay off obligations due after June 30, 2012 and certain tax assets, CURE's only remaining assets as at June 30, 2012 were its congressional franchise, the 10 MHz of 3G frequency in the 2100 band and related permits.

In a letter dated September 10, 2012, Smart informed the NTC that the minimum Cost Recovery Amount, or CRA, to enable PLDT to recover its investment in CURE includes, among others, the total cost of equity investments in CURE, advances from Smart for operating requirements, advances from stockholders and associated funding costs. In a letter dated January 21, 2013, the NTC referred the computation of the CRA to the Commissioners of the NTC.

In a letter dated March 5, 2018, PLDT informed the NTC that it is waiving its right to recover any and all cost related to the 10MHz of 3G radio frequency previously assigned to CURE. Accordingly, CURE will not claim any cost associated with it in the event of subsequent assignment by the NTC to another qualified telecommunication company. With the foregoing, PLDT is deemed to have fully complied with its obligation to divest in CURE as a condition to the sale and transfer of DTPI shares to PLDT.

#### **Incorporation of Talas**

On June 9, 2015, the PLDT's Board of Directors approved the incorporation of Talas, a wholly-owned subsidiary of PLDT. Total subscription in Talas amounted to Php250 million, of which Php62.5 million was paid on May 25, 2015, for purposes of incorporation, and the balance of Php187.5 million was paid on May 16, 2016. PLDT provided Talas an additional equity investment of Php120 million, Php150 million and Php115 million on January 31, 2017, February 28, 2017 and March 31, 2017, respectively, as approved by the PLDT's Board of Directors in June 2016.

Talas is tasked with unifying the digital data assets of the PLDT Group which involves the implementation of the Intelligent Data Fabric, exploration of revenue opportunities and the delivery of the big data capability platform.

#### **Incorporation of PLDT Capital Pte. Ltd., or PLDT Capital**

PLDT Capital was incorporated as a wholly-owned subsidiary of PLDT Online Investments Pte. Ltd., or PLDT Online, on August 12, 2015. As an investment arm, PLDT Capital is envisioned to be an important pillar in supporting the PLDT Group's digital pivot through collaboration with world-class pioneering companies in Silicon Valley, USA and around the world.

In 2015, PLDT Capital made the following investments:

- Investment in Phunware, Inc., or Phunware;
- Investment in AppCard, Inc., or AppCard; and
- Investment in Matrixx Software, Inc., or Matrixx.

See *Note 10 – Investments in Associates and Joint Ventures* and *Note 11 – Available-for-Sale Financial Investments*.

#### **Agreement between PLDT Capital and Gohopscotch, Inc., or Hopscotch**

On April 15, 2016, PLDT Capital and Hopscotch entered into an agreement to market and exclusively distribute Hopscotch's mobile solutions in Southeast Asia through Gohopscotch Southeast Asia Pte. Ltd., a Singapore company incorporated on March 1, 2016, of which PLDT Capital and Hopscotch own 90% and 10% of the equity interests, respectively. The Hopscotch mobile-platform technology allows for the rapid development of custom mobile applications for sports teams, live events, and brands to create a memorable and monetizable fan experience and also increase mobile advertising revenue.

### **Transfer of DMPI's Sun Postpaid Cellular and Broadband Subscription Assets to Smart**

On August 1, 2016, the Board of Directors of Smart and DMPI approved the sale/transfer of DMPI's trademark and subscribers (both individual and corporate) including all of DMPI's assets, rights and obligations directly or indirectly connected to its postpaid cellular and broadband subscribers. The transfer is in accordance with the integration of the wireless business to simplify business operations, as well as to provide flexibility in offering new bundled/converged products and enhanced customer experience. The transfer was completed on November 1, 2016, after which only its prepaid cellular business remains with DMPI.

### **Extension of Smart's Congressional Franchise**

On March 27, 1992, Philippine Congress granted a legislative franchise to Smart under Republic Act, or R.A., No. 7294 to establish, install, maintain, lease and operate integrated telecommunications, computer, electronic services, and stations throughout the Philippines for public domestic and international telecommunications, and for other purposes. R.A. No. 7294 took effect on April 15, 1992, or 15 days from the date of its publication in at least two newspapers of general circulation in the Philippines.

On April 21, 2017, R.A. No. 10926, which effectively extends Smart's franchise until 2042, was signed into law by the President of the Republic of the Philippines. The law was published in a newspaper of general circulation on May 4, 2017 and took effect on May 19, 2017.

### **Decrease in Authorized Capital Stock and Amendment of the Articles of Incorporation of MIC**

On May 30, 2017, the Board of Directors of MIC approved the (a) reduction of MIC's authorized capital stock from Php2,028 million divided into 20 million shares to Php1,602 million by decreasing the par value per share from Php100.00 to Php79.00, or the Decrease in Capital, and (b) the corresponding amendment to the Seventh Article of the Articles of Incorporation of MIC, or the Amendment of Articles. On the same date, the Decrease in Capital and Amendment of Articles were approved by the stockholders representing at least two thirds of the outstanding shares of MIC. The application for approval of the Decrease in Capital and Amendments of Articles was filed with the Philippine SEC on July 11, 2017 and was approved on December 18, 2017.

### **Transfer of SBI's Home Broadband Subscription Assets to PLDT**

On September 26, 2017, the Board of Directors of PLDT and SBI, a PLDT subsidiary providing wireless broadband service, approved the sale and transfer of SBI's trademark and subscribers (both individual and corporate), and all of SBI's assets, rights and obligations directly or indirectly connected to its HOME Ultra and HOMEBRO Wimax businesses to PLDT. The transfer was effective January 1, 2018. Subscription assets and trademark are amortized over two years and 10 years, respectively, using the straight-line method of accounting.

SBI's businesses are currently being managed by PLDT pursuant to the Operations Maintenance and Management Agreement between PLDT and SBI effective October 1, 2012. Subsequent to the transfer, SBI will continue to provide broadband services to its existing Canopy subscribers using a portion of Smart's network. The transfer is in accordance with the said agreement and in order to achieve the expected benefits, as follows:

- Seamless upgrades of PLDT products;
- Flexibility for business in cross-selling of PLDT products; and
- Enhanced customer experience.

On December 18, 2017, PLDT paid the partial consideration to SBI amounting to Php1,294 million. The remaining balance of Php1,152 million is payable in December 2018.

This transaction was eliminated in our consolidated financial statements.

## Transfer of iCommerce to PLDT Online

On December 14, 2017, VIH and PLDT Online entered into a Sale and Purchase Agreement, or SPA, whereby VIH sold all of its 10 thousand ordinary shares in iCommerce to PLDT Online for a total purchase price of SGD1.00. On the same date, VIH assigned its loans receivables from iCommerce to PLDT Online amounting to US\$8.6 million. In consideration, PLDT Online paid VIH US\$8.9 million inclusive of interest as at November 30, 2017. See *Note 10 – Investments in Associates and Joint Ventures – Investments in Joint Ventures – iCommerce’s Investment in PHIH*.

## Perpetual Notes

In 2017, Smart issued various perpetual notes, including Php1,100 million perpetual notes to Rizal Commercial Banking Corporation, or RCBC, Trustee of PLDT’s Redemption Trust Fund. See *Note 20 – Equity – Perpetual Notes*.

## Agreement between PLDT and Smart and Amdocs

On January 24, 2018, PLDT and Smart entered into a seven-year, US\$300 million Managed Transformation Agreement with Amdocs, a leading provider of software and services to communications and media companies, to upgrade PLDT’s business IT systems and improve its business processes and services, aimed at enhancing consumer satisfaction, reducing costs and generating increased revenues.

## New and Amended Standards and Interpretations

The accounting policies adopted are consistent with those of the previous financial year, except that the PLDT Group has adopted the following amendments starting January 1, 2017. Except for amendments to Philippine Accounting Standards, or PAS, 7 and early adoption of amendments to PFRS 2, the adoption of these amendments did not have any significant impact on PLDT Group’s financial position or performance.

- Amendments to PFRS 12, *Disclosure of Interests in Other Entities: Clarification of the Scope of the Standard* (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)
- Amendments to PAS 12, *Income Taxes, Recognition of Deferred Tax Assets for Unrealized Losses*
- Amendments to PAS 7, *Statement of Cash Flows, Disclosure Initiative*

We have provided the required information in *Note 29 – Notes to the Statement of Cash Flows* to our consolidated financial statements. As allowed under the transition provisions of the standard, we did not present comparative information for the year ended December 31, 2016.

- Amendments to PFRS 2, *Share-based Payment, Classification and Measurement of Share-based Payment Transactions*

On January 1, 2017, the PLDT Group elected to adopt early the June 2016 amendments to PFRS 2, *Share-based Payment*. The amendments to PFRS 2 which are effective beginning on or after January 1, 2018 apply where tax laws or regulations oblige an entity to withhold an amount for an employee’s tax obligation associated with a share-based payment and transfer that amount, normally in cash, to the tax authority on the employee’s behalf. The exception in PFRS 2 applies and the transaction is accounted for as equity-settled in its entirety (rather than being divided into an equity-settled portion and a cash-settled portion) if the transaction would have been classified as equity-settled in the absence of the net settlement feature. Since the PLDT Group is under the tax regime where it is required to withhold an amount to meet the tax liability, the amendment to PFRS 2 regarding the classification of a share-based payment transaction with net settlement features for withholding tax obligations applies to the arrangement. We treat the Transformation Incentive Plan, or the TIP, as equity-settled in its entirety.

## Summary of Significant Accounting Policies

The following is the summary of significant accounting policies we applied in preparing our consolidated financial statements:

### ***Business Combinations and Goodwill***

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value, and the amount of any noncontrolling interest in the acquiree. For each business combination, we elect whether to measure the components of the noncontrolling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition-related costs are expensed as incurred.

When we acquire a business, we assess the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognized in profit or loss. The fair value of previously held equity interest is then included in the amount of total consideration transferred.

Any contingent consideration to be transferred by the acquirer will be recognized at fair value at the acquisition date. Contingent consideration classified as an asset or liability is measured at fair value with changes in fair value recognized in profit or loss. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred and the amount recognized for noncontrolling interests and any previous interest held, over the net identifiable assets acquired and liabilities assumed. If the fair value of the net assets acquired is in excess of the aggregate consideration transferred, we reassess whether we correctly identified all of the assets acquired and all of the liabilities assumed and review the procedures used to measure the amounts to be recognized at the acquisition date. If the reassessment still results in an excess of the fair value of net assets acquired over the aggregate consideration transferred, then the gain on a bargain purchase is recognized in profit or loss.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, we report in our consolidated financial statements provisional amounts for the items for which the accounting is incomplete. During the measurement period, which is no longer than one year from the acquisition date, the provisional amounts recognized at acquisition date are retrospectively adjusted to reflect new information obtained about facts and circumstances that existed as of the acquisition date and, if known, would have affected the measurement of the amounts recognized as of that date. During the measurement period, we also recognize additional assets or liabilities if new information is obtained about facts and circumstances that existed as of the acquisition date and, if known, would have resulted in the recognition of those assets and liabilities as of that date.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of our cash-generating units, or CGUs, that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

Where goodwill acquired in a business combination has yet to be allocated to identifiable CGUs because the initial accounting is incomplete, such provisional goodwill is not tested for impairment unless indicators of impairment exist and we can reliably allocate the carrying amount of goodwill to a CGU or group of CGUs that are expected to benefit from the synergies of the business combination.

Where goodwill has been allocated to a CGU and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the disposed operation and the portion of the CGU retained.



### **Investments in Associates**

An associate is an entity in which we have significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but has no control nor joint control over those policies. The existence of significant influence is presumed to exist when we hold 20% or more, but less than 50% of the voting power of another entity. Significant influence is also exemplified when we have one or more of the following: (a) a representation on the board of directors or the equivalent governing body of the investee; (b) participation in policy-making processes, including participation in decisions about dividends or other distributions; (c) material transactions with the investee; (d) interchange of managerial personnel with the investee; or (e) provision of essential technical information.

Investments in associates are accounted for using the equity method of accounting and are initially recognized at cost. The cost of the investments includes directly attributable transaction costs. The details of our investments in associates are disclosed in *Note 10 – Investments in Associates and Joint Ventures – Investments in Associates*.

Under the equity method, an investment in an associate is carried at cost plus post acquisition changes in our share of net assets of the associate. Goodwill relating to an associate is included in the carrying amount of the investment and is not amortized nor individually tested for impairment. Our consolidated income statement reflects our share in the financial performance of our associates. Where there has been a change recognized directly in the equity of the associate, we recognize our share in such change and disclose this, when applicable, in our consolidated statement of comprehensive income and consolidated statement of changes in equity. Unrealized gains and losses resulting from our transactions with and among our associates are eliminated to the extent of our interests in those associates.

Our share in the profits or losses of our associates is included under “Other income (expenses)” in our consolidated income statement. This is the profit or loss attributable to equity holders of the associate and therefore is profit or loss after tax and net of noncontrolling interest in the subsidiaries of the associate.

When our share of losses exceeds our interest in an associate, the carrying amount of the investment, including any long-term interests that form part thereof, is reduced to zero, and the recognition of further losses is discontinued except to the extent that we have an obligation or have made payments on behalf of the investee.

Our reporting dates and that of our associates are identical and our associates’ accounting policies conform to those used by us for like transactions and events in similar circumstances. When necessary, adjustments are made to bring such accounting policies in line with our policies.

After application of the equity method, we determine whether it is necessary to recognize an additional impairment loss on our investments in associates. We determine at the end of each reporting period whether there is any objective evidence that our investment in associate is impaired. If this is the case, we calculate the amount of impairment as the difference between the recoverable amount of our investment in the associate and its carrying value and recognize the amount in our consolidated income statement.

Upon loss of significant influence over the associate, we measure and recognize any retained investment at its fair value. Any difference between the carrying amounts of our investment in the associate upon loss of significant influence and the fair value of the remaining investment and proceeds from disposal is recognized in our consolidated financial statements.

### **Joint Arrangements**

Joint arrangements are arrangements with respect to which we have joint control, established by contracts requiring unanimous consent from the parties sharing control for decisions about the activities that significantly affect the arrangements’ returns. They are classified and accounted for as follows:

- Joint operation – when we have rights to the assets, and obligations for the liabilities, relating to an arrangement, we account for each of our assets, liabilities and transactions, including our share of those held or incurred jointly, in relation to the joint operation in accordance with the PFRS applicable to the particular assets, liabilities and transactions.
- Joint venture – when we have rights only to the net assets of the arrangements, we account for our interest using the equity method, the same as our accounting for investments in associates.

The financial statements of the joint venture are prepared for the same reporting period as our consolidated financial statements. Where necessary, adjustments are made to bring the accounting policies of the joint venture in line with our policies. The details of our investments in joint ventures are disclosed in *Note 10 – Investments in Associates and Joint Ventures – Investments in Joint Ventures*.

Adjustments are made in our consolidated financial statements to eliminate our share of unrealized gains and losses on transactions between us and our joint venture. Our investment in the joint venture is carried at equity method until the date on which we cease to have joint control over the joint venture.

Upon loss of joint control over the joint venture, we measure and recognize our retained investment at fair value. Any difference between the carrying amount of the former joint venture upon loss of joint control and the fair value of the remaining investment and proceeds from disposal is recognized in profit or loss. When the remaining investment constitutes significant influence, it is accounted for as an investment in an associate with no remeasurement.

### ***Current Versus Noncurrent Classifications***

We present assets and liabilities in our consolidated statements of financial position based on current or noncurrent classification.

An asset is current when it is:

- Expected to be realized or intended to be sold or consumed in the normal operating cycle;
- Held primarily for the purpose of trading;
- Expected to be realized within twelve months after the reporting period; or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as noncurrent.

A liability is current when:

- It is expected to be settled in the normal operating cycle;
- It is held primarily for the purpose of trading;
- It is due to be settled within twelve months after the reporting period; or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the period.

We classify all other liabilities as noncurrent.

Deferred income tax assets and liabilities are classified as noncurrent assets and liabilities, respectively.

### ***Foreign Currency Transactions and Translations***

Our consolidated financial statements are presented in Philippine peso, which is also the Parent Company's functional currency. The Philippine peso is the currency of the primary economic environment in which we operate. This is also the currency that mainly influences the revenue from and cost of rendering products and services. Each entity in our Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

The functional and presentation currency of the entities under PLDT Group (except for the subsidiaries discussed below) is the Philippine peso.

Transactions in foreign currencies are initially recorded by entities under our Group at the respective functional currency rates prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency closing rate of exchange prevailing at the end of the reporting period. All differences arising on settlement or translation of monetary items are recognized in our consolidated income statement except for foreign exchange differences that qualify as capitalizable borrowing costs for qualifying assets. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. The gain or loss arising from transactions of non-monetary items measured at fair value is treated in line with the recognition of this gain or loss on the change in fair value of the items (i.e., translation differences on items whose fair value gain or loss is recognized in other comprehensive income or profit or loss are also recognized in other comprehensive income or profit or loss, respectively).

The functional currency of SMHC, FECL Group, PLDT Global and certain of its subsidiaries, Digitel Capital Philippines Ltd., or DCPL, PGNL and certain of its subsidiaries, Chikka and certain of its subsidiaries and PGIC is the U.S. dollar; the functional currency of elnnovations, Takatack Holdings, VIS, iCommerce, Fintech Ventures, ePay, 3<sup>rd</sup> Brand, Chikka Pte. Ltd., or CPL, and ABM Global Solutions Pte. Ltd., or AGSPL, is the Singaporean dollar; the functional currency of Chikka Communications Consulting (Beijing) Co. Ltd., or CCCBL, is the Chinese renminbi; the functional currency of AGS Malaysia and Takatack Malaysia, is the Malaysian ringgit; the functional currency of AGS Indonesia is the Indonesian rupiah; and the functional currency of ePay Myanmar is the Myanmar kyat. As at the reporting date, the assets and liabilities of these subsidiaries are translated into Philippine peso at the rate of exchange prevailing at the end of the reporting period, and income and expenses of these subsidiaries are translated monthly using the weighted average exchange rate for the month. The exchange differences arising on translation are recognized as a separate component of other comprehensive income as cumulative translation adjustments. Upon disposal of these subsidiaries, the amount of deferred cumulative translation adjustments recognized in other comprehensive income relating to subsidiaries is recognized in our consolidated income statement.

When there is a change in an entity's functional currency, the entity applies the translation procedures applicable to the new functional currency prospectively from the date of the change. The entity translates all assets and liabilities into the new functional currency using the exchange rate at the date of the change. The resulting translated amounts for non-monetary items are treated as the new historical cost. Exchange differences arising from the translation of a foreign operation previously recognized in other comprehensive income are not reclassified from equity to profit or loss until the disposal of the operation.

Foreign exchange gains or losses of the Parent Company and our Philippine-based subsidiaries are treated as taxable income or deductible expenses in the period such exchange gains or losses are realized.

Any goodwill arising on the acquisition of a foreign operation and any fair value adjustments to the carrying amounts of assets and liabilities arising on the acquisition are treated as assets and liabilities of the foreign operation and translated at the closing rate.

### ***Financial Instruments – Initial recognition and subsequent measurement***

#### ***Financial Assets***

##### *Initial recognition and measurement*

Financial assets within the scope of PAS 39, *Financial Instruments: Recognition and Measurement*, are classified as financial assets at fair value through profit or loss, or FVPL, loans and receivables, held-to-maturity, or HTM, investments, available-for-sale financial investments, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. We determine the classification of financial assets at initial recognition and, where allowed and appropriate, re-evaluate the designation of such assets at each reporting date.

Financial assets are recognized initially at fair value plus transaction costs that are attributable to the acquisition of the financial asset, except in the case of financial assets recorded at FVPL.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way purchases or sales) are recognized on the trade date, i.e., the date that we commit to purchase or sell the asset.

#### *Subsequent measurement*

The subsequent measurement of financial assets depends on the classification as described below:

#### *Financial assets at FVPL*

Financial assets at FVPL include financial assets held-for-trading and financial assets designated upon initial recognition at FVPL. Financial assets are classified as held-for-trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivative assets, including separated embedded derivatives, are also classified as held-for-trading unless they are designated as effective hedging instruments as defined by PAS 39. Financial assets at FVPL are carried in our consolidated statement of financial position at fair value with net changes in fair value recognized in our consolidated income statement under "Other income (expenses) – Gains (losses) on derivative financial instruments – net" for derivative instruments (negative net changes in fair value) and "Other income (expenses) – net" for non-derivative financial assets (positive net changes in fair value). Interest earned and dividends received from financial assets at FVPL are recognized in our consolidated income statement under "Interest income" and "Other income (expenses) – net", respectively.

Financial assets may be designated at initial recognition as at FVPL if any of the following criteria are met: (i) the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or recognizing gains or losses on them on different bases; (ii) the assets are part of a group of financial assets which are managed and their performance are evaluated on a fair value basis, in accordance with a documented risk management strategy and information about the group of financial assets is provided internally on that basis to the entity's key management personnel; or (iii) the financial assets contain an embedded derivative, unless the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

An embedded derivative is separated from the host contract and accounted for as a derivative if all of the following conditions are met: (a) the economic characteristics and risks of the embedded derivatives are not closely related to the economic characteristics and risks of the host contract; (b) a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and (c) the hybrid or combined instrument is not recognized at FVPL. These embedded derivatives are measured at fair value with gains or losses arising from changes in fair value recognized in our consolidated income statement. Reassessment only occurs if there is a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required.

Our financial assets at FVPL include certain short-term investments and derivative financial assets as at December 31, 2017 and 2016. See *Note 28 – Financial Assets and Liabilities*.

#### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments which are not quoted in an active market. After initial measurement, such financial assets are carried at amortized cost using the effective interest rate, or EIR, method less impairment. This method uses an EIR that exactly discounts the estimated future cash payments or receipts over the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset. Gains and losses are recognized in our consolidated income statement when the loans and receivables are derecognized or impaired, as well as through the amortization process. Interest earned is recorded in "Interest income" in our consolidated income statement. Assets in this category are included in the current assets except for those with maturities greater than 12 months after the end of the reporting period, which are classified as noncurrent assets.

Our loans and receivables include portions of investment in debt securities and other long-term investments, cash and cash equivalents, short-term investments, trade and other receivables, and portions of advances and other noncurrent assets as at December 31, 2017 and 2016. See *Note 12 – Investment in Debt Securities and Other Long-term Investments*, *Note 16 – Cash and Cash Equivalents*, *Note 17 – Trade and Other Receivables* and *Note 28 – Financial Assets and Liabilities*.



### *HTM investments*

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as HTM when we have the positive intention and ability to hold it to maturity. After initial measurement, HTM investments are measured at amortized cost using the EIR method. Gains or losses are recognized in our consolidated income statement when the investments are derecognized or impaired, as well as through the amortization process. Interest earned is recorded in “Other income (expenses) – Interest income” in our consolidated income statement. Assets in this category are included in current assets except for those with maturities greater than 12 months after the end of the reporting period, which are classified as noncurrent assets.

Our HTM investments include portions of investment in debt securities and other long-term investments as at December 31, 2017 and 2016. See *Note 12 – Investment in Debt Securities and Other Long-term Investments* and *Note 28 – Financial Assets and Liabilities*.

### *Available-for-sale financial investments*

Available-for-sale financial investments include equity investments and debt securities. Equity investments classified as available-for-sale are those that are neither classified as held-for-trading nor designated at FVPL. Debt securities in this category are those that are intended to be held for an indefinite period of time and that may be sold in response to liquidity requirements or in response to changes in the market conditions.

After initial measurement, available-for-sale financial investments are subsequently measured at fair value with unrealized gains or losses recognized in other comprehensive income in the “Net gains (losses) on available-for-sale financial investments – net of tax” account until the investment is derecognized, at which time the cumulative gain or loss recorded in other comprehensive income is recognized in our consolidated income statement; or the investment is determined to be impaired, at which time the cumulative loss recorded in other comprehensive income is recognized in “Other income (expenses) – net” in our consolidated income statement. Available-for-sale investments in equity instruments that do not have a quoted price in an active market and whose fair value cannot be reliably measured shall be measured at cost.

Interest earned on holding available-for-sale financial investments are included under “Other income (expenses) – Interest income” using the EIR method in our consolidated income statement. Dividends earned on holding available-for-sale equity investments are recognized in our consolidated income statement under “Other income (expenses) – net” when the right to receive payment has been established. These financial assets are included under noncurrent assets unless we intend to dispose of the investment within 12 months from the end of the reporting period.

We evaluate whether the ability and intention to sell our available-for-sale financial investments in the near term is still appropriate. When, in rare circumstances, we are unable to trade these financial investments due to inactive markets and management’s intention to do so significantly changes in the foreseeable future, we may elect to reclassify these financial investments. Reclassification to loans and receivables is permitted when the financial investments meet the definition of loans and receivables and we have the intent and ability to hold these assets for the foreseeable future. Reclassification to the held-to-maturity category is permitted only when the entity has the ability and intention to hold the financial investment to maturity accordingly.

For a financial investment reclassified from the available-for-sale category, the fair value at the date of reclassification becomes its new amortized cost and any previous gain or loss on the asset that has been recognized in other comprehensive income is amortized to profit or loss over the remaining life of the investment using the EIR method. Any difference between the new amortized cost and the maturity amount is also amortized over the remaining life of the asset using the EIR method. If the asset is subsequently determined to be impaired, then the amount recorded in other comprehensive income is reclassified to our consolidated income statement.

Our available-for-sale financial investments include listed and unlisted equity securities as at December 31, 2017 and 2016. See *Note 11 – Available-for-sale Financial Investments* and *Note 28 – Financial Assets and Liabilities*.



## **Financial Liabilities**

### *Initial recognition and measurement*

Financial liabilities within the scope of PAS 39 are classified as financial liabilities at FVPL, other financial liabilities or as derivatives designated as hedging instruments in an effective hedge, as appropriate. We determine the classification of our financial liabilities at initial recognition.

Financial liabilities are recognized initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

### *Subsequent measurement*

The subsequent measurement of financial liabilities depends on their classification as described below:

#### *Financial liabilities at FVPL*

Financial liabilities at FVPL include financial liabilities held-for-trading and financial liabilities designated upon initial recognition as at FVPL. Financial liabilities are classified as held-for-trading if they are acquired for the purpose of selling in the near term. Derivative liabilities, including separated embedded derivatives are also classified as at FVPL unless they are designated as effective hedging instruments as defined by PAS 39. Financial liabilities at FVPL are carried in our consolidated statement of financial position at fair value with gains or losses on liabilities held-for-trading recognized in our consolidated income statement under "Gains (losses) on derivative financial instruments – net" for derivative instruments and "Other income (expenses) – net" for non-derivative financial liabilities.

Financial liabilities may be designated at initial recognition as at FVPL if any of the following criteria are met: (i) the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the liabilities or recognizing gains or losses on them on different bases; (ii) the liabilities are part of a group of financial liabilities which are managed and their performance are evaluated on a fair value basis, in accordance with a documented risk management strategy and information about the group of financial liabilities is provided internally on that basis to the entity's key management personnel; or (iii) the financial liabilities contain an embedded derivative, unless the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

Our financial liabilities at FVPL include long-term principal only-currency swaps and interest rate swaps as at December 31, 2017 and 2016. See *Note 28 – Financial Assets and Liabilities*.

#### *Other financial liabilities*

After initial recognition, other financial liabilities are subsequently measured at amortized cost using the EIR method.

Gains and losses are recognized in our consolidated income statement when the liabilities are derecognized as well as through the EIR amortization process. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included under "Other income (expenses) – Financing costs – net" in our consolidated income statement.

Our other financial liabilities include interest-bearing financial liabilities, customers' deposits, dividends payable and accrual for long-term capital expenditures, accounts payable, and accrued expenses and other current liabilities (except for statutory payables) as at December 31, 2017 and 2016. See *Note 21 – Interest-bearing Financial Liabilities*, *Note 22 – Deferred Credits and Other Noncurrent Liabilities*, *Note 23 – Accounts Payable* and *Note 24 – Accrued Expenses and Other Current Liabilities*.

#### *Offsetting of financial instruments*

Financial assets and financial liabilities are offset and the net amount is reported in our consolidated statement of financial position if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

#### *Amortized cost of financial instruments*

Amortized cost is computed using the EIR method less any allowance for impairment and principal repayment or reduction. The calculation takes into account any premium or discount on acquisition and includes transaction costs and fees that are an integral part of the EIR.

#### *“Day 1” difference*

Where the transaction price in a non-active market is different from the fair value of other observable current market transactions in the same instrument or based on a valuation technique which variables include only data from observable market, we recognize the difference between the transaction price and fair value (a “Day 1” difference) in our consolidated income statement unless it qualifies for recognition as some other type of asset or liability. In cases where data used are not observable, the difference between the transaction price and model value is only recognized in our consolidated income statement when the inputs become observable or when the instrument is derecognized. For each transaction, we determine the appropriate method of recognizing the “Day 1” difference amount.

#### ***Impairment of Financial Assets***

We assess at the end of each reporting period whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (an incurred “loss event”) and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtor or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that the debtor will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

#### ***Impairment of Trade and Other Receivables***

##### *Individual impairment*

##### *Retail subscribers*

We recognize impairment losses for the whole amount of receivables from permanently disconnected wireless and fixed line subscribers. Subscribers are permanently disconnected after a series of collection steps following nonpayment by postpaid subscribers. Such permanent disconnection usually occurs within a predetermined period from the last statement date.

We also recognize impairment losses for accounts with extended credit arrangements or promissory notes.

##### *Corporate subscribers*

Receivables from corporate subscribers are provided with impairment losses when they are specifically identified as impaired. Full allowance is generally provided for the whole amount of receivables from corporate accounts based on aging of individual account balances. In making this assessment, we take into account normal payment cycle, payment history and status of the account.

##### *Foreign administrations and domestic carriers*

For receivables from foreign administration and domestic carriers, impairment losses are recognized when they are specifically identified as impaired regardless of the age of balances. Full allowance is generally provided after quarterly review of the status of settlement with the carriers. In making this assessment, we take into account normal payment cycle, counterparty carrier’s payment history and industry-observed settlement periods.

#### *Dealers, agents and others*

Similar to carrier accounts, we recognize impairment losses for the full amount of receivables from dealers, agents and other parties based on our specific assessment of individual balances based on age and payment habits, as applicable.

#### *Collective impairment*

##### *Postpaid wireless and fixed line subscribers*

We estimate impairment losses for temporarily disconnected accounts for both wireless and fixed line subscribers based on the historical trend of temporarily disconnected accounts which eventually become permanently disconnected. Temporary disconnection is initiated after a series of collection activities is implemented, including the sending of a collection letter, call-out reminders and collection messages via text messaging. Temporary disconnection generally happens 90 days after the due date of the unpaid balance. If the account is not settled within 60 days from temporary disconnection, the account is permanently disconnected.

We recognize impairment losses on our postpaid wireless and fixed line subscribers through net flow-rate methodology which is derived from account-level monitoring of subscriber accounts between different age brackets, from current to 120 days past due. The criterion adopted for making the allowance for doubtful accounts takes into consideration the calculation of the actual percentage of losses incurred on each range of accounts receivable.

##### *Other subscribers*

Receivables that have been assessed individually and found not to be impaired are then assessed collectively based on similar credit risk characteristics to determine whether provision should be made due to incurred loss events for which there is objective evidence but whose effects are not yet evident in the individual impairment assessment. Retail subscribers are provided with collective impairment based on a certain percentage derived from historical data/statistics.

See Note 3 – *Management's Use of Accounting Judgments, Estimates and Assumptions – Estimating Allowance for Doubtful Accounts*, Note 17 – *Trade and Other Receivables* and Note 28 – *Financial Assets and Liabilities – Impairment Assessments* for further disclosures relating to impairment of financial assets.

##### *Financial assets carried at amortized cost*

For financial assets carried at amortized cost, we first assess whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If we determine that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, we include the asset in a group of financial assets with similar credit risk characteristics and collectively assess them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses, or ECL, that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original EIR. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current EIR.

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognized under "Asset impairment" in our consolidated income statement. Interest income continues to be accrued on the reduced carrying amount based on the original EIR of the asset. The financial asset together with the associated allowance are written-off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to us. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. Any subsequent reversal of an impairment loss is recognized in our consolidated income statement, to the extent that the carrying value of the asset does not exceed its original amortized cost at the reversal date. If a write-off is later recovered, the recovery is recognized in profit or loss.

### *Available-for-sale financial investments*

For available-for-sale financial investments, we assess at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as available-for-sale financial investments, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. The determination of what is “significant” or “prolonged” requires judgment. We treat “significant” generally as decline of 20% or more below the original cost of investment, and “prolonged” as greater than 12 months assessed against the period in which the fair value has been below its original cost. When a decline in the fair value of an available-for-sale financial investment has been recognized in other comprehensive income and there is objective evidence that the asset is impaired, the cumulative loss that had been recognized in other comprehensive income is reclassified to profit or loss as a reclassification adjustment even though the financial asset has not been derecognized. The amount of the cumulative loss that is reclassified from other comprehensive income to profit or loss is the difference between the acquisition cost (net of any principal repayment and amortization) and the current fair value, less any impairment loss on that financial asset previously recognized in profit or loss. If available-for-sale equity security is impaired, any further decline in the fair value at subsequent reporting date is recognized as impairment. Therefore, at each reporting period, for an equity security that was determined to be impaired, additional impairments are recognized for the difference between fair value and the original cost, less any previously recognized impairment. Impairment losses on equity investments are not reversed in profit or loss. Subsequent increases in the fair value after impairment are recognized in other comprehensive income.

In the case of debt instruments classified as available-for-sale financial investments, impairment is assessed based on the same criteria as financial assets carried at amortized cost. However, the amount recorded for impairment is the cumulative loss measured as the difference between the amortized cost and the current fair value, less any impairment loss on that investment previously recognized in our consolidated income statement. Future interest income continues to be accrued based on the reduced carrying amount of the asset, using the rate of interest used to discount future cash flows for the purpose of measuring impairment loss. Such accrual is recorded as part of “Other income (expenses) – Interest income” in our consolidated income statement. If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in our consolidated income statement, the impairment loss is reversed in profit or loss.

### ***Derecognition of Financial Assets and Liabilities***

#### *Financial assets*

A financial asset (or where applicable as part of a financial asset or part of a group of similar financial assets) is primarily derecognized when: (1) the right to receive cash flows from the asset has expired; or (2) we have transferred the right to receive cash flows from the asset or have assumed an obligation to pay the received cash flows in full without material delay to a third party under a “pass-through” arrangement; and either: (a) we have transferred substantially all the risks and rewards of the asset; or (b) we have neither transferred nor retained substantially all the risks and rewards of the asset, but have transferred control of the asset.

When we have transferred the right to receive cash flows from an asset or have entered into a “pass-through” arrangement, and have neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, a new asset is recognized to the extent of our continuing involvement in the asset.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that we could be required to repay.

When continuing involvement takes the form of a written and/or purchased option (including a cash-settled option or similar provision) on the transferred asset, the extent of our continuing involvement is the amount of the transferred asset that we may repurchase, except that in the case of a written put option (including a cash-settled option or similar provision) on an asset measured at fair value, the extent of our continuing involvement is limited to the lower of the fair value of the transferred asset and the option exercise price.



### *Financial liabilities*

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or has expired.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the carrying amount of a financial liability extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognized in profit or loss.

The financial liability is also derecognized when equity instruments are issued to extinguish all or part of the financial liability. The equity instruments issued are recognized at fair value if it can be reliably measured, otherwise, it is recognized at the fair value of the financial liability extinguished. Any difference between the fair value of the equity instruments issued and the carrying value of the financial liability extinguished is recognized in profit or loss.

### **Derivative Financial Instruments and Hedge Accounting**

#### *Initial recognition and subsequent measurement*

We use derivative financial instruments, such as long-term currency swaps, foreign currency options, forward currency contracts and interest rate swaps to hedge our risks associated with foreign currency fluctuations and interest rates. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. Derivatives are carried as financial assets when the fair value is positive and as financial liabilities when the fair value is negative.

The fair value of forward currency contracts is calculated by reference to current forward exchange rates for contracts with similar maturity profiles. The fair value of long-term currency swaps, foreign currency options, forward currency contracts and interest rate swap contracts is determined using applicable valuation techniques. See *Note 28 – Financial Assets and Liabilities*.

Any gains or losses arising from changes in fair value on derivatives during the period that do not qualify for hedge accounting are taken directly to the “Other income (expenses) – Gains (losses) on derivative financial instruments – net” in our consolidated income statement.

For the purpose of hedge accounting, hedges are classified as: (1) fair value hedges when hedging the exposure to changes in the fair value of a recognized financial asset or liability or an unrecognized firm commitment (except for foreign currency risk); or (2) cash flow hedges when hedging exposure to variability in cash flows that is either attributable to a particular risk associated with a recognized financial asset or liability, a highly probable forecast transaction or the foreign currency risk in an unrecognized firm commitment; or (3) hedges of a net investment in a foreign operation.

At the inception of a hedge relationship, we formally designate and document the hedge relationship to which we wish to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. The documentation includes identification of the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and how we will assess the hedging instrument’s effectiveness in offsetting the exposure to changes in the hedged item’s fair value or cash flows attributable to the hedged risk. Such hedges are expected to be highly effective in achieving offsetting changes in fair value or cash flows and are assessed on an on-going basis to determine that they actually have been highly effective throughout the financial reporting periods for which they are designated. In a situation when that hedged item is a forecast transaction, we assess whether the transaction is highly probable and presents an exposure to variations in cash flows that could ultimately affect our consolidated income statement.

Hedges which meet the criteria for hedge accounting are accounted for as follows:

#### *Fair value hedges*

The change in the fair value of a hedging instrument is recognized in the consolidated income statement as financing cost. The change in the fair value of the hedged item attributable to the risk hedged is recorded as part of the carrying value of the hedged item and is also recognized in the consolidated income statement.



For fair value hedges relating to items carried at amortized cost, any adjustment to carrying value is amortized through profit or loss over the remaining term of the hedge using the EIR method. EIR amortization may begin as soon as adjustment exists and no later than when the hedged item ceases to be adjusted for changes in its fair value attributable to the risk being hedged.

If the hedged item is derecognized, the unamortized fair value is recognized immediately in the consolidated income statement.

When an unrecognized firm commitment is designated as a hedged item, the subsequent cumulative change in the fair value of the firm commitment attributable to the hedged risk is recognized as an asset or liability with a corresponding gain or loss recognized in the consolidated income statement.

#### *Cash flow hedges*

The effective portion of the gain or loss on the hedging instrument is recognized in other comprehensive income, while any ineffective portion is recognized immediately in our consolidated income statement. See *Note 28 – Financial Assets and Liabilities* for more details.

Amounts taken to other comprehensive income are transferred to our consolidated income statement when the hedged transaction affects our consolidated income statement, such as when the hedged financial income or financial expense is recognized or when a forecast transaction occurs. Where the hedged item is the cost of a non-financial asset or non-financial liability, the amounts taken to other comprehensive income are transferred to the initial carrying amount of the non-financial asset or liability.

If the forecast transaction or firm commitment is no longer expected to occur, amounts previously recognized in other comprehensive income are transferred to our consolidated income statement. If the hedging instrument expires or is sold, terminated or exercised without replacement or rollover, or if its designation as a hedge is revoked, amounts previously recognized in other comprehensive income remain in other comprehensive income until the forecast transaction or firm commitment occurs.

We use an interest rate swap agreement to hedge our interest rate exposure and a long-term principal only-currency swap agreement to hedge our foreign exchange exposure on certain outstanding loan balances. See *Note 28 – Financial Assets and Liabilities*.

#### *Current versus noncurrent classification*

Derivative instruments that are not designated as effective hedging instruments are classified as current or noncurrent or separated into a current and noncurrent portion based on an assessment of the facts and circumstances (i.e., the underlying contracted cash flows).

Where we expect to hold a derivative as an economic hedge (and does not apply hedge accounting) for a period beyond 12 months after the reporting date, the derivative is classified as noncurrent (or separated into current and noncurrent portions) consistent with the classification of the underlying item.

Embedded derivatives that are not closely related to the host contract are classified consistent with the cash flows of the host contract.

Derivative instruments that are designated as effective hedging instruments are classified consistently with the classification of the underlying hedged item. The derivative instrument is separated into a current portion and a noncurrent portion only if a reliable allocation can be made.

We recognize transfers into and transfers out of fair value hierarchy levels as at the date of the event or change in circumstances that caused the transfer.

## ***Property and Equipment***

Property and equipment, except for land, is stated at cost less accumulated depreciation and amortization and any accumulated impairment losses. Land is stated at cost less any impairment in value. The initial cost of property and equipment comprises its purchase price, including import duties and non-refundable purchase taxes and any directly attributable costs of bringing the property and equipment to its working condition and location for its intended use. Such cost includes the cost of replacing component parts of the property and equipment when the cost is incurred, if the recognition criteria are met. When significant parts of property and equipment are required to be replaced at intervals, we recognize such parts as individual assets with specific useful lives and depreciate them accordingly. Likewise, when a major inspection is performed, its cost is recognized in the carrying amount of the property and equipment as a replacement if the recognition criteria are satisfied. All other repairs and maintenance costs are recognized as expense as incurred. The present value of the expected cost for the decommissioning of the asset after use is included in the cost of the asset if the recognition criteria for a provision are met.

Depreciation and amortization commence once the property and equipment are available for their intended use and are calculated on a straight-line basis over the estimated useful lives of the assets. The estimated useful lives used in depreciating our property and equipment are disclosed in *Note 9 – Property and Equipment*.

The residual values, estimated useful lives, and methods of depreciation and amortization are reviewed at least at each financial year-end and adjusted prospectively, if appropriate.

An item of property and equipment and any significant part initially recognized are derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss when the asset is derecognized.

Property under construction is stated at cost less any impairment in value. This includes cost of construction, plant and equipment, capitalizable borrowing costs and other direct costs associated to construction. Property under construction is not depreciated until such time that the relevant assets are completed and available for its intended use.

Property under construction is transferred to the related property and equipment when the construction or installation and related activities necessary to prepare the property and equipment for their intended use have been completed, and the property and equipment are ready for operational use.

### *Borrowing Costs*

Borrowing costs are capitalized if they are directly attributable to the acquisition, construction or production of a qualifying asset. Qualifying assets are assets that necessarily take a substantial period of time to get ready for their intended use or sale. Capitalization of borrowing costs commences when the activities to prepare the asset for its intended use or sale are in progress and the expenditures and borrowing costs are incurred. Borrowing costs are capitalized until the assets are substantially completed for their intended use or sale.

All other borrowing costs are expensed as incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### *Asset Retirement Obligations*

We are legally required under various lease agreements to dismantle the installation in leased sites and restore such sites to their original condition at the end of the lease contract term. We recognize the liability measured at the present value of the estimated costs of these obligations and capitalize such costs as part of the balance of the related item of property and equipment. The amount of asset retirement obligations are accreted and such accretion is recognized as interest expense. See *Note 9 – Property and Equipment* and *Note 22 – Deferred Credits and Other Noncurrent Liabilities*.

### ***Investment Properties***

Investment properties are initially measured at cost, including transaction costs. Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the reporting date. Gains or losses arising from changes in the fair values of investment properties are included in our consolidated income statement in the period in which they arise, including the corresponding tax effect. Fair values are determined based on an amount evaluation performed by a Philippine SEC accredited external independent valuer applying a valuation model recommended by the International Valuation Standards Committee.

Investment properties are derecognized when they are disposed of or when they are permanently withdrawn from use and no future economic benefit is expected from their disposal. Any gain or loss on the retirement or disposal of an investment property is recognized in our consolidated income statement in the year of retirement or disposal.

Transfers are made to or from investment property only when there is a change in use. For a transfer from investment property to owner-occupied property, the deemed cost for subsequent accounting is the fair value at the date of change in use. If owner-occupied property becomes an investment property, we account for such property in accordance with the policy stated under property and equipment up to the date of change in use. The difference between the carrying amount of the owner-occupied property and its fair value at the date of change is accounted for as revaluation increment recognized in other comprehensive income. On subsequent disposal of the investment property, the revaluation increment recognized in other comprehensive income is transferred to retained earnings.

No assets held under operating lease have been classified as investment properties.

### ***Intangible Assets***

Intangible assets acquired separately are measured at cost on initial recognition. The cost of intangible assets acquired from business combinations is initially recognized at fair value on the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortization and accumulated impairment losses. The useful lives of intangible assets are assessed at the individual asset level as either finite or indefinite.

Intangible assets with finite lives are amortized over the useful economic life using the straight-line method and assessed for impairment whenever there is an indication that the intangible assets may be impaired. At the minimum, the amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in our consolidated income statement.

Intangible assets with indefinite useful lives are not amortized, but are tested for impairment annually either individually or at the CGU level. The useful life of an intangible asset with an indefinite life is reviewed annually to determine whether the indefinite life assessment continues to be supportable. If not, the change in the useful life assessment from indefinite to finite is made on a prospective basis.

The estimated useful lives used in amortizing our intangible assets are disclosed in *Note 15 – Goodwill and Intangible Assets*.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset, and are recognized in our consolidated income statement when the asset is derecognized.

Internally generated intangibles are not capitalized and the related expenditures are charged against operations in the period in which the expenditures are incurred.

### ***Inventories and Supplies***

Inventories and supplies, which include cellular and landline phone units, materials, spare parts, terminal units and accessories, are valued at the lower of cost and net realizable value.

Costs incurred in bringing inventories and supplies to its present location and condition are accounted for using the weighted average cost method. Net realizable value is determined by either estimating the selling price in the ordinary course of business, less the estimated cost to sell or determining the prevailing replacement costs.

### ***Impairment of Non-Financial Assets***

We assess at each reporting period whether there is an indication that an asset may be impaired. If any indication exists, or when the annual impairment testing for an asset is required, we make an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or CGU's fair value less costs of disposal and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent from those of other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing the value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining the fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. Impairment losses are recognized in our consolidated income statement.

For assets, excluding goodwill, an assessment is made at each reporting date to determine whether there is an indication that previously recognized impairment losses no longer exist or have decreased. If such indication exists, we make an estimate of the recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. If this is the case, the carrying amount of the asset is increased to its recoverable amount. The increased amount cannot exceed the carrying amount that would have been determined, net of depreciation and amortization, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in our consolidated income statement. After such reversal, the depreciation and amortization charges are adjusted in future years to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining economic useful life.

The following assets have specific characteristics for impairment testing:

#### *Property and equipment and intangible assets with definite useful lives*

For property and equipment, we also assess for impairment on the basis of impairment indicators such as evidence of internal obsolescence or physical damage. See *Note 3 – Management's Use of Accounting Judgments, Estimates and Assumptions – Impairment of non-financial assets*, *Note 9 – Property and Equipment* and *Note 15 – Goodwill and Intangible Assets* for further disclosures relating to impairment of non-financial assets.

#### *Investments in associates and joint ventures*

We determine at the end of each reporting period whether there is any objective evidence that our investments in associates and joint ventures are impaired. If this is the case, the amount of impairment is calculated as the difference between the recoverable amount of the investments in associates and joint ventures, and its carrying amount. The amount of impairment loss is recognized in our consolidated income statement. See *Note 10 – Investments in Associates and Joint Ventures* for further disclosures relating to impairment of non-financial assets.

#### *Goodwill*

Goodwill is tested for impairment annually as at December 31, and when circumstances indicate that the carrying value may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each CGU, or group of CGUs, to which the goodwill relates. When the recoverable amount of the CGU, or group of CGUs, is less than the carrying amount of the CGU, or group of CGUs, to which goodwill has been allocated, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods.



### *Intangible asset with indefinite useful life*

Intangible asset with indefinite useful life is not amortized but is tested for impairment annually either individually or at the CGU level, as appropriate. We calculate the amount of impairment as being the difference between the recoverable amount of the intangible asset or the CGU, and its carrying amount and recognize the amount of impairment in our consolidated income statement. Impairment losses relating to intangible assets can be reversed in future periods.

See *Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Impairment of non-financial assets* and *Note 15 – Goodwill and Intangible Assets – Impairment testing of goodwill and intangible assets with indefinite useful life* for further disclosures relating to impairment of non-financial assets.

### **Investment in Debt Securities**

Investment in debt securities consists of time deposits and government securities which are carried at amortized cost using the EIR method. Interest earned from these securities is recognized under “Other income (expenses) – Interest income” in our consolidated income statement.

### **Cash and Cash Equivalents**

Cash includes cash on hand and in banks. Cash equivalents, which include temporary cash investments, are short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three months or less from the date of acquisition, and for which there is an insignificant risk of change in value.

### **Short-term Investments**

Short-term investments are money market placements, which are highly liquid with maturities of more than three months but less than one year from the date of acquisition.

### **Fair Value Measurement**

We measure financial instruments such as derivatives, available-for-sale financial investments and certain short-term investments and non-financial assets such as investment properties, at fair value at each reporting date. The fair values of financial instruments measured at amortized cost are disclosed in *Note 28 – Financial Assets and Liabilities*. The fair values of investment properties are disclosed in *Note 13 – Investment Properties*.

Fair value is the estimated price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either: (i) in the principal market for the asset or liability, or (ii) in the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible to us.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant’s ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

We use valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in our consolidated financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole: (i) Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities; (ii) Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable; and (iii) Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognized in our consolidated financial statements on a recurring basis, we determine whether transfers have occurred between levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

We determine the policies and procedures for both recurring fair value measurement, such as investment properties and unquoted available-for-sale financial assets, and for non-recurring measurement, such as assets held for distribution in discontinued operation.

External valuers are involved for valuation of significant assets, such as certain short-term investments and investment properties. Involvement of external valuers is decided upon annually. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained. At each reporting date, we analyze the movements in the values of assets and liabilities which are required to be re-measured or re-assessed as per our accounting policies. For this analysis, we verify the major inputs applied in the latest valuation by agreeing the information in the valuation computation to contracts and other relevant documents.

We, in conjunction with our external valuers, also compare the changes in the fair value of each asset and liability with relevant external sources to determine whether the change is reasonable. This includes a discussion of the major assumptions used in the valuations. For the purpose of fair value disclosures, we have determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

### **Revenue Recognition**

Revenue is recognized to the extent that it is probable that the economic benefits will flow to us and the revenue can be reliably measured, regardless of when the payment is received. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding value-added tax, or VAT, or overseas communication tax, or OCT, where applicable. When deciding the most appropriate basis for presenting revenue and cost of revenue, we assess our revenue arrangements against specific criteria to determine if we are acting as principal or agent. We consider both the legal form and the substance of our agreement, to determine each party's respective roles in the agreement. We are acting as a principal when we have the significant risks and rewards associated with the rendering of telecommunication services. When our role in a transaction is that of principal, revenue is presented on a gross basis, otherwise, revenue is presented on a net basis.

#### *Service revenues from continuing operations*

Our revenues are principally derived from providing the following telecommunications services: cellular voice and data services in the wireless business; and local exchange, international and national long distance, data and other network, and information and communications services in the fixed line business. When determining the amount of revenue to be recognized in any period, the overriding principle followed is to match the revenue with the provision of service. Services may be rendered separately or bundled with goods or other services. The specific recognition criteria are as follows:

#### *Subscribers*

We provide telephone, cellular and data communication services under prepaid and postpaid payment arrangements as follows:

Postpaid service arrangements include fixed monthly charges (including excess of consumable fixed monthly service fees) generated from postpaid cellular voice, short messaging services, or SMS, and data services through the postpaid plans of Smart and Sun, from cellular and local exchange services primarily through wireless, landline and related services, and from data and other network services primarily through broadband and leased line services, which we recognize on a straight-line basis over the customer's subscription period. Services provided to postpaid subscribers are billed throughout the month according to the billing cycles of subscribers. Services availed by subscribers in addition to these fixed fee arrangements are charged separately and recognized as the additional service is provided or as availed by the subscribers.

Our prepaid service revenues arise from the usage of airtime load from channels and prepaid cards provided by *Smart*, *TNT*, *SmartBro* and *Sun Broadband* brands. Proceeds from over-the-air reloading channels and prepaid cards are initially recognized as unearned revenue and realized upon actual usage of the airtime value (i.e., the pre-loaded airtime value of subscriber identification module, or SIM, cards and subsequent top-ups) for voice, SMS, multimedia messaging services, or MMS, content downloading (inclusive of browsing), infotext services and prepaid unlimited and bucket-priced SMS and call subscriptions, net of free SMS allocation and bonus credits (load package purchased, i.e., free additional SMS or minute calls or Peso credits), or upon expiration of the usage period, whichever comes earlier. Interconnection fees and charges arising from the actual usage of airtime value or subscriptions are recorded as incurred.

Revenue from international and national long distance calls carried via our network is generally based on rates which vary with distance and type of service (direct dial or operator-assisted, paid or collect, etc.). Revenue from both wireless and fixed line long distance calls is recognized as the service is provided.

Non-recurring upfront fees such as activation fees charged to subscribers for connection to our network are deferred and are recognized as revenue throughout the estimated average length of customer relationship. The related incremental costs are similarly deferred and recognized over the same period in our consolidated income statement.

#### *Connecting carriers*

Interconnection revenues for call termination, call transit and network usages are recognized in the period in which the traffic occurs. Revenues related to local, long distance, network-to-network, roaming and international call connection services are recognized when the call is placed or connection is provided and the equivalent amounts charged to us by other carriers are recorded under interconnection costs in our consolidated income statement. Inbound revenue and outbound charges are based on agreed transit and termination rates with other foreign and local carriers.

#### *Value-Added Services, or VAS*

Revenues from VAS include MMS, downloading and streaming of content, applications and other digital services and infotext services. The amount of revenue recognized is net of payout to content provider's share in revenue. Revenue is recognized upon service availment.

#### *Incentives*

We operate customer loyalty programmes in our wireless business which allows customers to accumulate points when they purchase services or prepaid credits from us. The points can then be redeemed for free services and discounts, subject to a minimum number of points being obtained. Consideration received is allocated between the services and prepaid credits sold and the points issued, with the consideration allocated to the points equal to their value. The fair value of the points issued is deferred and recognized as revenue when the points are redeemed.

Product-based incentives provided to retailers and customers as part of a transaction are accounted for as multiple element arrangements and recognized when earned.

#### *Multiple-deliverable arrangements*

In revenue arrangements, which involve bundled sales of mobile devices, SIM cards/packs and accessories (non-service component) and telecommunication services (service component), the total arrangement consideration is allocated to each component based on their relative fair value to reflect the substance of the transaction. Revenue from the sale of non-service component are recognized when the goods are delivered while revenues from telecommunication services component are recognized when the services are provided to subscribers. When fair value is not directly observable, the total consideration is allocated using residual method.

#### *Other services*

Revenue from server hosting, co-location services and customer support services are recognized as the service are performed.

#### *Non-service revenues*

Revenues from handset and equipment sales are recognized when the significant risks and rewards of ownership of the goods have passed to the buyer, usually on delivery of the goods. The related cost or net realizable value of handsets or equipment, sold to customers is presented as "Cost of sales" in our consolidated income statement.

#### *Interest income*

Interest income is recognized as it accrues on a time proportion basis taking into account the principal amount outstanding and the EIR.

#### *Dividend income*

Revenue is recognized when our right to receive the payment is established.

### **Expenses**

Expenses are recognized as incurred.

### **Provisions**

We recognize a provision when we have a present obligation, legal or constructive, as a result of a past event, and when it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When we expect some or all of a provision to be reimbursed, the reimbursement is recognized as a separate asset, but only when the reimbursement is virtually certain to be received if the entity settles the obligation. The expense relating to any provision is presented in our consolidated income statement, net of any reimbursements. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest expense in our consolidated income statements.

### **Retirement Benefits**

PLDT and certain of its subsidiaries are covered under R.A. 7641 otherwise known as "The Philippine Retirement Law".

#### *Defined benefit pension plans*

PLDT has separate and distinct retirement plans for itself and majority of its Philippine-based operating subsidiaries, administered by the respective Funds' Trustees, covering permanent employees. Retirement costs are separately determined using the projected unit credit method. This method reflects services rendered by employees to the date of valuation and incorporates assumptions concerning employees' projected salaries.

Retirement costs consist of the following:

- Service cost;
- Net interest on the net defined benefit asset or obligation; and
- Remeasurements of net defined benefit asset or obligation.

Service cost (which includes current service costs, past service costs and gains or losses on curtailments and non-routine settlements) is recognized as part of "Selling, general and administrative expenses – Compensation and employee benefits" account in our consolidated income statement. These amounts are calculated periodically by an independent qualified actuary.

Net interest on the net defined benefit asset or obligation is the change during the period in the net defined benefit asset or obligation that arises from the passage of time which is determined by applying the discount rate based on the government bonds to the net defined benefit asset or obligation. Net deferred benefit asset is recognized as part of advances and other noncurrent assets and net defined benefit obligation is recognized as part of pension and other employee benefits in our consolidated statement of financial position.



Remeasurements, comprising actuarial gains and losses, return on plan assets and any change in the effect of the asset ceiling (excluding net interest on defined benefit obligation) are recognized immediately in other comprehensive income in the period in which they occur. Remeasurements are not classified to profit or loss in subsequent periods.

The net defined benefit asset or obligation comprises the present value of the defined benefit obligation (using a discount rate based on government bonds, as explained in *Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Estimating pension benefit costs and other employee benefits*), net of the fair value of plan assets out of which the obligations are to be settled directly. Plan assets are assets held by a long-term employee benefit fund or qualifying insurance policies and are not available to our creditors nor can they be paid directly to us. Fair value is based on market price information and in the case of quoted securities, the published bid price and in the case of unquoted securities, the discounted cash flow using the income approach. The value of any defined benefit asset recognized is restricted to the asset ceiling which is the present value of any economic benefits available in the form of refunds from the plan or reductions in the future contributions to the plan. See *Note 26 – Employee Benefits – Defined Benefit Pension Plans* for more details.

#### *Defined contribution plans*

Smart and certain of its subsidiaries maintain a defined contribution plan that covers all regular full-time employees under which it pays fixed contributions based on the employees’ monthly salaries and provides for qualified employees to receive a defined benefit minimum guarantee. The defined benefit minimum guarantee is equivalent to a certain percentage of the monthly salary payable to an employee at normal retirement age with the required credited years of service based on the provisions of R.A. 7641.

Accordingly, Smart and certain of its subsidiaries account for their retirement obligation under the higher of the defined benefit obligation related to the minimum guarantee and the obligation arising from the defined contribution plan.

For the defined benefit minimum guarantee plan, the liability is determined based on the present value of the excess of the projected defined benefit obligation over the projected defined contribution obligation at the end of the reporting period. The defined benefit obligation is calculated annually by a qualified independent actuary using the projected unit credit method. Smart and certain of its subsidiaries determines the net interest expense (income) on the net defined benefit liability (asset) for the period by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the then net defined benefit liability (asset), taking into account any changes in the net defined benefit liability (asset) during the period as a result of contributions and benefit payments. Net interest expense (income) and other expenses (income) related to the defined benefit plan are recognized in our profit or loss.

The defined contribution liability, on the other hand, is measured at the fair value of the defined contribution assets upon which the defined contribution benefits depend, with an adjustment for margin on asset returns, if any, where this is reflected in the defined contribution benefits.

Remeasurements of the net defined benefit liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognized immediately in our other comprehensive income.

When the benefits of the plan are changed or when the plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognized immediately in our profit or loss. Gains or losses on the settlement of the defined benefit plan are recognized when the settlement occurs. See *Note 26 – Employee Benefits – Defined Contribution Plans* for more details.

#### **Other Long-term Employee Benefits**

Employee benefit costs include current service cost, net interest on the net defined benefit obligation, and remeasurements of the net defined benefit obligation. Past service costs and actuarial gains and losses are recognized immediately in our profit or loss.

The long-term employee benefit liability comprises the present value of the defined benefit obligation (using a discount rate based on government bonds) at the end of the reporting period and is determined using the projected unit credit method. See *Note 26 – Employee Benefits – Other Long-term Employee Benefits* for more details.

#### *Leases*

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at inception date. The arrangement is assessed for whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in an arrangement. A reassessment is made after the inception of the lease only if one of the following applies: (a) there is a change in contractual terms, other than a renewal or extension of the agreement; (b) a renewal option is exercised or extension granted, unless the term of the renewal or extension was initially included in the lease term; (c) there is a change in the determination of whether the fulfillment is dependent on a specified asset; or (d) there is a substantial change to the asset.

Where a reassessment is made, lease accounting shall commence or cease from the date when the change in circumstances gave rise to the reassessment for scenarios (a), (c) or (d) and the date of renewal or extension period for scenario (b).

*As a Lessor.* Leases where we retain substantially all the risks and benefits of ownership of the asset are classified as operating leases. Any initial direct costs incurred in negotiating an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on the same bases as rental income. Rental income is recognized in our consolidated income statement on a straight-line basis over the lease term.

All other leases are classified as finance leases. At the inception of the finance lease, the asset subject to lease agreement is derecognized and lease receivable is recognized. Interest income is accrued over the lease term using the EIR and lease amortization is accounted for as reduction of lease receivable.

*As a Lessee.* Leases where the lessor retains substantially all the risks and benefits of ownership of the assets are classified as operating leases. Operating lease payments are recognized as expense in our consolidated income statement on a straight-line basis over the lease term.

All other leases are classified as finance leases. A finance lease gives rise to the recognition of a leased asset and finance lease liability. Capitalized leased assets are depreciated over the shorter of the estimated useful life of the asset or the lease term, if there is no reasonable certainty that we will obtain ownership of the leased asset at the end of the lease term. Interest expense is recognized over the lease term using the EIR.

#### **Income Taxes**

##### *Current income tax*

Current income tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted as at the end of the reporting period where we operate and generate taxable income.

##### *Deferred income tax*

Deferred income tax is provided on all temporary differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at the end of the reporting period.

Deferred income tax liabilities are recognized for all taxable temporary differences except: (1) when the deferred income tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and (2) with respect to taxable temporary differences associated with investments in subsidiaries, associates and interest in joint ventures, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred income tax assets are recognized for all deductible temporary differences, the carryforward benefits of unused tax credits from excess minimum corporate income tax, or MCIT, over regular corporate income tax, or RCIT, and unused net operating loss carry over, or NOLCO. Deferred income tax assets are recognized to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and carryforward benefits of unused tax credits and unused tax losses can be utilized, except: (1) when the deferred income tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and (2) with respect to deductible temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, deferred income tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.

The carrying amount of deferred income tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax assets to be utilized. Unrecognized deferred income tax assets are reassessed at the end of each reporting period and are recognized to the extent that it has become probable that future taxable profit will allow the deferred income tax assets to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted as at the end of the reporting period.

Deferred income tax relating to items recognized in "Other comprehensive income" account is included in our statement of comprehensive income and not in our consolidated income statement.

Deferred income tax assets and liabilities are offset, if a legally enforceable right exists to offset current income tax assets against current income tax liabilities and the deferred income taxes relate to the same taxable entity and the same taxation authority.

Tax benefits acquired as part of a business combination, but not satisfying the criteria for separate recognition at that date, would be recognized subsequently if new information about facts and circumstances changed. The adjustment would either be treated as a reduction to goodwill (as long as it does not exceed goodwill) if it is incurred during the measurement period or in our profit or loss.

#### **VAT**

Revenues, expenses and assets are recognized net of the amount of VAT except: (1) where the VAT incurred on a purchase of assets or services is not recoverable from the tax authority, in which case, the VAT is recognized as part of the cost of acquisition of the asset or as part of the expense item as applicable; and (2) where receivables and payables are stated with the amount of VAT included.

#### **Contingencies**

Contingent liabilities are not recognized in our consolidated financial statements. They are disclosed in the notes to our consolidated financial statements unless the possibility of an outflow of resources embodying economic benefits is remote. Contingent assets are not recognized in our consolidated financial statements but are disclosed in the notes to our consolidated financial statements when an inflow of economic benefits is probable.

#### **Events After the End of the Reporting Period**

Post period-end events up to the date of approval of the Board of Directors that provide additional information about our financial position at the end of the reporting period (adjusting events) are reflected in our consolidated financial statements. Post period-end events that are not adjusting events are disclosed in the notes to our consolidated financial statements when material.

## Equity

Preferred and common stocks are measured at par value for all shares issued. Incremental costs incurred directly attributable to the issuance of new shares are shown in equity as a deduction from proceeds, net of tax. Proceeds and/or fair value of considerations received in excess of par value are recognized as capital in excess of par value in our consolidated statement of changes in equity.

Treasury stocks are our own equity instruments which are reacquired and recognized at cost and presented as reduction in equity. No gain or loss is recognized in our consolidated income statement on the purchase, sale, reissuance or cancellation of our own equity instruments. Any difference between the carrying amount and the consideration upon reissuance or cancellation of shares is recognized as capital in excess of par value in our consolidated statement of changes in equity and statement of financial position.

Change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction and any impact is presented as part of capital in excess of par value in our consolidated statement of changes in equity.

Retained earnings represent our net accumulated earnings less cumulative dividends declared.

Other comprehensive income comprises of income and expense, including reclassification adjustments that are not recognized in our profit or loss as required or permitted by PFRS.

### Standards Issued But Not Yet Effective

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the financial statements are listed below. We will adopt these standards and amendments to existing standards which are relevant to us when these become effective. Except for PFRS 9, *Financial Instruments*, PFRS 15, *Revenue from Contracts with Customers*, and PFRS 16, *Leases*, as discussed further below, we do not expect the adoption of these standards and amendments to PFRS to have a significant impact on our consolidated financial statements.

#### Effective beginning on or after January 1, 2018

- Amendments to PFRS 4, *Insurance Contracts*, Applying PFRS 9, *Financial Instruments*, with PFRS 4
- Amendments to PAS 28, *Measuring an Associate or Joint Venture at Fair Value* (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)
- Amendments to PAS 40, *Investment Property*, *Transfers of Investment Property*
- Philippine Interpretation IFRIC 22, *Foreign Currency Transactions and Advance Consideration*
- PFRS 1, *First-time Adoption of International Financial Reporting Standards* (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)
  
- PFRS 9, *Financial Instruments*

In July 2014, the FRSC issued the final version of PFRS 9, *Financial Instruments*, that replaces PAS 39, *Financial Instruments: Recognition and Measurement*, and all previous versions of PFRS 9. PFRS 9 brings together all three aspects of the accounting for financial instruments project: classification and measurement, impairment and hedge accounting. PFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. Except for hedge accounting, retrospective application is required but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions.

We will adopt the new standard on the required effective date and will not restate comparative information. During 2017, we have performed a detailed impact assessment of all three aspects of PFRS 9. This assessment is based on currently available information and may be subject to changes arising from further reasonable and supportable information being made available in 2018 when we adopt PFRS 9.



### *Classification and measurement*

PFRS 9 requires that we classify financial assets based on the assessment of the contractual cash flows assessment characteristics and the business model for managing those assets. These factors determine whether the financial assets are measured at amortized cost, fair value through other comprehensive income or fair value through profit or loss.

We assessed that the contractual cash flows of our debt financial assets are solely payments of principal and interest, and are expected to be under a hold-to-collect business model, with the exception of one portfolio which is expected to be under a hold-to-collect-and-sell business model. Consequently, debt financial assets under a business model of hold-to-collect and hold-to-collect-and-sell are expected to be measured at amortized cost and fair value through other comprehensive income, respectively.

We expect to continue measuring at fair value all financial assets currently held at fair value. However, quoted equity shares currently held as available-for-sale with gains and losses recorded in other comprehensive income will, instead, be measured at fair value through profit or loss, which will increase volatility in recorded profit or loss. The equity shares in non-listed companies are intended to be held for the foreseeable future.

### *Impairment*

PFRS 9 requires to record expected credit losses, or ECL, for all debt securities not classified as at fair value through profit or loss, together with contract assets, loan commitments and financial guarantee contracts. ECL represents credit losses that reflect an unbiased and probability-weighted amount which is determined by evaluating a range of possible outcomes, the time value of money and reasonable and supportable information about past events, current conditions and forecasts of future economic conditions. In comparison, the present incurred loss model recognizes lifetime credit losses only when there is objective evidence of impairment. The ECL model eliminates the threshold or trigger event required under the incurred loss model, and lifetime ECL is recognized earlier under PFRS 9.

The objective of the new impairment model is to record lifetime losses on all financial assets which have experienced a significant increase in credit risk from initial recognition. As a result, ECL allowances will be measured at amounts equal to either: (i) 12-month ECL; or (ii) lifetime ECL for those financial instruments which have experienced a significant increase in credit risk since initial recognition (General Approach). The 12-month ECL is the portion of lifetime ECL that results from default events on a financial instrument that are possible within the 12 months after the reporting date. Lifetime ECL are credit losses that results from all possible default events over the expected life of a financial instrument. The credit risk of a particular exposure is deemed to have increased significantly since initial recognition if, based on our internal credit assessment, the counterparty is determined to require close monitoring or with well-defined credit weakness.

Financial assets have the following staging assessment, depending on the quality of the credit exposures:

For non-credit-impaired financial assets:

- Stage 1 financial assets are comprised of all non-impaired financial instruments which have not experienced a significant increase in credit risk since initial recognition. We recognize a 12-month ECL for Stage 1 financial assets.
- Stage 2 financial assets are comprised of all non-impaired financial assets which have experienced a significant increase in credit risk since initial recognition. We recognize a lifetime ECL for Stage 2 financial assets.

For credit-impairment financial assets:

- Financial assets are classified as Stage 3 when there is objective evidence of impairment as a result of one or more loss events that have occurred after initial recognition with a negative impact on the estimated future cash flows of a loan or a portfolio of loans. The ECL model requires that lifetime ECL be recognized for impaired financial assets.

PFRS 9 provides some operational simplifications for short-term trade receivables, lease receivables and contract assets by introducing an alternative simplified approach. Under the simplified approach, there is no more requirement to determine at reporting date whether a credit exposure has significantly increased in credit risk or not. Credit exposures under the simplified approach will be subject only to lifetime ECL. In addition, PFRS 9 allows the use of a provision matrix approach or a loss rate approach as a practical expedient when measuring ECL, so long as these methodologies reflect a probability-weighted outcome, the time value of money and reasonable and supportable information that is available without undue cost or effort at the reporting date, about past events, current conditions and forecasts of future economic conditions.

ECL is a function of the risk of a default occurring and the magnitude of default, with the timing of the loss also considered, and is estimated by incorporating forward-looking economic information and through the use of experienced credit judgment.

The risk of a default occurring represents the likelihood that a credit exposure will not be repaid and will go into default in either a 12-month horizon for Stage 1 assets or lifetime horizon for Stages 2 and 3 assets. The risk of a default occurring for each individual instrument is modelled based on historical data and is estimated based on current market conditions and reasonable and supportable information about future economic conditions. We segmented the credit exposures based on homogenous risk characteristics and applied a specific ECL methodology for each. The methodology for each relevant portfolio is determined based on the underlying nature or characteristic of the portfolio, behavior of the accounts and materiality of the segment as compared to the total portfolio.

The magnitude of default represents the amount that may not be recovered in the event of default and is determined based on the historical cash flow recoveries and reasonable and supportable information about future economic conditions, where appropriate.

We will incorporate forward-looking information into both assessment of whether the credit risk of an instrument has increased significantly since its initial recognition and measurement of ECL. A broad range of forward-looking information will be considered as economic inputs such as the Philippine Gross Domestic Product, Retail Price Index, Unemployment Rates and other economic indicators.

We plan to apply the simplified approach and record lifetime ECL on all trade receivables and contract assets. For other debt financial assets measured at amortized cost, the general approach will be applied, measuring either a 12-month or lifetime ECL, depending on the extent of the deterioration of the credit quality from origination. The new impairment requirements will impact the current impairment methodologies of the debt securities classified as at amortized cost or at fair value through other comprehensive income and the corresponding impairment allowance levels.

#### *Hedge accounting*

The new hedge accounting model under PFRS 9 aims to simplify hedge accounting, align the accounting for hedge relationships more closely with an entity's risk management activities and permit hedge accounting to be applied more broadly to a greater variety of hedging instruments and risks eligible for hedge accounting.

We determined that all existing hedge relationships that are currently designated in effective hedging relationships will continue to qualify for hedge accounting under PFRS 9. We have chosen not to retrospectively apply PFRS 9 on transition to the hedges where we excluded the forward points from the hedge designation under PAS 39. As PFRS 9 does not change the general principles of how an entity accounts for effective hedges, applying the hedging requirements of PFRS 9 will not have a significant impact on the consolidated financial statements.

We have implemented existing governance framework, ensuring appropriate controls and validations are in place over key processes and judgments in implementing PFRS 9. We are continuously refining our internal controls and processes which are relevant in the proper implementation of PFRS 9.

- PFRS 15, *Revenue from Contracts with Customers*

PFRS 15 establishes a new five-step model that will apply to revenue arising from contracts with customers. Under PFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in PFRS 15 provide a more structured approach to measuring and recognizing revenue.

We will adopt the new standard using the modified retrospective approach, i.e. contracts that are not completed by January 1, 2018 will be accounted for as if they had been recognized in accordance with PFRS 15 from the very beginning. The cumulative effect arising from the transition will be recognized as an adjustment to the opening balance of the equity. Therefore, prior-year comparative information has not been restated and continues to be reported under PAS 18, *Revenue Recognition*. We have assessed the estimated impact that the initial application of PFRS 15 will have on our consolidated financial statements. The estimated impact of the adoption of this standard on our consolidated financial statement as at January 1, 2018 is based on assessments undertaken to date and is summarized below.

<b>Consolidated Statements of Financial Position</b>	<b>December 31, 2017 As Reported</b>	<b>Estimated adjustments due to adoption of PFRS 15</b>	<b>Estimated adjusted opening balance at January 1, 2018</b>
		(in million pesos)	
<b>Noncurrent Assets</b>			
Contract assets – net of current portion	–	1,094	1,094
Deferred income tax assets – net	<b>30,466</b>	54	30,520
<b>Current Assets</b>			
Contract assets	–	2,783	2,783
<b>Equity</b>			
Retained earnings	<b>634</b>	2,588	3,222
<b>Noncurrent Liabilities</b>			
Contract liabilities – net of current portion	–	82	82
Deferred income tax liabilities – net	<b>3,366</b>	1,164	4,530
<b>Current Liabilities</b>			
Contract liabilities	–	97	97

#### *Sale of goods*

For contracts with customers in which the sale of non-service component is generally expected to be the only performance obligation, adoption of PFRS 15 is not expected to have any impact on our revenue and profit or loss. We expect the revenue recognition to occur at a point in time when control of the asset is transferred to the customer, generally on delivery of the goods.

#### *Multiple-deliverable arrangements*

In revenue arrangements involving bundled sales of non-service and service components, revenue is currently recognized by allocating the total consideration to each component based on their relative fair value. Revenue from the sale of non-service component are recognized when the goods are delivered while revenues from the provision of service component are recognized when the services are provided to subscribers. When fair value is not directly observable, the total consideration is allocated using residual method.

Under PFRS 15, the total consideration in multiple-deliverable arrangements will be allocated to each performance obligation based on their stand-alone selling prices. The stand-alone selling prices will be determined based on the list prices at which we sell the non-service component or rendering of the service component in separate transactions. We concluded that the services are satisfied over time given that the customer simultaneously receives and consumes the benefits provided by us. Consequently, under PFRS 15, we will continue to recognize revenue for these service contracts/service components of bundled contracts over time rather than at a point of time.

We assessed that when PFRS 15 is adopted using modified retrospective approach, the opening balance of our retained earnings, contract assets and deferred income tax liabilities – net will increase by Php2,979 million, Php4,256 million and Php1,277 million, respectively, due to early recognition of revenue from non-service component as at January 1, 2018.

The opening balance of our retained earnings will decrease by Php125 million, and contract liabilities and deferred income tax assets – net will increase by Php179 million and Php54 million, respectively, due to contracts without subsidies as at January 1, 2018.

Currently, we do not account for the significant financing component since most of the handsets are subsidized and has insignificant allocated transaction price using residual method. Under PFRS 15, we must determine whether there is a significant financing component in its contracts. An entity shall adjust the promised amount of consideration for the effects of the time value of money if the timing of payments agreed to by the parties to the contract (either explicitly or implicitly) provides the customer or the entity with a significant benefit of financing the transfer of goods or services to the customer. The opening balance of our retained earnings, contract assets and deferred income tax liabilities – net will decrease by Php266 million, Php379 million and Php113 million, respectively, due to financing component of existing contracts as at January 1, 2018.

The presentation and disclosure requirements in PFRS 15 are more detailed than under current PFRS. The presentation requirements represent a significant change from current practice and significantly increases the volume of disclosures required in our consolidated financial statements. Many of the disclosure requirements in PFRS 15 are new and we have assessed that the impact of some of these disclosures requirements will be significant. In particular, we expect that the notes to the consolidated financial statements will be expanded because of the disclosure of significant judgements made: when determining the transaction price of those contracts that include variable consideration, how the transaction price has been allocated to the performance obligations, and the assumptions made to estimate the stand-alone selling prices of each performance obligation. In addition, as required by PFRS 15, we will disaggregate revenue recognized from contracts with customers into categories that depict how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors. It will also disclose information about the relationship between the disclosure of disaggregated revenue and revenue information disclosed for each reportable segment.

#### *Deferred effectivity*

- Amendments to PFRS 10 and PAS 28, *Long-term Interests in Associates and Joint Ventures*

#### *Effective beginning on or after January 1, 2019*

- Philippine Interpretation IFRIC 23, *Uncertainty over Income Tax Treatments*

The interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of PAS 12 and does not apply to taxes or levies outside the scope of PAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments.

The interpretation specifically addresses the following:

- Whether an entity considers uncertain tax treatments separately
- The assumptions an entity makes about the examination of tax treatments by taxation authorities
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates
- How an entity considers changes in facts and circumstances



An entity must determine whether to consider each uncertain tax treatment separately or together with one or more other uncertain tax treatments. The approach that better predicts the resolution of the uncertainty should be followed.

We are currently assessing the impact of adopting this interpretation.

- Amendments to PFRS 9, *Prepayment Features with Negative Compensation*

The amendments to PFRS 9 allow debt instruments with negative compensation prepayment features to be measured at amortized cost at fair value through other comprehensive income. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted.

We are currently assessing the impact of adopting this amendment.

- PFRS 16, *Leases*

Under the new standard, lessees will no longer classify their leases as either operating or finance leases in accordance with PAS 17, *Leases*. Rather, lessees will apply the single-asset model. Under this model, lessees will recognize the assets and related liabilities for most leases on their balance sheets, and subsequently, will depreciate the lease assets and recognize interest on the lease liabilities in their profit or loss. Leases with a term of 12 months or less or for which the underlying asset is of low value are exempted from these requirements.

The accounting by lessors is substantially unchanged as the new standard carries forward the principles of lessor accounting under PAS 17. Lessors, however, will be required to disclose more information in their financial statements, particularly on the risk exposure to residual value.

Entities may early adopt PFRS 16 but not before an entity applies PFRS 15. When adopting PFRS 16, an entity is permitted to use either a full retrospective or a modified retrospective approach, with options to use certain transition reliefs. We are currently assessing the impact of adopting this standard.

- Amendments to PAS 28, *Long-term Interests in Associates and Joint Ventures*

The amendments to PAS 28 clarify that entities should account for long-term interests in an associate or joint venture to which the equity method is not applied using PFRS 9. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted.

- PFRS 17, *Insurance Contracts*

PFRS 17 applies to all types of insurance contracts (i.e., life, non-life, direct insurance and re-insurance), regardless of the type of entities that issued them, as well as to certain guarantees and financial instruments with discretionary participation features. A few scope exceptions will apply. The overall objective of PFRS 17 is to provide an accounting model for insurance contracts that is more useful and consistent for insurers. In contrast to the requirements of PFRS 4, which are largely based on grandfathering previous local accounting policies, PFRS 17 provides a comprehensive model for insurance contracts, covering all relevant accounting aspects. The core of PFRS 17 is the general model, supplemented by: a specific adaptation for contracts with direct participation features (the variable fee approach) and a simplified approach (the premium allocation approach) mainly for short-duration contracts.

PFRS 17 is effective for reporting periods beginning on or after January 1, 2021, with comparative figures required. Early application is permitted, provided the entity also applies PFRS 9 and PFRS 15 on or before the date it first applies PFRS 17.

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### 3. Management's Use of Accounting Judgments, Estimates and Assumptions

The preparation of our consolidated financial statements in conformity with PFRS requires us to make judgments, estimates and assumptions that affect the reported amounts of our revenues, expenses, assets and liabilities and disclosure of contingent liabilities at the end of each reporting period. The uncertainties inherent in these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the assets or liabilities affected in the future years.

#### ***Judgments***

In the process of applying the PLDT Group's accounting policies, management has made the following judgments, apart from those including estimations and assumptions, which have the most significant effect on the amounts recognized in our consolidated financial statements.

#### *Determination of functional currency*

The functional currencies of the entities under the PLDT Group are the currency of the primary economic environment in which each entity operates. It is the currency that mainly influences the revenue from and cost of rendering products and services.

The presentation currency of the PLDT Group is the Philippine peso. Based on the economic substance of the underlying circumstances relevant to the PLDT Group, the functional currency of all entities under PLDT Group is the Philippine peso, except for (a) SMHC, FECL Group, PLDT Global and certain of its subsidiaries, DCPL, PGNL and certain of its subsidiaries, Chikka and certain of its subsidiaries and PGIC, which uses the U.S. dollar; (b) elnnovations, Takatack Holdings, VIS, iCommerce, Fintech Ventures, ePay, 3<sup>rd</sup> Brand, CPL and AGSPL, which uses the Singaporean dollar; (c) CCCBL, which uses the Chinese renminbi; (d) AGS Malaysia and Takatack Malaysia, which uses the Malaysian ringgit; (e) AGS Indonesia, which uses the Indonesian rupiah; and (f) ePay Myanmar, which uses the Myanmar kyat.

#### *Accounting for investments in MediaQuest Holdings, Inc., or MediaQuest, through Philippine Depositary Receipts, or PDRs*

ePLDT made various investments in PDRs issued by MediaQuest in relation to its direct interest in Satventures, Inc., or Satventures, and Hastings Holdings, Inc., or Hastings, and indirect interest in Cignal TV, Inc., or Cignal TV.

Based on our judgment, at the PLDT Group level, ePLDT's investments in PDRs gives ePLDT a significant influence over Satventures, Hastings and Cignal TV as evidenced by provision of essential technical information and material transactions among PLDT, Smart, Satventures, Hastings and Cignal TV, and thus are accounted for as investments in associates using the equity method.

See related discussion on *Note 10 – Investments in Associates and Joint Ventures – Investments in Associates – Investment in MediaQuest PDRs*.

#### *Leases*

As a lessee, we have various lease agreements in respect of certain equipment and properties. We evaluate whether significant risks and rewards of ownership of the leased properties are transferred to us (finance lease) or retained by the lessor (operating lease) based on PAS 17. Total lease expense amounted to Php7,016 million, Php6,632 million and Php6,078 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total finance lease obligations amounted to Php679 thousand and Php994 thousand as at December 31, 2017 and 2016, respectively. See *Note 2 – Summary of Significant Accounting Policies, Note 21 – Interest-bearing Financial Liabilities – Obligations under Finance Leases and Note 28 – Financial Assets and Liabilities – Liquidity Risk*.

#### *Accounting for investments in Phunware and AppCard*

In 2015, PLDT Capital subscribed to preferred shares of Phunware and AppCard. See *Note 10 – Investments in Associates and Joint Ventures*. The investments in Phunware and AppCard allow PLDT Capital to designate one director to the five-seat board of each of Phunware and AppCard for as long as PLDT Capital beneficially owns a specified percentage of Phunware or AppCard shares, as applicable.

Based on our judgment, at the PLDT Group Level, PLDT Capital's investments in preferred shares give PLDT a significant influence over Phunware and AppCard as evidenced by the board seats assigned to us. This gives us the authority to participate in the financial and operating policy decisions of Phunware and AppCard but neither control nor joint control of those policies. Hence, the investments are accounted for as investment in associates.

#### *Accounting for investments in Vega Telecom Inc., or VTI, Bow Arken Holdings Company, or Bow Arken, and Brightshare Holdings, Inc., or Brightshare*

On May 30, 2016, PLDT acquired a 50% equity interest in each of VTI, Bow Arken and Brightshare. See related discussion on *Note 10 – Investments in Associates and Joint Ventures – Investments in Joint Ventures*. Based on the Memorandum of Agreement, PLDT and Globe Telecom, Inc., or Globe, each have the right to appoint half the members of the Board of Directors of each of VTI, Bow Arken and Brightshare, as well as the (i) co-Chairman of the Board; (ii) co-Chief Executive Officer and President; and (iii) co-Controller where any matter requiring their approval shall be deemed passed or approved if the consents of both co-officers holding the same position are obtained. All decisions of each Board of Directors may only be approved if at least one director nominated by each of PLDT and Globe votes in favor of it.

Based on these rights, PLDT and Globe have joint control over VTI, Bow Arken and Brightshare, which is defined in PFRS 11, *Joint Arrangements*, as a contractually agreed sharing of control of an arrangement and exists only when decisions about the relevant activities require the unanimous consent of the parties sharing control. Consequently, PLDT and Globe classified the joint arrangement as a joint venture in accordance with PFRS 11 given that PLDT and Globe each have the right to 50% of the net assets of VTI, Bow Arken and Brightshare and their respective subsidiaries.

Accordingly, PLDT accounted for the investment in VTI, Bow Arken and Brightshare using the equity method of accounting in accordance with PAS 28, *Measuring an Associate or Joint Venture*. Under the equity method of accounting, the investment is initially recognized at cost and adjusted thereafter for the post-acquisition change in the investor's share of the investee's net assets.

#### *Impairment of available-for-sale equity investments*

For available-for-sale financial investments, we assess at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as available-for-sale financial investments, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. The determination of what is "significant" or "prolonged" requires judgment. We treat "significant" generally as decline of 20% or more below the original cost of investment, and "prolonged" as greater than 12 months assessed against the period in which the fair value has been below its original cost.

Based on our judgment, the continuing decline in fair value of our investment in Rocket Internet SE, or Rocket Internet, is considered significant as the cumulative net losses from changes in fair value represents more than 20% decline in value below cost. As a result, total cumulative impairment losses recognized on our investment in Rocket Internet amounted to Php11,045 million and Php10,505 million as at December 31, 2017 and 2016, respectively. Impairment losses charged in our consolidated income statements amounted to Php540 million, Php5,381 million and Php5,124 million for the years ended December 31, 2017, 2016 and 2015, respectively. See related discussion on *Note 11 – Available-for-Sale Financial Investments – Investment of PLDT Online in Rocket Internet*.

## ***Estimates and Assumptions***

The key estimates and assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities recognized in our consolidated financial statements within the next financial year are discussed below. We based our estimates and assumptions on parameters available when our consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising beyond our control. Such changes are reflected in the assumptions when they occur.

### *Impairment of non-financial assets*

PFRS requires that an impairment review be performed when certain impairment indicators are present. In the case of goodwill and intangible assets with indefinite useful life, at a minimum, such assets are subject to an impairment test annually and whenever there is an indication that such assets may be impaired. This requires an estimation of the value in use of the CGUs to which these assets are allocated. The value in use calculation requires us to make an estimate of the expected future cash flows from the CGU and to choose a suitable discount rate in order to calculate the present value of those cash flows. See *Note 15 – Goodwill and Intangible Assets – Impairment Testing of Goodwill and Intangible Assets with Indefinite Useful Life* for the key assumptions used to determine the value in use of the relevant CGUs.

Determining the recoverable amount of property and equipment, investments in associates and joint ventures, intangible assets, prepayments and other noncurrent assets, requires us to make estimates and assumptions in the determination of future cash flows expected to be generated from the continued use and ultimate disposition of such assets. Future events could cause us to conclude that property and equipment, investments in associates and joint ventures, intangible assets and other noncurrent assets associated with an acquired business are impaired. Any resulting impairment loss could have a material adverse impact on our financial position and financial performance.

The preparation of estimated future cash flows involves significant estimations and assumptions. While we believe that our assumptions are appropriate and reasonable, significant changes in our assumptions may materially affect our assessment of recoverable values and may lead to future impairment charges under PFRS.

Total asset impairment on noncurrent assets amounted to Php3,913 million, Php1,074 million and Php5,788 million for the years ended December 31, 2017, 2016 and 2015, respectively. See *Note 4 – Operating Segment Information*, *Note 5 – Income and Expenses – Asset Impairment* and *Note 9 – Property and Equipment – Impairment of Certain Wireless Network Equipment and Facilities*.

The carrying values of our property and equipment, investments in associates, joint ventures and deposits, goodwill and intangible assets, and prepayments are separately disclosed in *Note 9 – Property and Equipment*, *Note 10 – Investments in Associates and Joint Ventures*, *Note 15 – Goodwill and Intangible Assets* and *Note 19 – Prepayments*, respectively.

### *Estimating useful lives of property and equipment*

We estimate the useful lives of each item of our property and equipment based on the periods over which our assets are expected to be available for use. Our estimation of the useful lives of our property and equipment is also based on our collective assessment of industry practice, internal technical evaluation and experience with similar assets. The estimated useful lives of each assets are reviewed every year-end and updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limitations on the use of our assets. It is possible, however, that future results of operations could be materially affected by changes in our estimates brought about by changes in the factors mentioned above. The amounts and timing of recorded expenses for any period would be affected by changes in these factors and circumstances. A reduction in the estimated useful lives of our property and equipment would increase our recorded depreciation and decrease the carrying amount of our property and equipment.

In 2017, we shortened the estimated useful lives of certain data network platform and other technology equipment resulting from the transformation projects to improve and simplify the network and systems applications. Additional depreciation recognized in 2017 amounted to Php19,481 million.



The total depreciation and amortization of property and equipment amounted to Php51,915 million, Php34,455 million and Php31,519 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total carrying values of property and equipment, net of accumulated depreciation and amortization, amounted to Php186,907 million and Php203,188 million as at December 31, 2017 and 2016, respectively. See *Note 2 – Summary of Significant Accounting Policies*, *Note 4 – Operating Segment Information* and *Note 9 – Property and Equipment*.

#### *Estimating useful lives of intangible assets with finite lives*

Intangible assets with finite lives are amortized over their expected useful lives using the straight-line method of amortization. At a minimum, the amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in our consolidated income statement.

The total amortization of intangible assets with finite lives amounted to Php835 million, Php929 million and Php1,076 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total carrying values of intangible assets with finite lives amounted to Php3,699 million and Php4,396 million as at December 31, 2017 and 2016, respectively. See *Note 2 – Summary of Significant Accounting Policies*, *Note 4 – Operating Segment Information* and *Note 15 – Goodwill and Intangible Assets*.

#### *Business combinations*

Our consolidated financial statements and financial performance reflect acquired businesses after the completion of the respective acquisition. We account for the acquired businesses using the acquisition method, which requires extensive use of accounting judgments and estimates to allocate the purchase price to the fair market values of the acquiree's identifiable assets and liabilities and contingent liabilities, if any, at the acquisition date. Any excess in the purchase price over the estimated fair market values of the net assets acquired is recorded as goodwill in our consolidated statement of financial position. Thus, the numerous judgments made in estimating the fair market value to be assigned to the acquiree's assets and liabilities can materially affect our financial performance and position. See *Note 14 – Business Combination*.

#### *Recognition of deferred income tax assets*

We review the carrying amounts of deferred income tax assets at the end of each reporting period and reduce these to the extent that these are no longer probable that sufficient taxable income will be available to allow all or part of the deferred income tax assets to be utilized. Our assessment on the recognition of deferred income tax assets on deductible temporary differences is based on the level and timing of forecasted taxable income of the subsequent reporting periods. This forecast is based on our past results and future expectations on revenues and expenses as well as future tax planning strategies. Based on this, management expects that we will generate sufficient taxable income to allow all or part of our deferred income tax assets to be utilized.

Based on the above assessment, our consolidated unrecognized deferred income tax assets amounted to Php5,495 million and Php5,829 million as at December 31, 2017 and 2016, respectively. Total consolidated benefit from deferred income tax amounted to Php2,738 million, Php4,134 million and Php4,710 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total consolidated recognized net deferred income tax assets amounted to Php30,466 million and Php27,348 million as at December 31, 2017 and 2016, respectively. See *Note 2 – Summary of Significant Accounting Policies*, *Note 4 – Operating Segment Information* and *Note 7 – Income Taxes*.

#### *Estimating allowance for doubtful accounts*

If we assessed that there was objective evidence that an impairment loss was incurred in our trade and other receivables, we estimate the allowance for doubtful accounts related to our trade and other receivables that are specifically identified as doubtful of collection. The amount of allowance is evaluated by management on the basis of factors that affect the collectability of the accounts. In these cases, we use judgment based on all available facts and circumstances, including, but not limited to, the length of our relationship with the customer and the customer's credit status based on third party credit reports and known market factors, to record specific reserves for customers against amounts due in order to reduce our receivables to amounts that we expect to collect. These specific reserves are re-evaluated and adjusted as additional information received affects the amounts estimated.

In addition to specific allowance against individually significant receivables, we also assess a collective impairment allowance against credit exposures of our customer which were grouped based on common credit characteristics, which, although not specifically identified as requiring a specific allowance, have a greater risk of default than when the receivables were originally granted to customers. This collective allowance is based on historical loss experience using various factors, such as historical performance of the customers within the collective group, deterioration in the markets in which the customers operate, and identified structural weaknesses or deterioration in the cash flows of customers.

Total provision for doubtful accounts for trade and other receivables recognized in our consolidated income statements amounted to Php3,438 million, Php8,027 million and Php3,391 million for the years ended December 31, 2017, 2016 and 2015, respectively. Trade and other receivables, net of allowance for doubtful accounts, amounted to Php33,761 million and Php24,436 million as at December 31, 2017 and 2016, respectively. See *Note 4 – Operating Segment Information*, *Note 5 – Income and Expenses – Asset Impairment* and *Note 17 – Trade and Other Receivables*.

#### *Estimating pension benefit costs and other employee benefits*

The cost of defined benefit and present value of the pension obligation are determined using the projected unit credit method. An actuarial valuation includes making various assumptions which consists, among other things, discount rates, rates of compensation increases and mortality rates. Further, our accrued benefit cost is affected by the fair value of the plan assets. Key assumptions used to estimate fair value of the unlisted equity investments included in the plan assets consist of revenue growth rate, direct costs, capital expenditures, discount rates and terminal growth rates. See *Note 26 – Employee Benefits*. Due to complexity of valuation, the underlying assumptions and its long-term nature, a defined benefit obligation is highly sensitive to changes in assumptions. While we believe that our assumptions are reasonable and appropriate, significant differences in our actual experience or significant changes in our assumptions may materially affect our cost for pension and other retirement obligations. All assumptions are reviewed every year-end.

Net consolidated pension benefit costs amounted to Php1,610 million, Php1,775 million and Php1,895 million for the years ended December 31, 2017, 2016 and 2015, respectively. The prepaid benefit costs amounted to Php400 million and Php261 million as at December 31, 2017 and 2016, respectively. The accrued benefit costs amounted to Php8,997 million and Php11,206 million as at December 31, 2017 and 2016, respectively. See *Note 5 – Income and Expenses – Compensation and Employee Benefits*, *Note 19 – Prepayments* and *Note 26 – Employee Benefits*.

On September 26, 2017, the Board of Directors of PLDT approved the TIP, which intends to provide incentive compensation to key officers, executives and other eligible participants who are consistent performers and contributors to the Company's strategic and financial goals. The incentive compensation will be in the form of Performance Shares, PLDT common shares of stock, which will be released in three annual grants on the condition, among others, that pre-determined consolidated core net income targets are successfully achieved over three annual performance periods from January 1, 2017 to December 31, 2019. On September 26, 2017, the Board of Directors approved the acquisition of 860 thousand Performance Shares to be awarded under the TIP, of which approximately 211 thousand shares are allotted for the 2017 annual grant and will be released to selected participants subject to the achievement of the consolidated core net income target for the year 2017. On March 7, 2018, the Executive Compensation Committee, or ECC, of the Board approved the acquisition of additional 54 thousand shares, increasing the total Performance Shares to 914 thousand. Metropolitan Bank and Trust Company, or Metrobank, through its Trust Banking Group, is the appointed Trustee of the trust established for purposes of the TIP. The Trustee is designated to acquire the PLDT common shares in the open market through the facilities of the PSE, and administer their distribution to the eligible participants subject to the terms and conditions of the TIP. As at March 27, 2018, a total of 553 thousand PLDT common shares have been acquired by the Trustee. The TIP will be administered by the ECC of the Board. The expense accrued for the TIP amounted to Php827 million as at December 31, 2017 and is presented as equity reserves in our consolidated statement of financial position. See *Note 5 – Income and Expenses – Compensation and Employee Benefits* and *Note 26 –*

*Employee Benefits – Other Long-term Employee Benefits.*

*Provision for asset retirement obligations*

Provision for asset retirement obligations are recognized in the period in which these are incurred if a reasonable estimate can be made. This requires an estimation of the cost to restore or dismantle on a per square meter basis, depending on the location, and is based on the best estimate of the expenditure required to settle the obligation at the future restoration or dismantlement date, discounted using a pre-tax rate that reflects the current market assessment of the time value of money and, where appropriate, the risk specific to the liability. Total provision for asset retirement obligations amounted to Php1,630 million and Php1,582 million as at December 31, 2017 and 2016, respectively. See *Note 22 – Deferred Credits and Other Noncurrent Liabilities*.

*Provision for legal contingencies and tax assessments*

We are currently involved in various legal proceedings and tax assessments. Our estimates of the probable costs for the resolution of these claims have been developed in consultation with our counsel handling the defense in these matters and are based upon our analysis of potential results. We currently do not believe these proceedings could materially reduce our revenues and profitability. It is possible, however, that future financial position and performance could be materially affected by changes in our estimates or effectiveness of our strategies relating to these proceedings and assessments. See *Note 27 – Provisions and Contingencies*.

Based on management's assessment, appropriate provisions were made; however, management has decided not to disclose further details of these provisions as they may prejudice our position in certain legal proceedings.

*Revenue recognition*

Our revenue recognition policies require us to make use of estimates and assumptions that may affect the reported amounts of our revenues and receivables.

Our agreements with domestic and foreign carriers for inbound and outbound traffic subject to settlements require traffic reconciliations before actual settlement is done, which may not be the actual volume of traffic as measured by us. Initial recognition of revenues is based on our observed traffic adjusted by our normal experience adjustments, which historically are not material to our consolidated financial statements. Differences between the amounts initially recognized and the actual settlements are taken up in the accounts upon reconciliation.

Revenues earned from multiple element arrangements offered by our fixed line and wireless businesses are split into separately identifiable components based on their relative fair value in order to reflect the substance of the transaction. Where fair value is not directly observable, the total consideration is allocated using an appropriate allocation method. We account for mobile contracts in accordance with PAS 18, *Revenue Recognition* and have concluded that the handset and the mobile services may be accounted for as separate identifiable components. The handset (with activation) is delivered first, followed by the mobile service (which is provided over the contract/lock-in period, generally one or two years). Because some amount of the arrangement consideration that may be allocated to the handset generally is contingent on providing the mobile service, the amount that is allocated to the handset is limited to the cash received (i.e., the amount paid for the handset) at the time of the handset delivery.

Under certain arrangements with our knowledge processing solutions services, if there is uncertainty regarding the outcome of the transaction for which service was rendered, revenue is recognized only to the extent of expenses incurred for rendering the service and only to such amount as determined to be recoverable.

We recognize our revenues from installation and activation related fees and the corresponding costs over the expected average periods of customer relationship for fixed line and cellular services. We estimate the expected average period of customer relationship based on our most recent churn rate analysis.

#### *Determination of fair values of financial assets and financial liabilities*

Where the fair value of financial assets and financial liabilities recorded in our consolidated statement of financial position cannot be derived from active markets, they are determined using valuation techniques including the discounted cash flows model. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

Other than those whose carrying amounts are reasonable approximations of fair values, total fair values of noncurrent financial assets and noncurrent financial liabilities as at December 31, 2017 amounted to Php13,846 million and Php157,711 million, respectively, while the total fair values of noncurrent financial assets and noncurrent financial liabilities as at December 31, 2016 amounted to Php8,120 million and Php160,990 million, respectively. See *Note 28 – Financial Assets and Liabilities*.

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#### **4. Operating Segment Information**

Operating segments are components of the PLDT Group that engage in business activities from which they may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of PLDT Group). The operating results of these operating segments are regularly reviewed by the Management Committee to make decisions about how resources are to be allocated to each of the segments and to assess their performances, and for which discrete financial information is available.

For management purposes, we are organized into business units based on our products and services and based on the reorganization as discussed below. We have three reportable operating segments as follows:

- **Wireless** – wireless telecommunications services provided by Smart and DMPI, our mobile service providers; Voyager and certain subsidiaries, our mobile applications, digital platforms developer and mobile financial services provider; SBI and PDSI, our wireless broadband service providers; ACeS Philippines, our satellite information and messaging services provider; and certain subsidiaries of PLDT Global, our mobile virtual network operations, or MVNO, provider;
- **Fixed Line** – fixed line telecommunications services primarily provided by PLDT. We also provide fixed line services through PLDT's subsidiaries, namely, ClarkTel, SubicTel, Philcom Group, Maratel, SBI, BCC, PLDT Global and certain subsidiaries, and Digitel, all of which together account for approximately 4% of our consolidated fixed line subscribers; data center, cloud, big data, managed security services, managed information technology services and resellership through ePLDT, IPCDSI Group, AGS Group, Curo and ePDS; business infrastructure and solutions, intelligent data processing and implementation services and data analytics insight generation through Talas; and distribution of Filipino channels and content through PGNL and its subsidiaries; and
- **Others** – PCEV, PGIH, PLDT Digital and its subsidiaries, MIC and PGIC, our investment companies.

See *Note 2 – Summary of Significant Accounting Policies* and *Note 14 – Business Combination* for further discussion.

The Management Committee monitors the operating results of each business unit separately for purposes of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on net income for the year; earnings before interest, taxes, and depreciation and amortization, or EBITDA; EBITDA margin; and core income. Net income for the year is measured consistent with net income in our consolidated financial statements.

EBITDA for the year is measured as net income excluding depreciation and amortization, amortization of intangible assets, asset impairment on noncurrent assets, financing costs – net, interest income, equity share in net earnings (losses) of associates and joint ventures, foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net, provision for (benefit from) income tax and other income (expenses) – net.

EBITDA margin for the year is measured as EBITDA divided by service revenues.



Core income for the year is measured as net income attributable to equity holders of PLDT (net income less net income attributable to noncontrolling interests), excluding foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net (excluding hedge costs), asset impairment on noncurrent assets, other non-recurring gains (losses), net of tax effect of aforementioned adjustments, as applicable, and similar adjustments to equity share in net earnings (losses) of associates and joint ventures.

Segment revenues, segment expenses and segment results include transfers between business segments. These transfers are eliminated in full upon consolidation.

Core earnings per common share, or core EPS, for the year is measured as core income divided by the weighted average number of outstanding common shares. See *Note 8 – Earnings Per Common Share* for the weighted average number of common shares.

EBITDA, EBITDA margin, core income and core EPS are non-PFRS measures.

The amounts of segment assets and liabilities and segment profit or loss are based on measurement principles that are similar to those used in measuring the assets and liabilities and profit or loss in our consolidated financial statements, which is in accordance with PFRS.

The segment revenues, net income, and other segment information of our reportable operating segments as at December 31, 2017 and 2016 and for the years ended December 31, 2017, 2016 and 2015 are as follows:

	Wireless	Fixed Line	Others	Inter-segment Transactions	Consolidated
	(in million pesos)				
<b>December 31, 2017</b>					
<b>Revenues</b>					
External customers	92,534	67,389	3	–	159,926
Service revenues	87,351	63,811	3	–	151,165
Non-service revenues	5,183	3,578	–	–	8,761
Inter-segment transactions	1,301	10,952	13	(12,266)	–
Service revenues	1,301	10,946	13	(12,260)	–
Non-service revenues	–	6	–	(6)	–
<b>Total revenues</b>	<b>93,835</b>	<b>78,341</b>	<b>16</b>	<b>(12,266)</b>	<b>159,926</b>
<b>Results</b>					
Depreciation and amortization	36,914	15,001	–	–	51,915
Asset impairment	6,155	2,098	5	–	8,258
Impairment of investments	439	1,583	540	–	2,562
Equity share in net earnings (losses) of associates and joint ventures	(129)	44	2,991	–	2,906
Interest income	307	695	653	(243)	1,412
Financing costs – net	2,260	5,106	201	(197)	7,370
Provision for (benefit from) income tax	(2,784)	3,680	207	–	1,103
Net income (loss) / Segment profit (loss)	(3,510)	7,474	10,120	(618)	13,466
EBITDA	35,151	29,478	(63)	1,608	66,174
EBITDA margin	40%	39%	–	–	44%
Core income	8,514	8,846	10,926	(618)	27,668
<b>Assets and liabilities</b>					
Operating assets	211,983	174,217	34,504	(37,856)	382,848
Investments in associates and joint ventures	–	44,867	1,263	–	46,130
Deferred income tax assets – net	18,826	11,994	–	(354)	30,466
<b>Total assets</b>	<b>230,809</b>	<b>231,078</b>	<b>35,767</b>	<b>(38,210)</b>	<b>459,444</b>
Operating liabilities	153,622	196,451	13,624	(18,802)	344,895
Deferred income tax liabilities – net	2,656	286	424	–	3,366
<b>Total liabilities</b>	<b>156,278</b>	<b>196,737</b>	<b>14,048</b>	<b>(18,802)</b>	<b>348,261</b>
<b>Other segment information</b>					
Capital expenditures, including capitalized interest	27,305	12,994	–	–	40,299

	Wireless	Fixed Line	Others	Inter-segment Transactions	Consolidated
(in million pesos)					
<b>December 31, 2016</b>					
<b>Revenues</b>					
External customers	103,447	61,806	9	–	165,262
Service revenues	99,115	58,086	9	–	157,210
Non-service revenues	4,332	3,720	–	–	8,052
Inter-segment transactions	1,467	10,922	11	(12,400)	–
Service revenues	1,467	10,920	11	(12,398)	–
Non-service revenues	–	2	–	(2)	–
Total revenues	104,914	72,728	20	(12,400)	165,262
<b>Results</b>					
Depreciation and amortization	18,984	15,471	–	–	34,455
Asset impairment	9,284	1,758	–	–	11,042
Impairment of investments	134	–	5,381	–	5,515
Equity share in net earnings (losses) of associates and joint ventures	(237)	(40)	1,458	–	1,181
Interest income	270	707	306	(237)	1,046
Financing costs – net	2,487	4,917	187	(237)	7,354
Provision for (benefit from) income tax	(1,270)	3,018	161	–	1,909
Net income / Segment profit	9,463	8,134	2,565	–	20,162
EBITDA	32,661	26,950	(22)	1,572	61,161
EBITDA margin	32%	39%	–	–	39%
Core income	11,402	7,746	8,709	–	27,857
<b>Assets and liabilities</b>					
Operating assets	217,964	183,533	22,804	(33,388)	390,913
Investments in associates and joint ventures	1,945	40,874	14,039	–	56,858
Deferred income tax assets – net	13,985	13,363	–	–	27,348
Total assets	233,894	237,770	36,843	(33,388)	475,119
Operating liabilities	161,480	203,777	12,637	(14,879)	363,015
Deferred income tax liabilities – net	2,923	384	260	–	3,567
Total liabilities	164,403	204,161	12,897	(14,879)	366,582
<b>Other segment information</b>					
Capital expenditures, including capitalized interest	32,097	10,728	–	–	42,825
<b>December 31, 2015</b>					
<b>Revenues</b>					
External customers	113,985	57,118	–	–	171,103
Service revenues	109,188	53,742	–	–	162,930
Non-service revenues	4,797	3,376	–	–	8,173
Inter-segment transactions	1,528	11,747	–	(13,275)	–
Service revenues	1,528	11,733	–	(13,261)	–
Non-service revenues	–	14	–	(14)	–
Total revenues	115,513	68,865	–	(13,275)	171,103
<b>Results</b>					
Depreciation and amortization	17,218	14,301	–	–	31,519
Asset impairment	8,446	1,244	–	–	9,690
Impairment of investments	–	42	5,124	–	5,166
Equity share in net earnings (losses) of associates and joint ventures	(81)	38	3,284	–	3,241
Interest income	308	620	99	(228)	799
Financing costs – net	1,799	4,509	179	(228)	6,259
Provision for income tax	2,763	1,656	144	–	4,563
Net income / Segment profit	15,434	6,193	448	–	22,075
EBITDA	44,237	24,749	(59)	1,291	70,218
EBITDA margin	40%	38%	–	–	43%
Core income	22,512	6,539	6,161	–	35,212
<b>Assets and liabilities</b>					
Operating assets	217,317	190,856	18,504	(42,226)	384,451
Investments in associates and joint ventures	2,208	12,922	33,573	–	48,703
Deferred income tax assets – net	8,249	13,692	–	–	21,941
Total assets	227,774	217,470	52,077	(42,226)	455,095
Operating liabilities	171,131	182,085	12,149	(27,872)	337,493
Deferred income tax liabilities – net	3,146	412	146	–	3,704
Total liabilities	174,277	182,497	12,295	(27,872)	341,197
<b>Other segment information</b>					
Capital expenditures, including capitalized interest	30,311	12,864	–	–	43,175

The following table shows the reconciliation of our consolidated EBITDA to our consolidated net income for the years ended December 31, 2017, 2016 and 2015:

	2017	2016	2015
EBITDA	<b>66,174</b>	(in million pesos) 61,161	70,218
Add (deduct) adjustments:			
Equity share in net earnings of associates and joint ventures	<b>2,906</b>	1,181	3,241
Interest income	<b>1,412</b>	1,046	799
Gains on derivative financial instruments – net	<b>533</b>	996	420
Foreign exchange losses – net	<b>(411)</b>	(2,785)	(3,036)
Amortization of intangible assets	<b>(835)</b>	(929)	(1,076)
Provision for income tax	<b>(1,103)</b>	(1,909)	(4,563)
Impairment of investments	<b>(2,562)</b>	(5,515)	(5,166)
Noncurrent asset impairment	<b>(3,913)</b>	(1,074)	(5,788)
Financing costs – net	<b>(7,370)</b>	(7,354)	(6,259)
Depreciation and amortization	<b>(51,915)</b>	(34,455)	(31,519)
Other income – net	<b>10,550</b>	9,799	4,804
Total adjustments	<b>(52,708)</b>	(40,999)	(48,143)
Consolidated net income	<b>13,466</b>	20,162	22,075

The following table shows the reconciliation of our consolidated core income to our consolidated net income for the years ended December 31, 2017, 2016 and 2015:

	2017	2016	2015
Consolidated core income	<b>27,668</b>	(in million pesos) 27,857	35,212
Add (deduct) adjustments:			
Gains on derivative financial instruments – net, excluding hedge costs	<b>724</b>	1,539	762
Net income attributable to noncontrolling interests	<b>95</b>	156	10
Core income adjustment on equity share in net losses of associates and joint ventures	<b>(60)</b>	(95)	(179)
Foreign exchange losses – net	<b>(411)</b>	(2,785)	(3,036)
Impairment of investments	<b>(2,562)</b>	(5,515)	(5,166)
Noncurrent asset impairment	<b>(3,913)</b>	(1,074)	(5,788)
Depreciation due to shortened life of property and equipment	<b>(12,816)</b>	–	–
Net tax effect of aforementioned adjustments	<b>4,741</b>	79	260
Total adjustments	<b>(14,202)</b>	(7,695)	(13,137)
Consolidated net income	<b>13,466</b>	20,162	22,075

The following table shows the reconciliation of our consolidated basic and diluted core EPS to our consolidated basic and diluted EPS attributable to common equity holder of PLDT for the years ended December 31, 2017, 2016 and 2015:

	2017		2016		2015	
	Basic	Diluted	Basic	Diluted	Basic	Diluted
Consolidated core EPS	<b>127.79</b>	<b>127.79</b>	128.66	128.66	162.70	162.70
Add (deduct) adjustments:						
Gains on derivative financial instruments – net, excluding hedge costs	<b>2.34</b>	<b>2.34</b>	4.99	4.99	2.47	2.47
Core income adjustment on equity share in net losses of associates and joint ventures	<b>(0.28)</b>	<b>(0.28)</b>	(0.44)	(0.44)	(0.83)	(0.83)
Foreign exchange losses – net	<b>(1.74)</b>	<b>(1.74)</b>	(10.40)	(10.40)	(11.85)	(11.85)
Noncurrent asset impairment	<b>(24.98)</b>	<b>(24.98)</b>	(30.48)	(30.48)	(50.64)	(50.64)
Depreciation due to shortened life of property and equipment	<b>(41.52)</b>	<b>(41.52)</b>	–	–	–	–
Total adjustments	<b>(66.18)</b>	<b>(66.18)</b>	(36.33)	(36.33)	(60.85)	(60.85)
Consolidated EPS attributable to common equity holders of PLDT	<b>61.61</b>	<b>61.61</b>	92.33	92.33	101.85	101.85

The following table presents our revenues from external customers by category of products and services for the years ended December 31, 2017, 2016 and 2015:

	2017	2016	2015
		(in million pesos)	
<b>Wireless services</b>			
Service revenues:			
Mobile	83,166	95,066	104,175
Home broadband	2,547	2,758	3,016
Digital platforms and mobile financial services	1,223	709	1,048
MVNO and others	415	582	949
	87,351	99,115	109,188
Non-service revenues:			
Sale of cellular handsets, cellular SIM-packs and broadband data modems	5,183	4,332	4,797
Total wireless revenues	92,534	103,447	113,985
<b>Fixed line services</b>			
Service revenues:			
Voice	25,296	25,502	25,799
Data	37,445	31,727	27,170
Miscellaneous	1,070	857	773
	63,811	58,086	53,742
Non-service revenues:			
Sale of computers, phone units and SIM cards	2,706	2,907	2,690
Point-product-sales	872	813	686
	3,578	3,720	3,376
Total fixed line revenues	67,389	61,806	57,118
<b>Others</b>	3	9	-
Total revenues	159,926	165,262	171,103

Disclosure of the geographical distribution of our revenues from external customers and the geographical location of our total assets are not provided since the majority of our consolidated revenues are derived from our operations within the Philippines.

There is no revenue transaction with a single external customer that accounted for 10% or more of our consolidated revenues from external customers for the years ended December 31, 2017, 2016 and 2015.

## 5. Income and Expenses

### *Non-service Revenues*

Non-service revenues for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Sale of computers, cellular handsets, cellular SIM-packs and broadband data modems	7,889	7,239	7,487
Point-product-sales	872	813	686
Total non-service revenues	8,761	8,052	8,173



### *Selling, General and Administrative Expenses*

Selling, general and administrative expenses for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Compensation and employee benefits	22,782	19,928	21,606
Repairs and maintenance (Notes 13, 18 and 25)	12,744	14,706	14,632
Professional and other contracted services (Note 25)	12,168	9,386	8,175
Rent (Note 25)	7,016	6,632	6,078
Selling and promotions (Note 25)	5,908	7,687	9,747
Taxes and licenses (Note 27)	3,970	3,782	4,592
Insurance and security services (Note 25)	1,519	1,736	1,794
Communication, training and travel (Note 25)	1,166	1,249	1,348
Amortization of intangible assets (Note 15)	835	929	1,076
Other expenses	882	1,161	1,241
Total selling, general and administrative expenses	68,990	67,196	70,289

### *Compensation and Employee Benefits*

Compensation and employee benefits for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Salaries and other employee benefits	18,598	17,734	17,947
Manpower rightsizing program, or MRP	1,747	419	1,764
Pension benefit costs (Note 26)	1,610	1,775	1,895
Incentive plan (Note 26)	827	–	–
Total compensation and employee benefits	22,782	19,928	21,606

Over the past several years, we have been implementing the MRP in line with our continuing efforts to reduce the cost base of our businesses. The decision to implement the MRP was a result of challenges faced by our businesses as significant changes in technology, increasing competition, and shifting market preferences have reshaped the future of our businesses. The MRP is being implemented in compliance with the Labor Code of the Philippines and all other relevant labor laws and regulations in the Philippines.

### *Asset Impairment*

Asset impairment for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Property and equipment (Note 9)	3,913	–	5,788
Trade and other receivables (Notes 17 and 28)	3,438	8,027	3,391
Inventories and supplies (Note 18)	907	1,941	511
Goodwill and intangible assets (Note 15)	–	1,038	–
Others	–	36	–
Total asset impairment	8,258	11,042	9,690

### Cost of Sales and Services

Cost of sales and services for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Cost of computers, cellular handsets, cellular SIM-packs sold and broadband data modems (Note 18)	10,277	16,053	15,794
Cost of services (Note 18)	2,572	1,540	1,064
Cost of point-product-sales (Note 18)	784	700	579
Cost of satellite air time and terminal units (Note 25)	–	–	16
<b>Total cost of sales and services</b>	<b>13,633</b>	<b>18,293</b>	<b>17,453</b>

### Other Income (Expenses)

Other income (expenses) for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Gains on sale of investment (Note 10)	6,512	7,365	2,838
Equity share in net earnings of associates and joint ventures (Note 10)	2,906	1,181	3,241
Interest income (Notes 12 and 16)	1,412	1,046	799
Gains on derivative financial instruments – net (Note 28)	533	996	420
Foreign exchange losses – net (Notes 9 and 28)	(411)	(2,785)	(3,036)
Financing costs – net	(7,370)	(7,354)	(6,259)
Other income (expenses) – net (Notes 11 and 13)	1,476	(3,081)	(3,200)
<b>Total other income (expenses)</b>	<b>5,058</b>	<b>(2,632)</b>	<b>(5,197)</b>

### Interest Income

Interest income for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Interest income on loans and receivables (Notes 12 and 16)	1,404	980	742
Interest income on HTM investments (Note 12)	8	36	43
Interest income on financial instruments at FVPL	–	30	14
<b>Total interest income</b>	<b>1,412</b>	<b>1,046</b>	<b>799</b>

### Financing Costs – net

Financing costs – net for the years ended December 31, 2017, 2016 and 2015 consist of the following:

	2017	2016	2015
		(in million pesos)	
Interest on loans and other related items (Notes 21 and 28)	7,830	7,522	6,289
Accretion on financial liabilities (Notes 21 and 28)	219	230	231
Financing charges	137	168	109
Capitalized interest (Note 9)	(816)	(566)	(370)
<b>Total financing costs – net</b>	<b>7,370</b>	<b>7,354</b>	<b>6,259</b>

## 6. Components of Other Comprehensive Income

Changes in other comprehensive income under equity of our consolidated statements of financial position for the years ended December 31, 2017, 2016 and 2015 are as follows:

	Foreign currency translation differences of subsidiaries	Net gains on available-for-sale financial investments – net of tax	Net transactions on cash flow hedges – net of tax	Revaluation increment on investment properties – net of tax	Actuarial losses on defined benefit plans – net of tax	Share in the other comprehensive income of associates and joint ventures accounted for using the equity method	Total other comprehensive income (loss) attributable to equity holders of PLDT	Share of noncontrolling interests	Total other comprehensive loss – net of tax
	(in million pesos)								
Balances as at January 1, 2017	608	936	7	619	(23,376)	312	(20,894)	7	(20,887)
Other comprehensive income (loss)	(25)	3,364	(376)	1	(1,091)	306	2,179	7	2,186
Recycled to retained earnings	–	–	–	–	–	(436)	(436)	–	(436)
Balances as at December 31, 2017	583	4,300	(369)	620	(24,467)	182	(19,151)	14	(19,137)
Balances as at January 1, 2016	524	76	(3)	602	(19,805)	404	(18,202)	12	(18,190)
Other comprehensive income (loss)	84	860	10	17	(3,571)	151	(2,449)	(5)	(2,454)
Recycled to retained earnings	–	–	–	–	–	(243)	(243)	–	(243)
Balances as at December 31, 2016	608	936	7	619	(23,376)	312	(20,894)	7	(20,887)
Balances as at January 1, 2015	489	8,211	(34)	603	(18,207)	653	(8,285)	2	(8,283)
Other comprehensive income (loss)	35	(8,135)	31	(1)	(1,598)	(249)	(9,917)	10	(9,907)
Balances as at December 31, 2015	524	76	(3)	602	(19,805)	404	(18,202)	12	(18,190)

Revaluation increment on investment properties pertains to the difference between the carrying value and fair value of property and equipment transferred to investment property at the time of change in classification.

## 7. Income Taxes

### Corporate Income Tax

The major components of consolidated net deferred income tax assets and liabilities recognized in our consolidated statements of financial position as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Net deferred income tax assets	30,466	27,348
Net deferred income tax liabilities	3,366	3,567

The components of our consolidated net deferred income tax assets and liabilities as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Net deferred income tax assets:		
Customer list and trademark	6,760	8,686
Fixed asset impairment/depreciation due to shortened life of property and equipment	5,597	82
Unamortized past service pension costs	5,098	4,795
Pension and other employee benefits	3,620	3,569
Accumulated provision for doubtful accounts	3,102	2,925
Provision for other assets	2,523	2,798
Unearned revenues	1,778	1,572
Unrealized foreign exchange losses	746	2,735
Accumulated write-down of inventories to net realizable values	669	624
MCIT	607	65
NOLCO	243	231
Derivative financial instruments	(30)	(72)
Others	(247)	(662)
<b>Total deferred income tax assets – net</b>	<b>30,466</b>	<b>27,348</b>
Net deferred income tax liabilities:		
Intangible assets and fair value adjustment on assets acquired – net of amortization	2,387	2,597
Unamortized fair value adjustment on fixed assets from business combination	338	409
Unrealized foreign exchange gains	269	273
Investment property	207	279
Undepreciated capitalized interest charges	8	8
Others	157	1
<b>Total deferred income tax liabilities – net</b>	<b>3,366</b>	<b>3,567</b>

Changes in our consolidated net deferred income tax assets (liabilities) as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Net deferred income tax assets – balance at beginning of the year	27,348	21,941
Net deferred income tax liabilities – balance at beginning of the year	(3,567)	(3,704)
Net balance at beginning of the year	23,781	18,237
Provision for deferred income tax	2,738	4,134
Movement charged directly to other comprehensive income	507	1,467
Others	74	(57)
Net balance at end of the year	27,100	23,781
Net deferred income tax assets – balance at end of the year	30,466	27,348
Net deferred income tax liabilities – balance at end of the year	(3,366)	(3,567)



The analysis of our consolidated net deferred income tax assets as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Deferred income tax assets:		
Deferred income tax assets to be recovered after 12 months	26,246	23,664
Deferred income tax assets to be recovered within 12 months	5,602	5,616
	<b>31,848</b>	29,280
Deferred income tax liabilities:		
Deferred income tax liabilities to be settled after 12 months	(1,206)	(1,308)
Deferred income tax liabilities to be settled within 12 months	(176)	(624)
	<b>(1,382)</b>	(1,932)
Net deferred income tax assets	<b>30,466</b>	27,348

The analysis of our consolidated net deferred income tax liabilities as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Deferred income tax liabilities:		
Deferred income tax liabilities to be settled after 12 months	(3,026)	(3,222)
Deferred income tax liabilities to be settled within 12 months	(340)	(345)
Net deferred income tax liabilities	<b>(3,366)</b>	(3,567)

Provision for (benefit from) income tax for the years ended December 31, 2017, 2016 and 2015 consist of:

	2017	2016	2015
		(in million pesos)	
Current	3,841	6,043	9,273
Deferred	(2,738)	(4,134)	(4,710)
	<b>1,103</b>	1,909	4,563

The reconciliation between the provision for income tax at the applicable statutory tax rate and the actual provision for corporate income tax for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
		(in million pesos)	
Provision for income tax at the applicable statutory tax rate	4,371	6,621	9,529
Tax effects of:			
Nondeductible expenses	784	3,239	1,171
Difference between Optional Standard Deduction, or OSD, and itemized deductions	(22)	(20)	(33)
Income not subject to income tax	(301)	(35)	(168)
Income subject to lower tax rate	(520)	(168)	(104)
Equity share in net earnings of associates and joint ventures	(872)	(354)	(972)
Income subject to final tax	(2,545)	(2,879)	(680)
Net movement in unrecognized deferred income tax assets and other adjustments	208	(4,495)	(4,180)
Actual provision for income tax	<b>1,103</b>	1,909	4,563

The breakdown of our consolidated deductible temporary differences, carryforward benefits of unused tax credits from excess of MCIT over RCIT, and NOLCO (excluding those not recognized due to the adoption of the OSD method) for which no deferred income tax assets were recognized and the equivalent amount of unrecognized deferred income tax assets as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
NOLCO	7,151	7,844
Provisions for other assets	3,801	4,926
Accumulated provision for doubtful accounts	3,122	3,836
Pension and other employee benefits	1,758	93
Unearned revenues	1,320	65
Asset retirement obligation	621	656
Accumulated write-down of inventories to net realizable values	304	234
Derivative financial instruments and others	149	4
MCIT	111	260
Unrealized foreign exchange losses	105	87
Fixed asset impairment	74	818
Investment properties	(460)	–
	<b>18,056</b>	<b>18,823</b>
Unrecognized deferred income tax assets	<b>5,495</b>	<b>5,829</b>

DMPI recognized deferred income tax assets to the extent that it is probable that sufficient taxable income will be available to allow all or part of the deferred income tax assets to be utilized. Digital and DMPI's unrecognized deferred income tax assets amounted to Php2,798 million and Php3,573 million as at December 31, 2017 and 2016, respectively.

Our consolidated deferred income tax assets have been recorded to the extent that such consolidated deferred income tax assets are expected to be utilized against sufficient future taxable profit. Deferred income tax assets shown in the preceding table were not recognized as we believe that future taxable profit will not be sufficient to realize these deductible temporary differences and carryforward benefits of unused tax credits from excess of MCIT over RCIT, and NOLCO in the future.

The breakdown of our consolidated excess MCIT and NOLCO as at December 31, 2017 are as follows:

Date Incurred	Expiry Date	MCIT	NOLCO
		(in million pesos)	
December 31, 2015	December 31, 2018	88	2,436
December 31, 2016	December 31, 2019	150	1,584
December 31, 2017	December 31, 2020	480	3,941
		718	7,961
Consolidated tax benefits		718	2,388
Consolidated unrecognized deferred income tax assets		(111)	(2,145)
Consolidated recognized deferred income tax assets		607	243

The excess MCIT totaling Php718 million as at December 31, 2017 can be deducted against future RCIT liability. The excess MCIT that was deducted against RCIT amounted to Php15 million for the year ended December 31, 2017 and nil for the years ended December 31, 2016 and 2015. The amount of expired portion of excess MCIT amounted to Php72 million, Php232 million and Php91 million for the years ended December 31, 2017, 2016 and 2015, respectively.

NOLCO totaling Php7,961 million as at December 31, 2017 can be claimed as deduction against future taxable income. The NOLCO claimed as deduction against taxable income amounted to Php4,241 million, Php8,531 million and Php14 million for the years ended December 31, 2017, 2016 and 2015, respectively. The amount of expired NOLCO amounted to Php354 million, Php571 million and nil for the years ended December 31, 2017, 2016 and 2015, respectively.

*Registration with Subic Bay Freeport Enterprise and Clark Special Economic Zone Enterprise*

SubicTel is registered with Subic Bay Freeport Enterprise, while ClarkTel is registered with Clark Special Economic Zone Enterprise under Republic Act 7227, or R.A. 7227, otherwise known as the Bases Conversion and Development Act of 1992. As registrants, SubicTel and ClarkTel are entitled to all the rights, privileges and benefits established thereunder including tax and duty-free importation of capital equipment and a special income tax rate of 5% of gross income, as defined in R.A. 7227.

Our consolidated income derived from non-registered activities with Economic Zone is subject to the RCIT rate at the end of the reporting period.

## 8. Earnings Per Common Share

The following table presents information necessary to calculate the EPS for the years ended December 31, 2017, 2016 and 2015:

	2017		2016		2015	
	Basic	Diluted	Basic	Diluted	Basic	Diluted
			(in million pesos)			
Consolidated net income attributable to equity holders of PLDT	13,371	13,371	20,006	20,006	22,065	22,065
Dividends on preferred shares (Note 20)	(59)	(59)	(59)	(59)	(59)	(59)
Consolidated net income attributable to common equity holders of PLDT	13,312	13,312	19,947	19,947	22,006	22,006
			(in thousands, except per share amounts which are in pesos)			
Weighted average number of common shares	216,056	216,056	216,056	216,056	216,056	216,056
EPS attributable to common equity holders of PLDT	61.61	61.61	92.33	92.33	101.85	101.85

Basic EPS amounts are calculated by dividing our consolidated net income for the period attributable to common equity holders of PLDT (consolidated net income adjusted for dividends on all series of preferred shares, except for dividends on preferred stock subject to mandatory redemption) by the weighted average number of common shares issued and outstanding during the period.

Diluted EPS amounts are calculated in the same manner assuming that, at the beginning of the year or at the time of issuance during the period, all outstanding options are exercised and convertible preferred shares are converted to common shares, and appropriate adjustments to our consolidated net income are effected for the related income and expenses on preferred shares. Outstanding stock options will have a dilutive effect only when the average market price of the underlying common share during the period exceeds the exercise price of the stock option.

Convertible preferred shares are deemed dilutive when required dividends declared on each series of convertible preferred shares divided by the number of equivalent common shares, assuming such convertible preferred shares are converted to common shares, decreases the basic EPS. As such, the diluted EPS is calculated by dividing our consolidated net income attributable to common shareholders (consolidated net income, adding back any dividends and/or other charges recognized for the period related to the dilutive convertible preferred shares classified as liability, less dividends on non-dilutive preferred shares except for dividends on preferred stock subject to mandatory redemption) by the weighted average number of common shares excluding the weighted average number of common shares held as treasury shares, and including the common shares equivalent arising from the conversion of the dilutive convertible preferred shares and from the mandatory tender offer for all remaining Digital shares.

Where the effect of the assumed conversion of the preferred shares and the exercise of all outstanding options have an anti-dilutive effect, basic and diluted EPS are stated at the same amount.

## 9. Property and Equipment

Changes in property and equipment account for the years ended December 31, 2017 and 2016 are as follows:

	Cable and wire facilities	Central office equipment	Cellular facilities	Buildings and improvements	Vehicles, aircraft, furniture and other network equipment	Communications satellite	Information origination and termination equipment	Land and land improvements	Property under construction	Total
(in million pesos)										
<b>As at December 31, 2015</b>										
Cost	187,195	112,867	177,118	27,162	53,797	966	12,962	3,441	57,410	632,918
Accumulated depreciation, impairment and amortization	(138,958)	(93,336)	(129,040)	(17,667)	(45,628)	(966)	(11,278)	(263)	–	(437,136)
<b>Net book value</b>	<b>48,237</b>	<b>19,531</b>	<b>48,078</b>	<b>9,495</b>	<b>8,169</b>	<b>–</b>	<b>1,684</b>	<b>3,178</b>	<b>57,410</b>	<b>195,782</b>
<b>Year Ended December 31, 2016</b>										
Net book value at beginning of the year	48,237	19,531	48,078	9,495	8,169	–	1,684	3,178	57,410	195,782
Additions	3,419	357	19,225	374	3,358	–	674	7	15,668	43,082
Disposals/Retirements	(11)	(8)	(97)	(85)	(251)	–	–	(15)	(69)	(536)
Reclassifications (Note 13)	(2)	285	(196)	33	(594)	–	–	4	(219)	(689)
Transfers and others	6,315	3,189	10,660	332	1,258	–	963	3	(22,720)	–
Translation differences charged directly to cumulative translation adjustments	4	1	–	–	1	–	–	–	–	6
Depreciation of revaluation increment on investment properties transferred to property and equipment charged to other comprehensive income	–	–	–	(2)	–	–	–	–	–	(2)
Depreciation and amortization	(9,932)	(4,687)	(13,278)	(1,225)	(4,268)	–	(1,063)	(2)	–	(34,455)
<b>Net book value at end of the year</b>	<b>48,030</b>	<b>18,668</b>	<b>64,392</b>	<b>8,922</b>	<b>7,673</b>	<b>–</b>	<b>2,258</b>	<b>3,175</b>	<b>50,070</b>	<b>203,188</b>
<b>As at December 31, 2016</b>										
Cost	196,652	115,461	202,581	25,914	55,973	966	14,596	3,440	50,070	665,653
Accumulated depreciation, impairment and amortization	(148,622)	(96,793)	(138,189)	(16,992)	(48,300)	(966)	(12,338)	(265)	–	(462,465)
<b>Net book value</b>	<b>48,030</b>	<b>18,668</b>	<b>64,392</b>	<b>8,922</b>	<b>7,673</b>	<b>–</b>	<b>2,258</b>	<b>3,175</b>	<b>50,070</b>	<b>203,188</b>
<b>Year Ended December 31, 2017</b>										
Net book value at beginning of the year	48,030	18,668	64,392	8,922	7,673	–	2,258	3,175	50,070	203,188
Additions (Note 4)	3,410	687	6,512	159	2,682	–	1,878	1	24,970	40,299
Disposals/Retirements	(8)	–	(123)	(38)	(316)	–	–	–	(134)	(619)
Reclassifications (Note 13)	5	3	–	3	(7)	–	–	14	(143)	(125)
Impairment losses recognized during the year (Note 5)	–	–	(389)	–	–	–	–	–	(3,524)	(3,913)
Transfers and others	7,612	3,945	8,031	1,285	1,959	–	1,343	3	(24,178)	–
Translation differences charged directly to cumulative translation adjustments	–	(1)	–	(1)	(4)	–	–	–	–	(6)
Depreciation of revaluation increment on investment properties transferred to property and equipment charged to other comprehensive income	–	–	–	(2)	–	–	–	–	–	(2)
Depreciation and amortization	(11,594)	(5,340)	(28,242)	(1,274)	(4,106)	–	(1,357)	(2)	–	(51,915)
<b>Net book value at end of the year</b>	<b>47,455</b>	<b>17,962</b>	<b>50,181</b>	<b>9,054</b>	<b>7,881</b>	<b>–</b>	<b>4,122</b>	<b>3,191</b>	<b>47,061</b>	<b>186,907</b>
<b>As at December 31, 2017</b>										
Cost	207,220	119,642	209,504	27,076	58,964	–	17,595	3,458	47,061	690,520
Accumulated depreciation, impairment and amortization	(159,765)	(101,680)	(159,323)	(18,022)	(51,083)	–	(13,473)	(267)	–	(503,613)
<b>Net book value</b>	<b>47,455</b>	<b>17,962</b>	<b>50,181</b>	<b>9,054</b>	<b>7,881</b>	<b>–</b>	<b>4,122</b>	<b>3,191</b>	<b>47,061</b>	<b>186,907</b>

Interest capitalized to property and equipment that qualified as borrowing costs amounted to Php816 million, Php566 million and Php370 million for the years ended December 31, 2017, 2016 and 2015, respectively. See Note 5 – *Income and Expenses – Financing Costs – net*. Our undepreciated interest capitalized to property and equipment that qualified as borrowing costs amounted to Php5,389 million and Php5,289 million as at December 31, 2017 and 2016, respectively. The average interest capitalization rate used was approximately 5% for the year ended December 31, 2017 and 4% for each of the years ended December 31, 2016 and 2015.

Our net foreign exchange differences, which qualified as borrowing costs, amounted to Php106 million, Php111 million and Php144 million for the years ended December 31, 2017, 2016 and 2015, respectively. Our undepreciated capitalized net foreign exchange losses amounted to Php424 million and Php356 million as at December 31, 2017 and 2016, respectively.



The estimated useful lives of our property and equipment are estimated as follows:

Cable and wire facilities	10 – 15 years
Central office equipment	3 – 15 years
Cellular facilities	3 – 10 years
Buildings	25 years
Vehicles, aircraft, furniture and other network equipment	3 – 7 years
Information origination and termination equipment	3 – 5 years
Leasehold improvements	3 – 5 years
Land improvements	10 years

Property and equipment include the net carrying value of capitalized vehicles, aircraft, furniture and other network equipment under financing leases, which amounted to nil and Php71 thousand as at December 31, 2017 and 2016, respectively. See Note 21 – *Interest-bearing Financial Liabilities – Obligations under Finance Leases*.

#### *Impairment of Certain Wireless Network Equipment and Facilities*

In December 2015, DMPI recognized an impairment loss of Php5,788 million pertaining to network assets affected by the convergence program of Smart and DMPI. Network assets impaired in 2015 consist mainly of core and transport equipment in Metro Manila and Cebu, which were not included in the initial program as management's original strategy was to minimize the risk of service disruption for Sun subscribers in critical and high traffic areas. We decided to change the strategy for network convergence, that is, to fully integrate the networks of Smart and DMPI, as management believes that the converged network will be resilient enough to address any risk of service disruption in the critical and high traffic areas. Moreover, the converged network will allow optimization of network resources that will result in improved customer experience for both Sun and Smart subscribers.

In December 2017, Smart and DMPI recognized an impairment loss of Php3,913 million pertaining to network improvement project involving spectrum reform and long-term evolution rollout. These assets include Radio Access Network, or RAN, equipment such as base transceiver sets, base station controllers, access radios, antennas, radio network controllers, power and related support facilities, among others, including software licenses and implementation services affecting the Quezon City and Marikina areas.

See Note 3 – *Management's Use of Accounting Judgments, Estimates and Assumptions – Impairment of non-financial assets*.

## 10. Investments in Associates and Joint Ventures

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Carrying value of investments in associates:		
MediaQuest PDRs	10,835	12,647
Digitel Crossing, Inc., or DCI	510	238
Phunware	384	384
Appcard	234	234
Asia Outsourcing Beta Limited, or Beta	78	855
AF Payments, Inc., or AFPI	–	407
ACeS International Limited, or AIL	–	–
Asia Netcom Philippines Corp., or ANPC	–	–
	<b>12,041</b>	<b>14,765</b>

	2017	2016
	(in million pesos)	
Carrying value of investments in joint ventures:		
VTI, Bow Arken and Brightshare	32,550	26,962
Philippines Internet Holding S.à.r.l., or PHIH	1,539	1,538
Beacon Electric Asset Holdings, Inc., or Beacon	–	13,593
ECommerce Pay Holding S.à.r.l., or ECommerce Pay	–	–
	<b>34,089</b>	<b>42,093</b>
Total carrying value of investments in associates and joint ventures	<b>46,130</b>	<b>56,858</b>

Changes in the cost of investments for the years ended December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Balance at beginning of the year	57,465	41,150
Additions during the year	5,633	27,993
Disposals	(11,612)	(11,692)
Translation and other adjustments	1	14
Balance at end of the year	<b>51,487</b>	<b>57,465</b>

Changes in the accumulated impairment losses for the years ended December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Balance at beginning of the year	1,892	1,888
Additional impairment	2,225	–
Translation and other adjustments	1	4
Balance at end of the year	<b>4,118</b>	<b>1,892</b>

Changes in the accumulated equity share in net earnings (losses) of associates and joint ventures for the years ended December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Balance at beginning of the year	1,285	9,441
Realized portion of deferred gain on the transfer of Beacon and Manila Electric Company, or Meralco, shares	4,962	4,962
Equity share in net earnings (losses) of associates and joint ventures:	2,906	1,181
Beta	2,050	396
Beacon	886	2,089
DCI	71	62
VTI, Bow Arken and Brightshare	55	(1,027)
PHIH	1	(58)
MediaQuest PDRs	(27)	(102)
AFPI	(130)	(127)
ECommerce Pay	–	(52)
Reversal of impairment	201	–
Share in the other comprehensive loss of associates and joint ventures accounted for using the equity method	(312)	(91)
Dividends	(791)	(4,389)
Disposals	(9,610)	(9,617)
Translation and other adjustments	120	(202)
Balance at end of the year	<b>(1,239)</b>	<b>1,285</b>

## **Investments in Associates**

### **Investment in MediaQuest PDRs**

In 2012, ePLDT made deposits totaling Php6 billion to MediaQuest, an entity wholly-owned by the PLDT Beneficial Trust Fund, for the issuance of PDRs by MediaQuest in relation to its indirect interest in Cignal TV. Cignal TV is a wholly-owned subsidiary of Satventures, which is a wholly-owned subsidiary of MediaQuest incorporated in the Philippines. The Cignal TV PDRs confer an economic interest in common shares of Cignal TV indirectly owned by MediaQuest, and when issued, will provide ePLDT with a 40% economic interest in Cignal TV. Cignal TV operates a direct-to-home, or DTH, Pay-TV business under the brand name "Cignal TV", which is the largest DTH Pay-TV operator in the Philippines.

In June 2013, ePLDT's Board of Directors approved additional investments in PDRs of MediaQuest:

- a Php3.6 billion investment by ePLDT in PDRs to be issued by MediaQuest in relation to its interest in Satventures. The Satventures PDRs confer an economic interest in common shares of Satventures owned by MediaQuest and provide ePLDT with a 40% economic interest in Satventures; and
- a Php1.95 billion investment by ePLDT in PDRs to be issued by MediaQuest in relation to its interest in Hastings, a wholly-owned subsidiary of MediaQuest incorporated in the Philippines. The Hastings PDRs confer an economic interest in common shares of Hastings owned by MediaQuest. Hastings is a wholly-owned subsidiary of MediaQuest and holds all the print-related investments of MediaQuest, including equity interests in the three leading newspapers: The Philippine Star, Philippine Daily Inquirer, and Business World. See *Note 26 – Employee Benefits – Unlisted Equity Investments – Investment in MediaQuest*.

The Php6 billion Cignal TV PDRs and Php3.6 billion Satventures PDRs were issued on September 27, 2013. These PDRs provided ePLDT an aggregate of 64% economic interest in Cignal TV.

On February 19, 2014, ePLDT's Board of Directors approved an additional investment of up to Php500 million in Hastings PDRs to be issued by MediaQuest. On March 11, 2014, MediaQuest received from ePLDT an amount aggregating to Php300 million representing additional deposits for future PDRs subscription. As at December 31, 2014, total deposit for PDRs subscription amounted to Php2,250 million.

On May 21, 2015, ePLDT's Board of Directors approved an additional Php800 million investment in Hastings PDRs and settlement of the Php200 million balance of the Php500 million Hastings PDR investment in 2014. Subsequently, on June 1, 2015, the Board of Trustees of the Beneficial Trust Fund and the Board of Directors of MediaQuest approved the issuance of Php3,250 million Hastings PDRs. This provided ePLDT with 70% economic interest in Hastings. See *Note 26 – Employee Benefits – Investment in MediaQuest*.

In 2017, an impairment test was carried out for ePLDT's investment in MediaQuest PDRs where it showed that an impairment provision must be recognized. In determining the provision, the recoverable amount of the Print business and Pay TV were determined based on value-in-use, or VIU, calculations. The VIU calculations were derived from cash flow projections over a period of three to five years based on the 2018 financial budgets approved by the Board of Directors and calculated terminal value.

Using the detailed projections of Print business for five years and applying a terminal value thereafter, ePLDT calculated a recoverable amount of Php1,664 million. Consequently, ePLDT recognized a provision for impairment of its investment in MediaQuest PDRs in relation to its Print business amounting to Php1,784 million for the year ended December 31, 2017, representing the difference between the recoverable amount and the carrying value of the Print business as at December 31, 2017. No impairment provision was recognized for the Pay TV business.

ePLDT's aggregate carrying value of investment in MediaQuest PDRs amounted to Php10,835 million, net of allowance for impairment of Php1,784 million as at December 31, 2017 and Php12,647 million as at December 31, 2016. See *Note 3 – Management's Use of Accounting Judgments, Estimates and Assumptions – Accounting for investments in MediaQuest through PDRs*.

*Transfer of Hastings PDRs to PLDT Beneficial Trust Fund*

On January 22, 2018, ePLDT's Board of Directors approved the assignment of the Hastings PDRs, representing a 70% economic interest in Hastings to the PLDT Beneficial Trust Fund for a total consideration of Php1,664 million. The assignment was completed on February 15, 2018 and subsequently ceased to have any economic interest in Hastings. See Note 26 – *Employee Benefits – Investment in MediaQuest*.

The PLDT Group's financial investment in PDRs of MediaQuest is part of the PLDT Group's overall strategy of broadening its distribution platforms and increasing the PLDT Group's ability to deliver multi-media content to its customers across the PLDT Group's broadband and mobile networks.

The table below presents the summarized financial information of Satventures as at December 31, 2017 and 2016, and for the years ended December 31, 2017, 2016 and 2015:

	2017	2016
	(in million pesos)	
Statements of Financial Position:		
Noncurrent assets	20,055	21,295
Current assets	2,820	2,296
Noncurrent liabilities	3,292	4,645
Current liabilities	5,253	4,620
Equity	14,330	14,326
Carrying amount of interest in Satventures	9,171	9,169
Additional Information:		
Cash and cash equivalents	1,211	374
Current financial liabilities*	397	393
Noncurrent financial liabilities*	2,097	2,357

\* Excluding trade, other payables and provisions.

	2017	2016	2015
	(in million pesos)		
Income Statements:			
Revenues	6,650	5,925	5,211
Depreciation and amortization	772	1,217	1,332
Interest income	3	2	2
Interest expense	249	259	207
Provision for (benefit from) income tax	71	(46)	(534)
Net income (loss)	4	(344)	(290)
Other comprehensive income	–	–	–
Total comprehensive income (loss)	4	(344)	(290)
Equity share in net income (loss) of Satventures	3	(220)	(186)



The table below presents the summarized financial information of Hastings as at December 31, 2017 and 2016, for the years ended December 31, 2017 and 2016 and for the seven months ended December 31, 2015:

	2017	2016
	(in million pesos)	
Statements of Financial Position:		
Noncurrent assets	1,803	6,891
Current assets	2,360	2,251
Noncurrent liabilities	151	506
Current liabilities	336	1,748
Equity	2,377	4,969
Carrying amount of interest in Hastings	1,664	3,478
Additional Information:		
Cash and cash equivalents	1,304	1,128
Current financial liabilities*	-	500
Noncurrent financial liabilities*	-	-

\* Excluding trade, other payables and provisions.

	2017	2016	2015
		(in million pesos)	
Income Statements:			
Revenues	2,129	2,394	1,580
Depreciation and amortization	153	153	89
Interest income	12	18	10
Interest expense	19	19	11
Provision for income tax	22	70	69
Net income (loss)	(43)	169	157
Other comprehensive income	-	-	-
Total comprehensive income (loss)	(43)	169	157
Equity share in net income (loss) of Hastings	(30)	118	110

### **Investment of Digitel in DCI and ANPC**

Digitel has 60% and 40% interest in ANPC and DCI, respectively. DCI is involved in the business of cable system linking the Philippines, United States and other neighboring countries in Asia. ANPC is an investment holding company owning 20% of DCI.

In December 2000, Digitel, Pacnet Network (Philippines), Inc., or PNPI, (formerly Asia Global Crossing Ltd.) and BT Group O/B Broadband Infrastructure Group Ltd., or BIG, entered into a joint venture agreement, or JVA, under which the parties agreed to form DCI with each party owning 40%, 40% and 20%, respectively. DCI was incorporated to develop, provide and market backhaul network services, among others.

On April 19, 2001, after BIG withdrew from the proposed joint venture, Digitel and PNPI formed ANPC to replace BIG. Digitel contributed US\$2 million, or Php69 million, for a 60% equity interest in ANPC while PNPI owned the remaining 40% equity interest.

Digitel provided full impairment loss on its investment in DCI and ANPC in prior years on the basis that DCI and ANPC have incurred significant recurring losses in the past. In 2011 and 2017, Digitel recorded a reversal of impairment loss amounting to Php92 million and Php201 million, respectively, following improvement in DCI's operations.

Though Digitel owns more than half of the voting interest in ANPC, management has assessed that Digitel only has significant influence, and not control, due to certain governance matters.

Digitel's investment in DCI does not qualify as investment in joint venture as there is no provision for joint control in the JVA among Digitel, PNPI and ANPC.

Following PLDT's acquisition of a controlling stake in Digitel, PNPI, on November 4, 2011, sent a notice to exercise its Call Right under Section 6.3 of the JVA, which provides for a Call Right exercisable by PNPI following the occurrence of a Digitel change in control. As at March 27, 2018, Digitel management is ready to conclude the transfer of its investment in DCI, subject to PNPI's ability to meet certain regulatory and valuation requirements. This investment is not classified as noncurrent asset held-for-sale as the transfer is assessed as not highly probable because certain aspects of the sale such as pricing are still subject for approval by both DTPI and PNPI management.

#### ***Investment of PLDT Capital in Phunware***

On September 3, 2015, PLDT Capital subscribed to an 8% US\$5 million Convertible Promissory Note, or Note, issued by Phunware, a Delaware corporation. Phunware provides an expansive mobile delivery platform that creates, markets, and monetizes mobile application experiences across multiple screens. By pioneering the multiscreen as a service platform, Phunware enables companies to engage seamlessly with their customers through mobile devices, from indoor and outdoor location-based marketing and advertising to content management, notifications and analytics, indoor mapping, navigation and wayfinding.

The US\$5 million Note was issued to and paid for by PLDT Capital on September 4, 2015. On December 18, 2015, PLDT Capital subscribed to Series F Preferred Shares of Phunware for a total consideration of US\$3 million. On the same date, the Note and its related interest were converted to additional Phunware Series F Preferred Shares.

#### ***Investment of PLDT Capital in AppCard***

On October 9, 2015, PLDT Capital entered into a Convertible Preferred Stock Purchase Agreement with AppCard for US\$5 million. AppCard, a Delaware Corporation, is engaged in the business of developing, marketing, selling and servicing digital loyalty program platforms.

The US\$5 million Convertible Series B Preferred Stock was paid on October 9, 2015.

#### ***Investment of PGIC in Beta***

On February 5, 2013, PLDT entered into a Subscription and Shareholders' Agreement with Asia Outsourcing Alpha Limited, or Alpha, wherein PLDT, through its indirect subsidiary PGIC, acquired from Alpha approximately 20% equity interest in Beta for a total cost of approximately US\$40 million, which consists of preferred shares of US\$39.8 million and ordinary shares of US\$0.2 million. On various dates in 2013 and 2014, PGIC transferred a total of 85 ordinary shares and 31,426 preferred shares to certain employees of Beta for a total consideration of US\$53 thousand. The equity interest of PGIC in Beta remained at 20% after the transfer with economic interest of 18.32%.

Alpha and Beta are both exempted limited liability companies incorporated under the laws of Cayman Islands and are both controlled by CVC Capital Partners. Beta has been designated to be the ultimate holding company of the SPi Technologies, Inc. and Subsidiaries.

On July 22, 2016, Asia Outsourcing Gamma Limited, or AOGL, entered into a SPA with Relia, Inc., one of the largest BPO companies in Japan, relating to the acquisition of AOGL's Customer Relationship Management, or CRM, business under the legal entity SPi CRM, Inc. and Infocom Technologies, Inc., wholly-owned subsidiaries of SPi Technologies, Inc., for an enterprise value of US\$181 million. AOGL is a wholly-owned subsidiary of Beta and the direct holding company of SPi Technologies, Inc. and Subsidiaries. The transaction was completed on September 30, 2016. As a result of the sale, PGIC received a cash distribution of US\$11.2 million from Beta through redemption of its preferred shares and portion of its ordinary shares.

On May 19, 2017, AOGL entered into a SPA with Partners Group, a global private markets investment manager, relating to the acquisition of SPi Global, a wholly-owned subsidiary of AOGL, for an enterprise value of US\$330 million. The transaction was completed on August 25, 2017. As a result of the sale, on various dates in 2017 and 2018, PGIC received a total cash distribution of US\$57 million from Beta through redemption of a portion of its ordinary shares.

The carrying value of investment in common shares in Beta amounted to Php78 million and Php855 million as at December 31, 2017 and 2016, respectively. The economic interest of PGIC in Beta remained at 18.32% as at December 31, 2017.

PGIC is a wholly-owned subsidiary of PLDT Global, which was incorporated under the laws of British Virgin Islands.

#### ***Investment of Smart in AFPI***

In 2013, Smart, along with other conglomerates Metro Pacific Investments Corporation, or MPIC, and Ayala Corporation, or Ayala, embarked on a venture to bid for the Automated Fare Collection System, or AFCS, a project of the Department of Transportation and Communications, or DOTC, and Light Rail Transit Authority, to upgrade the Light Rail Transit 1 and 2, and Metro Rail Transit ticketing systems.

In 2014, AFPI, the joint venture company, was incorporated in the Philippines and registered with the Philippine SEC. Smart subscribed Php503 million equivalent to 503 million shares at a subscription price of Php1.00 per share representing 20% equity interest. MPIC and Ayala Group signed a ten-year concession agreement with the DOTC to build and implement the AFCS project.

In January 2015, the Board of Directors of AFPI approved an additional cash call on unpaid subscription of Php800 million to fund its expenditures, which was paid on March 30, 2015 where Smart contributed Php160 million representing its 20% share.

On November 17, 2015, the Board of Directors of AFPI approved the increase in authorized capital stock from Php2,550 million shares to Php5,000 million shares with par value of Php1.00 per share. AFPI subsequently issued a total of 612.5 million shares with par value of Php1.00 per share to all of its existing shareholders in proportion to their current shareholdings. Smart subscribed to an additional capital of Php122.5 million representing its proportionate share in the capital increase. The Board of Directors likewise approved an additional cash call on unpaid subscription of Php650 million for AFPI's planned expenditure. Smart contributed an additional Php130 million representing its 20% share in connection with the cash call.

As at December 31, 2016, the carrying value of Smart's investment in AFPI amounted to Php407 million, including subscription payable of Php36 million.

On April 27, 2017, the shareholders of AFPI approved the reclassification of unsubscribed common stock to preferred stock with par value of Php1.00 per share. The preferred stock is redeemable at par at the option of AFPI, has no voting rights and non-participating, with no conversion feature, and non-cumulative dividends. The Php500 million additional funding shall be in the form of subscription to the newly created preferred stock of AFPI as approved by the Board of Directors. Smart remitted its share of Php100 million in the additional funding.

AFPI has incurred operating losses since the launch of its contactless smartcard for the stored value ridership and contactless medium technology as replacement of the old-magnetic-based ticketing system. Over the years, AFPI's expected growth is significantly lower than actual and so is the expectation in the foreseeable years, as supported by the external study on AFPI's revenue generation performed this year. On this basis, management provided for full impairment on the Php439 million carrying value of investment in AFPI as at June 30, 2017. Smart recognized additional Php61 million in equity share in net losses of AFPI from July to December 2017.

#### ***Investment of ACeS Philippines in AIL***

As at December 31, 2017, ACeS Philippines held a 36.99% equity interest in AIL, a company incorporated under the laws of Bermuda. AIL owns the Garuda I Satellite and the related system control equipment in Batam, Indonesia. In December 2014, AIL suffered a failure of the propulsion system on board the Garuda I Satellite, thus, AIL decided to decommission the operation of Garuda I Satellite in January 2015.

AIL has incurred significant operating losses, negative operating cash flows, and significant levels of debt. The financial condition of AIL was partly due to the National Service Providers', or NSPs, inability to generate the amount of revenues originally expected as the growth in subscriber numbers has been significantly lower than budgeted. These factors raised substantial doubt about AIL's ability to continue as a going concern. On this basis, we recognized a full impairment provision of Php1,896 million in respect of our investment in AIL in 2003.

Unrecognized share in net losses and translation adjustment of ALL amounted to Php29 million and Php173 million for the years ended December 31, 2017 and 2016, respectively, while unrecognized share in net income amounted to Php70 million for the year ended December 31, 2015. Share in net cumulative losses amounted to Php2,257 million and Php2,228 million as at December 31, 2017 and 2016, respectively, were not recognized as we do not have any legal or constructive obligation to pay for such losses and have not made any payments on behalf of ALL.

### **Summarized financial information of individually immaterial associates**

The following tables present the summarized financial information of our individually immaterial investments in associates as at December 31, 2017 and 2016, and for the years ended December 31, 2017, 2016 and 2015:

	2017	2016
	(in million pesos)	
Statements of Financial Position:		
Noncurrent assets	349	1,905
Current assets	595	584
Equity	799	2,063
Noncurrent liabilities	66	278
Current liabilities	79	148

	2017	2016	2015
		(in million pesos)	
Income Statements:			
Revenues	107	1,960	2,059
Net income	59	526	81
Other comprehensive loss	(1)	–	–
Total comprehensive income	58	526	81

We did not receive any dividends from our associates for the years ended December 31, 2017, 2016 and 2015.

We have no outstanding contingent liabilities or capital commitments with our associates as at December 31, 2017 and 2016.

### **Investments in Joint Ventures**

#### **Investments of PLDT in VTI, Bow Arken and Brightshare**

On May 30, 2016, the PLDT Board approved the Company's acquisition of 50% equity interest, including outstanding advances and assumed liabilities, in the telecommunications business of San Miguel Corporation, or SMC, with Globe acquiring the other 50% interest. On the same date, PLDT and Globe executed: (i) an SPA with SMC to acquire the entire outstanding capital, including outstanding advances and assumed liabilities, in VTI (and the other subsidiaries of VTI), which holds SMC's telecommunications assets through its subsidiaries, or the VTI Transaction; and (ii) separate SPAs with the owners of two other entities, Bow Arken (the parent company of New Century Telecoms, Inc.) and Brightshare (the parent company of eTelco, Inc.), which separately hold additional spectrum frequencies through their respective subsidiaries, or the Bow Arken Transaction and Brightshare Transaction, respectively. We refer to the VTI Transaction, Bow Arken Transaction and Brightshare Transaction collectively as the SMC Transactions.

The consideration in the amount of Php52.8 billion representing the purchase price for the equity interest and assigned advances of previous owners to VTI, Bow Arken and Brightshare was paid in three tranches: 50% upon signing of the SPAs on May 30, 2016, 25% on December 1, 2016 and the final 25% on May 30, 2017. The SPAs also provide that PLDT and Globe, through VTI, Bow Arken and Brightshare, would assume liabilities amounting to Php17.2 billion from May 30, 2016. In addition, the SPAs contain a price adjustment mechanism based on the variance in these assumed liabilities to be agreed among PLDT, Globe and previous owners on the results of the confirmatory due diligence procedures jointly performed by PLDT and Globe. On May 29, 2017, PLDT and Globe paid the previous owners the net amount of Php2.6 billion in relation to the aforementioned price adjustment based on the result of the confirmatory due diligence. See Note 28 – Financial Assets and Liabilities – Commercial Commitments.



As part of the SMC Transactions, PLDT and Globe acquired certain outstanding advances made by the former owners of VTI, Bow Arken and Brightshare to VTI, Bow Arken and Brightshare or their respective subsidiaries. The amounts of the advances outstanding to PLDT since the date of assignment to PLDT amounted to Php11,359 million: (i) Php11,038 million from VTI and its subsidiaries; (ii) Php238 million from Bow Arken and its subsidiaries; and (iii) Php83 million from Brightshare and its subsidiaries.

On February 28, 2017, PLDT and Globe each subscribed to 2.8 million new preferred shares to be issued out of the unissued portion of the existing authorized capital stock of VTI, at a subscription price of Php4 thousand per subscribed share (inclusive of a premium over par of Php3 thousand per subscribed share) or a total subscription price for each of Php11,040 million (inclusive of a premium over par of Php8,280 million). PLDT and Globe's assigned advances from SMC which were subsequently reclassified to deposit for future subscription of each amounting to Php11,040 million were applied as full subscription payment for the subscribed shares.

Also, on the same date, PLDT and Globe each subscribed to 800 thousand new preferred shares of the authorized capital stock of VTI, at a subscription price of Php4 thousand per subscribed share (inclusive of a premium over par of Php3 thousand per subscribed share), or a total subscription price for each Php3,200 million (inclusive of a premium over par of Php2,400 million). PLDT and Globe each paid Php148 million in cash for the subscribed shares. The remaining balance of the subscription price of PLDT and Globe were fully paid as at December 29, 2017.

On December 15, 2017, PLDT and Globe each subscribed to 600 thousand new preferred shares of the authorized capital stock of VTI, at a subscription price of Php5 thousand per subscribed share (inclusive of a premium over par of Php4 thousand per subscribed share), for a total subscription price of Php3,000 million (inclusive of a premium over par of Php2,400 million). PLDT and Globe each paid Php10 million in cash for the subscribed shares upon execution of the agreement. The remaining balance of the subscription price was paid via conversion of advances amounting to Php2,990 million as at December 31, 2017.

As at December 31, 2017 and 2016, the amount of the advances outstanding to PLDT, to cover for the assumed liabilities and working capital requirements of the acquired companies, amounted to nil and Php1,306 million, respectively.

#### *Purchase Price Allocation*

PLDT has engaged an independent valuer to determine the fair value adjustments relating to the acquisition. As at May 30, 2016, our share in the fair value of the intangible assets, which includes spectrum, amounted to Php18,885 million and goodwill of Php17,824 million has been determined based on the final results of an independent valuation. Goodwill arising from this acquisition and carrying amount of the identifiable assets and liabilities, including deferred tax liability, and the related amortization through equity in net earnings were retrospectively adjusted accordingly.

The table below presents the summarized financial information of VTI as at December 31, 2017 and 2016, for the year ended December 31, 2017 and for the seven months ended December 31, 2016:

	2017	2016
	(in million pesos)	
Statements of Financial Position:		
Noncurrent assets	77,694	76,127
Current assets	2,807	3,126
Noncurrent liabilities	11,373	13,003
Current liabilities	1,936	12,327
Equity	67,192	53,923
Carrying amount of interest in VTI	32,550	26,962

	2017	2016
	(in million pesos)	
Additional Information:		
Cash and cash equivalents	<b>1,961</b>	2,182
Current financial liabilities*	-	-
Noncurrent financial liabilities*	-	-

\* Excluding trade, other payables and provisions.

	2017	2016
	(in million pesos)	
Income Statements:		
Revenues	<b>2,352</b>	1,189
Depreciation and amortization	<b>1,168</b>	842
Interest income	<b>28</b>	18
Interest expense	-	2
Provision for (benefit from) income tax	<b>(42)</b>	158
Net income (loss)	<b>110</b>	(2,055)
Other comprehensive income	-	-
Total comprehensive income (loss)	<b>110</b>	(2,055)
Equity share in net income (loss) of VTI	<b>55</b>	(1,027)

*Notice of Transaction filed with the Philippine Competition Commission, or PCC*

On May 30, 2016, prior to closing the transaction, each of PLDT, Globe and SMC submitted notices of the VTI, Bow Arken and Brightshare Transaction (respectively, the VTI Notice, the Bow Arken Notice and the Brightshare Notice and collectively, the Notices) to the PCC pursuant to the Philippine Competition Act, or PCA, and Circular No. 16-001 and Circular No. 16-002 issued by the PCC, or the Circulars. As stated in the Circulars, upon receipt by the PCC of the requisite notices, each of the said transactions shall be deemed approved in accordance with the Circulars.

Subsequently, on June 7, 2016, PLDT and the other parties to the said transactions received separate letters dated June 6 and 7, 2016 from the PCC which essentially stated, that: (a) with respect to VTI Transaction, the VTI Notice is deficient and defective in form and substance, therefore, the VTI Transaction is not “deemed approved” by the PCC, and that the missing key terms of the transaction are critical since the PCC considers certain agreements as prohibited and illegal; and (b) with respect to the Bow Arken and Brightshare Transactions, the compulsory notification under the Circulars does not apply and that even assuming the Circulars apply, the Bow Arken Notice and the Brightshare Notice are deficient and defective in form and substance.

On June 10, 2016, PLDT submitted its response to the PCC’s letter articulating its position that the VTI Notice is adequate, complete and sufficient and compliant with the requirement under the Circulars, and does not contain false material information; as such, the VTI Transaction enjoys the benefit of Section 23 of the PCA. Therefore, the VTI Transaction is deemed approved and cannot be subject to retroactive review by the PCC. Moreover, the parties have taken all necessary steps, including the relinquishment/return of certain frequencies and co-use of the remaining frequencies by Smart and Belltel and Globe and Belltel as discussed above, to ensure that the VTI Transaction will not substantially prevent, restrict or lessen competition to violate the PCA. Nevertheless, in the spirit of cooperation and for transparency, the parties voluntarily submitted to the PCC, among others, copies of the SPAs for the PCC’s information and reference.

In a letter dated June 17, 2016, the PCC required the parties to further submit additional documents relevant to the co-use arrangement and the frequencies subject thereto, as well as other definitive agreements relating to the VTI Transaction. It also disregarded the deemed approved status of the VTI Transaction in violation of the Circulars which the PCC itself issued, and insisted that it will conduct a full review, if not investigation of the said transaction under the different operative provisions of the PCA.

*In the Matter of the Petition against the PCC*

On July 12, 2016, PLDT filed before the Court of Appeals, or CA, a Petition for Certiorari and Prohibition (With Urgent Application for the Issuance of a Temporary Restraining Order, or TRO, and/or Writ of Preliminary Injunction), or the Petition, against the PCC. The Petition seeks to enjoin the PCC from proceeding with the review of the acquisition by PLDT and Globe of equity interest, including outstanding advances and assumed liabilities, in the telecommunications business of SMC and performing any act which challenges or assails the “deemed approved” status of the SMC Transactions. On July 19, 2016, the 12<sup>th</sup> Division of the CA, issued a Resolution directing the PCC through the Office of the Solicitor General, or the OSG, to file its Comment within a non-extensible period of 10 days from notice and show cause why the Petition should not be granted. On August 11, 2016, the PCC through the OSG, filed its Comment to the Petition (With Opposition to Petitioner’s Application for a Writ of Preliminary Injunction). On August 19, 2016, PLDT filed its Reply to Respondent PCC’s Comment.

On August 26, 2016, the CA issued a Writ of Preliminary Injunction enjoining and directing the respondent PCC, their officials and agents, or persons acting for and in their behalf, to cease and desist from conducting further proceedings for the pre-acquisition review and/or investigation of the SMC Transactions based on its Letters dated June 7, 2016 and June 17, 2016 during the pendency of the case and until further orders are issued by the CA. On September 14, 2016, the PCC filed a Motion for Reconsideration of the CA’s Resolution. During this time, Globe moved to have its Petition consolidated with the PLDT Petition. In a Resolution promulgated on October 19, 2016, the CA: (i) accepted the consolidation of Globe’s petition versus the PCC (CA G.R. SP No. 146538) into PLDT’s petition versus the PCC (CA G.R. SP No. 146528) with the right of replacement; (ii) admitted the Comment dated October 4, 2016 filed by the PCC; (iii) referred to the PCC for Comment (within 10 days from receipt of notice) PLDT’s Urgent Motion for the Issuance of a Gag Order dated September 30, 2016 and to cite the PCC for indirect contempt; and (iv) ordered all parties to submit simultaneous memoranda within a non-extensible period of 15 days from notice. On November 11, 2016, PLDT filed its Memorandum in compliance with the CA’s Resolution.

On February 17, 2017, the CA issued a Resolution denying PCC’s Motion for Reconsideration dated September 14, 2016, for lack of merit. The CA denied PLDT’s Motion to Cite the PCC for indirect Contempt for being premature. In the same Resolution, as well as in a separate Gag Order attached to the Resolution, the CA granted PLDT’s Urgent Motion for the Issuance of a Gag Order and directed PCC to remove immediately from its website its preliminary statement of concern and submit its compliance within five days from receipt thereof. All the parties were ordered to refrain, cease and desist from issuing public comments and statements that would violate the sub judice rule and subject them to indirect contempt of court. The parties were also required to comment within ten days from receipt of the Resolution, on the Motion for Leave to Intervene and to Admit the Petition-in-Intervention dated February 7, 2017 filed by Citizenwatch, a non-stock and non-profit association.

On April 18, 2017, the PCC filed before the Supreme Court a Petition to Annul the Writ of Preliminary Injunction issued by the CA’s 12<sup>th</sup> Division on August 26, 2016 restraining PCC’s review of the SMC Transactions. In compliance with the Supreme Court’s Resolution issued on April 25, 2017, PLDT on July 3, 2017 filed its Comment dated July 1, 2017 to the PCC’s Petition. The Supreme Court issued a Resolution dated July 18, 2017 noting PLDT’s Comment and requiring the PCC to file its Consolidated Reply. The PCC filed a Motion for Extension of Time and prayed that it be granted until October 23, 2017 to file its Consolidated Reply. The PCC filed its Consolidation Reply to the: (1) Comment filed by PLDT; and (2) Motion to Dismiss filed by Globe on November 7, 2017. The same was noted by the Supreme Court in a Resolution dated November 28, 2017.

During the intervening period, the CA rendered its Decision in October 18, 2017, granting the Petitions filed by PLDT and Globe. In its Decision, the CA: (i) permanently enjoined the PCC from conducting further proceedings for the pre-acquisition review and/or investigation of the SMC Transactions based on its Letters dated June 7, 2016 and June 17, 2016; (ii) annulled and set aside the Letters dated June 7, 2016 and June 17, 2016; (iii) precluded the PCC from conducting a full review and/or investigation of the SMC Transactions; (iv) compelled the PCC to recognize the SMC Transactions as deemed approved by operation of law; and (v) denied the PCC’s Motion for Partial Reconsideration dated March 6, 2017, and directed the PCC to permanently comply with the CA’s Resolution dated February 17, 2017 requiring PCC to remove its preliminary statement of concern from its website. The CA clarified that the deemed approved status of the SMC Transactions does not, however, remove the power of PCC to conduct post-acquisition review to ensure that no anti-competitive conduct is committed by the parties.

On November 7, 2017, PCC timely filed a Motion for Additional Time to file a Petition for Review on Certiorari before the Supreme Court. The Supreme Court granted PCC’s motion in its Resolution dated November 28, 2017.

On December 13, 2017, PLDT, through counsel, received the PCC's Petition for Review on Certiorari filed before the Supreme Court assailing the CA's Decision dated October 18, 2017. In this Petition, the PCC raised procedural and substantive issues for resolution. Particularly, the PCC assailed the issuance of the writs of certiorari, prohibition, and mandamus considering that the determination of the sufficiency of the Notice pursuant to the Transitory Rules involves the exercise of administrative and discretionary prerogatives of the PCC. On the substantive aspect, the PCC argued that the CA committed grave abuse of discretion in ruling that the SMC Transactions should be accorded the deemed approved status under the Transitory Rules. The PCC maintained that the Notice of the SMC Transaction was defective because it failed to provide the key terms thereof.

In the Supreme Court Resolution dated November 28, 2017, which was received by PLDT, through counsel, on December 27, 2017, the Supreme Court decided to consolidate the PCC's Petition to Annul the Writ of Preliminary Injunction issued by the CA's 12<sup>th</sup> Division with that of its Petition for Review on Certiorari assailing the decision of the CA on the merits.

On February 13, 2018, PLDT, through counsel, received Globe's Motion for Leave to File and Admit the Attached Rejoinder before the Supreme Court. The Rejoinder attached to Globe's Motion addressed the arguments raised by PCC in its Consolidated Reply dated November 7, 2017.

The consolidated petitions remain pending as at the date of this report.

#### *VTI's Tender Offer for the Minority Stockholders' Shares in Liberty Telecom Holdings, Inc., or LIB*

On August 18, 2016, the Board of Directors of VTI approved the voluntary tender offer to acquire the common shares of LIB, a subsidiary of VTI, which are held by the remaining minority shareholders, and the intention to delist the shares of LIB from the PSE.

On August 24, 2016, VTI, owner of 87.12% of the outstanding common shares of LIB, undertook the tender offer to purchase up to 165.88 million common shares owned by the remaining minority shareholders, representing 12.82% of LIB's common stock, at a price of Php2.20 per share. The tender offer period ended on October 20, 2016, the extended expiration date, with over 107 million shares tendered, representing approximately 8.3% of LIB's issued and outstanding common shares. The tendered shares were crossed at the PSE on November 4, 2016, with the settlement on November 9, 2016.

Following the conclusion of the tender offer, VTI now owns more than 95% of the issued and outstanding common shares, and 99.1% of the total issued and outstanding capital stock, of LIB.

The tender offer was undertaken in compliance with the PSE's requirements for the voluntary delisting of LIB common shares from the PSE. The voluntary delisting of LIB was approved by the PSE effective November 21, 2016.

#### ***iCommerce's Investment in PHIH***

On January 20, 2015, PLDT and Rocket Internet entered into a JVA designed to foster the development of internet-based businesses in the Philippines. PLDT, through its subsidiary, Voyager, and Asia Internet Holding S.à r.l., which is 50%-owned by Rocket Internet, were the initial shareholders of the joint venture company PHIH. iCommerce, former subsidiary of Voyager, replaced the latter as shareholder of PHIH on October 14, 2015 and now holds a 33.33% equity interest in PHIH.

The objective of PHIH is the creation and development of online businesses in the Philippines, the leveraging of local market and business model insights, the facilitation of commercial, strategic and investment partnerships, and the acceleration of the rollout of online startups in the Philippines. In accordance with the underlying agreements, iCommerce has so far paid approximately €7.4 million to PHIH as contribution to capital. Payment of another contribution by iCommerce to the PHIH capital of approximately €2.6 million plus interest was requested in 2016 and remains outstanding. The shareholders are currently resolving this matter with the help of independent arbiters.

On December 14, 2017, the management and operations of iCommerce was transferred from VIH to PLDT Online. As a result, VIH ceased to have any direct interest in iCommerce and any indirect interest in PHIH. See *Note 2 – Summary of Significant Accounting Policies – Transfer of iCommerce to PLDT Online*.



### Investment in Beacon

On March 1, 2010, PCEV, MPIC and Beacon, entered into an Omnibus Agreement, or OA, where PCEV and MPIC have agreed to set out their mutual agreement in respect of, among other matters, the capitalization, organization, conduct of business and the extent of their participation in the management of the affairs of Beacon. Beacon was incorporated in the Philippines and organized with the sole purpose of holding the respective shareholdings in Meralco of PCEV and MPIC. PCEV and MPIC are Philippine affiliates of First Pacific and both held equity interest in Meralco.

Beacon is merely a special purpose vehicle created for the main purpose of holding and investing in Meralco using the same Meralco shares as collateral for funding such additional investment. The OA entered into by Beacon, PCEV and MPIC effectively delegates the decision making power of Beacon over the Meralco shares to PCEV and MPIC and that Beacon does not exercise any discretion over the vote to be taken in respect of the Meralco shares but is obligated to vote on the Meralco shares strictly in accordance with the instructions of PCEV and MPIC. Significant influence over the relevant financing and operating activities of Meralco is exercised at the respective Boards of PCEV and MPIC.

PCEV accounted for its investment in Beacon as investment in joint venture since the OA established joint control over Beacon until its full divestment on June 27, 2017.

#### Beacon's Capitalization

Beacon's authorized capital stock of Php5,000 million consists of 3,000 million common shares with a par value of Php1.00 per share and 2,000 million preferred shares with a par value of Php1.00 per share. The preferred shares of Beacon are non-voting, not convertible to common shares or any shares of any class of Beacon and have no preemptive rights to subscribe to any share or convertible debt securities or warrants issued or sold by Beacon. The preferred shareholder is entitled to liquidation preference and yearly cumulative dividends at the rate of 7% of the issue value subject to: (a) availability of unrestricted retained earnings; and (b) dividend payment restrictions imposed by Beacon's bank creditors.

#### PCEV's Investment in Beacon Shares

Since 2010, PCEV made the following investments in Beacon:

Date	Transaction	Number of Shares (in millions)	Total Consideration (in millions)
March 30, 2010	PCEV subscription to Beacon Common Shares	1,157 Beacon Common Shares	Php23,130 <sup>(1)</sup>
October 25, 2011	PCEV transfer of remaining Meralco Common Shares to Beacon <sup>(2)</sup>	69 Meralco Common Shares	15,136
	PCEV subscription to Beacon Preferred Shares	1,199 Beacon Class "A" Preferred Shares	15,136
January 20, 2012	PCEV subscription to Beacon Common Shares	135 Beacon Common Shares	2,700
May 30, 2016	PCEV subscription to Beacon Class "B" Preferred Shares	277 Beacon Class "B" Preferred Shares	3,500
September 9, 2016	Beacon redemption of Class "B" Preferred Shares held by PCEV	198 Beacon Class "B" Preferred Shares	2,500
<b>April 20, 2017</b>	<b>Beacon redemption of Class "B" Preferred Shares held by PCEV</b>	<b>79 Beacon Class "B" Preferred Shares</b>	<b>1,000</b>

<sup>(1)</sup> PCEV transferred 154 million Meralco shares at a price of Php150.00 per share or an aggregate amount of Php23,130 million on May 12, 2010.

<sup>(2)</sup> The transfer of the Meralco shares were implemented through a special block sale/cross sale in the PSE.

PCEV recognized a deferred gain of Php8,047 million and Php8,145 million on May 12, 2010 and October 25, 2011, respectively, for the difference between the transfer price of the Meralco shares to Beacon and the carrying amount in PCEV's books of the Meralco shares transferred since the transfer was between entities with common shareholders. The deferred gain, presented as a reduction in PCEV's investment in Beacon common shares, will only be realized upon the disposal of the Meralco shares to a third party.

On May 30, 2016, the Board of Directors of Beacon approved the increase in authorized capital stock of Beacon from 5,000 million to 6,000 million divided into 3,000 million common shares with a par value of Php1.00 per share, 2,000 million Class "A" preferred shares with a par value of Php1.00 per share and 1,000 million new Class "B" preferred shares with a par value of Php1.00 per share.

The amount raised by Beacon from the subscription of PCEV and MPIC to Class "B" Preferred Shares was used to fund the subscription to an aggregate 56% of the issued share capital of Global Business Power Corporation, or Global Power, through Beacon Powergen Holdings, Inc., or Beacon Powergen. Global Power is the leading power supplier in Visayas region and Mindoro Island.

On September 9, 2016 and April 20, 2017, the Board of Directors of Beacon approved the redemption of 198 million and 79 million Class "B" preferred shares held by PCEV, respectively. Beacon paid the redemption price equal to the aggregate issue price as well as cash dividends on the said preferred shares amounting to Php21 million and Php43 million, on September 30, 2016 and April 25, 2017, respectively.

#### *Beacon's Dividend Declaration*

A summary of Beacon's dividend declarations are shown below:

Date of Declaration	Date of Payment	Holders	Amount	Share of PCEV
			(in millions)	
March 6, 2017	March 10, 2017	Class "A" Preferred	Php945	Php236
April 20, 2017	April 25, 2017	Class "A" Preferred	945	236
April 20, 2017	April 25, 2017	Class "B" Preferred	192	43
June 13, 2017	July 31, 2017	Class "A" Preferred	1,273	318
<b>Total dividends declared as at December 31, 2017</b>			<b>Php3,355</b>	<b>Php833</b>
March 31, 2016	July 29, 2016	Class "A" Preferred	Php945	Php473
June 30, 2016	July 29, 2016	Class "A" Preferred	1,485	743
July 14, 2016	July 29, 2016	Common	6,056	3,028
August 12, 2016	August 30, 2016	Common	289	144
September 9, 2016	September 30, 2016	Class "B" Preferred	21	21
<b>Total dividends declared as at December 31, 2016</b>			<b>Php8,796</b>	<b>Php4,409</b>

PCEV's share in the cash dividends for Class "A" preferred shares and common shares was deducted from the carrying value of the investment in joint venture, while PCEV's share in the cash dividends for Class "B" preferred shares was recognized as dividend income.

#### *Sale of Beacon's Meralco Shares to MPIC*

Beacon has entered into the following Share Purchase Agreements with MPIC:

Date	Number of Shares Sold	% of Meralco Shareholdings Sold	Price Per Share	Total Price	Deferred Gain Realized <sup>(1)</sup>
	(in millions)			(in millions)	(in millions)
June 24, 2014	56.35	5%	Php235.00	Php13,243	Php1,418
April 14, 2015	112.71	10%	235.00	26,487	2,838

<sup>(1)</sup> Since Beacon sold the shares to an entity not included in the PLDT Group, PCEV realized portion of the deferred gain which was recognized when the Meralco shares were transferred to Beacon.

On June 24, 2014, MPIC settled a portion of the consideration amounting to Php3,000 million and the balance amounting to Php10,243 million was paid on February 27, 2015.

As part of the April 14, 2015 sale, MPIC settled a portion of the consideration amounting to Php1,000 million on April 14, 2015 and Php17,000 million on June 29, 2015, both of which were used by Beacon to partially settle its outstanding loans. MPIC paid Beacon the balance of Php8,487 million on July 29, 2016.

#### *Sale of PCEV's Beacon Common and Preferred Shares to MPIC*

PCEV has entered to the following Share Purchase Agreement with MPIC:

<b>Date</b>	<b>Number of Shares Sold</b>	<b>Selling Price</b>	<b>Deferred Gain Realized</b>
June 6, 2012	282 Preferred Shares	(in millions) Php3,563	Php2,012
May 30, 2016	646 Common shares and 458 Preferred Shares	26, 200	4,962
<b>June 13, 2017</b>	<b>646 Common shares and 458 Preferred Shares</b>	<b>21,800</b>	<b>4,962</b>

On May 30, 2016, MPIC settled a portion of the consideration amounting to Php17,000 million immediately upon signing of the agreement and the balance of Php9,200 million will be paid in annual installments until June 2020. The unpaid balance from MPIC is measured at fair value using a discounted cash flow valuation method, with interest income to be accreted over the term of the receivable.

PCEV's equity ownership in Beacon after the sale was reduced from 50% to 25%, while MPIC's interest increased to 75%. PCEV's effective interest in Meralco, through Beacon, was then reduced to 8.74% from 17.48%.

On June 13, 2017, PCEV entered into another Share Purchase Agreement with MPIC to sell its remaining 25% equity interest in Beacon for a total consideration of Php21,800 million. MPIC settled a portion of the consideration amounting to Php12,000 million upon closing and the balance of Php9,800 million will be paid in annual installments from June 2018 to June 2021. The unpaid balance from MPIC is measured at fair value using a discounted cash flow valuation method, with interest income to be accreted over the term of the receivable.

After the sale of PCEV's remaining 25% interest in Beacon, PCEV continues to hold its representation in the Board and participate in decision making. As set forth in the SPA: (i) the Seller shall be entitled to nominate one director to the Board of Directors of PCEV ("Seller's Director") and MPIC agrees to vote its shares in PCEV in favor of such Seller's Director; and (ii) the Buyer shall cede to the Seller the right to vote all of the Shares ("Proxy Shares"). The parties agreed that with respect to decisions or policies affecting dividend payouts to be made by the Company, the Seller's Director shall exercise its voting rights, and shall vote, in accordance with the recommendation of the Buyer on such matter. As a result, PCEV's previously joint control over Beacon has become significant influence.

PCEV's remaining assets after the full divestment is comprised mainly of receivables from MPIC amounting to Php15,552 million as at December 31, 2017. See *Note 11 – Available-for-Sale Financial Investments* and *Note 25 – Related Party Transactions*.

#### *Sale of PCEV's Receivables from MPIC*

On March 2, 2018, PCEV entered into a Receivables Purchase Agreement, or RPA, with various financial institutions, or the Purchasers, to sell a portion of its receivables from MPIC due in 2019 to 2021 amounting to Php5,550 million for a total consideration of Php4,852 million. The receivables consist of the partial proceeds from the sale of PCEV's shares in Beacon to MPIC done in 2016 and 2017.

Under the terms of the RPA, the Purchasers will have exclusive ownership of the purchased receivables and all of its rights, title, and interest.

#### ***elnnovations' Investment in ECommerce Pay***

On January 6, 2015, PLDT, through elnnovations, entered into a JVA with Rocket Internet, pursuant to which the two parties agreed to form ECommerce Pay Holding S.à.r.l., or ECommerce Pay, of which each partner holds a 50% equity interest. ECommerce Pay is a global joint venture company for payment services with a focus on emerging markets.

On July 30, 2015, elnnovations became a 50% shareholder of ECommerce Pay and invested €1.2 million in ECommerce Pay on August 11, 2015.

On February 3, 2016, elnnovations further contributed its subsidiary ePay, including the platforms and business operations of its mobile-first platform, PayMaya, as had been agreed in the JVA. Rocket Internet contributed, among other things, its equity in Paymill Holding GmbH and Payleven Holding GmbH, which operated via its subsidiaries, payment platforms for high growth, small-and-medium sized e-commerce businesses.

Consequently, in February 2016, the ownership of ePay and its subsidiaries, or the ePay Group, was transferred from elnnovations to ECommerce Pay and hence elnnovation's effective interest in ePay went down to 50%. Pending completion of the other expected contributions from Rocket Internet, ePay Group continue to be a subsidiary of PLDT.

Rocket Internet and PLDT via elnnovations agreed to end the joint venture with control and all rights in ePay to be returned to elnnovations via a retransfer of the shares in ePay. In return, elnnovations gave up its 50% ownership and all claims in connection with ECommerce Pay. On July 29, 2016, elnnovations exited ECommerce Pay and the whole ownership of ePay, including the platforms and business operations of its mobile-first platform, PayMaya, was returned to elnnovations.

PLDT and Rocket Internet have decided to unwind the joint venture to better focus on their respective areas of operation and current priorities. Both continue to explore areas of possible future collaboration.

### **Summarized financial information of individually immaterial joint ventures**

The table below presents the summarized financial information of our individually immaterial investments in joint ventures as at December 31, 2017 and 2016 and for the years ended December 31, 2017, 2016 and 2015:

	2017	2016
	(in million pesos)	
Statements of Financial Position:		
Noncurrent assets	1	-
Current assets	145	378
Equity	146	377
Noncurrent liabilities	-	-
Current liabilities	-	1

	2017	2016	2015
	(in million pesos)		
Income Statements:			
Revenues	-	-	-
Net income (loss)	-	(164)	9
Other comprehensive income	-	-	-
Total comprehensive income (loss)	-	(164)	9

We have no outstanding contingent liabilities or capital commitments with our joint ventures as at December 31, 2017 and 2016.

## **11. Available-for-Sale Financial Investments**

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Rocket Internet	12,848	10,058
ifix Limited, or iflix	1,841	686
Club shares	239	208
Matrixx	237	237
Beacon (Note 10)	-	1,000
	<b>15,165</b>	<b>12,189</b>



### ***Investment of PLDT Online in iflix***

On April 23, 2015, PLDT Online subscribed to a convertible note of iflix, an internet TV service provider in Southeast Asia, for US\$15 million, or Php686 million. The convertible note was issued and paid on August 11, 2015. iflix will use the funds to continue roll out of the iflix subscription video-on-demand services across the Southeast Asian region, acquire rights to new content, and produce original programming to market to potential customers.

This investment is in line with our strategy to develop new revenue streams and to complement our present business by participating in the digital world beyond providing access and connectivity.

On March 10, 2016, the US\$15 million convertible note held by PLDT Online was converted into 20.7 million ordinary shares of iflix in connection with a new funding round led by Sky Plc, Europe's leading entertainment company, and the Indonesian company, Emtel Group. The conversion resulted on a valuation gain amounting to US\$19 million, or Php898 million, increasing the fair value of PLDT Online's investment amounting to US\$34 million, or Php1,584 million.

On August 4, 2017, PLDT Online subscribed to a convertible note of iflix for US\$1.5 million, or Php75 million, in a new funding round led by Hearst Entertainment. The convertible note was paid on August 8, 2017. The note is zero coupon, senior and unsubordinated, non-redeemable, transferable and convertible into Series B Preferred Shares subject to occurrence of a conversion event. iflix will use the funds to invest in its local content strategy and for its regional and international expansion.

PLDT Online's shares account for approximately 7.3% of the total equity stock of iflix.

### ***Investment of PLDT Capital in Matrixx***

On December 18, 2015, PLDT Capital entered into a Stock and Warrant Purchase Agreement with Matrixx, a Delaware corporation. Matrixx provides the IT foundation to move to an all-digital service environment with a new real-time technology platform designed to handle the surge in interactions without forcing the compromises of conventional technology. Under the terms of the agreement, PLDT Capital subscribed to convertible Series B Preferred Stock of Matrixx for a total consideration of US\$5 million, or Php237 million, and was entitled to purchase additional Series B Preferred Stock upon occurrence of certain conditions on or before March 15, 2016. PLDT Capital did not exercise its right to purchase additional Series B Preferred Stock of Matrixx.

### ***Investment of PLDT Online in Rocket Internet***

On August 7, 2014, PLDT and Rocket Internet entered into a global strategic partnership to drive the development of online and mobile payment solutions in emerging markets. Rocket Internet provides a platform for the rapid creation and scaling of consumer internet businesses outside the U.S. and China. Rocket Internet's prominent brands include the leading Southeast Asian e-Commerce businesses Zalora and Lazada, as well as fast growing brands with strong positions in their markets such as Dafiti, Linio, Jumia, Namshi, Lamoda, Jabong, Westwing, Home24 and HelloFresh in Latin America, Africa, Middle East, Russia, India and Europe. Financial technology and payments comprise Rocket Internet's third sector where it anticipates numerous and significant growth opportunities.

Pursuant to the terms of the investment agreement, PLDT invested €333 million, or Php19,577 million, in cash, for new shares equivalent to a 10% stake in Rocket Internet as at August 2014. These new shares are of the same class and bear the same rights as the Rocket Internet shares held by the investors as at the date of the agreement namely, Investment AB Kinnevik and Access Industries, in addition to Global Founders GmbH (formerly European Founders Fund GmbH). PLDT made the €333 million investment in two payments (on September 8 and September 15, 2014), which it funded from available cash and new debt.

On August 21, 2014, PLDT assigned all its rights, title and interests as well as all of its obligations related to its investment in Rocket Internet, to PLDT Online, an indirectly wholly-owned subsidiary of PLDT.

On October 1, 2014, Rocket Internet announced the pricing of its initial public offering, or IPO, at €42.50 per share. On October 2, 2014, Rocket Internet listed its shares on Entry Standard of the Frankfurt Stock Exchange under the ticker symbol "RKET." Our ownership stake in Rocket Internet after the IPO was reduced to 6.6%. In February 2015, due to additional issuances of shares by Rocket Internet, our ownership percentage in Rocket Internet was further reduced to 6.1%, and remained as such as at December 31, 2017 and 2016.

On September 26, 2016, Rocket Internet applied for admission to trading under the regulated market (Prime Standard) of the Frankfurt Stock Exchange. RKET has been admitted to the Prime Standard and is part of the Frankfurt Stock Exchange's SDAX.

Further details on investment in Rocket Internet for the years ended December 31, 2017, 2016 and 2015 and as at December 31, 2017 and 2016 are as follows:

	2017	2016	2015
Total market value as at beginning of the year (in million pesos)	10,058	14,587	27,855
Closing price per share at end of the year (in Euros)	21.13	19.13	28.24
Total market value as at end of the year (in million Euros)	213	193	285
Total market value as at end of the year (in million pesos)	12,848	10,058	14,587
Net gains (losses) from changes in fair value recognized during the year (in million pesos)	2,790	(4,529)	(13,268)
Recognized in profit or loss (in million pesos)	(540)	(5,381)	(5,124)
Recognized in other comprehensive income (in million pesos)	3,330	852	(8,144)

	2017	2016
	(in million pesos)	
Acquisition cost including capitalized cost	19,711	19,711
Fair value adjustment in other comprehensive income	4,182	852
Cumulative impairment charges	(11,045)	(10,505)
Balance at end of the year	12,848	10,058

Based on our judgment, the continuing decline in fair value of our investment in Rocket Internet is considered significant as the cumulative net losses from changes in fair value represents more than 20% decline in value below cost. As a result, total cumulative impairment losses recognized on our investment in Rocket Internet amounted to Php11,045 million and Php10,505 million as at December 31, 2017 and 2016, respectively. Impairment losses charged in our consolidated income statements amounted to Php540 million, Php5,381 million and Php5,124 million for the years ended December 31, 2017, 2016 and 2015, respectively. See Note 3 – Management's Use of Accounting Judgments, Estimates and Assumptions – Impairment of available-for-sale equity investments.

As at March 26, 2018, closing price of Rocket Internet is €24.52 per share resulting to total market value of PLDT's stake in Rocket Internet of €247 million, or Php16,100 million.

## 12. Investment in Debt Securities and Other Long-term Investments

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
GT Capital Bond	150	150
Security Bank Corporation, or Security Bank, Time Deposits	100	348
PSALM Bonds	-	202
	250	700
Less current portion (Note 28)	100	326
Noncurrent portion (Note 28)	150	374

### GT Capital Bond

In February 2013, Smart purchased at par a seven-year GT Capital Bond with face value of Php150 million maturing on February 27, 2020. The bond had a gross coupon rate of 4.84% payable on a quarterly basis, and was recognized as held-to-maturity investment. Interest income, net of withholding tax, recognized on this investment amounted to Php5.8 million each for the years ended December 31, 2017, 2016 and 2015. The carrying value of this investment amounted to Php150 million each as at December 31, 2017 and 2016.

### **Security Bank Time Deposits**

In October 2012, PLDT and Smart invested US\$2.5 million each in a five-year time deposit with Security Bank at a gross coupon rate of 4.00%, which matured on October 11, 2017. These long-term fixed rate time deposits paid interest on a monthly basis or an estimate of 30 days. Interest income, net of withholding tax, recognized on this investment amounted to US\$146 thousand, or Php7 million, US\$188 thousand, or Php8.9 million, and US\$187 thousand, or Php8.6 million, for the years ended December 31, 2017, 2016 and 2015, respectively. The carrying value of this investment amounted to nil and Php248 million as at December 31, 2017 and 2016, respectively.

In May 2013, PLDT invested US\$2.0 million in a five-year time deposit with Security Bank maturing on May 31, 2018 at a gross coupon rate of 3.5%. These long-term fixed rate time deposits pay interest on a monthly basis or an estimate of 30 days. The deposits may be terminated prior to maturity at the applicable pretermination rates. Interest income, net of withholding tax, recognized on this investment amounted to US\$66 thousand, or Php3.3 million, US\$66 thousand, or Php3.1 million, and US\$66 thousand, or Php3 million, for the years ended December 31, 2017, 2016 and 2015, respectively. The carrying value of this investment amounted to Php100 million each as at December 31, 2017 and 2016.

### **PSALM Bonds**

In April 2013, Smart purchased, at a premium, PSALM Bonds with face value of Php200 million with yield-to-maturity at 4.25% gross, which matured on April 22, 2017. The bond has a gross coupon rate of 7.75% payable on a quarterly basis, and was recognized as held-to-maturity investment. Premium was amortized using the EIR method. Interest income, net of withholding tax, recognized on this investment amounted to Php2.3 million, Php7.3 million and Php7.2 million for the years ended December 31, 2017, 2016 and 2015, respectively. The carrying value of this investment amounted to nil and Php202 million as at December 31, 2017 and 2016, respectively.

### **National Power Corporation, or NAPOCOR, Bond**

In March 2014, Smart purchased, at a premium, a NAPOCOR Bond with face value of Php50 million with yield-to-maturity at 4.22% gross, which matured on December 19, 2016. The bond had a gross coupon rate of 7.34% payable on a semi-annual basis, and was recognized as held-to-maturity investment. This investment was a tax-exempt bond. Premium was amortized using the EIR method. Interest income recognized on this investment amounted to nil for the year ended December 31, 2017 and Php1.8 million for each of the years ended December 31, 2016 and 2015.

## **13. Investment Properties**

Changes in investment properties account for the years ended December 31, 2017 and 2016 are as follows:

	<b>Land</b>	<b>Land Improvements</b>	<b>Building</b>	<b>Total</b>
				(in million pesos)
<b>December 31, 2017</b>				
Balance at beginning of the year	1,567	8	315	1,890
Net gains (losses) from fair value adjustments charged to profit or loss	4	-	(7)	(3)
Transfers to property and equipment	(10)	-	(3)	(13)
Disposals	(239)	-	-	(239)
Balance at end of the year	1,322	8	305	1,635
<b>December 31, 2016</b>				
Balance at beginning of the year	1,496	9	320	1,825
Transfers from property and equipment	65	-	1	66
Additions	6	-	-	6
Net losses from fair value adjustments charged to profit or loss	-	(1)	(6)	(7)
Balance at end of the year	1,567	8	315	1,890

Investment properties, which consist of land, land improvements and building, are stated at fair values, which have been determined based on appraisal performed by an independent firm of appraisers, an industry specialist in valuing these types of investment properties. None of our investment properties are being leased to third parties that earn rental income.

The valuation for land was based on a market approach valuation technique using price per square meter ranging from Php23 to Php475 thousand. The valuation for building and land improvements was based on a cost approach valuation technique using current material and labor costs for improvements based on external and independent reviewers.

We have determined that the highest and best use of some of the idle or vacant land properties at the measurement date would be to convert the properties for residential or commercial development. The properties are not being used for strategic reasons.

We have no restrictions on the realizability of our investment properties and no contractual obligations to either purchase, construct or develop investment properties or for repairs, maintenance and enhancements.

Repairs and maintenance expenses related to investment properties that do not generate rental income amounted to Php27 million, Php23 million and Php29 million for the years ended December 31, 2017, 2016 and 2015, respectively.

The above investment properties were categorized under Level 3 of the fair value hierarchy. There were no transfers in and out of Level 3 of the fair value hierarchy.

Significant increases (decreases) in price per square meter for land, current material and labor costs of improvements would result in a significantly higher (lower) fair value measurement.

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## 14. Business Combination

### 2015 Acquisition

#### *Takatack Holdings' Acquisition of VIS*

On August 6, 2015, Voyager, through Takatack Holdings acquired a 100% equity interest in VIS for a total cash consideration of US\$5 million, or Php228 million, of which US\$3 million, or Php137 million, was paid in August 2015 and US\$2 million, or Php91 million, is payable in 12 quarterly installments, subject to satisfaction of certain conditions. Total payments made to the founders for the remaining balance amounted to US\$0.7 million, or Php31 million, and US\$0.2 million, or Php8 million, for the years ended December 31, 2016 and 2015, respectively. The acquisition is consistent with the PLDT Group's focus to build Voyager into a digital economy platforms-enabler, allowing it to build its digital commerce business in the Philippines and other emerging markets. VIS is a Singapore-based company behind the online store, TackThis!, a cloud-based e-commerce platform operating on software as a service model that enables companies to easily set-up and showcase their businesses on various online platforms.



The purchase price consideration has been allocated to the identifiable assets and liabilities on the basis of fair values at the date of acquisition. The corresponding carrying amounts immediately before the acquisition are as follows:

	Previous Carrying Values		Fair Values Recognized on Acquisition	
	In S.G. Dollar	In Php <sup>(1)</sup>	In S.G. Dollar	In Php <sup>(1)</sup>
	(in millions)			
<b>Assets:</b>				
Property and equipment (Note 9)	–	0.3	–	0.3
Intangibles	–	–	0.8	25.9
Cash and cash equivalents	0.1	2.7	0.1	2.7
Trade receivables	0.1	5.1	0.1	5.1
Prepayments and other current assets	–	0.1	–	0.1
	0.2	8.2	1.0	34.1
<b>Liabilities:</b>				
Accounts payable and other liabilities	0.1	4.6	0.1	4.6
Deferred income tax liability	–	–	0.1	4.4
	0.1	4.6	0.2	9.0
Total identifiable net assets acquired	0.1	3.6	0.8	25.1
Goodwill from the acquisition (Note 15)			5.9	195.5
Purchase consideration transferred			6.7	220.6
Cash paid			4.1	137.3
Accounts payable – others			2.5	83.3
			6.6	220.6
<b>Cash flow from investing activity:</b>				
Cash paid			4.1	137.3
Cash acquired			(0.1)	(2.7)
			4.0	134.6

<sup>(1)</sup> Converted to Philippine Peso using the exchange rate at the time of purchase of Php33.08 to SGD1.00.

The transactions resulted in a Php196 million goodwill pertaining to the projected global rollout of the e-commerce business.

Our consolidated revenues would have increased by Php2 million and net income would have decreased by Php5 million for the year ended December 31, 2015 had the acquisition of VIS actually taken place on January 1, 2015.

## 15. Goodwill and Intangible Assets

Changes in goodwill and intangible assets for the years ended December 31, 2017 and 2016 are as follows:

	Intangible Asset with Indefinite Life		Intangible Assets with Finite Life				Total Intangible Assets with Finite Life	Total Intangible Assets	Goodwill	Total Goodwill and Intangible Assets
	Trademark	Franchise	Customer List	Spectrum	Licenses	Others				
	(in million pesos)									
<b>December 31, 2017</b>										
Costs:										
Balance at beginning of the year	4,505	3,016	4,726	1,205	1,079	1,379	11,405	15,910	63,058	78,968
Additions	–	–	–	–	–	138	138	138	–	138
Translation and other adjustments	–	–	–	–	–	45	45	45	–	45
Balance at end of the year	4,505	3,016	4,726	1,205	1,079	1,562	11,588	16,093	63,058	79,151
Accumulated amortization and impairment:										
Balance at beginning of the year	–	961	2,769	991	1,037	1,251	7,009	7,009	1,679	8,688
Amortization during the year (Notes 4 and 5)	–	186	511	80	7	51	835	835	–	835
Translation and other adjustments	–	–	–	–	–	45	45	45	–	45
Balance at end of the year	–	1,147	3,280	1,071	1,044	1,347	7,889	7,889	1,679	9,568
<b>Net balance at end of the year</b>	<b>4,505</b>	<b>1,869</b>	<b>1,446</b>	<b>134</b>	<b>35</b>	<b>215</b>	<b>3,699</b>	<b>8,204</b>	<b>61,379</b>	<b>69,583</b>
Estimated useful lives (in years)	–	16	2 – 9	15	18	1 – 10	–	–	–	–
Remaining useful lives (in years)	–	10	1 – 3	2	5	5 – 9	–	–	–	–

	Intangible Asset with Indefinite Life	Intangible Assets with Finite Life					Total Intangible Assets with Finite Life	Total Intangible Assets	Goodwill	Total Goodwill and Intangible Assets
	Trademark	Franchise	Customer List	Spectrum	Licenses	Others				
(in million pesos)										
<b>December 31, 2016</b>										
Costs:										
Balance at beginning of the year	4,505	3,016	4,726	1,205	1,079	1,189	11,215	15,720	63,092	78,812
Additions	-	-	-	-	-	175	175	175	-	175
Business combination	-	-	-	-	-	-	-	-	(34)	(34)
Translation and other adjustments	-	-	-	-	-	15	15	15	-	15
<b>Balance at end of the year</b>	<b>4,505</b>	<b>3,016</b>	<b>4,726</b>	<b>1,205</b>	<b>1,079</b>	<b>1,379</b>	<b>11,405</b>	<b>15,910</b>	<b>63,058</b>	<b>78,968</b>
Accumulated amortization and impairment:										
Balance at beginning of the year	-	775	2,258	911	924	1,128	5,996	5,996	699	6,695
Impairment during the year (Note 5)	-	-	-	-	-	58	58	58	980	1,038
Amortization during the year (Notes 4 and 5)	-	186	511	80	113	39	929	929	-	929
Translation and other adjustments	-	-	-	-	-	26	26	26	-	26
<b>Balance at end of the year</b>	<b>-</b>	<b>961</b>	<b>2,769</b>	<b>991</b>	<b>1,037</b>	<b>1,251</b>	<b>7,009</b>	<b>7,009</b>	<b>1,679</b>	<b>8,688</b>
<b>Net balance at end of the year</b>	<b>4,505</b>	<b>2,055</b>	<b>1,957</b>	<b>214</b>	<b>42</b>	<b>128</b>	<b>4,396</b>	<b>8,901</b>	<b>61,379</b>	<b>70,280</b>
Estimated useful lives (in years)	-	16	2-9	15	18	1-10	-	-	-	-
Remaining useful lives (in years)	-	11	2-4	3	6	5-10	-	-	-	-

The consolidated goodwill and intangible assets of our reportable segments as at December 31, 2017 and 2016 are as follows:

	2017			2016		
	Wireless	Fixed Line	Total	Wireless	Fixed Line	Total
(in million pesos)						
Trademark	4,505	-	4,505	4,505	-	4,505
Franchise	1,869	-	1,869	2,055	-	2,055
Customer list	1,446	-	1,446	1,957	-	1,957
Spectrum	134	-	134	214	-	214
Licenses	35	-	35	42	-	42
Others	215	-	215	128	-	128
<b>Total intangible assets</b>	<b>8,204</b>	<b>-</b>	<b>8,204</b>	<b>8,901</b>	<b>-</b>	<b>8,901</b>
<b>Goodwill</b>	<b>56,571</b>	<b>4,808</b>	<b>61,379</b>	<b>56,571</b>	<b>4,808</b>	<b>61,379</b>
<b>Total goodwill and intangible assets</b>	<b>64,775</b>	<b>4,808</b>	<b>69,583</b>	<b>65,472</b>	<b>4,808</b>	<b>70,280</b>

### Intangible Assets

Intangible asset with indefinite life as at December 31, 2017 and 2016 pertains to the “Sun Cellular” trademark of DMPI, resulting from PLDT’s acquisition of Digital in 2011. PLDT intends to continue using the “Sun Cellular” brand to cater to a specific market segment. As such, the “Sun Cellular” trademark is viewed to have an indefinite useful life.

Smart’s licensing agreements with various music companies, which grant Smart a right to sell the digital products of the music companies (including through downloading and streaming), were capitalized as intangible assets and amortized accordingly.

PayMaya and Voyager continuously improve their existing products and services through regular technological developments and upgrades to their platforms. Accumulated costs related to such activities are capitalized as intangible assets.

The consolidated future amortization of intangible assets as at December 31, 2017 is as follows:

Year	(in million pesos)
2018	856
2019	826
2020	680
2021	211
2022 and onwards	5,631
	<b>8,204</b>

#### ***Impairment Testing of Goodwill and Intangible Asset with Indefinite Useful Life***

The organizational structure of PLDT and its subsidiaries is designed to monitor financial operations based on fixed line and wireless segmentation. Management provides guidelines and decisions on resource allocation, such as continuing or disposing of asset and operations by evaluating the performance of each segment through review and analysis of available financial information on the fixed line and wireless segments. As at December 31, 2017, the PLDT Group's goodwill comprised of goodwill resulting from acquisition of PLDT's additional investment in PG1 in 2014, ePLDT's acquisition of IPCDSI in 2012, PLDT's acquisition of Digitel in 2011, ePLDT's acquisition of ePDS in 2011, Smart's acquisition of PDSI and Chikka in 2009, SBI's acquisition of Airborne Access Corporation in 2008, and Smart's acquisition of SBI in 2004. The test for recoverability of PLDT's, Smart's and Voyager's goodwill and intangible assets was applied to the Fixed Line, Wireless and Voyager asset groups, respectively, which represent the lowest level within our business at which we monitor goodwill.

Although revenue streams may be segregated among the companies within the PLDT Group, the cost items and cash flows are difficult to carve out due largely to the significant portion of shared and common used network/platform. The same is true for Sun, wherein Smart 2G/3G network, cellular base stations and fiber optic backbone are shared for areas where Sun has limited connectivity and facilities. On the other hand, PLDT has the largest fixed line network in the Philippines. PLDT's transport facilities are installed nationwide to cover both domestic and international IP backbone to route and transmit IP traffic generated by the customers. In the same manner, PLDT has the most Internet Gateway facilities which are composed of high capacity IP routers and switches that serve as the main gateway of the Philippines to the Internet connecting to the World Wide Web. With PLDT's network coverage, other fixed line subsidiaries share the same facilities to leverage on a Group perspective.

Because of the significant common use of network facilities among fixed line and wireless companies within the Group, management deems that the Wireless and Fixed Line units are considered the lowest CGUs for impairment test of goodwill until 2014.

In 2015, subsequent to the decision of Management to consolidate the various digital businesses under Voyager and assign a separate management from wireless business, the Voyager unit has been considered as a CGU separate from the Wireless unit. As a result, goodwill amounting to Php980 million was allocated to Voyager CGU.

The Wireless, Fixed Line and Voyager units are the lowest CGUs to which goodwill is to be allocated given that the Fixed Line, Wireless and Voyager operations generate cash inflows that are largely independent of the cash inflows from other assets or groups of assets. The Voyager unit is still within the wireless operating segment for purposes of segment reporting and monitoring.

The recoverable amount of the Wireless, Fixed Line and Voyager CGUs had been determined using the value in use approach calculated using cash flow projections based on the financial budgets approved by the Board of Directors. The pre-tax discount rates applied to cash flow projections are 8.3% for the Wireless and Fixed Line CGUs, and 12% for the Voyager CGUs. Cash flows beyond the projection period are determined using a 3.0% growth rate for the Wireless and Fixed Line CGUs, which is the same as the long-term average growth rate for the telecommunications industry, while for the Voyager CGU, a 5.0% growth rate was used. Other key assumptions used in the cash flow projections include revenue growth, operating margin and capital expenditures.

Based on the assessment of the value in use of the Wireless and Fixed Line CGUs, the recoverable amount of the Wireless and Fixed Line CGUs exceeded their carrying amounts, hence, no impairment was recognized as at December 31, 2017 and 2016 in relation to goodwill.

With regard to the assessment of value in use for Wireless and Fixed Line CGUs, management believes that no reasonable possible changes in any of the above key assumptions would cause the carrying value of the unit to materially exceed its recoverable amount.

In December 2016, based on the assessment of the Voyager CGU's recoverable amount compared with the carrying amount of the Voyager CGU's net assets, we have recognized total impairment loss amounting to Php980 million and, consequently, any adverse change in a key assumption would result in a further impairment loss.

## 16. Cash and Cash Equivalents

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Cash on hand and in banks (Note 28)	6,351	6,384
Temporary cash investments (Note 28)	26,554	32,338
	<b>32,905</b>	<b>38,722</b>

Cash in banks earn interest at prevailing bank deposit rates. Temporary cash investments are made for varying periods of up to three months depending on our immediate cash requirements, and earn interest at the prevailing temporary cash investment rates. Due to the short-term nature of such transactions, the carrying value approximates the fair value of our temporary cash investments. See Note 28 – *Financial Assets and Liabilities*.

Interest income earned from cash in banks and temporary cash investments amounted to Php612 million, Php582 million and Php579 million for the years ended December 31, 2017, 2016 and 2015, respectively.

## 17. Trade and Other Receivables

As at December 31, 2017 and 2016, this account consists of receivables from:

	2017	2016
	(in million pesos)	
Retail subscribers (Note 28)	17,961	20,290
Corporate subscribers (Notes 25 and 28)	9,641	9,333
Foreign administrations (Note 28)	6,517	5,819
Domestic carriers (Notes 25 and 28)	457	354
Dealers, agents and others (Notes 25 and 28)	13,686	7,428
	<b>48,262</b>	<b>43,224</b>
Less allowance for doubtful accounts (Notes 5 and 28)	14,501	18,788
	<b>33,761</b>	<b>24,436</b>

Receivables from foreign administrations and domestic carriers represent receivables based on interconnection agreements with other telecommunications carriers. The aforementioned amounts of receivables are shown net of related payables to the same telecommunications carriers where a legal right of offset exists and settlement is facilitated on a net basis.

Receivables from dealers, agents and others consist mainly of receivables from credit card companies, dealers and distributors having collection arrangements with the PLDT Group, dividend receivables and advances from affiliates.

Trade receivables are non-interest-bearing and generally have settlement terms of 30 to 180 days.

For terms and conditions relating to related party receivables, see Note 25 – *Related Party Transactions*.



See Note 25 – Related Party Transactions for the summary of transactions with related parties and Note 28 – Financial Assets and Liabilities – Credit Risk on credit risk of trade receivables to understand how we manage and measure credit quality of trade receivables that are neither past due nor impaired.

Changes in the allowance for doubtful accounts for the years ended December 31, 2017 and 2016 are as follows:

	Total	Retail Subscribers	Corporate Subscribers	Foreign Administrations	Domestic Carriers	Dealers, Agents and Others
(in million pesos)						
<b>December 31, 2017</b>						
Balance at beginning of the year	18,788	12,588	3,827	628	134	1,611
Provisions (reversals) and other adjustments	(1,029)	(1,166)	15	310	(59)	(129)
Write-offs	(3,258)	(2,644)	(538)	–	–	(76)
<b>Balance at end of the year</b>	<b>14,501</b>	<b>8,778</b>	<b>3,304</b>	<b>938</b>	<b>75</b>	<b>1,406</b>
Individual impairment	10,160	5,747	3,177	104	51	1,081
Collective impairment	4,341	3,031	127	834	24	325
	14,501	8,778	3,304	938	75	1,406
Gross amount of receivables individually impaired, before deducting any impairment allowance	10,160	5,747	3,177	104	51	1,081
<b>December 31, 2016</b>						
Balance at beginning of the year	15,921	9,540	4,451	315	86	1,529
Provisions (reversals) and other adjustments	5,305	4,843	(71)	359	60	114
Write-offs	(2,438)	(1,795)	(553)	(46)	(12)	(32)
<b>Balance at end of the year</b>	<b>18,788</b>	<b>12,588</b>	<b>3,827</b>	<b>628</b>	<b>134</b>	<b>1,611</b>
Individual impairment	14,970	9,789	3,711	87	113	1,270
Collective impairment	3,818	2,799	116	541	21	341
	18,788	12,588	3,827	628	134	1,611
Gross amount of receivables individually impaired, before deducting any impairment allowance	14,970	9,789	3,711	87	113	1,270

## 18. Inventories and Supplies

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
(in million pesos)		
Terminal and cellular phone units:		
At net realizable value	2,691	2,828
At cost	3,834	4,584
Spare parts and supplies:		
At net realizable value	664	576
At cost	1,428	948
Others:		
At net realizable value	578	340
At cost	1,163	829
<b>Total inventories and supplies at the lower of cost or net realizable value</b>	<b>3,933</b>	<b>3,744</b>

The cost of inventories and supplies recognized as expense for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
		(in million pesos)	
Cost of sales and services	10,951	15,965	15,525
Write-down of inventories and supplies (Note 5)	907	1,941	511
Repairs and maintenance	721	596	643
	<b>12,579</b>	18,502	16,679

Changes in the allowance for inventory obsolescence for the years ended December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Balance at beginning of the year	2,617	917
Provisions (Note 5)	907	1,941
Write-off and others	(1,032)	(241)
Balance at end of the year	<b>2,492</b>	2,617

## 19. Prepayments

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Prepaid taxes	10,451	11,311
Prepaid rent	2,126	433
Prepaid fees and licenses	848	1,194
Prepaid benefit costs (Note 26)	400	261
Prepaid selling and promotions (Note 25)	289	494
Prepaid repairs and maintenance	207	232
Prepaid insurance (Note 25)	105	105
Other prepayments (Note 25)	577	531
	<b>15,003</b>	14,561
Less current portion of prepayments	9,633	7,505
Noncurrent portion of prepayments	<b>5,370</b>	7,056

Prepaid taxes include creditable withholding taxes and input VAT.

Prepaid benefit costs represent excess of fair value of plan assets over present value of defined benefit obligations recognized in our consolidated statements of financial position. See *Note 26 – Employee Benefits*.

## 20. Equity

PLDT's number of shares of subscribed and outstanding capital stock as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in millions)	
<b>Authorized</b>		
Non-Voting Serial Preferred Stocks	388	388
Voting Preferred Stock	150	150
Common Stock	234	234
<b>Subscribed</b>		
Non-Voting Serial Preferred Stocks <sup>(1)</sup>	300	300
Voting Preferred Stock	150	150
Common Stock	219	219
<b>Outstanding</b>		
Non-Voting Serial Preferred Stocks <sup>(1)</sup>	300	300
Voting Preferred Stock	150	150
Common Stock	216	216
<b>Treasury Stock</b>		
Common Stock	3	3

<sup>(1)</sup> Includes 300 million shares of Series IV Cumulative Non-Convertible Redeemable Preferred Stock subscribed for Php3 billion, of which Php360 million has been paid.

The change in PLDT's capital account is the redemption of 370 shares of Series II 10% Cumulative Convertible Preferred Stock for the year ended December 31, 2016.

### Preferred Stock

#### *Non-Voting Serial Preferred Stocks*

On January 26, 2016, the Board of Directors designated 20,000 shares of Non-Voting Serial Preferred Stock as Series KK 10% Cumulative Convertible Preferred Stock to be issued from January 1, 2016 to December 31, 2020, pursuant to the PLDT Subscriber Investment Plan, or SIP.

On November 5, 2013, the Board of Directors designated 50,000 shares of Non-Voting Serial Preferred Stock as Series JJ 10% Cumulative Convertible Preferred Stock to be issued from January 1, 2013 to December 31, 2015, pursuant to the SIP. On June 8, 2015, PLDT issued 870 shares of Series JJ 10% Cumulative Convertible Preferred Stock.

On January 26, 2010, the Board of Directors designated 100,000 shares of Non-Voting Serial Preferred Stock as Series II 10% Cumulative Convertible Preferred Stock to be issued from January 1, 2010 to December 31, 2012, pursuant to the SIP.

The Series II, JJ and KK 10% Cumulative Convertible Preferred Stock, or SIP shares, earns cumulative dividends at an annual rate of 10%. After the lapse of one year from the last day of the year of issuance of a particular Series of 10% Cumulative Convertible Preferred Stock, any holder of such series may convert all or any of the shares of 10% Cumulative Convertible Preferred Stock held by him into fully paid and non-assessable shares of Common Stock of PLDT, at a conversion price equivalent to 10% below the average of the high and low daily sales price of a share of Common Stock of PLDT on the PSE, or if there have been no such sales on the PSE on any day, the average of the bid and the ask prices of a share of Common Stock of PLDT at the end of such day on such Exchange, in each case averaged over a period of 30 consecutive trading days prior to the conversion date, but in no case shall the conversion price be less than the par value per share of Common Stock. The number of shares of Common Stock issuable at any time upon conversion of 10% Cumulative Convertible Preferred Stock is determined by dividing Php10.00 by the then applicable conversion price.

In case the shares of Common Stock outstanding are at anytime subdivided into a greater or consolidated into a lesser number of shares, then the minimum conversion price per share of Common Stock will be proportionately decreased or increased, as the case may be, and in the case of a stock dividend, such price will be proportionately decreased, provided, however, that in every case the minimum conversion price shall not be less than the par value per share of Common Stock. In the event the relevant effective date for any such subdivision or consolidation of shares of stock dividend occurs during the period of 30 trading days preceding the presentation of any shares of 10% Cumulative Convertible Preferred Stock for conversion, a similar adjustment will be made in the sales prices applicable to the trading days prior to such effective date utilized in calculating the conversion price of the shares presented for conversion.

In case of any other reclassification or change of outstanding shares of Common Stock, or in case of any consolidation or merger of PLDT with or into another corporation, the Board of Directors shall make such provisions, if any, for adjustment of the minimum conversion price and the sale price utilized in calculating the conversion price as the Board of Directors, in its sole discretion, shall deem appropriate.

At PLDT's option, the Series II, JJ and KK 10% Cumulative Convertible Preferred Stock are redeemable at par value plus accrued dividends five years after the year of issuance.

The Series IV Cumulative Non-Convertible Redeemable Preferred Stock earns cumulative dividends at an annual rate of 13.5% based on the paid-up subscription price. It is redeemable at the option of PLDT at any time one year after subscription and at the actual amount paid for such stock, plus accrued dividends.

The Non-Voting Serial Preferred Stocks are non-voting, except as specifically provided by law, and are preferred as to liquidation.

All preferred stocks limit the ability of PLDT to pay cash dividends unless all dividends on such preferred stock for all past dividend payment periods have been paid and or declared and set apart and provision has been made for the currently payable dividends.

#### *Voting Preferred Stock*

On June 5, 2012, the Philippine SEC approved the amendments to the Seventh Article of PLDT's Articles of Incorporation consisting of the sub-classification of its authorized Preferred Capital Stock into: 150 million shares of Voting Preferred Stock with a par value of Php1.00 each, and 807.5 million shares of Non-Voting Serial Preferred Stock with a par value of Php10.00 each, and other conforming amendments, or the Amendments. The shares of Voting Preferred Stock may be issued, owned, or transferred only to or by: (a) a citizen of the Philippines or a domestic partnership or association wholly-owned by citizens of the Philippines; (b) a corporation organized under the laws of the Philippines of which at least 60% of the capital stock entitled to vote is owned and held by citizens of the Philippines and at least 60% of the board of directors of such corporation are citizens of the Philippines; and (c) a trustee of funds for pension or other employee retirement or separation benefits, where the trustee qualifies under paragraphs (a) and (b) above and at least 60% of the funds accrue to the benefit of citizens of the Philippines, or Qualified Owners. The holders of Voting Preferred Stock will have voting rights at any meeting of the stockholders of PLDT for the election of directors and for all other purposes, with one vote in respect of each share of Voting Preferred Stock. The Amendments were approved by the Board of Directors and stockholders of PLDT on July 5, 2011 and March 22, 2012, respectively.

On October 12, 2012, the Board of Directors, pursuant to the authority granted to it in the Seventh Article of PLDT's Articles of Incorporation, determined the following specific rights, terms and features of the Voting Preferred Stock: (a) entitled to receive cash dividends at the rate of 6.5% per annum, payable before any dividends are paid to the holders of Common Stock; (b) in the event of dissolution or liquidation or winding up of PLDT, holders will be entitled to be paid in full, or pro-rata insofar as the assets of PLDT will permit, the par value of such shares of Voting Preferred Stock and any accrued or unpaid dividends thereon before any distribution shall be made to the holders of shares of Common Stock; (c) redeemable at the option of PLDT; (d) not convertible to Common Stock or to any shares of stock of PLDT of any class; (e) voting rights at any meeting of the stockholders of PLDT for the election of directors and all other matters to be voted upon by the stockholders in any such meetings, with one vote in respect of each Voting Preferred Share; and (f) holders will have no pre-emptive right to subscribe for or purchase any shares of stock of any class, securities or warrants issued, sold or disposed by PLDT.



On October 16, 2012, BTFHI subscribed to 150 million newly issued shares of Voting Preferred Stock of PLDT, at a subscription price of Php1.00 per share for a total subscription price of Php150 million pursuant to a subscription agreement between BTFHI and PLDT dated October 15, 2012. As a result of the issuance of Voting Preferred Shares, the voting power of the NTT Group (NTT DOCOMO and NTT Communications), First Pacific Group and its Philippine affiliates, and JG Summit Group was reduced to 12%, 15% and 5%, respectively, as at December 31, 2017. See *Note 1 – Corporate Information* and *Note 27 – Provisions and Contingencies – In the Matter of the Wilson Gamboa Case and Jose M. Roy III Petition*.

### **Redemption of Preferred Stock**

On September 23, 2011, the Board of Directors approved the redemption, or the Redemption, of all outstanding shares of PLDT's Series A to FF 10% Cumulative Convertible Preferred Stock, or the Series A to FF Shares, from holders of record as of October 10, 2011, and all such shares were redeemed and retired effective on January 19, 2012. In accordance with the terms and conditions of the Series A to FF Shares, the holders of Series A to FF Shares as at January 19, 2012 are entitled to payment of the redemption price in an amount equal to the par value of such shares, plus accrued and unpaid dividends thereon up to January 19, 2012, or the Redemption Price of Series A to FF Shares.

PLDT has set aside Php4,029 million (the amount required to fund the redemption price for the Series A to FF Shares) in addition to Php4,143 million for unclaimed dividends on Series A to FF Shares, or a total amount of Php8,172 million, to fund the redemption of the Series A to FF Shares, or the Redemption Trust Fund, in a trust account, or the Trust Account, in the name of RCBC, as Trustee. Pursuant to the terms of the Trust Account, the Trustee will continue to hold the Redemption Trust Fund or any balance thereof, in trust, for the benefit of holders of Series A to FF Shares, for a period of ten years from January 19, 2012 until January 19, 2022. After the said date, any and all remaining balance in the Trust Account shall be returned to PLDT and revert to its general funds. Any interests on the Redemption Trust Fund shall accrue for the benefit of, and be paid from time to time, to PLDT.

On May 8, 2012, the Board of Directors approved the redemption of all outstanding shares of PLDT's Series GG 10% Cumulative Convertible Preferred Stock, or the Series GG Shares, from the holders of record as of May 22, 2012, and all such shares were redeemed and retired effective August 30, 2012. In accordance with the terms and conditions of the Series GG Shares, the holders of the Series GG Shares as at May 22, 2012 are entitled to the payment of the redemption price in an amount equal to the par value of such shares, plus accrued and unpaid dividends thereon up to August 30, 2012, or the Redemption Price of Series GG Shares.

PLDT has set aside Php236 thousand (the amount required to fund the redemption price for the Series GG Shares) in addition to Php74 thousand for unclaimed dividends on Series GG Shares, or a total amount of Php310 thousand, to fund the redemption price for the Series GG Shares, or the Redemption Trust Fund for Series GG Shares, which forms an integral part of the Redemption Trust Fund previously set aside in the trust account with RCBC, as Trustee, for the purpose of funding the payment of the Redemption Price of Series A to FF Shares. Pursuant to the terms of the Trust Account, the Trustee will continue to hold the Redemption Trust Fund for Series GG Shares or any balance thereof, in trust, for the benefit of holders of Series GG Shares, for a period of ten years from August 30, 2012, or until August 30, 2022. After the said date, any and all remaining balance in the Redemption Trust Fund for Series GG Shares shall be returned to PLDT and revert to its general funds. Any interests on the Redemption Trust Fund for Series GG Shares shall accrue for the benefit of, and be paid from time to time, to PLDT.

On January 29, 2013, the Board of Directors approved the redemption of all outstanding shares of PLDT's Series HH 10% Cumulative Convertible Preferred Stock which were issued in 2007, or Series HH Shares issued in 2007, from the holders of record as of February 14, 2013 and all such shares were redeemed and retired effective May 16, 2013. In accordance with the terms and conditions of Series HH Shares issued in 2007, the holders of Series HH Shares issued in 2007 as at February 14, 2013 are entitled to the payment of the redemption price in an amount equal to the par value of such shares, plus accrued and unpaid dividends thereon up to May 16, 2013, or the Redemption Price of Series HH Shares issued in 2007.

PLDT has set aside Php24 thousand (the amount required to fund the redemption price for the Series HH Shares issued in 2007) in addition to Php6 thousand for unclaimed dividends on Series HH Shares issued in 2007, or a total amount of Php30 thousand, to fund the redemption price of Series HH Shares issued in 2007, or the Redemption Trust Fund for Series HH Shares issued in 2007, which forms an integral part of the Redemption Trust Funds previously set aside in the trust account with RCBC, as Trustee, for the purpose of funding the payment of the Redemption Price of Series A to GG Shares. Pursuant to the terms of the Trust Account, the Trustee will continue to hold the Redemption Trust Fund for Series HH Shares issued in 2007 or any balance thereof, in trust, for the benefit of holders of Series HH Shares issued in 2007, for a period of ten years from May 16, 2013, or until May 16, 2023. After the said date, any and all remaining balance in the Redemption Trust Fund for Series HH Shares issued in 2007 shall be returned to PLDT and revert to its general funds. Any interests on the Redemption Trust Fund for Series HH Shares issued in 2007 shall accrue for the benefit of, and be paid from time to time, to PLDT.

On January 28, 2014, the Board of Directors approved the redemption of all outstanding shares of PLDT's Series HH 10% Cumulative Convertible Preferred Stock which were issued in 2008, or the Series HH Shares issued in 2008, from the holders of record as of February 14, 2014 and all such shares were redeemed and retired effective May 16, 2014. In accordance with the terms and conditions of Series HH Shares issued in 2008, the holders of Series HH Shares issued in 2008 as at February 14, 2014 are entitled to the payment of the redemption price in an amount equal to the par value of such shares, plus accrued and unpaid dividends thereon up to May 16, 2014, or the Redemption Price of Series HH Shares issued in 2008.

PLDT has set aside Php2 thousand (the amount required to fund the redemption price of Series HH Shares issued in 2008) in addition to Php1 thousand for unclaimed dividends on Series HH Shares issued in 2008, or a total amount of Php3 thousand, to fund the redemption price of Series HH Shares issued in 2008, or the Redemption Trust Fund for Series HH Shares issued in 2008, which forms an integral part of the Redemption Trust Funds previously set aside in the trust account with RCBC, as Trustee, for the purpose of funding the payment of the Redemption Price of Series A to HH Shares issued in 2007. Pursuant to the terms of the Trust Account, the Trustee will continue to hold the Redemption Trust Fund for Series HH Shares issued in 2008 or any balance thereof, in trust, for the benefit of holders of Series HH Shares issued in 2008, for a period of ten years from May 16, 2014, or until May 16, 2024. After the said date, any and all remaining balance in the Redemption Trust Fund for Series HH Shares issued in 2008 shall be returned to PLDT and revert to its general funds. Any interests on the Redemption Trust Fund for Series HH Shares issued in 2008 shall accrue for the benefit of, and be paid from time to time, to PLDT.

On January 26, 2016, the Board of Directors approved the redemption of all outstanding shares of PLDT's Series II 10% Cumulative Convertible Preferred Stock, or the Series II Shares, from the holder of record as of February 10, 2016, and all such shares were redeemed and retired effective on May 11, 2016. In accordance with the terms and conditions of Series II Shares, the holders of Series II Shares as at February 10, 2016 is entitled to the payment of the redemption price in an amount equal to the par value of such shares, plus accrued and unpaid dividends thereon up to May 11, 2016, or the Redemption Price of Series II Shares.

PLDT has set aside Php4 thousand to fund the redemption price of Series II Shares, or the Redemption Trust Fund for Series II Shares, which forms an integral part of the Redemption Trust Funds previously set aside in the trust account with RCBC, as Trustee, for the purpose of funding the payment of the Redemption Price of Series A to HH Shares issued in 2008. Pursuant to the terms of the Trust Account, the Trustee will continue to hold the Redemption Trust Fund for Series II Shares or any balance thereof, in trust, for the benefit of holder of Series II Shares, for a period of ten years from May 11, 2016, or until May 11, 2026. After the said date, any and all remaining balance in the Redemption Trust Fund for Series II Shares shall be returned to PLDT and revert to its general funds. Any interests on the Redemption Trust Fund for Series II Shares shall accrue for the benefit of, and be paid from time to time, to PLDT.

As at January 19, 2012, August 30, 2012, May 16, 2013, May 16, 2014 and May 11, 2016, notwithstanding that any stock certificate representing the Series A to FF Shares, Series GG Shares, Series HH Shares issued in 2007, Series HH Shares issued in 2008 and Series II Shares, respectively, were not surrendered for cancellation, the Series AA to II Shares were no longer deemed outstanding and the right of the holders of such shares to receive dividends thereon ceased to accrue and all rights with respect to such shares ceased and terminated, except only the right to receive the Redemption Price of such shares, but without interest thereon.

Total amounts of Php13 million, Php23 million and Php15 million were withdrawn from the Trust Account, representing total payments on redemption for the years ended December 31, 2017, 2016 and 2015, respectively. The balances of the Trust Account of Php7,870 million and Php7,883 million were presented as part of the “Current portion of advances and other noncurrent assets” and the related redemption liability were presented as part of “Accrued expenses and other current liabilities” in our consolidated statements of financial position as at December 31, 2017 and 2016, respectively. See Note 24 – *Accrued Expenses and Other Current Liabilities* and Note 28 – *Financial Assets and Liabilities*.

PLDT expects to similarly redeem and retire the outstanding shares of Series JJ and KK 10% Cumulative Convertible Preferred Stock as and when they become eligible for redemption.

### Common Stock

The Board of Directors approved a share buyback program of up to five million shares of PLDT’s common stock, representing approximately 3% of PLDT’s then total outstanding shares of common stock in 2008. Under the share buyback program, PLDT reacquired shares on an opportunistic basis, directly from the open market through the trading facilities of the PSE and NYSE.

As at November 2010, we had acquired a total of approximately 2.72 million shares of PLDT’s common stock at a weighted average price of Php2,388 per share for a total consideration of Php6,505 million in accordance with the share buyback program. There were no further buyback transactions subsequent to November 2010.

### Dividends Declared

Our dividends declared for the years ended December 31, 2017, 2016 and 2015 are detailed as follows:

#### December 31, 2017

Class	Date			Amount	
	Approved	Record	Payable	Per Share	Total
(in million pesos, except per share amounts)					
<b>Cumulative Convertible Preferred Stock</b>					
Series JJ	May 12, 2017	June 1, 2017	June 30, 2017	1.00	–
<b>Cumulative Non-Convertible Redeemable Preferred Stock</b>					
Series IV*	February 7, 2017	February 24, 2017	March 15, 2017	–	12
	May 12, 2017	May 26, 2017	June 15, 2017	–	12
	August 10, 2017	August 25, 2017	September 15, 2017	–	13
	November 9, 2017	November 28, 2017	December 15, 2017	–	12
					49
<b>Voting Preferred Stock</b>					
	March 7, 2017	March 30, 2017	April 15, 2017	–	3
	June 13, 2017	June 27, 2017	July 15, 2017	–	2
	September 26, 2017	October 10, 2017	October 15, 2017	–	2
	December 5, 2017	December 20, 2017	January 15, 2018	–	3
					10
<b>Common Stock</b>					
Regular Dividend	March 7, 2017	March 21, 2017	April 6, 2017	28.00	6,049
	August 10, 2017	August 25, 2017	September 8, 2017	48.00	10,371
					16,420
<b>Charged to retained earnings</b>					16,479

\* Dividends were declared based on total amount paid up.

## December 31, 2016

Class	Date			Amount	
	Approved	Record	Payable	Per Share	Total
(in million pesos, except per share amounts)					
<b>Cumulative Convertible Preferred Stock</b>					
Series II (Final Dividends)	April 12, 2016	February 10, 2016	May 11, 2016	0.0027/day	–
Series JJ	May 3, 2016	June 2, 2016	June 30, 2016	1.00	–
					–
<b>Cumulative Non-Convertible Redeemable Preferred Stock</b>					
Series IV*	January 26, 2016	February 24, 2016	March 15, 2016	–	12
	May 3, 2016	May 24, 2016	June 15, 2016	–	12
	August 2, 2016	August 18, 2016	September 15, 2016	–	12
	November 14, 2016	November 28, 2016	December 15, 2016	–	12
					48
<b>Voting Preferred Stock</b>					
	February 29, 2016	March 30, 2016	April 15, 2016	–	3
	June 14, 2016	June 30, 2016	July 15, 2016	–	3
	August 30, 2016	September 20, 2016	October 15, 2016	–	2
	December 6, 2016	December 20, 2016	January 15, 2017	–	3
					11
<b>Common Stock</b>					
Regular Dividend	February 29, 2016	March 14, 2016	April 1, 2016	57.00	12,315
	August 2, 2016	August 16, 2016	September 1, 2016	49.00	10,587
					22,902
<b>Charged to retained earnings</b>					<b>22,961</b>

\* Dividends were declared based on total amount paid up.

## December 31, 2015

Class	Date			Amount	
	Approved	Record	Payable	Per Share	Total
(in million pesos, except per share amounts)					
<b>10% Cumulative Convertible Preferred Stock</b>					
Series II	May 5, 2015	May 19, 2015	May 30, 2015	1.00	–
<b>Cumulative Non-Convertible Redeemable Preferred Stock</b>					
Series IV*	January 27, 2015	February 26, 2015	March 15, 2015	–	12
	May 5, 2015	May 26, 2015	June 15, 2015	–	12
	August 4, 2015	August 20, 2015	September 15, 2015	–	13
	November 3, 2015	November 20, 2015	December 15, 2015	–	12
					49
<b>Voting Preferred Stock</b>					
	March 3, 2015	March 19, 2015	April 15, 2015	–	2
	June 9, 2015	June 26, 2015	July 15, 2015	–	3
	August 25, 2015	September 15, 2015	October 15, 2015	–	2
	December 1, 2015	December 18, 2015	January 15, 2016	–	3
					10
<b>Common Stock</b>					
Regular Dividend	March 3, 2015	March 17, 2015	April 16, 2015	61.00	13,179
	August 4, 2015	August 27, 2015	September 25, 2015**	65.00	14,044
Special Dividend	March 3, 2015	March 17, 2015	April 16, 2015	26.00	5,618
					32,841
<b>Charged to retained earnings</b>					<b>32,900</b>

\* Dividends were declared based on total amount paid up.

\*\* Payment was moved to September 28, 2015 in view of Proclamation No. 1128, Series of 2015, dated September 15, 2015, declaring September 25, 2015 a regular holiday.



Our dividends declared after December 31, 2017 are detailed as follows:

Class	Date			Amount	
	Approved	Record	Payable	Per Share	Total
(in million pesos, except per share amounts)					
<b>Cumulative Non-Convertible Redeemable Preferred Stock</b>					
Series IV*	January 22, 2018	February 21, 2018	March 15, 2018	-	12
<b>Voting Preferred Stock</b>	March 8, 2018	March 28, 2018	April 15, 2018	-	3
<b>Common Stock</b>					
Regular Dividend	March 27, 2018	April 13, 2018	April 27, 2018	28.00	6,050
<b>Charge to retained earnings</b>					<b>6,065</b>

\* Dividends were declared based on total amount paid up.

### Retained Earnings Available for Dividend Declaration

The following table shows the reconciliation of our consolidated retained earnings available for dividend declaration as at December 31, 2017:

	(in million pesos)
Consolidated unappropriated retained earnings as at December 31, 2016	3,483
Effect of PAS 27 Adjustments and other adjustments	20,778
Parent Company's unappropriated retained earnings at beginning of the year	24,261
Less: Cumulative unrealized income – net of tax:	
Unrealized foreign exchange gains – net (except those attributable to cash and cash equivalents)	(523)
Fair value adjustments of investment property resulting to gain	(871)
Fair value adjustments (mark-to-market gains)	(2,922)
<b>Parent Company's unappropriated retained earnings available for dividends as at January 1, 2017</b>	<b>19,945</b>
Parent Company's net income attributable to equity holders of PLDT for the year	27,370
Less: Fair value adjustment of investment property resulting to gain	(8)
Fair value adjustments (mark-to-market gains)	(260)
	27,102
Add: Revaluation increment removed from other comprehensive income	
Realized fair value adjustments of investment property	101
Less: Cash dividends declared during the year	
Preferred stock	(59)
Common stock	(16,420)
Charged to retained earnings	(16,479)
<b>Parent Company's unappropriated retained earnings available for dividends as at December 31, 2017</b>	<b>30,669</b>

As at December 31, 2017, our consolidated unappropriated retained earnings amounted to Php634 million while the Parent Company's unappropriated retained earnings amounted to Php35,152 million. The difference of Php34,518 million pertains to the effect of PAS 27 in our investments in subsidiaries, associates and joint ventures accounted for under the equity method.

### Perpetual Notes

Smart issued Php2,610 million and Php1,590 million perpetual notes, with issue dates of March 3, 2017 and March 6, 2017, respectively, under two Notes Facility Agreements dated March 1, 2017 and March 2, 2017, respectively. The transaction costs amounting to Php35 million were accounted as a deduction from perpetual notes. Smart paid distributions amounting to Php177 million for the year ended December 31, 2017.

Smart issued additional Php1,095 million perpetual notes under a new Notes Facility Agreement dated July 18, 2017 to RCBC, Trustee of PLDT's Redemption Trust Fund. The transaction costs amounting to Php5 million were accounted as deduction from perpetual notes. Smart paid distributions amounting to Php14 million for the year ended December 31, 2017. These transactions were eliminated in the consolidated financial statements.

Proceeds from the issuance of these notes are intended to finance capital expenditures. The notes have no fixed redemption dates and Smart may, at its sole option, redeem the notes in whole but not in part. In accordance with PAS 32, the notes are classified as part of equity in the financial statements. The notes are subordinated to and rank junior to all senior loans of Smart.

## 21. Interest-bearing Financial Liabilities

As at December 31, 2017 and 2016, this account consists of the following:

	2017	2016
	(in million pesos)	
<b>Long-term portion of interest-bearing financial liabilities:</b>		
Long-term debt (Notes 9 and 28)	<b>157,654</b>	151,759
<b>Current portion of interest-bearing financial liabilities:</b>		
Long-term debt maturing within one year (Notes 9 and 28)	<b>14,957</b>	33,273

Unamortized debt discount, representing debt issuance costs and any difference between the fair value of consideration given or received at initial recognition, included in our financial liabilities amounted to Php525 million and Php631 million as at December 31, 2017 and 2016, respectively. See Note 28 – *Financial Assets and Liabilities*.

The following table describes all changes to unamortized debt discount for the years ended December 31, 2017 and 2016:

	2017	2016
	(in million pesos)	
Unamortized debt discount at beginning of the year	<b>631</b>	676
Additions during the year	<b>113</b>	185
Accretion during the year included as part of Financing costs – net (Note 5)	<b>(219)</b>	(230)
Unamortized debt discount at end of the year (Note 28)	<b>525</b>	631

### Long-term Debt

As at December 31, 2017 and 2016, long-term debt consists of:

Description	Interest Rates	2017		2016	
		(in millions)			
<i>U.S. Dollar Debts:</i>					
Export Credit Agencies-Supported Loans:					
Exportkreditnamnden, or EKN	1.4100% to 1.9000% and US\$ LIBOR + 0.3000% in 2017 and 2016	<b>US\$11</b>	<b>Php547</b>	US\$31	Php1,533
China Export and Credit Insurance Corporation, or Sinosure	US\$ LIBOR + 1.0000% to 1.8000% in 2016	-	-	-	-
EKN and AB Svensk Exportkredit, or SEK	3.9550% in 2016	-	-	-	-
		<b>11</b>	<b>547</b>	31	1,533
Fixed Rate Notes	8.3500% in 2017 and 2016	-	-	228	11,362
Term Loans:					
GSM Network Expansion Facilities	US\$ LIBOR + 1.1125% in 2017 and US\$ LIBOR + 0.8500% to 1.1125% in 2016	-	-	5	276
Others	2.8850% and US\$ LIBOR + 0.7900% to 1.6000% in 2017 and 2016	<b>690</b>	<b>34,485</b>	905	45,021
		<b>US\$701</b>	<b>Php35,032</b>	US\$1,169	Php58,192
<i>Philippine Peso Debts:</i>					
Corporate Notes	5.3300% to 6.2600% in 2017 and 2016		<b>15,675</b>		21,105
Fixed Rate Retail Bonds	5.2250% to 5.2813% in 2017 and 2016		<b>14,922</b>		14,902
Term Loans:					
Unsecured Term Loans	3.9000% to 6.4044%; BSP overnight rate and PDST-R2 + 1.0000% in 2017 and 3.9000% to 5.6400%; BSP overnight rate - 0.3500% to BSP overnight rate and PDST-R2 + 1.0000% in 2016		<b>106,982</b>		90,833
			<b>137,579</b>		126,840
Total long-term debt (Note 28)			<b>172,611</b>		185,032
Less portion maturing within one year (Note 28)			<b>14,957</b>		33,273
Noncurrent portion of long-term debt (Note 28)			<b>Php157,654</b>		Php151,759

The scheduled maturities of our consolidated outstanding long-term debt at nominal values as at December 31, 2017 are as follows:

Year	U.S. Dollar Debt		Php Debt	Total
	U.S. Dollar	Php	Php	Php
	(in millions)			
2018	259	12,923	2,181	15,104
2019	110	5,493	14,616	20,109
2020	210	10,509	8,783	19,292
2021	45	2,267	19,923	22,190
2022	31	1,518	14,217	15,735
2023 and onwards	50	2,498	78,208	80,706
(Note 28)	705	35,208	137,928	173,136

In order to acquire imported components for our network infrastructure in connection with our expansion and service improvement programs, we obtained loans extended and/or guaranteed by various export credit agencies as at December 31, 2017 and 2016:

Loan Amount	Date of Loan Agreement	Lender(s)	Terms			Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts					
			Installments	Final Installment	Dates Drawn				2017		2016			
(in millions)									(in millions)					
<b>U.S. Dollar Debts</b>														
<b>EKN, the Export-Credit Agency of Sweden</b>														
DMPI US\$59.2M <sup>(1)</sup>	December 17, 2007	ING Bank N.V., or ING Bank, Societe Generale and Calyon	18 equal semi-annual	March 31, 2017	Various dates in 2008-2009	US\$59.1	US\$0.1	March 31, 2017	US\$-	Php-	US\$3	Php168		
DMPI US\$51.2M <sup>(2)</sup>	December 17, 2007	ING Bank, Societe Generale and Calyon	18 equal semi-annual	June 30, 2017	Various dates in 2008-2009	51.1	0.1	March 31, 2017	-	-	3	146		
Smart US\$49M <sup>(3)</sup>	June 10, 2011	Nordea Bank AB (publ), or Nordea Bank, subsequently assigned to SEK on July 5, 2011	10 equal semi-annual	Tranche A1 and B: December 29, 2016; Tranche A2: October 30, 2017	Various dates in 2012 and February 21, 2013	49.0	-	April 28, 2017	-	-	5 <sup>(1)</sup>	233 <sup>(1)</sup>		
Smart US\$45.6M <sup>(3)</sup>	February 22, 2013	Nordea Bank, subsequently assigned to SEK on July 3, 2013	10 equal semi-annual, commencing 6 months after the applicable mean delivery date	Tranche A1 and B1: July 16, 2018; Tranche A2 and B2: April 15, 2019	Various dates in 2013-2014	45.6	-	-	11 <sup>(1)</sup>	547 <sup>(1)</sup>	20 <sup>(1)</sup>	986 <sup>(1)</sup>		
									US\$11	Php547	US\$31	Php1,533		

(<sup>1</sup>) Amounts are net of unamortized discount and/or debt issuance cost.

(<sup>1</sup>) The purpose of this loan is to finance the equipment and service contracts for the Phase 7 North Luzon Expansion and Change-out Project.

(<sup>2</sup>) The purpose of this loan is to finance the equipment and service contracts for the Phase 7 Expansion Project in Visayas and Mindanao.

(<sup>3</sup>) The purpose of this loan is to finance the supply and services contracts for the modernization and expansion project.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms			Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts				
			Installments	Final Installment	Dates Drawn				2017	2016	2017	2016	
(in millions)									(in millions)				
<b>Sinosure</b>													
DMPI US\$23.8M <sup>(1)</sup>	November 10, 2008	ING Bank	14 equal semi-annual	September 1, 2016	Various dates in 2008-2009	US\$23.8	US\$-	March 1, 2016	US\$-	Php-	US\$-	Php-	
DMPI US\$5.5M <sup>(2)</sup>	November 10, 2008	ING Bank	14 equal semi-annual	September 1, 2016	Various dates in 2008-2009	5.5	-	March 1, 2016	-	-	-	-	
DMPI US\$4.9M <sup>(3)</sup>	November 10, 2008	ING Bank	14 equal semi-annual	September 1, 2016	Various dates in 2008-2009	4.9	-	March 1, 2016	-	-	-	-	
DMPI US\$50M <sup>(4)</sup>	December 16, 2009	China Citic Bank Corporation Ltd., subsequently assigned to ING Bank on December 9, 2011	14 equal semi-annual	December 17, 2017	Various dates in 2010	48.0	2.0	June 16, 2016	-	-	-	-	
DMPI US\$117M <sup>(5)</sup>	September 15, 2010	China Development Bank and The Hong Kong and Shanghai Banking Corporation Limited	15 equal semi-annual	April 10, 2018	Various dates in 2011	116.3	1.0	April 11, 2016	-	-	-	-	
<b>EKN and SEK, the Export Credit Agency of Sweden</b>													
DMPI US\$96.6M <sup>(6)</sup>	April 28, 2009	Nordea Bank and ING Bank	17 equal semi-annual	Tranche 1: February 28, 2018; Tranche 2: November 30, 2018	Various dates in 2009-2011	96.6	-	Tranche 1: August 30, 2016; Tranche 2: May 30, 2016	-	-	-	-	
									US\$-	Php-	US\$-	Php-	

- (1) The purpose of this loan is to finance the equipment and service contracts for the Phase 7 Core Expansion Project.
- (2) The purpose of this loan is to finance the equipment and service contracts for the supply of 3G network in NCR.
- (3) The purpose of this loan is to finance the equipment and service contracts for the Phase 7 Intelligent Network Expansion Project.
- (4) The purpose of this loan is to finance the equipment, software and related materials for the Phase 2 3G Expansion, transmission for the Phase 2 3G Expansion and Phase 8A NCR and South Luzon BSS Expansion Projects.
- (5) The purpose of this loan is to finance the purchase of equipment and related materials for the expansion of Phase 8A and 8B Core and IN Network Expansion; Phase 8B NCR and SLZ BSS Network Expansion Project and Phase 3 3G Network Roll-out Project.
- (6) The purpose of this loan is to finance the supply of GSM mobile telephone equipment and related services.

Loan Amount	Issuance Date	Trustee	Terms		Repurchase		Paid in full on	Outstanding Amounts				
			Installments	Maturity	Date	Amount		2017	2016	2017	2016	
(in millions)									(in millions)			
<b>Fixed Rate Notes</b>												
PLDT US\$300M <sup>(1)</sup>	March 6, 1997	Deutsche Bank Trust Company Americas	Non-amortizing	March 6, 2017	Various dates in 2008-2014	US\$71.6	March 6, 2017	US\$-	Php-	US\$228 <sup>(1)</sup>	Php11,362 <sup>(1)</sup>	

- (1) Amounts are net of unamortized debt discount and/or debt issuance cost.
- (1) This fixed rate note has a coupon rate of 8.3500%. The purpose of this note is to finance service improvements and expansion programs.



Loan Amount	Date of Loan Agreement	Lender(s)	Terms			Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts			
			Installments	Final Installment	Dates Drawn				2017		2016	
(in millions)									(in millions)			
<i>Term Loans</i>												
<i>GSM Network Expansion</i>												
<i>Facilities</i>												
Smart US\$60M <sup>(1)</sup>	June 6, 2011	The Bank of Tokyo-Mitsubishi UFJ, Ltd., or Bank of Tokyo	8 equal semi-annual, commencing on the 18 <sup>th</sup> month from signing date	June 6, 2016	Various dates in 2012	US\$60	US\$-	June 6, 2016	US\$-	Php-	US\$-	Php-
Smart US\$50M <sup>(2)</sup>	August 19, 2011	Finnish Export Credit, Plc, or FEC	10 equal semi-annual, commencing 6 months after August 19, 2012	August 19, 2016	Various dates in 2012	50	-	August 19, 2016	-	-	-	-
Smart US\$50M <sup>(1)</sup>	May 29, 2012	Bank of Tokyo	9 equal semi-annual, commencing on May 29, 2013	May 29, 2017	Various dates in 2012	50	-	May 29, 2017	-	-	5 <sup>(1)</sup>	276 <sup>(1)</sup>
									US\$-	Php-	US\$5	Php276

(\*) Amounts are net of unamortized debt discount and/or debt issuance cost.

(1) The purpose of this loan is to finance the equipment and service contracts for the modernization and expansion project.

(2) The purpose of this loan is to finance the supply contracts for the modernization and expansion project.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts				
								2017		2016		
(in millions)									(in millions)			
<i>Other Term Loans<sup>(1)</sup></i>												
PLDT US\$150M	March 7, 2012	Syndicate of Banks with Bank of Tokyo as Facility Agent	9 equal semi-annual, commencing on the date which falls 12 months after the date of the loan agreement, with final installment on March 7, 2017	Various dates in 2012	US\$150	US\$-	March 7, 2017	US\$-	Php-	US\$17	Php830	
PLDT US\$300M	January 16, 2013	Syndicate of Banks with Bank of Tokyo as Facility Agent	9 equal semi-annual, commencing on the date which falls 12 months after the date of the loan agreement, with final installment on January 16, 2018	Various dates in 2013	300	-	January 16, 2018	33	1,665	100	4,977	
Smart US\$35M	January 28, 2013	China Banking Corporation, or CBC	10 equal semi-annual, with final installment on January 29, 2018	May 7, 2013	35	-	January 30, 2017	-	-	10	522	
Smart US\$50M	March 25, 2013	FEC	9 equal semi-annual, commencing six months after drawdown date, with final installment on March 23, 2018	Various dates in 2013 and 2014	32	18	-	3 <sup>(1)</sup>	178 <sup>(1)</sup>	11 <sup>(1)</sup>	531 <sup>(1)</sup>	
Smart US\$80M	May 31, 2013	CBC	10 equal semi-annual, commencing six months after drawdown date, with final installment on May 31, 2018	September 25, 2013	80	-	-	8	400	24	1,194	
									\$\$\$44	Php2,243	US\$162	Php8,054

(\*) Amounts are net of unamortized debt discount and/or debt issuance cost.

(1) The purpose of this loan is to finance capital expenditures and/or to refinance existing loan obligations which were utilized for network expansion and improvement programs.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts			
								2017	2016	2015	2014
Smart US\$120M	June 20, 2013	Mizuho Bank Ltd. and Sumitomo Mitsui Banking Corporation with Sumitomo as Facility Agent	8 equal semi-annual, commencing six months after drawdown date, with final installment on June 20, 2018	September 25, 2013	US\$120	US\$-	-	US\$15 <sup>(*)</sup>	Php747 <sup>(*)</sup>	US\$45 <sup>(*)</sup>	Php2,226 <sup>(*)</sup>
Smart US\$100M	March 7, 2014	Bank of Tokyo	9 equal semi-annual, commencing 12 months after drawdown date, with final installment on March 7, 2019	Various dates in 2014 March 2, 2015	90 10	-	-	33 <sup>(*)</sup>	1,658 <sup>(*)</sup>	55 <sup>(*)</sup>	2,744 <sup>(*)</sup>
Smart US\$50M	May 14, 2014	Mizuho Bank Ltd.	9 equal semi-annual, commencing 11 months after drawdown date, with final installment on May 14, 2019	July 1, 2014	50	-	-	17 <sup>(*)</sup>	828 <sup>(*)</sup>	28 <sup>(*)</sup>	1,372 <sup>(*)</sup>
PLDT US\$100M	August 5, 2014	Philippine National Bank, or PNB	Annual amortization rate of 1% of the issue price on the first year up to the fifth year from the initial drawdown date, with final installment on August 11, 2020	Various dates in 2014	100	-	-	97	4,846	98	4,877
PLDT US\$50M	August 29, 2014	Metrobank	Semi-annual amortization rate of 1% of the issue price on the first year up to the fifth year from the initial drawdown date and the balance payable upon maturity on September 2, 2020	September 2, 2014	50	-	-	49	2,435	49	2,451
PLDT US\$200M Tranche A: US\$150M; Tranche B: US\$50M	February 26, 2015	Bank of Tokyo	Commencing 36 months after loan date, with semi-annual amortization of 23.75% of the loan amount on the first and second repayment dates and seven semi-annual amortizations of 7.5% starting on the third repayment date, with final installment on February 25, 2022	Various dates in 2015	200	-	-	199 <sup>(*)</sup>	9,945 <sup>(*)</sup>	198 <sup>(*)</sup>	9,879 <sup>(*)</sup>
Smart US\$200M	March 4, 2015	Mizuho Bank Ltd.	9 equal semi-annual installments commencing on the date which falls 12 months after the loan date, with final installment on March 4, 2020	Various dates in 2015	200	-	-	110 <sup>(*)</sup>	5,511 <sup>(*)</sup>	154 <sup>(*)</sup>	7,663 <sup>(*)</sup>
Smart US\$100M	December 7, 2015	Mizuho Bank Ltd.	13 equal semi-annual installments commencing on the date which falls 12 months after the loan date, with final installment on December 7, 2022	Various dates in 2016	100	-	-	76 <sup>(*)</sup>	3,791 <sup>(*)</sup>	91 <sup>(*)</sup>	4,521 <sup>(*)</sup>
								<b>US\$596</b>	<b>Php29,761</b>	<b>US\$718</b>	<b>Php35,733</b>

(\*) Amounts are net of unamortized debt discount and/or debt issuance cost.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts			
								2017		2016	
(in millions)								(in millions)			
PLDT US\$25M	March 22, 2016	NTT Finance Corporation	Non-amortizing, payable upon maturity on March 30, 2023	March 30, 2016	US\$25	US\$-	-	US\$25 <sup>(1)</sup>	Php1,241 <sup>(1)</sup>	US\$25 <sup>(1)</sup>	Php1,234 <sup>(1)</sup>
PLDT US\$25M	January 31, 2017	NTT Finance Corporation	Non-amortizing, payable upon maturity on March 27, 2024	March 30, 2017	25	-	-	25 <sup>(1)</sup>	1,240 <sup>(1)</sup>	-	-
								50	2,481	25	1,234
								US\$690	Php34,485	US\$905	Php45,021

<sup>(1)</sup> Amounts are net of unamortized debt discount and/or debt issuance cost.

Loan Amount	Date of Loan Agreement	Facility Agent	Installments	Date of Issuance/ Drawdown	Prepayments		Outstanding Amounts		
					Amount	Date	2017	2016	
(in millions)								(in millions)	
<b>Philippine Peso Debts</b>									
<b>Fixed Rate Corporate Notes<sup>(1)</sup></b>									
<b>Smart</b>									
Php5,500M	March 15, 2012	Metrobank	Series A: 1% annual amortization starting March 19, 2013, with the balance of 96% payable on March 20, 2017;	Drawn and issued on March 19, 2012	Php1,376	July 19, 2013	Php-	Php3,930 <sup>(1)</sup>	
Series A: Php1,910M;			Series B: 1% annual amortization starting March 19, 2013 with the balance of 91% payable on March 19, 2022		2,803	June 19, 2017			
Series B: Php3,590M									
PLDT Php1,500M	July 25, 2012	Metrobank	Annual amortization rate of 1% of the issue price on the first year up to the sixth year from issue date and the balance payable upon maturity on July 27, 2019	July 27, 2012	1,188	July 29, 2013	285	288	
PLDT Php8,800M	September 19, 2012	Metrobank	Series A: 1% annual amortization on the first up to sixth year, with the balance payable on September 21, 2019;	September 21, 2012	2,055	June 21, 2013	6,408	6,475	
Series A: Php4,610M;			Series B: 1% annual amortization on the first up to ninth year, with the balance payable on September 21, 2022						
Series B: Php4,190M									
PLDT Php6,200M	November 20, 2012	BDO Unibank, Inc., or BDO	Series A: Annual amortization rate of 1% of the issue price on the first year up to the sixth year from issue date and the balance payable upon maturity on November 22, 2019;	November 22, 2012	-	-	5,890	5,952	
Series A: 7-year notes Php3,775M;			Series B: Annual amortization rate of 1% of the issue price on the first year up to the ninth year from issue date and the balance payable upon maturity on November 22, 2022						
Series B: 10-year note Php2,425M									
							Php12,583	Php16,645	

<sup>(1)</sup> Amounts are net of unamortized debt discount and/or debt issuance cost.

<sup>(1)</sup> The purpose of this loan is to finance capital expenditures and/or refinance existing loan obligations which were utilized for network expansion and improvement programs.

Loan Amount	Date of Loan Agreement	Facility Agent	Installments	Date of Issuance/ Drawdown	Prepayments		Outstanding Amounts	
					Amount	Date	2017	2016
					(in millions)		(in millions)	
Smart Php1,376M Series A: Php742M;  Series B: Php634M	June 14, 2013	Metrobank	Series A: Annual amortization equivalent to 1% of the principal amount starting June 19, 2014 with the balance of 97% payable on March 20, 2017; Series B: Annual amortization equivalent to 1% of the principal amount starting June 19, 2014 with the balance of 92% payable on March 21, 2022	June 19, 2013	Php608	June 19, 2017	Php-	Php1,335
PLDT Php2,055M Series A: Php1,735M;  Series B: Php320M	June 14, 2013	Metrobank	Series A: Annual amortization rate of 1% of the issue price up to the fifth year and the balance payable upon maturity on September 21, 2019; Series B: Annual amortization rate of 1% of the issue price up to the eighth year and the balance payable upon maturity on September 21, 2022	June 21, 2013	-	-	1,952	1,973
PLDT Php1,188M	July 19, 2013	Metrobank	Annual amortization rate of 1% of the issue on the first year up to the fifth year from the issue date and the balance payable upon maturity on July 27, 2019	July 29, 2013	-	-	1,140	1,152
							3,092	4,460
							Php15,675	Php21,105

(\*) Amounts are net of unamortized debt discount and/or debt issuance cost.

(†) The purpose of this loan is to finance capital expenditures and/or refinance existing loan obligations which were utilized for network expansion and improvement programs.

Loan Amount	Date of Loan Agreement	Paying Agent	Terms	Date of Issuance/ Drawdown	Prepayments		Outstanding Amounts	
					Amount	Date	2017	2016
					(in millions)		(in millions)	
<b>Fixed Rate Retail Bonds<sup>(†)</sup></b> PLDT Php15,000M	January 22, 2014	Philippine Depository Trust Corp.	Php12.4B – non-amortizing, payable in full upon maturity on February 6, 2021; Php2.6B – non-amortizing payable in full on February 6, 2024	February 6, 2014	Php-	-	Php14,922 <sup>(*)</sup>	Php14,902 <sup>(*)</sup>

(\*) Amounts are net of unamortized debt discount and/or debt issuance cost.

(†) This fixed rate retail corporate bond is comprised of Php12.4 billion and Php2.6 billion due in 2021 and 2024 with a coupon rate of 5.2250% and 5.2813%, respectively. The purpose of this loan is to finance capital expenditures and/or refinance existing loan obligations which were utilized for network expansion and improvement programs.



Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts	
								2017	2016
(in millions)								(in millions)	
<b>Term Loans</b>									
<b>Unsecured Term Loans<sup>(1)</sup></b>									
PLDT Php2,000M	March 20, 2012	RCBC	Annual amortization rate of 1% on the fifth year up to the ninth year from the initial drawdown date and the balance payable upon maturity on April 12, 2022	April 12, 2012	Php2,000	Php-	-	<b>Php1,980</b>	Php2,000
PLDT Php3,000M	April 27, 2012	Land Bank of the Philippines, or LBP	Annual amortization rate of 1% on the first year up to the fourth year from drawdown date and the balance payable upon maturity on July 18, 2017	July 18, 2012	3,000	-	January 18, 2017	-	2,880
PLDT Php2,000M	May 29, 2012	LBP	Annual amortization rate of 1% on the first year up to the fourth year from drawdown date and the balance payable upon maturity on June 27, 2017	June 27, 2012	2,000	-	June 27, 2017	-	1,920
Smart Php1,000M	June 7, 2012	LBP	Annual amortization rate of 1% of the principal amount commencing on the first year of the initial drawdown up to the fourth year and the balance payable upon maturity on August 22, 2017	August 22, 2012	1,000	-	February 22, 2017	-	960
PLDT Php200M	August 31, 2012	Manufacturers Life Insurance Co. (Phils.), Inc.	Payable in full upon maturity on October 9, 2019	October 9, 2012	200	-	-	<b>200</b>	200
PLDT Php1,000M	September 3, 2012	Union Bank of the Philippines, or Union Bank	Annual amortization rate of 1% on the first year up to the sixth year from the initial drawdown date and the balance payable upon maturity on January 13, 2020	January 11, 2013	1,000	-	-	<b>960</b>	970
PLDT Php1,000M	October 11, 2012	Philippine American Life and General Insurance Company, or Philam Life	Payable in full upon maturity on December 5, 2022	December 3, 2012	1,000	-	-	<b>1,000</b>	1,000
Smart Php3,000M	December 17, 2012	LBP	Annual amortization rate of 1% of the principal amount on the first year up to the sixth year commencing on the first year anniversary of the initial drawdown and the balance payable upon maturity on December 20, 2019	Various dates in 2012-2013	3,000	-	-	<b>2,850</b>	2,880
PLDT Php2,000M	November 13, 2013	Bank of the Philippine Islands, or BPI	Annual amortization rate of 1% on the first year up to the sixth year from the initial drawdown and the balance payable upon maturity on November 22, 2020	Various dates in 2013-2014	2,000	-	-	<b>1,920</b>	1,940
Smart Php3,000M	November 25, 2013	Metrobank	Annual amortization rate of 10% of the total amount drawn for six years and the final installment is payable upon maturity on November 27, 2020	November 29, 2013	3,000	-	-	<b>1,795<sup>(1)</sup></b>	2,093 <sup>(1)</sup>
Smart Php3,000M	December 3, 2013	BPI	Annual amortization rate of 1% of the total amount drawn for the first six years and the final installment is payable upon maturity on December 10, 2020	December 10, 2013	3,000	-	-	<b>2,874<sup>(1)</sup></b>	2,901 <sup>(1)</sup>
Smart Php3,000M	January 29, 2014	LBP	Annual amortization rate of 1% of the principal amount on the first year up to the sixth year commencing on the first year anniversary of the initial drawdown and the balance payable upon maturity on February 5, 2021	February 5, 2014	3,000	-	-	<b>2,903<sup>(1)</sup></b>	2,931 <sup>(1)</sup>
Smart Php500M	February 3, 2014	LBP	Annual amortization rate of 1% of the principal amount on the first year up to the sixth year commencing on the first year anniversary of the initial drawdown and the balance payable upon maturity on February 5, 2021	February 7, 2014	500	-	-	<b>485</b>	490
								<b>Php16,967</b>	<b>Php23,165</b>

<sup>(1)</sup> Amounts are net of unamortized debt discount and/or debt issuance cost.

<sup>(1)</sup> The purpose of this loan is to finance the capital expenditures and/or refinance existing loan obligations, which were utilized for service improvements and expansion programs.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts	
								2017	2016
(in millions)									
Smart Php2,000M	March 26, 2014	Union Bank	Annual amortization rate of 1% of the principal amount on the first year up to the sixth year commencing on the first year anniversary of the initial drawdown and the balance payable upon maturity on March 29, 2021	March 28, 2014	Php2,000	Php-	-	<b>Php1,940</b>	Php1,960
PLDT Php1,500M	April 2, 2014	Philam Life	Payable in full upon maturity on April 4, 2024	April 4, 2014	1,500	-	-	<b>1,500</b>	1,500
Smart Php500M	April 2, 2014	BDO	Annual amortization rate of 1% of the principal amount on the first year up to the sixth year commencing on the first year anniversary of the initial drawdown and the balance payable upon maturity on April 2, 2021	April 4, 2014	500	-	-	<b>485</b>	490
PLDT Php1,000M	May 23, 2014	Philam Life	Payable in full upon maturity on May 28, 2024	May 28, 2014	1,000	-	-	<b>1,000</b>	1,000
PLDT Php1,000M	June 9, 2014	LBP	Annual amortization rate of 1% on the first year up to the ninth year from initial drawdown date and the balance payable upon maturity on June 13, 2024	June 13, 2014	1,000	-	-	<b>970</b>	980
PLDT Php1,500M	July 28, 2014	Union Bank	Annual amortization rate of 1% on the first year up to the ninth year from initial drawdown date and the balance payable upon maturity on July 31, 2024	July 31, 2014	1,500	-	-	<b>1,455</b>	1,470
PLDT Php2,000M	February 25, 2015	BPI	Annual amortization rate of 1% on the first year up to the ninth year from initial drawdown date and the balance payable upon maturity on March 24, 2025	Various dates in 2013-2014	2,000	-	-	<b>1,960</b>	1,980
PLDT Php3,000M	June 26, 2015	BPI	Annual amortization rate of 1% on the first year up to the ninth year from initial drawdown date and the balance payable upon maturity on June 30, 2025	June 30, 2015	3,000	-	-	<b>2,940</b>	2,970
PLDT Php5,000M	August 3, 2015	Metrobank	Annual amortization rate of 1% on the first year up to the ninth year from initial drawdown date and the balance payable upon maturity on September 23, 2025	Various dates in 2015	5,000	-	-	<b>4,900</b>	4,950
Smart Php5,000M	August 11, 2015	Metrobank	Annual amortization rate of 1% of the principal amount on the first year up to the ninth year commencing on the first year anniversary of the initial drawdown date and the balance payable upon maturity on September 1, 2025	September 1, 2015	5,000	-	-	<b>4,880<sup>(1)</sup></b>	4,928 <sup>(1)</sup>
Smart Php5,000M	December 11, 2015	BPI	Annual amortization rate of 1% of the principal amount on the first year up to the ninth year commencing on the first year anniversary of the initial drawdown date and the balance payable upon maturity on December 21, 2025	December 21, 2015	5,000	-	-	<b>4,880<sup>(1)</sup></b>	4,927 <sup>(1)</sup>
								<b>Php26,910</b>	<b>Php27,155</b>

<sup>(1)</sup> Amounts are net of unamortized debt discount and/or debt issuance cost.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts	
								2017	2016
(in millions)									
Smart Php5,000M	December 16, 2015	Metrobank	Annual amortization rate of 1% of the principal amount up to the tenth year commencing on the first year anniversary of the initial drawdown and the balance payable upon maturity on June 29, 2026	December 28, 2015	Php5,000	Php-	-	Php4,879 <sup>(1)</sup>	Php4,927 <sup>(1)</sup>
Smart Php7,000M	December 18, 2015	CBC	Annual amortization rate of 1% of the principal amount on the third year up to the sixth year from the initial drawdown date, with balance payable upon maturity on December 28, 2022	December 28, 2015 and February 24, 2016	7,000	-	-	6,983 <sup>(1)</sup>	6,973 <sup>(1)</sup>
PLDT Php3,000M	July 1, 2016	Metrobank	Annual amortization rate of 1% on the first year up to the ninth year from initial drawdown date and the balance payable upon maturity on February 22, 2027	February 20, 2017	3,000	-	-	2,986 <sup>(1)</sup>	-
PLDT Php6,000M	July 1, 2016	Metrobank	Annual amortization rate of 1% on the first year up to the sixth year from initial drawdown date and the balance payable upon maturity on August 30, 2023	August 30, 2016 and November 10, 2016	6,000	-	-	5,915 <sup>(1)</sup>	5,971 <sup>(1)</sup>
PLDT Php8,000M	July 14, 2016	Security Bank	Semi-annual amortization rate of 1% of the total amount drawn starting from the end of the first year after the initial drawdown date until the ninth year and the balance payable on maturity on March 1, 2027	February 27, 2017	8,000	-	-	7,963 <sup>(1)</sup>	-
PLDT Php6,500M	September 20, 2016	BPI	Annual amortization rate of 1% on the first year up to the sixth year from initial drawdown date and the balance payable upon maturity on November 2, 2023	November 2, 2016 and December 19, 2016	6,500	-	-	6,407 <sup>(1)</sup>	6,483 <sup>(1)</sup>
Smart Php3,000M	September 28, 2016	BDO	Annual amortization rate of 1% of the principal amount on the first year up to the ninth year commencing on the first year anniversary of the initial drawdown date and the balance payable upon maturity on October 5, 2026	October 5, 2016	3,000	-	-	2,970	2,985
Smart Php5,400M	September 28, 2016	Union Bank	Annual amortization rate of 1% of the principal amount on the first year up to the sixth year commencing on the first year anniversary of the initial drawdown date and the balance payable upon maturity on October 24, 2023	Various dates in 2013-2014	5,400	-	-	5,333 <sup>(1)</sup>	5,374 <sup>(1)</sup>
PLDT Php5,300M	October 14, 2016	BPI	Annual amortization rate of 1% on the first year up to the sixth year from initial drawdown date and the balance payable upon maturity on December 19, 2023	December 19, 2016	5,300	-	-	5,224 <sup>(1)</sup>	5,300 <sup>(1)</sup>
Smart Php2,500M	October 27, 2016	CBC	Annual amortization rate of 10% of the amount drawn starting on the third year up to the sixth year, with balance payable upon maturity on December 8, 2023	December 8, 2016	2,500	-	-	2,500	2,500
								<b>Php51,160</b>	<b>Php40,513</b>

<sup>(1)</sup> Amounts are net of unamortized debt discount and/or debt issuance cost.

Loan Amount	Date of Loan Agreement	Lender(s)	Terms	Dates Drawn	Drawn Amount	Cancelled Undrawn Amount	Paid in full on	Outstanding Amounts	
								2017	2016
(in millions)								(in millions)	
Smart Php4,000M	October 28, 2016	Security Bank	Semi-annual amortization rate of 1% of the total amount drawn from first year up to the ninth year and the balance payable upon maturity on April 5, 2027	April 5, 2017	Php4,000	Php-	-	Php1,971 <sup>(1)</sup>	Php-
Smart Php1,000M	December 16, 2016	PNB	Annual amortization rate of 1% of the amount drawn starting on the first anniversary of the advance up to the ninth anniversary of the advance and the balance payable upon maturity on December 7, 2027	December 7, 2017	1,000	-	-	1,000	-
Smart Php2,000M	December 22, 2016	LBP	Annual amortization rate of 1% of the amount drawn starting on the first anniversary of the advance up to the ninth anniversary of the advance and the balance payable upon maturity on January 21, 2028	January 22, 2018	2,000	-	-	-	-
PLDT Php3,500M	December 23, 2016	LBP	Annual amortization rate of 1% on the first year up to the ninth year after the drawdown date and the balance payable upon maturity on April 5, 2027	April 5, 2017	3,500	-	-	3,484 <sup>(1)</sup>	-
Smart Php1,500M	April 18, 2017	PNB	Annual amortization rate of 1% of the amount drawn starting on the first anniversary of the advance up to the sixth year anniversary of the advance and the balance payable upon maturity on January 3, 2025	January 3, 2018	1,500	-	-	-	-
PLDT Php2,000M	May 24, 2017	Security Bank	Semi-annual amortization rate of Php10 million starting on October 5, 2017 and every six months thereafter with the balance payable upon maturity on April 5, 2027	May 29, 2017	2,000	-	-	1,990	-
PLDT Php3,500 M	July 5, 2017	LBP	Annual amortization rate of 1% on the first year up to the ninth year after the drawdown date and the balance payable upon maturity on July 12, 2027	July 10, 2017	3,500	-	-	3,500	-
PLDT Php1,500M	August 29, 2017	LBP	Annual amortization rate equivalent to 1% of the total loan payable on the first year up to the ninth year after the drawdown date and the balance payable upon maturity	-	-	-	-	-	-
Smart Php1,000M	September 28, 2017	Union Bank	Annual amortization rate of 1% of the amount drawn starting on the first year anniversary of the advance up to the ninth year anniversary of the advance and the balance payable upon maturity on February 21, 2028	February 19, 2018	1,000	-	-	-	-
								11,945	-
								Php106,982	Php90,833

<sup>(1)</sup> Amounts are net of unamortized debt discount and/or debt issuance cost.



## Compliance with Debt Covenants

PLDT's debt instruments contain restrictive covenants, including covenants that require us to comply with specified financial ratios and other financial tests, such as total debt to EBITDA and interest cover ratio, at relevant measurement dates, principally at the end of each quarterly period. We have complied with all of our maintenance financial ratios as required under our loan covenants and other debt instruments.

The principal factors that could negatively affect our ability to comply with these financial ratio covenants and other financial tests are depreciation of the Philippine peso relative to the U.S. dollar, poor operating performance of PLDT and its subsidiaries, impairment or similar charges in respect of investments or other long-lived assets that may be recognized by PLDT and its subsidiaries, and increases in our interest expense. Interest expense may increase as a result of various factors including issuance of new debt, the refinancing of lower cost indebtedness by higher cost indebtedness, depreciation of the Philippine peso relative to the U.S. dollar, the lowering of PLDT's credit ratings or the credit ratings of the Philippines, increase in reference interest rates, and general market conditions. Of our total consolidated debts, approximately 20% and 31% were denominated in U.S. dollars as at December 31, 2017 and 2016, respectively. Considering our consolidated hedges and U.S. dollar cash balances allocated for debt, the unhedged portion of our consolidated debt amounts were approximately 8% each as at December 31, 2017 and 2016, therefore, the financial ratio and other tests are expected to be negatively affected by any weakening of the Philippine peso relative to the U.S. dollar. See *Note 28 – Financial Assets and Liabilities – Foreign Currency Exchange Risk*.

PLDT's debt instruments contain a number of other negative covenants that, subject to certain exceptions and qualifications, restrict PLDT's ability to take certain actions without lenders' approval, including: (a) making or permitting any material change in the character of its business; (b) selling, leasing, transferring or disposing of all or substantially all of its assets or any significant portion thereof other than in the ordinary course of business; (c) creating any lien or security interest; (d) permitting set-off against amounts owed to PLDT; and (e) merging or consolidating with any other company.

PLDT's debt instruments also contain customary and other default provisions that permit the lender to accelerate amounts due or terminate their commitments to extend additional funds under the debt instruments. These default provisions include: (a) cross-defaults that will be triggered only if the principal amount of the defaulted indebtedness exceeds a threshold amount specified in these debt instruments; (b) failure by PLDT to meet certain financial ratio covenants referred to above; (c) the occurrence of any material adverse change in circumstances that a lender reasonably believes materially impairs PLDT's ability to perform its obligations under its debt instrument with the lender; (d) the revocation, termination or amendment of any of the permits or franchises of PLDT in any manner unacceptable to the lender; (e) the nationalization or sustained discontinuance of all or a substantial portion of PLDT's business; and (f) other typical events of default, including the commencement of bankruptcy, insolvency, liquidation or winding up proceedings by PLDT.

Smart's debt instruments contain certain restrictive covenants that require Smart to comply with specified financial ratios and other financial tests at semi-annual measurement dates. Smart's loan agreements include compliance with financial tests such as Smart's consolidated debt to consolidated EBITDA and debt service coverage ratio. The agreements also contain customary and other default provisions that permit the lender to accelerate amounts due under the loans or terminate their commitments to extend additional funds under the loans. These default provisions include: (a) cross-defaults and cross-accelerations that permit a lender to declare a default if Smart is in default under another loan agreement. These cross-default provisions are triggered upon a payment or other default permitting the acceleration of Smart debt, whether or not the defaulted debt is accelerated; (b) failure by Smart to comply with certain financial ratio covenants; and (c) the occurrence of any material adverse change in circumstances that the lender reasonably believes materially impairs Smart's ability to perform its obligations or impair the guarantors' ability to perform their obligations under its loan agreements.

The loan agreements with suppliers, banks (foreign and local alike) and other financial institutions provide for certain restrictions and requirements with respect to, among others, maintenance of percentage of ownership of specific shareholders, incurrence of additional long-term indebtedness or guarantees and creation of property encumbrances.

As at December 31, 2017 and 2016, we were in compliance with all of our debt covenants. See *Note 28 – Financial Assets and Liabilities – Derivative Financial Instruments*.

## Obligations under Finance Leases

The consolidated future minimum payments for finance leases and the long-term portion of obligations under finance leases (which cover various office equipment and vehicles) amounted to Php679 thousand and Php994 thousand as at December 31, 2017 and 2016, respectively. See *Note 2 – Summary of Significant Accounting Policies*, *Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Leases*, *Note 9 – Property and Equipment* and *Note 28 – Financial Assets and Liabilities*.

Under the terms of certain loan agreements and other debt instruments, PLDT may not create, incur, assume, permit or suffer to exist any mortgage, pledge, lien or other encumbrance or security interest over the whole or any part of its assets or revenues or suffer to exist any obligation as lessee for the rental or hire of real or personal property in connection with any sale and leaseback transaction.

## 22. Deferred Credits and Other Noncurrent Liabilities

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Accrual of capital expenditures under long-term financing (Note 28)	5,580	13,673
Provision for asset retirement obligations	1,630	1,582
Unearned revenues	324	270
Others (Note 28)	168	79
	<b>7,702</b>	<b>15,604</b>

Accrual of capital expenditures under long-term financing represents expenditures related to the expansion and upgrade of our network facilities which are not due to be settled within one year. Such accruals are settled through refinancing from long-term loans obtained from the banks. See *Note 21 – Interest-bearing Financial Liabilities*.

The following table summarizes all changes to asset retirement obligations for the years ended December 31, 2017 and 2016:

	2017	2016
	(in million pesos)	
Provision for asset retirement obligations at beginning of the year	1,582	1,437
Additional liability recognized during the year	82	147
Accretion expenses	39	36
Settlement of obligations and others	(73)	(38)
Provision for asset retirement obligations at end of the year	<b>1,630</b>	<b>1,582</b>

## 23. Accounts Payable

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Suppliers and contractors (Note 28)	54,196	46,820
Carriers and other customers (Note 28)	2,083	2,422
Taxes (Note 27)	1,952	1,972
Related parties (Notes 25 and 28)	451	290
Others	1,763	1,446
	<b>60,445</b>	<b>52,950</b>

Accounts payable are non-interest-bearing and are normally settled within 180 days.

For terms and conditions pertaining to the payables to related parties, see *Note 25 – Related Party Transactions*.

For detailed discussion on the PLDT Group's liquidity risk management processes, see *Note 28 – Financial Assets and Liabilities – Liquidity Risk*.

## 24. Accrued Expenses and Other Current Liabilities

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Accrued utilities and related expenses (Notes 25 and 28)	53,433	48,898
Accrued taxes and related expenses (Note 27)	11,645	9,922
Unearned revenues (Note 22)	8,039	6,990
Liability from redemption of preferred shares (Notes 20 and 28)	7,870	7,883
Accrued employee benefits and other provisions (Notes 25, 26 and 28)	6,599	6,214
Accrued interests and other related costs (Notes 21 and 28)	1,176	1,412
Provision for claims and assessments (Note 27)	–	897
Others (Note 10)	1,978	10,900
	<b>90,740</b>	<b>93,116</b>

Accrued utilities and related expenses pertain to costs incurred for electricity and water consumption, repairs and maintenance, selling and promotions, professional and other contracted services, rent, insurance and security services.

Accrued taxes and related expenses pertain to licenses, permits and other related business taxes, which are normally settled within a year.

Unearned revenues represent advance payments for leased lines, installation fees, monthly service fees and unused and/or unexpired portion of prepaid loads.

Other accrued expenses and other current liabilities are non-interest-bearing and are normally settled within a year. This pertains to other costs incurred for operations-related expenses pending receipt of invoice and statement of accounts from suppliers. The account as at December 31, 2016 includes the unpaid portion of PLDT's investments in VTI, Bow Arken and Brightshare. See *Note 10 – Investments in Associates and Joint Ventures – Investments of PLDT in VTI, Bow Arken and Brightshare*.

## 25. Related Party Transactions

Parties are considered to be related if one party has the ability, directly and indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control. Related parties may be individuals or corporate entities. Transactions with related parties are on an arm's length basis, similar to transactions with third parties.

Settlement of outstanding balances of related party transactions at year-end are expected to be settled with cash. The PLDT Group has not recorded any impairment of receivables relating to amounts owed by related parties as at December 31, 2017 and 2016. This assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates.

The following table provides the summary of outstanding balances as at December 31, 2017 and 2016 transactions that have been entered into with related parties:

	Classifications	Terms	Conditions	2017	2016
				(in million pesos)	
<i>Indirect investment in joint ventures through PCEV:</i>					
Meralco	Accrued expenses and other current liabilities (Note 24)	Electricity charges – immediately upon receipt of invoice	Unsecured	653	327
	Accrued expenses and other current liabilities (Note 24)	Pole rental – 45 days upon receipt of billing	Unsecured	5	–
MPIC	Advances and other noncurrent assets – net of current portion (Note 10)	Due on 2019 to 2021 for 2017 and 2018 to 2020 for 2016; non-interest-bearing	Unsecured	11,461	6,514
	Trade and other receivables (Notes 10 and 17)	Due on June 2018 for 2017 and June 2017 for 2016; non-interest-bearing	Unsecured	4,091	1,838
<i>Transactions with major stockholders, directors and officers:</i>					
NTT Finance Corporation	Interest-bearing financial liabilities (Note 21)	Non-amortizing, payable upon maturity on March 30, 2023	Unsecured	2,498	1,244
NTT World Engineering Marine Corporation	Accrued expenses and other current liabilities (Note 24)	1 <sup>st</sup> month of each quarter; non-interest-bearing	Unsecured	33	35
NTT Communications	Accrued expenses and other current liabilities (Note 24)	30 days upon receipt of invoice; non-interest-bearing	Unsecured	9	54
NTT Worldwide Telecommunications Corporation	Accrued expenses and other current liabilities (Note 24)	30 days upon receipt of invoice; non-interest-bearing	Unsecured	6	3
NTT DOCOMO	Accrued expenses and other current liabilities (Note 24)	30 days upon receipt of invoice; non-interest-bearing	Unsecured	11	41
JGSHI and Subsidiaries	Accounts payable and accrued expenses and other current liabilities (Notes 23 and 24)	Immediately upon receipt of invoice	Unsecured	11	2
Malayan Insurance Co., Inc., or Malayan	Prepayments (Note 19)	Immediately upon receipt of invoice	Unsecured	66	83
	Accrued expenses and other current liabilities (Note 24)	Immediately upon receipt of invoice	Unsecured	11	11
Gotuaco del Rosario and Associates, or Gotuaco	Prepayments (Note 19)	Immediately upon receipt of invoice	Unsecured	12	4
	Accrued expenses and other current liabilities (Note 24)	Immediately upon receipt of invoice	Unsecured	15	–
<i>Others:</i>					
TV5 Network, Inc., or TV5	Prepayments (Note 19)	–	Unsecured	277	414
Dakila Cable TV Corp., or, Dakila	Accrued expenses and other current liabilities (Note 24)	Immediately upon receipt of invoice	Unsecured	125	–
Various	Trade and other receivables (Note 17)	30 days upon receipt of invoice	Unsecured	1,867	1,416
	Accounts payable (Note 23)	Immediately upon receipt of billing	Unsecured	365	339
	Accrued expenses and other current liabilities (Note 24)	Immediately upon receipt of billing	Unsecured	35	39



The following table provides the summary of transactions that have been entered into with related parties for the years ended December 31, 2017, 2016 and 2015 in relation with the table above.

Classifications		2017	2016	2015
			(in million pesos)	
<i>Indirect investment in joint ventures through PCEV:</i>				
Meralco	Repairs and maintenance	2,397	2,401	2,328
	Rent	298	272	264
Meralco Industrial Engineering Services Corporation, or MIESCOR	Repairs and maintenance	117	144	165
	Construction-in-progress	81	67	95
<i>Transactions with major stockholders, directors and officers:</i>				
NTT Finance Corporation	Financing costs	56	19	–
NTT World Engineering Marine Corporation	Repairs and maintenance	47	18	60
NTT Communications	Professional and other contracted services	88	77	77
	Rent	4	7	10
NTT Worldwide Telecommunications Corporation	Selling and promotions	8	10	14
NTT DOCOMO	Professional and other contracted services	94	95	90
JGSHI and Subsidiaries	Rent	118	125	303
	Repairs and maintenance	69	57	20
	Communication, training and travel	2	2	2
Malayan	Insurance and security services	179	242	236
Gotuaco	Insurance and security services	126	156	–
Asia Link B.V., or ALBV	Professional and other contracted services	190	183	203
<i>Indirect investment in associate through ACeS</i>				
<i>Philippines:</i>				
AIL	Cost of sales (Note 5)	–	–	16
<i>Others:</i>				
TV5	Selling and promotions	149	126	161
Dakila	Cost of services	514	116	51
Various	Revenues	2,059	781	864
	Expenses	1,223	1,113	972

a. *Agreements between PLDT and certain subsidiaries with Meralco*

In the ordinary course of business, Meralco provides electricity to PLDT and certain subsidiaries' offices within its franchise area. Total electricity costs, which were presented as part of repairs and maintenance in our consolidated income statements, amounted to Php2,397 million, Php2,401 million and Php2,328 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under these agreements, the outstanding obligations, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php653 million and Php327 million as at December 31, 2017 and 2016, respectively.

PLDT and Smart have a Pole Attachment Contracts with Meralco, wherein Meralco leases its pole spaces to accommodate PLDT's and Smart's cable network facilities. Total fees under these contracts, which were presented as part of rent in our consolidated income statements, amounted to Php298 million, Php272 million and Php264 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under these agreements, the outstanding obligations, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php5 million and nil as at December 31, 2017 and 2016, respectively.

b. *Agreements between PLDT and MIESCOR*

PLDT has an existing Outside and Inside Plant Contracted Services Agreement with MIESCOR, a subsidiary of Meralco, which will expire on May 31, 2018. Under the agreement, MIESCOR assumes full and overall responsibility for the implementation and completion of any assigned project such as cable and civil works that are required for the provisioning and restoration of lines and recovery of existing plant.

Total fees under this agreement, which were presented as part of repairs and maintenance in our consolidated income statements, amounted to Php3 million, Php32 million and Php45 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total amounts capitalized to property and equipment amounted to Php5 million, Php4 million and Php3 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under these agreements, the outstanding obligations, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php610 thousand and Php25 thousand as at December 31, 2017 and 2016, respectively.

PLDT also has an existing Customer Line Installation, Repair, Rehabilitation and Maintenance Activities (formerly One Area One Partner for Outside Plant Subscriber Line Rehabilitation, Repair, Installation and Related Activities) agreement with MIESCOR, which will expire on December 31, 2018. Under the agreement, MIESCOR is responsible for the subscriber main station installation, repairs and maintenance of outside and inside plant network facilities in the areas awarded to them.

Total fees under this agreement, which were presented as part of repairs and maintenance in our consolidated income statements, amounted to Php114 million, Php112 million and Php120 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total amounts capitalized to property and equipment amounted to Php76 million, Php63 million and Php92 million for the years ended December 31, 2017, 2016 and 2015, respectively. There were no outstanding obligations under this agreement as at December 31, 2017 and 2016.

c. *Transactions with Major Stockholders, Directors and Officers*

Material transactions to which PLDT or any of its subsidiaries is a party, in which a director, key officer or owner of more than 10% of the outstanding common stock of PLDT, or any member of the immediate family of a director, key officer or owner of more than 10% of the outstanding common stock of PLDT, had a direct or indirect material interest as at December 31, 2017 and 2016, and for the years ended December 31, 2017, 2016 and 2015 are as follows:

1. *Term Loan Facility Agreements with NTT Finance Corporation*

On March 22, 2016, PLDT signed a US\$25 million term loan facility agreement with NTT Finance Corporation to finance its capital expenditure requirements for network expansion and service improvement and/or refinancing existing indebtedness. The loan is payable upon maturity on March 30, 2023. The loan was fully drawn on March 30, 2016. The amounts of US\$25 million, or Php1,249 million, and US\$25 million, or Php1,244 million, remained outstanding as at December 31, 2017 and 2016, respectively.

Another US\$25 million term loan facility was signed with NTT Finance Corporation in January 31, 2017 to finance its capital expenditure requirements for network expansion and service improvement and/or refinancing existing indebtedness. The loan is payable upon maturity on March 27, 2024. The loan was fully drawn on March 30, 2017. The amount of US\$25 million, or Php1,249 million, remained outstanding as at December 31, 2017.

2. *Various Agreements with NTT Communications and/or its Affiliates*

PLDT is a party to the following agreements with NTT Communications and/or its affiliates:

- *Service Agreement.* On February 1, 2008, PLDT entered into an agreement with NTT World Engineering Marine Corporation wherein the latter provides offshore submarine cable repair and other allied services for the maintenance of PLDT's domestic fiber optic network submerged plant. The fees under this agreement, which were presented as part of repairs and maintenance in our consolidated income statements, amounted to Php47 million, Php18 million and Php60 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under this agreement, the outstanding obligations of PLDT, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php33 million and Php35 million as at December 31, 2017 and 2016, respectively;

- *Advisory Services Agreement.* On March 24, 2000, PLDT entered into an agreement with NTT Communications, as amended on March 31, 2003, March 31, 2005 and June 16, 2006, under which NTT Communications provides PLDT with technical, marketing and other consulting services for various business areas of PLDT starting April 1, 2000. The fees under this agreement, which were presented as part of professional and other contracted services in our consolidated income statements, amounted to Php88 million for the year ended December 31, 2017 and Php77 million for each of the years ended December 31, 2016 and 2015. Under this agreement, the outstanding obligations of PLDT, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php7 million and Php52 million as at December 31, 2017 and 2016, respectively;
- *Conventional International Telecommunications Services Agreement.* On March 24, 2000, PLDT entered into an agreement with NTT Communications under which PLDT and NTT Communications agreed to cooperative arrangements for conventional international telecommunications services to enhance their respective international businesses. The fees under this agreement, which were presented as part of rent in our consolidated income statements, amounted to Php4 million, Php7 million and Php10 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under this agreement, the outstanding obligations of PLDT, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php2 million as at December 31, 2017 and 2016; and
- *Arcstar Licensing Agreement and Arcstar Service Provider Agreement.* On March 24, 2000, PLDT entered into an agreement with NTT Worldwide Telecommunications Corporation under which PLDT markets, and manages data and other services under NTT Communications' "Arcstar" brand to its corporate customers in the Philippines. PLDT also entered into a Trade Name and Trademark Agreement with NTT Communications under which PLDT has been given the right to use the trade name "Arcstar" and its related trademark, logo and symbols, solely for the purpose of PLDT's marketing, promotional and sales activities for the Arcstar services within the Philippines. The fees under this agreement, which were presented as part of selling and promotions in our consolidated income statements, amounted to Php8 million, Php10 million and Php14 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under this agreement, the outstanding obligations of PLDT, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php6 million and Php3 million as at December 31, 2017 and 2016, respectively.

### 3. *Advisory Services Agreement between NTT DOCOMO and PLDT*

An Advisory Services Agreement was entered into by NTT DOCOMO and PLDT on June 5, 2006, in accordance with the Cooperation Agreement dated January 31, 2006. Pursuant to the Advisory Services Agreement, NTT DOCOMO will provide the services of certain key personnel in connection with certain aspects of the business of PLDT and Smart. Also, this agreement governs the terms and conditions of the appointments of such key personnel and the corresponding fees related thereto. Total fees under this agreement, which were presented as part of professional and other contracted services in our consolidated income statements, amounted to Php94 million, Php95 million and Php90 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under this agreement, the outstanding obligations of PLDT, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php11 million and Php41 million as at December 31, 2017 and 2016, respectively.

### 4. *Transactions with JGSHI and Subsidiaries*

PLDT and certain of its subsidiaries have existing agreements with Universal Robina Corporation and Robinsons Land Corporation for office and business office rental. Total fees under these contracts, which were presented as part of rent in our consolidated income statements, amounted to Php118 million, Php125 million and Php303 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under these agreements, the outstanding obligations, which were presented as part of accounts payable and accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php5 million and Php287 thousand as at December 31, 2017 and 2016, respectively.

There were also other transactions such as airfare, electricity, marketing expenses and bank fees, which were presented as part of selling and promotions, communication, training and travel, repairs and maintenance and professional and other contracted services, in our consolidated income statements, amounted to Php71 million, Php59 million and Php22 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under these agreements, the outstanding obligations for these transactions, which were presented as part of accounts payable, and accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php6 million and Php2 million as at December 31, 2017 and 2016, respectively.

5. *Transactions with Malayan*

PLDT and certain of its subsidiaries have insurance policies with Malayan covering directors, officers, liability to employees and material damages for buildings, building improvements, equipment and motor vehicles. The premiums are directly paid to Malayan. Total fees under these contracts, which were presented as part of insurance and security services in our consolidated income statements, amounted to Php179 million, Php242 million and Php236 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under this agreement, the outstanding obligations, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php11 million each as at December 31, 2017 and 2016. Under this agreement, outstanding prepayments, which were presented as part of prepayments in our consolidated statements of financial position, amounted to Php66 million and Php83 million as at December 31, 2017 and 2016, respectively.

6. *Transactions with Gotuaco*

Gotuaco acts as the broker for certain insurance companies to cover certain insurable properties of the PLDT Group. Insurance premiums are remitted to Gotuaco and the broker's fees are settled between Gotuaco and the insurance companies. Total fees under these contracts, which were presented as part of insurance and security services in our consolidated income statement, amounted to Php126 million and Php156 million for the years ended December 31, 2017 and 2016, respectively. Under this agreement, the outstanding obligations, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to Php15 million and Php597 thousand as at December 31, 2017 and 2016, respectively. Under this agreement, the outstanding prepayments, which were presented as part of prepayments in our consolidated statements of financial position, amounted to Php12 million and Php4 million as at December 31, 2017 and 2016, respectively.

7. *Agreement between Smart and ALBV*

Smart has an existing Technical Assistance Agreement with ALBV, a subsidiary of the First Pacific Group and its Philippine affiliates. ALBV provides technical support services and assistance in the operations and maintenance of Smart's cellular business which provides for payment of technical service fees equivalent to a rate of 0.5% of the consolidated net revenues of Smart. Effective February 1, 2014, the parties agreed to reduce the technical service fee rate from 0.5% to 0.4% of the consolidated net revenues of Smart. The agreement, which expired on February 23, 2016 was renewed until February 23, 2018 and is subject to further renewal upon mutual agreement of the parties. Total service fees charged to operations under this agreement, which were presented as part of professional and other contracted services in our consolidated income statements, amounted to Php190 million, Php183 million and Php203 million for the years ended December 31, 2017, 2016 and 2015, respectively. Under this agreement, the outstanding obligations, which were presented as part of accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to nil as at December 31, 2017 and 2016.

8. *Cooperation Agreement with First Pacific and certain affiliates, or the FP Parties, NTT Communications and NTT DOCOMO*

In connection with the transfer by NTT Communications of approximately 12.6 million shares of PLDT's common stock to NTT DOCOMO pursuant to a Stock SPA dated January 31, 2006 between NTT Communications and NTT DOCOMO, the FP Parties, NTT Communications and NTT DOCOMO entered into a Cooperation Agreement, dated January 31, 2006. Under the Cooperation Agreement, the relevant parties extended certain rights of NTT Communications under the Stock Purchase and Strategic Investment Agreement dated September 28, 1999, as amended, and the Shareholders Agreement dated March 24, 2000, to NTT DOCOMO, including:



- certain contractual veto rights over a number of major decisions or transactions; and
- rights relating to the representation on the Board of Directors of PLDT and Smart, respectively, and any committees thereof.

Moreover, key provisions of the Cooperation Agreement pertain to, among other things:

- *Restriction on Ownership of Shares of PLDT by NTT Communications and NTT DOCOMO.* Each of NTT Communications and NTT DOCOMO has agreed not to beneficially own, directly or indirectly, in the aggregate with their respective subsidiaries and affiliates, more than 21% of the issued and outstanding shares of PLDT's common stock. If such event does occur, the FP Parties, as long as they own in the aggregate not less than 21% of the issued and outstanding shares of PLDT's common stock, have the right to terminate their respective rights and obligations under the Cooperation Agreement, the Shareholders Agreement and the Stock Purchase and Strategic Investment Agreement.
- *Limitation on Competition.* NTT Communications, NTT DOCOMO and their respective subsidiaries are prohibited from investing in excess of certain thresholds in businesses competing with PLDT in respect of customers principally located in the Philippines and from using their assets in the Philippines in such businesses. Moreover, if PLDT, Smart or any of Smart's subsidiaries intend to enter into any contractual arrangement relating to certain competing businesses, PLDT is required to provide, or to use reasonable efforts to procure that Smart or any of Smart's subsidiaries provide, NTT Communications and NTT DOCOMO with the same opportunity to enter into such agreement with PLDT or Smart or any of Smart's subsidiaries, as the case may be.
- *Business Cooperation.* PLDT and NTT DOCOMO agreed in principle to collaborate with each other on the business development, roll-out and use of a Wireless-Code Division Multiple Access mobile communication network. In addition, PLDT agreed, to the extent of the power conferred by its direct or indirect shareholding in Smart, to procure that Smart will: (i) become a member of a strategic alliance group for international roaming and corporate sales and services; and (ii) enter into a business relationship concerning preferred roaming and inter-operator tariff discounts with NTT DOCOMO.
- *Additional Rights of NTT DOCOMO.* Pursuant to amendments effected by the Cooperation Agreement to the Stock Purchase and Strategic Investment Agreement and the Shareholders Agreement, upon NTT Communications and NTT DOCOMO and their respective subsidiaries owning in the aggregate 20% or more of PLDT's shares of common stock and for as long as they continue to own in the aggregate at least 17.5% of PLDT's shares of common stock then outstanding, NTT DOCOMO has additional rights under the Stock Purchase and Strategic Investment Agreement and Shareholders Agreement, including that:
  1. NTT DOCOMO is entitled to nominate one additional NTT DOCOMO nominee to the Board of Directors of each PLDT and Smart;
  2. PLDT must consult NTT DOCOMO no later than 30 days prior to the first submission to the board of PLDT or certain of its committees of any proposal of investment in an entity that would primarily engage in a business that would be in direct competition or substantially the same business opportunities, customer base, products or services with business carried on by NTT DOCOMO, or which NTT DOCOMO has announced publicly an intention to carry on;
  3. PLDT must procure that Smart does not cease to carry on its business, dispose of all of its assets, issue common shares, merge or consolidate, or effect winding up or liquidation without PLDT first consulting with NTT DOCOMO no later than 30 days prior to the first submission to the board of PLDT or Smart, or certain of its committees; and
  4. PLDT must first consult with NTT DOCOMO no later than 30 days prior to the first submission to the board of PLDT or certain of its committees for the approval of any transfer by any member of the PLDT Group of Smart common capital stock to any person who is not a member of the PLDT Group.

NTT Communications and NTT DOCOMO together beneficially owned approximately 20% of PLDT's outstanding common stock as at December 31, 2017 and 2016.

- Change in Control.* Each of NTT Communications, NTT DOCOMO and the FP Parties agreed that to the extent permissible under applicable laws and regulations of the Philippines and other jurisdictions, subject to certain conditions, to cast its vote as a shareholder in support of any resolution proposed by the Board of Directors of PLDT for the purpose of safeguarding PLDT from any Hostile Transferee. A “Hostile Transferee” is defined under the Cooperation Agreement to mean any person (other than NTT Communications, NTT DOCOMO, First Pacific or any of their respective affiliates) determined to be so by the PLDT Board of Directors and includes, without limitation, a person who announces an intention to acquire, seeking to acquire or acquires 30% or more of PLDT common shares then issued and outstanding from time to time or having (by itself or together with itself) acquired 30% or more of the PLDT common shares who announces an intention to acquire, seeking to acquire or acquires a further 2% of such PLDT common shares: (a) at a price per share which is less than the fair market value as determined by the Board of Directors of PLDT, as advised by a professional financial advisor; (b) which is subject to conditions which are subjective or which could not be reasonably satisfied; (c) without making an offer for all PLDT common shares not held by it and/or its affiliates and/or persons who, pursuant to an agreement or understanding (whether formal or informal), actively cooperate to obtain or consolidate control over PLDT; (d) whose offer for the PLDT common shares is unlikely to succeed; or (e) whose intention is otherwise not *bona fide*; provided that, no person will be deemed a Hostile Transferee unless prior to making such determination, the Board of Directors of PLDT has used reasonable efforts to discuss with NTT Communications and NTT DOCOMO in good faith whether such person should be considered a Hostile Transferee.
- Termination.* If NTT Communications, NTT DOCOMO or their respective subsidiaries cease to own, in the aggregate, full legal and beneficial title to at least 10% of the shares of PLDT’s common stock then issued and outstanding, their respective rights and obligations under the Cooperation Agreement and the Shareholders Agreement will terminate and the Strategic Arrangements (as defined in the Stock Purchase and Strategic Investment Agreement) will terminate. If the FP Parties and their respective subsidiaries cease to have, directly or indirectly, effective voting power in respect of shares of PLDT’s common stock representing at least 18.5% of the shares of PLDT’s common stock then issued and outstanding, their respective rights and obligations under the Cooperation Agreement, the Stock Purchase and Strategic Investment Agreement, and the Shareholders Agreement will terminate.

d. *Air Time Purchase Agreement between PLDT, AIL and Related Agreements*

Under the Founder NSP Air Time Purchase Agreement, or ATPA, entered into with AIL in March 1997, which was amended in December 1998, or Original ATPA, PLDT was granted the exclusive right to sell AIL services, through ACeS Philippines, as national service provider, or NSP, in the Philippines. In exchange, the Original ATPA required PLDT to purchase from AIL a minimum of US\$5 million worth of air time, or Minimum Air Time Purchase Obligation, annually for ten years commencing on January 1, 2002, or the Minimum Purchase Period, the expected date of commercial operations of the Garuda I Satellite. In the event that AIL’s aggregate billed revenue was less than US\$45 million in any given year, the Original ATPA also required PLDT to make supplemental air time purchase payments of up to US\$15 million per year during the Minimum Purchase Period, or the Supplemental Air Time Purchase Obligation.

On February 1, 2007, the parties to the Original ATPA entered into an amendment to the Original ATPA on substantially the terms attached to the term sheet negotiated with the relevant banks, or Amended ATPA. Under the Amended ATPA, the Minimum Air Time Purchase Obligation was amended and replaced in its entirety with the obligation of PLDT to purchase from AIL a minimum of US\$500 thousand worth of air time annually over a period ending upon the earlier of: (i) the expiration of the Minimum Purchase Period; and (ii) the date on which all indebtedness incurred by AIL to finance the AIL System is repaid. Furthermore, the Amended ATPA unconditionally released PLDT from any obligations arising out of or in connection with the Original ATPA prior to the date of the Amended ATPA, except for obligations to pay for billable units used prior to such date.

In December 2014, AIL suffered a failure of the propulsion system on board the Garuda I Satellite, thus, AIL decided to decommission the operation of Garuda I Satellite in January 2015.

Subsequently, AIL and Inmarsat entered into a 12-month transitional period, wherein AIL shall continue to utilize Inmarsat system through I4F1 Satellite. On December 31, 2015, end of the transition period, AIL then terminated all satellite phone service subscriptions with Inmarsat.

Total fees under the Amended ATPA, which were presented as part of cost of sales in our consolidated income statements, amounted to nil for the years ended December 31, 2017 and 2016 and Php16 million for the year ended December 31, 2015. See *Note 5 – Income and Expenses – Cost of Sales*. Under the Amended ATPA, the outstanding obligations of PLDT, which were presented as part of accounts payable and accrued expenses and other current liabilities in our consolidated statements of financial position, amounted to nil as at December 31, 2017 and 2016.

e. *Others*

1. *Agreement of PLDT and Smart with TV5*

In 2010, PLDT and Smart entered into advertising placement agreements with TV5, a subsidiary of MediaQuest, which is a wholly-owned investee company of PLDT Beneficial Trust Fund for the airing and telecast of advertisements and commercials of PLDT and Smart on TV5's television network for a period of five years. The costs of telecast of each advertisement shall be applied and deducted from the placement amount only after the relevant advertisement or commercial is actually aired on TV5's television network. In June 2014, Smart and TV5 agreed to amend the liquidation schedule under the original advertising placement agreement by extending the term of expiry from 2015 to 2018. Total selling and promotions under the advertising placement agreements amounted to Php149 million, Php126 million and Php161 million for the years ended December 31, 2017, 2016 and 2015, respectively. Total prepayment under the advertising placement agreements amounted to Php277 million and Php414 million as at December 31, 2017 and 2016, respectively.

2. *Agreement of PLDT, Smart and DMPI with Dakila*

In May 2015, PLDT, Smart and DMPI entered into a four-year agreement with Dakila commencing with the launch of the OTT video-on-demand service, or iflix service, in the Philippines on June 18, 2015. iflix service is provided by iflix Sdn Bhd and Dakila is the authorized reseller of the iflix service in the Philippines. Under the agreement, PLDT, Smart and DMPI were appointed by Dakila to act as its internet service providers with an authority to resell and distribute the iflix service to their respective subscribers on a monthly and annual basis. Content cost recognized for the years ended December 31, 2017, 2016 and 2015 amounted to Php514 million, Php115 million and Php51 million, respectively. There were no prepayments under this agreement as at December 31, 2017 and 2016.

3. *Telecommunications services provided by PLDT and certain of its subsidiaries and other transactions with various related parties*

PLDT and certain of its subsidiaries provide telephone, data communication and other services to various related parties. The revenues under these services amounted to Php2,059 million, Php781 million and Php864 million for the years ended December 31, 2017, 2016 and 2015, respectively. The expenses under these services amounted to Php1,223 million, Php1,113 million and Php972 million for the years ended December 31, 2017, 2016 and 2015, respectively.

The outstanding receivables of PLDT and certain of its subsidiaries, which were presented as part of trade and other receivables in our consolidated statements of financial position amounted to Php1,867 million and Php1,416 million as at December 31, 2017 and 2016, respectively. Under these agreements, the outstanding obligations, which were presented as part of accounts payable in our consolidated statements of financial position amounted to Php365 million and Php339 million as at December 31, 2017 and 2016, respectively, and accrued expenses and other current liabilities amounted to Php35 million and Php39 million as at December 31, 2017 and 2016, respectively.

See *Note 10 – Investments in Associates and Joint Ventures – Investment in MediaQuest PDRs and Sale of PCEV's Beacon Preferred Shares to MPIC* for other related party transactions.

### Compensation of Key Officers of the PLDT Group

The compensation of key officers of the PLDT Group by benefit type for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
		(in million pesos)	
Short-term employee benefits	325	527	602
Post-employment benefits (Note 26)	27	50	43
Total compensation paid to key officers of the PLDT Group	352	577	645

Effective January 2014, each of the directors, including the members of the advisory board of PLDT, was entitled to a director's fee in the amount of Php250 thousand for each board meeting attended. Each of the members or advisors of the audit, executive compensation, governance and nomination, and technology strategy committees was entitled to a fee in the amount of Php125 thousand for each committee meeting attended.

Total fees paid for board meetings and board committee meetings amounted to Php72 million, Php57 million and Php55 million for the years ended December 31, 2017, 2016 and 2015, respectively.

Except for the fees mentioned above, the directors are not compensated, directly or indirectly, for their services as such.

There are no agreements between PLDT Group and any of its key management personnel providing for benefits upon termination of employment, except for such benefits to which they may be entitled under PLDT Group's retirement and incentive plans.

The amounts disclosed in the table are the amounts recognized as expenses during the period related to key management personnel.

## 26. Employee Benefits

### Pension

#### Defined Benefit Pension Plans

PLDT has defined benefit pension plans, operating under the legal name "The Board of Trustees for the account of the Beneficial Trust Fund created pursuant to the Benefit Plan of PLDT Company" and covering all of our permanent and regular employees. Certain subsidiaries of PLDT have not yet drawn up a specific retirement plan for its permanent or regular employees. For the purpose of complying with Revised PAS 19, pension benefit expense has been actuarially computed based on defined benefit plan.

PLDT's actuarial valuation is performed every year-end. Based on the latest actuarial valuation, the actual present value of prepaid benefit costs, net periodic benefit costs and average assumptions used in developing the valuation as at and for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
		(in million pesos)	
Changes in the present value of defined benefit obligations:			
Present value of defined benefit obligations at beginning of the year	23,142	21,602	23,072
Interest costs on benefit obligation	1,180	1,071	1,050
Service costs	1,158	1,066	1,113
Actuarial losses – experience	423	369	3
Actuarial gains – economic assumptions	(1,277)	(694)	(1,414)
Actual benefits paid/settlements	(2,723)	(241)	(2,112)
Curtailments and others (Note 5)	(400)	(31)	(110)
Present value of defined benefit obligations at end of the year	21,503	23,142	21,602



	2017	2016	2015
		(in million pesos)	
Changes in fair value of plan assets:			
Fair value of plan assets at beginning of the year	11,960	11,439	9,950
Actual contributions	5,122	5,708	7,086
Interest income on plan assets	641	600	519
Return on plan assets (excluding amount included in net interest)	(2,466)	(5,546)	(4,004)
Actual benefits paid/settlements	(2,723)	(241)	(2,112)
Fair value of plan assets at end of the year	12,534	11,960	11,439
Unfunded status – net	(8,969)	(11,182)	(10,163)
Accrued benefit costs	8,984	11,197	10,178
Prepaid benefit costs (Note 19)	15	15	15
Components of net periodic benefit costs:			
Service costs	1,158	1,066	1,113
Interest costs – net	539	471	531
Curtailment/settlement losses and other adjustments	(341)	–	(29)
Net periodic benefit costs (Note 5)	1,356	1,537	1,615

Actual net losses on plan assets amounted to Php1,825 million, Php4,946 million and Php3,485 million for the years ended December 31, 2017, 2016 and 2015, respectively.

Based on the latest actuarial valuation, our expected contribution to the defined benefit plan in 2018 will amount to Php1,416 million.

The following table sets forth the expected future settlements by the Plan of maturing defined benefit obligation as at December 31, 2017:

	(in million pesos)
2018	268
2019	444
2020	423
2021	662
2022	844
2023 to 2060	91,691

The average duration of the defined benefit obligation at the end of the reporting period is 8 to 19 years.

The weighted average assumptions used to determine pension benefits for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
Rate of increase in compensation	6.0%	6.0%	6.0%
Discount rate	5.8%	5.3%	5.0%

We have adopted mortality rates in accordance with the 1994 Group Annuity Mortality Table developed by the U.S. Society of Actuaries, which provides separate rates for males and females.

The sensitivity analysis below has been determined based on reasonably possible changes of each significant assumption on the defined benefit obligation as at December 31, 2017 and 2016, assuming if all other assumptions were held constant:

	Increase (Decrease)	
	(in million pesos)	
Discount rate	1%	(2,262)
	(1%)	2,638
Future salary increases	1%	2,606
	(1%)	(2,288)

#### *PLDT's Retirement Plan*

The Board of Trustees, which manages the beneficial trust fund, is composed of: (i) a member of the Board of Directors of PLDT, who is not a beneficiary of the Plan; (ii) a member of the Board of Directors or a senior officer of PLDT, who is a beneficiary of the Plan; (iii) a senior member of the executive staff of PLDT; and (iv) two persons who are not executives nor employees of PLDT.

Benefits are payable in the event of termination of employment due to: (i) compulsory, optional, or deferred retirement; (ii) death while in active service; (iii) physical disability; (iv) voluntary resignation; or (v) involuntary separation from service. For a plan member with less than 15 years of credited services, retirement benefit is equal to 100% of final compensation for every year of service. For those with at least 15 years of service, retirement benefit is equal to 125% of final compensation for every year of service, with such percentage to be increased by an additional 5% for each completed year of service in excess of 15 years, but not to exceed a maximum of 200%. In case of voluntary resignation after attainment of age 40 and completion of at least 15 years of credited service, benefit is equal to a percentage of his vested retirement benefit, in accordance with percentages prescribed in the retirement plan.

The Board of Trustees of the beneficial trust fund uses an investment approach with the objective of maximizing the long-term expected return of plan assets.

The majority of the Plan's investment portfolio consists of listed and unlisted equity securities while the remaining portion consists of passive investments like temporary cash investments and fixed income investments.

The plan assets are primarily exposed to financial risks such as liquidity risk and price risk.

Liquidity risk pertains to the plan's ability to meet its obligation to the employees upon retirement. To effectively manage liquidity risk, the Board of Trustees invest at least the equivalent amount of actuarially computed expected compulsory retirement benefit payments for the period to liquid/semi-liquid assets such as treasury notes, treasury bills, savings and time deposits with commercial banks.

Price risk pertains mainly to fluctuations in market prices of equity securities listed in the PSE. In order to effectively manage price risk, the Board of Trustees continuously assess these risks by closely monitoring the market value of the securities and implementing prudent investment strategies.

The following table sets forth the fair values, which are equal to the carrying values, of PLDT's plan assets recognized as at December 31, 2017 and 2016:

	2017	2016
	(in million pesos)	
<b>Noncurrent Financial Assets</b>		
<i>Investments in:</i>		
Unlisted equity investments	9,372	8,898
Shares of stock	2,510	2,426
Corporate bonds	111	106
Government securities	22	23
Investment properties	4	4
Mutual funds	30	3
Total noncurrent financial assets	12,049	11,460

	2017	2016
	(in million pesos)	
<b>Current Financial Assets</b>		
Cash and cash equivalents	396	412
Receivables	4	4
Total current financial assets	400	416
Total PLDT's Plan Assets	12,449	11,876
Subsidiaries Plan Assets	85	84
<b>Total Plan Assets of Defined Benefit Pension Plans</b>	<b>12,534</b>	<b>11,960</b>

Investment in shares of stocks is valued using the latest bid price at the reporting date. Investments in corporate bonds, mutual funds and government securities are valued using the market values at reporting date. Investment properties are valued using the latest available appraised values.

### Unlisted Equity Investments

As at December 31, 2017 and 2016, this account consists of:

	2017	2016	2017	2016
	% of Ownership		(in million pesos)	
MediaQuest	100%	100%	8,696	8,267
Tahanan Mutual Building and Loan Association, Inc., or TMBLA, (net of subscriptions payable of Php32 million)	100%	100%	435	400
BTFHI	100%	100%	201	192
Superior Multi Parañaque Homes, Inc.	100%	100%	39	38
Bancholders, Inc.	100%	100%	1	1
			<b>9,372</b>	<b>8,898</b>

#### *Investments in MediaQuest*

MediaQuest was registered with the Philippine SEC on June 29, 1999 primarily to purchase, subscribe for or otherwise acquire and own, hold, use, manage, sell, assign, transfer, mortgage, pledge, exchange, or otherwise dispose of real and personal property or every kind and description, and to pay thereof in whole or in part, in cash or by exchanging, stocks, bonds and other evidences of indebtedness or securities of this any other corporation. Its investments include common shares of stocks of various communication, broadcasting and media entities.

Investments in MediaQuest are carried at fair value. The VIU calculations were derived from cash flow projections over a period of three to five years based on the 2018 financial budgets approved by the MediaQuest's Board of Directors and calculated terminal value. Loss on changes in fair value of the investments for the year ended December 31, 2017 and 2016 amounted to Php2.1 billion and Php4.9 billion, respectively, are recognized in the statements of changes in net assets available for plan benefits under "Net fair value gain (loss) on investments."

On May 8, 2012, the Board of Trustees of the Beneficial Trust Fund approved the issuance by MediaQuest of PDRs amounting to Php6 billion. The underlying shares of these PDRs are the shares of stocks of Cignal TV held by MediaQuest through Satventures (Cignal TV PDRs). On the same date, MediaQuest Board of Directors approved the investment in Cignal TV PDRs by ePLDT, which gave ePLDT a 40% economic interest in Cignal TV. In June 2012, MediaQuest received a deposit for future PDRs subscription of Php4 billion from ePLDT. Additional deposits of Php1 billion each were received on July 6, 2012 and August 9, 2012.

On January 25, 2013, the Board of Trustees of the Beneficial Trust Fund and the MediaQuest Board of Directors approved the issuance of additional MediaQuest PDRs amounting to Php3.6 billion. The underlying shares of these additional PDRs are the shares of Satventures held by MediaQuest (Satventures PDRs), the holder of which will have a 40% economic interest in Satventures. Satventures is a wholly-owned subsidiary of MediaQuest and the investment vehicle for Cignal TV. From March to August 2013, MediaQuest received from ePLDT an amount aggregating to Php3.6 billion representing deposits for future PDRs subscription. The Satventures PDRs and Cignal TV PDRs were subsequently issued on September 27, 2013, providing ePLDT an effective 64% economic interest in Cignal TV.

Also, on January 25, 2013, the Board of Trustees of the Beneficial Trust Fund and the MediaQuest Board of Directors approved the issuance of additional MediaQuest PDRs amounting to Php1.95 billion. The underlying shares of these additional PDRs are the shares of stocks of Hastings held by MediaQuest (Hastings PDRs). Hastings is a wholly-owned subsidiary of MediaQuest, which holds all the print-related investments of MediaQuest, including equity interests in the three leading newspapers: The Philippine Star, Philippine Daily Inquirer, and Business World. From June 2013 to October 2013, MediaQuest received from ePLDT an amount aggregating to Php1.95 billion representing deposits for future PDRs subscription.

On February 19, 2014, ePLDT's Board of Directors approved an additional Php500 million investment in Hastings PDRs. On March 11, 2014, MediaQuest received from ePLDT an amount aggregating to Php300 million representing deposits for future PDRs subscription. As at December 31, 2014, total deposit for PDRs subscription amounted to Php2,250 million.

On May 21, 2015, ePLDT's Board of Directors approved an additional Php800 million investment in Hastings PDRs and settlement of the Php200 million balance of the Php500 million Hastings PDR investment in 2014. Subsequently, on June 1, 2015, the Board of Trustees of the Beneficial Trust Fund and the Board of Directors of MediaQuest approved the issuance of Php3,250 million Hastings PDRs. This provided ePLDT with 70% economic interest in Hastings. See *Note 10 – Investments in Associates and Joint Ventures – Investment in MediaQuest PDRs*.

In 2016 and 2017, the Board of Trustees of the Beneficial Trust Fund approved additional investment in MediaQuest amounting to Php5,500 million and Php2,500 million, respectively, to fund MediaQuest's investment requirements. The full amount was fully drawn by MediaQuest during 2016 and 2017.

On February 2, 2018, the Board of Trustees of the Beneficial Trust Fund approved the acquisition, through a Deed of Assignment, of Hastings PDRs with 70% economic interest in Hastings from ePLDT for the amount of Php1,664 million. The assignment was completed on February 15, 2018 providing the PLDT Beneficial Trust Fund with 100% economic interest in Hastings. See *Note 10 – Investments in Associates and Joint Ventures – Investment in MediaQuest PDRs*.

Other key assumptions used in the cash flow projections include revenue growth rate, direct costs and capital expenditures. The pre-tax discount rates applied to cash flow projections range from 10% to 11%. Cash flows beyond the five-year period are determined using 0% to 4.8% growth rates.

#### *Investment in TMBLA*

TMBLA was incorporated for the primary purpose of accumulating the savings of its stockholders and lending funds to them for housing programs. The beneficial trust fund has a direct subscription in shares of stocks of TMBLA in the amount of Php112 million. The related unpaid subscription of Php32 million is included in unlisted equity investments. The cumulative change in the fair market values of this investment amounted to Php355 million and Php320 million as at December 31, 2017 and 2016, respectively.

#### *Investment in BTFHI*

BTFHI was incorporated for the primary purpose of acquiring voting preferred shares in PLDT and while the owner, holder of possessor thereof, to exercise all the rights, powers, and privileges of ownership or any other interest therein.

On October 26, 2012, BTFHI subscribed to a total of 150 million shares of Voting Preferred Stock of PLDT at a subscription price of Php1.00 per share for a total subscription price of Php150 million. Total cash dividend income amounted to Php10 million for each of the years ended December 31, 2017, 2016 and 2015. Dividend receivables amounted to Php2 million as at December 31, 2017 and 2016.



## Shares of Stocks

As at December 31, 2017 and 2016, this account consists of:

	2017	2016
	(in million pesos)	
Common shares		
PSE	1,555	1,590
PLDT	39	36
Others	556	440
Preferred shares	360	360
	<b>2,510</b>	<b>2,426</b>

Dividends earned on PLDT common shares amounted to Php2 million, Php3 million and Php2 million for the years ended December 31, 2017, 2016 and 2015, respectively.

Preferred shares represent 300 million unlisted preferred shares of PLDT at Php10 par value, net of subscription payable of Php2,640 million as at December 31, 2017 and 2016. These shares, which bear dividend of 13.5% per annum based on the paid-up subscription price, are cumulative, non-convertible and redeemable at par value at the option of PLDT. Dividends earned on this investment amounted to Php47 million for each of the years ended December 31, 2017 and 2016, and Php49 million for the year ended December 31, 2015.

## Corporate Bonds

Investment in corporate bonds includes various long-term peso and dollar denominated bonds with maturities ranging from August 2019 to June 2027 and fixed interest rates from 4.38% to 6.94% per annum. Total investment in corporate bonds amounted to Php111 million and Php106 million as at December 31, 2017 and 2016, respectively.

## Government Securities

Investment in government securities includes Fixed Rate Treasury Notes bearing interest rate of 5.88% per annum. These securities are fully guaranteed by the government of the Republic of the Philippines. Total investment in government securities amounted to Php22 million and Php23 million as at December 31, 2017 and 2016, respectively.

## Investment Properties

Investment properties include one condominium unit (a bare 58 square meter unit) located in Ayala-FGU Building along Alabang-Zapote Road in Muntinlupa City. A similar unit of a larger floor area (127 square meters) located on the same building was sold in April 2016. Total fair value of investment properties amounted to Php4 million each as at December 31, 2017 and 2016.

The asset allocation of the Plan is set and reviewed from time to time by the Plan Trustees taking into account the membership profile, the liquidity requirements of the Plan and risk appetite of the Plan sponsor. This considers the expected benefit cash flows to be matched with asset durations.

## Mutual Funds

Investment in mutual funds includes a local equity fund, which aims to out-perform benchmarks in various indices as part of its investment strategy. Total investment in mutual funds amounted to Php30 million and Php3 million as at December 31, 2017 and 2016, respectively.

The allocation of the fair value of the assets for the PLDT pension plan as at December 31, 2017 and 2016 are as follows:

	2017	2016
Investments in listed and unlisted equity securities	95%	95%
Temporary cash investments	3%	4%
Mutual funds	1%	1%
Debt and fixed income securities	1%	–
	100%	100%

#### Defined Contribution Plans

Smart's and certain of its subsidiaries' contributions to the plan are made based on the employees' years of tenure and range from 5% to 10% of the employee's monthly salary. Additionally, an employee has an option to make a personal contribution to the fund, at an amount not exceeding 10% of his monthly salary. The employer then provides an additional contribution to the fund ranging from 10% to 50% of the employee's contribution based on the employee's years of tenure. Although the plan has a defined contribution format, Smart and certain of its subsidiaries regularly monitor compliance with R.A. 7641. As at December 31, 2017 and 2016, Smart and certain of its subsidiaries were in compliance with the requirements of R.A. 7641.

Smart's and certain of its subsidiaries' actuarial valuation is performed every year-end. Based on the latest actuarial valuation, the actual present value of prepaid benefit costs, net periodic benefit costs and average assumptions used in developing the valuation as at and for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
		(in million pesos)	
Changes in the present value of defined benefit obligations:			
Present value of defined benefit obligations at beginning of the year	2,177	2,116	2,149
Service costs	269	284	289
Interest costs on benefit obligation	113	94	98
Actuarial losses (gains) – economic assumptions	29	1	(67)
Actuarial gains – experience	(6)	(77)	(217)
Actual benefits paid/settlements	(92)	(226)	(96)
Curtailment and others	–	(15)	(40)
Present value of defined benefit obligations at end of the year	2,490	2,177	2,116
Changes in fair value of plan assets:			
Fair value of plan assets at beginning of the year	2,414	2,388	2,205
Actual contributions	335	201	227
Interest income on plan assets	131	125	92
Return on plan assets (excluding amount included in net interest)	74	(74)	(40)
Actual benefits paid/settlements	(92)	(226)	(96)
Fair value of plan assets at end of the year	2,862	2,414	2,388
Funded status – net	372	237	272
Accrued benefit costs	13	9	19
Prepaid benefit costs (Note 19)	385	246	291
Components of net periodic benefit costs:			
Service costs	269	284	289
Interest costs – net	(18)	(31)	7
Curtailment/settlement gain	–	(15)	(23)
Net periodic benefit costs (Note 5)	251	238	273

Smart's net consolidated pension benefit costs amounted to Php251 million, Php238 million and Php273 million for the years ended December 31, 2017, 2016 and 2015, respectively.

Actual net gains on plan assets amounted to Php205 million, Php51 million and Php52 million for the years ended December 31, 2017, 2016 and 2015, respectively.

Based on the latest actuarial valuation, Smart and certain of its subsidiaries expect to contribute the amount of approximately Php305 million to its defined benefit plan in 2018.

The following table sets forth the expected future settlements by the Plan of maturing defined benefit obligation as at December 31, 2017:

	(in million pesos)
2018	129
2019	85
2020	135
2021	99
2022	159
2023 to 2060	1,194

The average duration of the defined benefit obligation at the end of the reporting period is 12 to 20 years.

The weighted average assumptions used to determine pension benefits for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
Rate of increase in compensation	5.0%	5.0%	5.0%
Discount rate	5.8%	5.2%	5.0%

The sensitivity analysis below has been determined based on reasonably possible changes of each significant assumption on the defined benefit obligation as at December 31, 2017, assuming if all other assumptions were held constant:

	Increase (Decrease)	
	(in million pesos)	
Discount rate	(1%)	(6)
	1%	11
Future salary increases	1%	11
	(1%)	(6)

#### *Smart's Retirement Plan*

The fund is being managed and invested by BPI Asset Management and Trust Group, as Trustee, pursuant to an amended trust agreement dated February 21, 2012.

The plan's investment portfolio seeks to achieve regular income, long-term capital growth and consistent performance over its own portfolio benchmark. In order to attain this objective, the Trustee's mandate is to invest in a diversified portfolio of bonds and equities, both domestic and international. The portfolio mix is kept at 60% to 90% for debt and fixed income securities, while 10% to 40% is allotted to equity securities.

The following table sets forth the fair values, which are equal to the carrying values, of Smart's plan assets recognized as at December 31, 2017 and 2016:

	2017	2016
	(in million pesos)	
<b>Noncurrent Financial Assets</b>		
<i>Investments in:</i>		
Domestic fixed income	1,721	1,390
International equities	557	475
Domestic equities	555	379
Philippine foreign currency bonds	373	478
International fixed income	361	163
Total noncurrent financial assets	3,567	2,885

	2017	2016
	(in million pesos)	
<b>Current Financial Assets</b>		
Cash and cash equivalents	153	237
Receivables	8	1
Total current financial assets	161	238
Total plan assets	3,728	3,123
Employee's share, forfeitures and mandatory reserve account	866	709
<b>Total Plan Assets of Defined Contribution Plans</b>	<b>2,862</b>	<b>2,414</b>

### ***Domestic Fixed Income***

Investments in domestic fixed income include Philippine peso denominated bonds, such as government securities and corporate debt securities, with fixed interest rates from 2.8% to 10.13% per annum. Total investments in domestic fixed income amounted to Php1,721 million and Php1,390 million as at December 31, 2017 and 2016, respectively.

### ***International Equities***

Investments in international equities include mutual funds managed by Wellington equity funds. Total investment in international equities amounted to Php557 million and Php475 million as at December 31, 2017 and 2016, respectively.

### ***Domestic Equities***

Investments in domestic equities include direct equity investments in common shares listed in the PSE. These investments earn on stock price appreciation and dividend payments. Total investment in domestic equities amounted to Php555 million and Php379 million as at December 31, 2017 and 2016, respectively. This includes investment in PLDT shares with fair value of Php24 million and Php11 million as at December 31, 2017 and 2016, respectively.

### ***Philippine Foreign Currency Bonds***

Investments in Philippine foreign currency bonds include U.S. dollar denominated fixed income instruments issued by the Philippine government and local corporations with fixed interest rates from 2.47% to 10.63% per annum. Total investment in Philippine foreign currency bonds amounted to Php373 million and Php478 million as at December 31, 2017 and 2016, respectively.

### ***International Fixed Income***

Investments in international fixed income include mutual funds which are invested in Pacific Investment Management Company and iShares funds, a diversified portfolio of high-yield foreign currency denominated bonds. Total investments in international fixed income amounted to Php361 million and Php163 million as at December 31, 2017 and 2016, respectively.

### ***Cash and Cash Equivalents***

This pertains to the fund's excess liquidity in Philippine peso and U.S. dollars including investments in time deposits, money market funds and other deposit products of banks with duration or tenor less than a year.

The asset allocation of the Plan is set and reviewed from time to time by the Plan Trustees taking into account the membership profile, the liquidity requirements of the Plan and risk appetite of the Plan sponsor. This considers the expected benefit cash flows to be matched with asset durations.

The plan assets are primarily exposed to financial risks such as liquidity risk and price risk.

Liquidity risk pertains to the plan's ability to meet its obligation to the employees upon retirement. To effectively manage liquidity risk, the Plan Trustees invest a portion of the fund in readily tradeable and liquid investments which can be sold at any given time to fund liquidity requirements.



Price risk pertains mainly to fluctuations in market prices of equity securities listed in the PSE. In order to effectively manage price risk, the Plan Trustees continuously assess these risks by closely monitoring the market value of the securities and implementing prudent investment strategies.

The allocation of the fair value of Smart and certain of its subsidiaries pension plan assets as at December 31, 2017 and 2016 is as follows:

	2017	2016
Investments in debt and fixed income securities and others	70%	73%
Investments in listed and unlisted equity securities	30%	27%
	100%	100%

### **Other Long-term Employee Benefits**

On September 26, 2017, the Board of Directors of PLDT approved the TIP, which intends to provide incentive compensation to key officers, executives and other eligible participants who are consistent performers and contributors to the Company's strategic and financial goals. The incentive compensation will be in the form of Performance Shares, PLDT common shares of stock, which will be released in three annual grants on the condition, among others, that pre-determined consolidated core net income targets are successfully achieved over three annual performance periods from January 1, 2017 to December 31, 2019. On September 26, 2017, the Board of Directors approved the acquisition of 860 thousand Performance Shares to be awarded under the TIP, of which approximately 211 thousand shares are allotted for the 2017 annual grant and will be released to selected participants subject to the achievement of the consolidated core net income target for the year 2017. On March 7, 2018, the Executive Compensation Committee, or ECC, of the Board approved the acquisition of additional 54 thousand shares, increasing the total Performance Shares to 914 thousand. Metropolitan Bank and Trust Company, or Metrobank, through its Trust Banking Group, is the appointed Trustee of the trust established for purposes of the TIP. The Trustee is designated to acquire the PLDT common shares in the open market through the facilities of the PSE, and administer their distribution to the eligible participants subject to the terms and conditions of the TIP. As at March 27, 2018, a total of 553 thousand PLDT common shares have been acquired by the Trustee. The TIP will be administered by the ECC of the Board. The expense accrued for the TIP amounted to Php827 million as at December 31, 2017 and is presented as equity reserves in our consolidated statement of financial position. See *Note 3 – Management's Use of Accounting Judgments, Estimates and Assumptions – Estimating Pension Benefit Costs and Other Employee Benefits* and *Note 5 – Income and Expenses – Compensation and Employee Benefits*.

## **27. Provisions and Contingencies**

### *PLDT's Local Business and Franchise Tax Assessments*

Pursuant to a decision of the Supreme Court on March 25, 2003 in the case of *PLDT vs. City of Davao* declaring PLDT not exempt from the local franchise tax, PLDT started paying local franchise tax to various Local Government Units, or LGUs. As at December 31, 2017, PLDT has no contested LGU assessments for franchise taxes based on gross receipts received or collected for services within their respective territorial jurisdiction.

However, PLDT filed a protest on November 3, 2017 against the imposition of local business tax in addition to the local franchise tax issued by the City of Roxas covering the years 2013 to 2017. On February 19, 2018, the City of Roxas cancelled the previously issued notice of business tax assessment.

#### *Smart's Local Business and Franchise Tax Assessments*

The Province of Cagayan issued a tax assessment against Smart for alleged local franchise tax. In 2011, Smart appealed the assessment to the Regional Trial Court, or RTC, of Makati on the ground that Smart cannot be held liable for local franchise tax mainly because it has no sales office within the Province of Cagayan pursuant to Section 137 of the Local Government Code (Republic Act No. 7160). The RTC issued a TRO and a writ of preliminary injunction. On April 30, 2012, the RTC rendered a decision nullifying the tax assessment. The Province of Cagayan was also directed to cease and desist from imposing local franchise taxes on Smart's gross receipts. The Province of Cagayan then appealed to the Court of Tax Appeals, or CTA. In a Decision promulgated on July 25, 2013, the CTA ruled that the franchise tax assessment is null and void for lack of legal and factual justifications. Cagayan's Motion for Reconsideration was denied. Cagayan then appealed before the CTA En Banc. The CTA En Banc issued a Decision dated December 8, 2015 affirming the nullity of the tax assessment. On January 26, 2016, Cagayan filed a Motion for Partial Reconsideration with the CTA En Banc.

In 2016, Cagayan issued another local franchise tax assessment against Smart covering years 2011-2015. Using the same grounds in the first case, Smart appealed the assessment with the RTC of Tuguegarao where the case is pending.

In 2015, the City of Manila issued assessments for alleged business tax deficiencies and cell sites regulatory fees and charges. Smart protested the assessments. After Manila denied the protest, Smart appealed to the RTC of the City of Manila, arguing that it is not liable for local business taxes on income realized from its telecommunications operations and that the assessments were a clear circumvention of Manila City Ordinance No. 8299 exempting Smart from the payment of local franchise tax. The assessment for regulatory fees was contested for being void, as they were made without a valid and legal basis. In the Decision promulgated on March 9, 2016, the RTC declared the local business tax and cell site regulatory fee assessments as invalid and void. The City of Manila filed a Petition for Review with the CTA seeking to reverse the Decision. Smart has already filed its Comment to the Petition and awaiting for further orders from the Court. Through a Decision dated December 18, 2017, the Court dismissed the Petition for lack of jurisdiction.

#### *Digitel's Franchise Tax Assessment and Real Property Tax Assessment*

As at March 8, 2018, Digitel is currently in discussions with various local government units for the settlement of its franchise tax and real property tax liabilities within their respective jurisdiction.

#### *DMPI's Local Business and Real Property Taxes Assessments*

In *DMPI vs. City of Cotabato*, DMPI filed a Petition in 2010 for Prohibition and Mandamus against the City of Cotabato due to their threats to close its cell sites due to alleged real property tax delinquencies. The RTC denied the petition. DMPI appealed with the CTA. On December 29, 2017, the CTA dismissed DMPI's Petition for Review on the ground of lack of jurisdiction. On January 12, 2018, DMPI filed its Motion for Reconsideration.

In the *DMPI vs. City Government of Malabon*, DMPI filed a Petition for Prohibition and Mandamus against the LGU to prevent the auction sale of DMPI sites in its jurisdiction for alleged real property tax liabilities. DMPI was able to secure a TRO to defer the sale. Through a Judgment dated October 6, 2017, the RTC of Malabon approved the compromise agreement executed by the parties which will result on the dismissal of the case after payment by DMPI of the amount of Php8 million as real property tax on its towers and improvements. The parties are still awaiting for the confirmation of the computation by the City Assessor's Office of Malabon.

#### *DMPI's Local Tower Fee Assessments*

In *DMPI vs. Municipality of San Mateo*, DMPI filed in 2011 a petition for Prohibition and Mandamus with Preliminary Injunction and TRO against the Tower Fee Ordinance of the Municipality of San Mateo. In 2014, the RTC ruled in favor of DMPI and declared the ordinance void and without legal force and effect. The Municipality of San Mateo appealed with the CA. The case has been submitted for resolution.

Meanwhile, in *DMPI vs. the City Government of Santiago City and the City Permits and License Inspection Office of Santiago City, Isabela* (CA-G.R. SP No. 127253) (Special Civil Action Case No. 36-0360, February 2011), the City Government of Santiago City filed an appeal with the CA after the lower court granted DMPI's petition and ruled as unconstitutional the provision of the ordinance imposing the Php200 thousand per cell site per annum. On May 5, 2015, the Appeal was dismissed and the ruling issued by the trial court was affirmed.

*DMPI vs. City of Trece Martires* – In 2010, DMPI petitioned to declare void the City of Trece Martires ordinance of imposing tower fee of Php150 thousand for each cell site annually. Application for the issuance of a preliminary injunction by DMPI is pending resolution.

*ACeS Philippines' Local Business and Franchise Tax Assessments*

ACeS Philippines has a pending case with the Supreme Court (*ACeS Philippines Satellite Corporation vs. Commissioner of Internal Revenue* Supreme Court G.R. No. 226680) for alleged 2006 deficiency withholding tax. On July 23, 2014, the CTA Second Division affirmed the assessment of the Commissioner of Internal Revenue for deficiency basic withholding tax, surcharge plus deficiency interest and delinquency interest amounting to Php87 million. On November 18, 2014, ACeS Philippines filed a Petition for Review with the CTA En Banc. On August 16, 2016, the CTA En Banc also affirmed the assessment with finality. Hence, on October 19, 2016, ACeS Philippines filed a petition before the Supreme Court assailing the decision of the CTA. ACeS Philippines intends to file a formal request for compromise of tax liabilities before the BIR while the case is pending before the Supreme Court. On February 23, 2017 and March 15, 2017, respectively, the Company paid and filed a formal request for compromise of tax liabilities amounting to Php27 million before the BIR while the case is pending before the Supreme Court. No outstanding Letter of Authority for other years.

*Arbitration with Eastern Telecommunications Philippines, Inc., or ETPI*

Since 1990 up to the present, PLDT and ETPI have been engaged in legal proceedings involving a number of issues in connection with their business relationship. Among PLDT's claims against ETPI are ETPI's alleged uncompensated bypass of PLDT's systems from July 1, 1998 to November 28, 2003; unpaid access charges from July 1, 1999 to November 28, 2003; and non-payment of applicable rates for Off-Net and On-Net traffic from January 1, 1999 to November 28, 2003 arising from ETPI's unilateral reduction of its rates for the Philippines-Hong Kong traffic stream through Hong Kong REACH-ETPI circuits. ETPI's claims against PLDT, on the other hand, involve an alleged Philippines-Hong Kong traffic shortfall for the period July 1, 1998 to November 28, 2003; unpaid share of revenues generated from PLDT's activation of additional growth circuits in the Philippines-Singapore traffic stream for the period July 1, 1999 to November 28, 2003; under reporting of ETPI share of revenues under the terms of a Compromise Agreement for the period January 1, 1999 to November 28, 2003 (which ETPI is seeking to retroact to February 6, 1990); lost revenues arising from PLDT's blocking of incoming traffic from Hong Kong from November 1, 2001 up to November 2003; and lost revenues arising from PLDT's circuit migration from January 1, 2001 up to December 31, 2001.

While the parties have entered into Compromise Agreements in the past (one in February 1990 and another in March 1999), said agreements have not put to rest the issues between them. To avoid protracted litigation and to preserve their business relationship, PLDT and ETPI agreed to submit their differences and issues to voluntary arbitration. On April 16, 2008, PLDT and ETPI signed an Arbitration Settlement Agreement and submitted their respective Statement of Claims and Answers. Subsequent to such submissions, PLDT and ETPI agreed to suspend the arbitration proceedings. ETPI's total claim against PLDT is about Php2.9 billion while PLDT's total claim against ETPI is about Php2.8 billion.

In an agreement, Globe and PLDT have agreed that they shall cause ETPI, within a reasonable time after May 30, 2016, to dismiss Civil Case No. 17694 entitled *Eastern Telecommunications Philippines, Inc. vs. Philippine Long Distance Telephone Company*, and all related or incidental proceedings (including the voluntary arbitration between ETPI and PLDT), and PLDT, in turn, simultaneously, shall withdraw its counterclaims against ETPI in the same entitled case, all with prejudice.

*In the Matter of the Wilson Gamboa Case and Jose M. Roy III Petition*

In *Wilson P. Gamboa vs. Finance Secretary Margarito B. Teves, et. al.* (G.R. No. 176579) (the "Gamboa Case"), the Supreme Court held that the term 'capital' in Section 11, Article XII of the 1987 Constitution refers only to "shares of stock entitled to vote in the election of directors" and thus only to voting common shares, and not to the "total outstanding capital stock (common and non-voting preferred shares)". It directed the Philippine SEC "to apply this definition of the term 'capital' in determining the extent of allowable foreign ownership in PLDT, and if there is a violation of Section 11, Article XII of the Constitution, to impose the appropriate sanctions under the law." On October 9, 2012, the Supreme Court issued a Resolution denying with finality all Motions for Reconsideration of the respondents. The Supreme Court decision became final and executory on October 18, 2012.



On May 20, 2013, the Philippine SEC issued SEC Memorandum Circular No. 8, Series of 2013 - Guidelines on Compliance with the Filipino-Foreign Ownership Requirements Prescribed in the Constitution and/or Existing Laws by Corporations Engaged in Nationalized and Partly-Nationalized Activities, or MC No. 8, which provides that the required percentage of Filipino ownership shall be applied to BOTH (a) the total number of outstanding shares of stock entitled to vote in the election of directors; AND (b) the total number of outstanding shares of stock, whether or not entitled to vote in the election of directors.

On June 10, 2013, Jose M. Roy III filed before the Supreme Court a Petition for Certiorari against the Philippine SEC, Philippine SEC Chairman and PLDT, or the Petition, claiming: (1) that MC No. 8 violates the decision of the Supreme Court in the Gamboa Case, which according to the Petitioner required that (a) the 60-40 ownership requirement be imposed on “each class of shares” and (b) Filipinos must have full beneficial ownership of 60% of the outstanding capital stock of those corporations subject to that 60-40 Filipino-foreign ownership requirement; and (2) that the PLDT Beneficial Trust Fund is not a Filipino-owned entity and consequently, the corporations owned by PLDT Beneficial Trust Fund, including BTFHI, which owns 150 million voting preferred shares in PLDT, cannot be considered a Filipino-owned corporation. PLDT and Philippine SEC sought the dismissal of the Petition.

In July 16, 2013, Wilson C. Gamboa, Jr. et. al. filed a Motion for Leave to file a Petition-in-Intervention dated July 16, 2013, which the Supreme Court granted on August 6, 2013. The Petition-in-Intervention raised identical arguments and issues as those in the Petition.

The Supreme Court, in its November 22, 2016 decision, dismissed the Petition and Petition-In-Intervention and upheld the validity of MC No. 8. In the course of discussing the Petition, the Supreme Court expressly rejected petitioners’ argument that the 60% Filipino ownership requirement for public utilities must be applied to each class of shares. According to the Court, the position is “simply beyond the literal text and contemplation of Section 11, Article XII of the 1987 Constitution” and that the petitioners’ suggestion would “effectively and unwarrantedly amend or change” the Court’s ruling in Gamboa. In categorically rejecting the petitioners’ claim, the Court declared and stressed that its Gamboa ruling “did NOT make any definitive ruling that the 60% Filipino ownership requirement was intended to apply to each class of shares.” On the contrary, according to the Court, “nowhere in the discussion of the term “capital” in Section 11, Article XII of the 1987 Constitution in the Gamboa Decision did the Court mention the 60% Filipino equity requirement to be applied to each class of shares.”

In respect of ensuring Filipino ownership and control of public utilities, the Court noted that this is already achieved by the requirements under MC No. 8. According to the Court, “since Filipinos own at least 60% of the outstanding shares of stock entitled to vote directors, which is what the Constitution precisely requires, then the Filipino stockholders control the corporation – i.e., they dictate corporate actions and decisions...”

The Court further noted that the application of the Filipino ownership requirement as proposed by petitioners “fails to understand and appreciate the nature and features of stocks and financial instruments” and would “greatly erode” a corporation’s “access to capital – which a stock corporation may need for expansion, debt relief/repayment, working capital requirement and other corporate pursuits.” The Court reaffirmed that “stock corporations are allowed to create shares of different classes with varying features” and that this “is a flexibility that is granted, among others, for the corporation to attract and generate capital (funds) from both local and foreign capital markets” and that “this access to capital – which a stock corporation may need for expansion, debt relief/repayment, working capital requirement and other corporate pursuits – will be greatly eroded with further unwarranted limitations that are not articulated in the Constitution.” The Court added that “the intricacies and delicate balance between debt instruments (liabilities) and equity (capital) that stock corporations need to calibrate to fund their business requirements and achieve their financial targets are better left to the judgment of their boards and officers, whose bounden duty is to steer their companies to financial stability and profitability and who are ultimately answerable to their shareholders.”

The Court went on to say that “a too restrictive definition of ‘capital’, one that was never contemplated in the Gamboa Decision, will surely have a dampening effect on the business milieu by eroding the flexibility inherent in the issuance of preferred shares with varying terms and conditions. Consequently, the rights and prerogatives of the owners of the corporation will be unwarrantedly stymied.” Accordingly, the Court said that the petitioners’ “restrictive interpretation of the term “capital” would have a tremendous adverse impact on the country as a whole – and to all Filipinos.”

Petitioner Jose M. Roy III filed a Motion for Reconsideration of the Supreme Court Decision dated November 22, 2016. On April 18, 2017, the Supreme Court denied with finality Petitioner’s Motion for Reconsideration.



*Arbitration Case between Smart and Harris Caprock Communications, Inc. (U.S.A.), or HCC, and Caprock Communications International Limited (United Kingdom), or CCI, together Claimants*

In December 2011, Smart engaged the services of HCC and CCI, a wholly-owned subsidiary of HCC, for the expansion of its SmartLink GSM. Subsequently, the parties executed three agreements: (i) Agreement for Bandwidth and Teleport Services with CCI dated May 21, 2012; (ii) Agreement for Warehousing and Installation Services with CCI dated August 27, 2012, or the Installation Agreement; and (iii) Agreement for the Sale and Purchase of Equipment with HCC dated September 27, 2012.

HCC failed to deliver the equipment in accordance with the delivery schedule and delivered defective equipment. Claimants also failed to activate Phase 1 of the satellite beams and installed only 13 units of antennas and beams. Thus, Smart issued a Termination Notice dated December 15, 2012 for all the three agreements. In their letter dated December 18, 2012, Claimants requested Smart to keep the contracts alive. Thus, Smart issued its commercial response on December 29, 2012. Claimants requested Smart to withdraw the termination notice; otherwise, they will claim damages, premised on their position that Smart cannot terminate the contracts for convenience. Smart did not withdraw the termination notice. The parties failed to reach an amicable settlement with Claimants claiming US\$35 million in damages, while Smart wanted reimbursement of its deposit.

On October 19, 2016, a Singapore International Arbitration Center – Arbitral Tribunal issued a Final Partial Award adjudging Smart liable to the Claimants in the amount of US\$6.5 million, consisting of equipment delivered to Smart, liability to third parties, performance bond, monthly service fees, loss of profit, installation fees, excluding interest.

In an Order dated December 23, 2016, the Arbitral Tribunal issued its Final Award on Costs, awarding Claimants the amount of US\$1.6 million, representing arbitration costs, legal fees and other expenses. On December 29, 2016, Smart paid the amount of US\$8.5 million, or Php424 million, to Claimants as settlement, based on external counsel's opinion on the imprudence of pursuing further legal proceedings.

*Department of Labor and Employment, or DOLE, Compliance Order to PLDT*

PLDT received a Compliance Order dated July 3, 2017 from the National Capital Region Office of the DOLE asserting that PLDT and 48 of its third party service contractors (a) did not fully pay, and therefore are solidarily liable, to certain contract workers for various statutory monetary benefits totaling approximately Php78.6 million; and (b) violated DOLE Order No. 18-A on contracting out and, therefore, PLDT must issue regular employment positions to approximately 8,720 contractor workers.

On July 17, 2017, PLDT filed an Appeal with the DOLE Secretary contesting the conclusions set out in the Compliance Order. In accordance with the rules of procedure for these types of cases, the filing of the Appeal stays the execution of any aspect of the Order for the duration of the Appeal.

PLDT received a copy of a Resolution dated January 10, 2018 issued by the DOLE Secretary, which partially reverses the July 3, 2017 Compliance Order issued by the DOLE-NCR Regional Director. The Resolution reduces (a) the number of workers ordered to be regularized to 7,416 from the previous 8,720; and (b) the monetary liability of PLDT and its contractors to Php66.3 million from the previous Php78.2 million.

However, the Resolution did not address the fundamental jurisdictional and due process issues raised by PLDT in the Appeal to the DOLE Secretary. PLDT filed a Motion for Reconsideration within the 10-day prescribed period to contest the Resolution. The Resolution is not executory until reconsideration proceedings have been resolved.

Other disclosures required by PAS 37, *Provisions, Contingent Liabilities and Contingent Assets*, were not provided as it may prejudice our position in on-going claims, litigations and assessments. See Note 3 – *Management's Use of Accounting Judgments, Estimates and Assumptions – Provision for legal contingencies and tax assessments*.

## 28. Financial Assets and Liabilities

We have various financial assets such as trade and non-trade receivables, cash and short-term deposits. Our principal financial liabilities, other than derivatives, comprise of bank loans, finance leases, trade and non-trade payables. The main purpose of these financial liabilities is to finance our operations. We also enter into derivative transactions, primarily principal only-currency swap agreements, currency options, interest rate swaps and forward foreign exchange contracts to manage the currency and interest rate risks arising from our operations and sources of financing. Our accounting policies in relation to derivatives are set out in *Note 2 – Summary of Significant Accounting Policies – Financial Instruments*.

The following table sets forth our consolidated financial assets and financial liabilities as at December 31, 2017 and 2016:

	Loans and receivables	HTM investments	Financial instruments at FVPL	Derivatives used for hedging	Available-for-sale financial investments	Financial liabilities carried at amortized cost	Total financial assets and liabilities
(in million pesos)							
<b>Assets as at December 31, 2017</b>							
<b>Noncurrent:</b>							
Available-for-sale financial investments	-	-	-	-	15,165	-	15,165
Investment in debt securities and other long-term investments – net of current portion	-	150	-	-	-	-	150
Derivative financial assets – net of current portion	-	-	-	215	-	-	215
Advances and other noncurrent assets – net of current portion	13,855	-	-	-	-	-	13,855
<b>Current:</b>							
Cash and cash equivalents	32,905	-	-	-	-	-	32,905
Short-term investments	1,074	-	-	-	-	-	1,074
Trade and other receivables	33,761	-	-	-	-	-	33,761
Current portion of derivative financial assets	-	-	-	171	-	-	171
Current portion of investment in debt securities and other long-term investments	100	-	-	-	-	-	100
Current portion of advances and other noncurrent assets	6,824	-	-	-	-	-	6,824
<b>Total assets</b>	<b>88,519</b>	<b>150</b>	<b>-</b>	<b>386</b>	<b>15,165</b>	<b>-</b>	<b>104,220</b>
<b>Liabilities as at December 31, 2017</b>							
<b>Noncurrent:</b>							
Interest-bearing financial liabilities – net of current portion	-	-	-	-	-	157,654	157,654
Derivative financial liabilities – net of current portion	-	-	-	8	-	-	8
Customers' deposits	-	-	-	-	-	2,443	2,443
Deferred credits and other noncurrent liabilities	-	-	-	-	-	5,680	5,680
<b>Current:</b>							
Accounts payable	-	-	-	-	-	58,490	58,490
Accrued expenses and other current liabilities	-	-	-	-	-	70,648	70,648
Current portion of interest-bearing financial liabilities	-	-	-	-	-	14,957	14,957
Dividends payable	-	-	-	-	-	1,575	1,575
Current portion of derivative financial liabilities	-	-	90	51	-	-	141
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>90</b>	<b>59</b>	<b>-</b>	<b>311,447</b>	<b>311,596</b>
<b>Net assets (liabilities)</b>	<b>88,519</b>	<b>150</b>	<b>(90)</b>	<b>327</b>	<b>15,165</b>	<b>(311,447)</b>	<b>(207,376)</b>

	Loans and receivables	HTM investments	Financial instruments at FVPL	Derivatives used for hedging	Available-for-sale financial investments	Financial liabilities carried at amortized cost	Total financial assets and liabilities
(in million pesos)							
<b>Assets as at December 31, 2016</b>							
<b>Noncurrent:</b>							
Available-for-sale financial investments	-	-	-	-	12,189	-	12,189
Investment in debt securities and other long-term investments – net of current portion	224	150	-	-	-	-	374
Derivative financial assets – net of current portion	-	-	-	499	-	-	499
Advances and other noncurrent assets – net of current portion	9,152	-	-	-	-	-	9,152
<b>Current:</b>							
Cash and cash equivalents	38,722	-	-	-	-	-	38,722
Short-term investments	2,736	-	2	-	-	-	2,738
Trade and other receivables	24,436	-	-	-	-	-	24,436
Current portion of derivative financial assets	-	-	66	176	-	-	242
Current portion of investment in debt securities and other long-term investments	124	202	-	-	-	-	326
Current portion of advances and other noncurrent assets	7,916	-	-	-	-	-	7,916
<b>Total assets</b>	<b>83,310</b>	<b>352</b>	<b>68</b>	<b>675</b>	<b>12,189</b>	<b>-</b>	<b>96,594</b>
<b>Liabilities as at December 31, 2017</b>							
<b>Noncurrent:</b>							
Interest-bearing financial liabilities – net of current portion	-	-	-	-	-	151,759	151,759
Derivative financial liabilities – net of current portion	-	-	-	2	-	-	2
Customers' deposits	-	-	-	-	-	2,431	2,431
Deferred credits and other noncurrent liabilities	-	-	-	-	-	13,720	13,720
<b>Current:</b>							
Accounts payable	-	-	-	-	-	50,975	50,975
Accrued expenses and other current liabilities	-	-	-	-	-	74,868	74,868
Current portion of interest-bearing financial liabilities	-	-	-	-	-	33,273	33,273
Dividends payable	-	-	-	-	-	1,544	1,544
Current portion of derivative financial liabilities	-	-	16	209	-	-	225
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>16</b>	<b>211</b>	<b>-</b>	<b>328,570</b>	<b>328,797</b>
<b>Net assets (liabilities)</b>	<b>83,310</b>	<b>352</b>	<b>52</b>	<b>464</b>	<b>12,189</b>	<b>(328,570)</b>	<b>(232,203)</b>

The following table sets forth our consolidated offsetting of financial assets and liabilities recognized as at December 31, 2017 and 2016:

	Gross amounts of recognized financial assets and liabilities	Gross amounts of recognized financial assets and liabilities set-off in the statement of financial position	Net amount presented in the statement of financial position
(in million pesos)			
<b>December 31, 2017</b>			
<b>Current Financial Assets</b>			
<i>Trade and other receivables</i>			
Foreign administrations	8,536	2,957	5,579
Domestic carriers	4,332	3,950	382
<b>Total</b>	<b>12,868</b>	<b>6,907</b>	<b>5,961</b>
<b>Current Financial Liabilities</b>			
<i>Accounts payable</i>			
Suppliers and contractors	54,220	24	54,196
Carriers and other customers	7,426	4,943	2,483
<b>Total</b>	<b>61,646</b>	<b>4,967</b>	<b>56,679</b>

	Gross amounts of recognized financial assets and liabilities	Gross amounts of recognized financial assets and liabilities set-off in the statement of financial position	Net amount presented in the statement of financial position
(in million pesos)			
<b>December 31, 2016</b>			
<b>Current Financial Assets</b>			
<i>Trade and other receivables</i>			
Foreign administrations	9,391	4,200	5,191
Domestic carriers	15,555	15,335	220
<b>Total</b>	<b>24,946</b>	<b>19,535</b>	<b>5,411</b>
<b>Current Financial Liabilities</b>			
<i>Accounts payable</i>			
Suppliers and contractors	46,857	37	46,820
Carriers and other customers	5,311	1,446	3,865
<b>Total</b>	<b>52,168</b>	<b>1,483</b>	<b>50,685</b>

There are no financial instruments subject to an enforceable master netting arrangement as at December 31, 2017 and 2016.

The following table sets forth our consolidated carrying values and estimated fair values of our financial assets and liabilities recognized as at December 31, 2017 and 2016 other than those whose carrying amounts are reasonable approximations of fair values:

	Carrying Value		Fair Value	
	2017	2016	2017	2016
(in million pesos)				
<b>Noncurrent Financial Assets</b>				
Investment in debt securities and other long-term investments	150	374	151	377
Advances and other noncurrent assets	13,855	9,152	13,695	7,743
<b>Total</b>	<b>14,005</b>	<b>9,526</b>	<b>13,846</b>	<b>8,120</b>
<b>Noncurrent Financial Liabilities</b>				
Interest-bearing financial liabilities:				
Long-term debt	157,654	151,759	150,918	146,654
Customers' deposits	2,443	2,431	1,700	1,879
Deferred credits and other noncurrent liabilities	5,680	13,720	5,093	12,457
<b>Total</b>	<b>165,777</b>	<b>167,910</b>	<b>157,711</b>	<b>160,990</b>

Below are the list of our consolidated financial assets and liabilities carried at fair value that are classified using a fair value hierarchy as required for our complete sets of consolidated financial statements as at December 31, 2017 and 2016. This classification provides a reasonable basis to illustrate the nature and extent of risks associated with those financial statements.

	2017			2016		
	Level 1 <sup>(1)</sup>	Level 2 <sup>(2)</sup>	Total	Level 1 <sup>(1)</sup>	Level 2 <sup>(2)</sup>	Total
(in million pesos)						
<b>Noncurrent Financial Assets</b>						
Available-for-sale financial investments						
Listed equity securities	12,977	–	12,977	10,173	–	10,173
Derivative financial assets – net of current portion	–	215	215	–	499	499
<b>Current Financial Assets</b>						
Short-term investments	–	–	–	–	2	2
Current portion of derivative financial assets	–	171	171	–	242	242
<b>Total</b>	<b>12,977</b>	<b>386</b>	<b>13,363</b>	<b>10,173</b>	<b>743</b>	<b>10,916</b>



	2017			2016		
	Level 1 <sup>(1)</sup>	Level 2 <sup>(2)</sup>	Total	Level 1 <sup>(1)</sup>	Level 2 <sup>(2)</sup>	Total
	(in million pesos)					
<b>Noncurrent Financial Liabilities</b>						
Derivative financial liabilities	-	8	8	-	2	2
<b>Current Financial Liabilities</b>						
Derivative financial liabilities	-	141	141	-	225	225
<b>Total</b>	-	149	149	-	227	227

<sup>(1)</sup> Fair values determined using observable market inputs that reflect quoted prices in active markets for identical assets or liabilities.

<sup>(2)</sup> Fair values determined using inputs other than quoted market prices that are either directly or indirectly observable for the assets or liabilities.

As at December 31, 2017 and 2016, we have no financial instruments measured at fair values using inputs that are not based on observable market data (Level 3). As at December 31, 2017 and 2016, there were no transfers into and out of Level 3 fair value measurements.

As at December 31, 2017 and 2016, there were no transfers between Level 1 and Level 2 fair value measurements.

The following methods and assumptions were used to estimate the fair value of each class of financial instrument for which it is practicable to estimate such value:

*Long-term financial assets and liabilities:*

Fair value is based on the following:

Type	Fair Value Assumptions	Fair Value Hierarchy
Noncurrent portion of advances and other noncurrent assets	Estimated fair value is based on the discounted values of future cash flows using the applicable zero-coupon rates plus counterparties' credit spread.	Level 3
Fixed Rate Loans: U.S. dollar notes	Quoted market price.	Level 1
Investment in debt securities	Fair values were determined using quoted prices.  For non-quoted securities, fair values were determined using discounted cash flow based on market observable rates.	Level 1  Level 3
Other loans in all other currencies	Estimated fair value is based on the discounted value of future cash flows using the applicable Commercial Interest Reference Rate and PDST-R2 rates for similar types of loans plus PLDT's credit spread.	Level 3
Variable Rate Loans	The carrying value approximates fair value because of recent and regular repricing based on market conditions.	Level 2

*Derivative Financial Instruments:*

*Forward foreign exchange contracts, foreign currency swaps and interest rate swaps:* The fair values were computed as the present value of estimated future cash flows using market U.S. dollar and Philippine peso interest rates as at valuation date.

The valuation techniques considered various inputs including the credit quality of counterparties.

*Available-for-sale financial investments:* Fair values of available-for-sale financial investments, which consist of listed shares, were determined using quoted prices. For investments where there is no active market and fair value cannot be determined, investments are carried at cost less any accumulated impairment losses.

Due to the short-term nature of the transactions, the fair value of cash and cash equivalents, short-term investments, trade and other receivables, accounts payable, accrued expenses and other current liabilities and dividends payable approximate their carrying values as at the end of the reporting period.

#### Derivative Financial Instruments

Our derivative financial instruments are accounted for as either cash flow hedges or transactions not designated as hedges. Cash flow hedges refer to those transactions that hedge our exposure to variability in cash flows attributable to a particular risk associated with a recognized financial asset or liability and exposures arising from forecast transactions. Changes in the fair value of these instruments representing effective hedges are recognized directly in other comprehensive income until the hedged item is recognized in our consolidated income statement. For transactions that are not designated as hedges, any gains or losses arising from the changes in fair value are recognized directly to income for the period.

As at December 31, 2017 and 2016, we have taken into account the counterparties' credit risks (for derivative assets) and our own non-performance risk (for derivative liabilities) and have included a credit or debit valuation adjustment, as appropriate, by assessing the maximum credit exposure and taking into account market-based inputs which considers the risk of default occurring and corresponding losses once the default event occurs. The changes in counterparty credit risk had no material effect on the hedge effectiveness assessment for derivatives designated in hedge relationships and other financial instruments recognized at fair value.

The table below sets out the information about our consolidated derivative financial instruments as at December 31, 2017 and 2016:

	Original Notional Amount	Trade Date	Underlying Transaction in U.S. Dollar	Termination Date	Weighted Average Hedge Cost	Weighted Average Foreign Exchange Rate in Php	2017		2016	
							Notional	Net Mark-to-market Gains (Losses)	Notional	Net Mark-to-market Gains (Losses)
	(in millions)		(in millions)							
<b>Transactions not designated as hedges:</b>										
<b>PLDT</b>										
Long-term currency swaps	US\$262	2001 and 2002	300 Notes 2017	March 6, 2017	3.42%	49.85	US\$-	Php-	US\$202	Php-
Forward foreign exchange contracts	158	Various dates in 2015 and 2016	U.S. dollar liabilities	Various dates in 2016	-	48.50	-	-	-	-
	34	Various dates in 2017	U.S. dollar liabilities	Various dates in 2017	-	50.18	-	-	-	-
	27	Various dates in 2017	U.S. dollar liabilities	January 2018	-	50.57	27	(15)	-	-
	29	Various dates in November and December 2017	U.S. dollar liabilities	February 2018	-	50.95	29	(24)	-	-
	2	Various dates in 2018	U.S. dollar liabilities	February 2018	-	49.84	-	-	-	-
<b>Smart</b>										
Forward foreign exchange contracts	107	Various dates in 2015 and 2016	U.S. dollar liabilities	Various dates in 2016	-	46.96	-	-	-	-
	91	Various dates in 2016 and 2017	U.S. dollar liabilities	Various dates in 2017	-	49.54	-	-	48	50
	46	Various dates in 2017	U.S. dollar liabilities	Various dates in 2018	-	51.22	46	(49)	-	-
	4	Various dates in January 2018	U.S. dollar liabilities	Various dates in 2018	-	50.68	-	-	-	-
Foreign exchange options	5 <sup>(a)</sup>	August 10, 2016	U.S. dollar liabilities	November 14, 2016	-	46.82	-	-	-	-
						46.90	-	-	-	-
						47.98	-	-	-	-
	59 <sup>(b)</sup>	Various dates in 2016 and 2017	U.S. dollar liabilities	Various dates in 2017	-	49.60	-	-	11	4
						50.30	-	-	-	-
						51.24	-	-	-	-
	3 <sup>(c)</sup>	Various dates in 2017	U.S. dollar liabilities	Various dates in 2018	-	50.70	3	(2)	-	-
						51.67	-	-	-	-
						52.53	-	-	-	-
	1 <sup>(d)</sup>	January 19, 2018	U.S. dollar liabilities	July 19, 2018	-	50.45	-	-	-	-
						51.30	-	-	-	-
						52.30	-	-	-	-
<b>DMPI</b>										
Interest rate swaps	54	October 7, 2008	59 loan facility	March 31, 2017	3.88%	-	-	-	3	(2)
	47	October 7, 2008	51 loan facility	June 30, 2017	3.97%	-	-	-	3	(3)
									(Php90)	Php49

	Original Notional Amount	Trade Date	Underlying Transaction in U.S. Dollar	Termination Date	Weighted Average Hedge Cost	Weighted Average Foreign Exchange Rate in Php	2017		2016	
							Notional	Net Mark-to-market Gains (Losses)	Notional	Net Mark-to-market Gains (Losses)
	(in millions)		(in millions)				(in millions)			
<b>Transactions designated as hedges:</b>										
<b>PLDT</b>										
Interest rate swaps <sup>(a)</sup>	30	January 23, 2015	150 term loan	March 7, 2017	2.11%	-	US\$-	Php-	US\$8	Php-
	240	Various dates in 2013 and 2015	300 term loan	January 16, 2018	2.17%	-	33	2	100	9
	100	August 2014	100 PNB	August 11, 2020	3.46%	-	97	5	98	(50)
	50	September 2014	50 Metrobank	September 2, 2020	3.47%	-	49	-	49	(29)
	150	April and June 2015	200 term loan	February 25, 2022	2.70%	-	150	26	150	(34)
Long-term currency swaps <sup>(b)</sup>	140	October 2015 to June 2016	300 term loan	January 16, 2018	2.20%	46.67	31	88	94	230
	4	January 2017	100 PNB	August 11, 2020	1.01%	49.79	3	2	-	-
	6	April and June 2017	200 Bank of Tokyo	August 26, 2019	1.63%	49.51	6	-	-	-
	2	January 2018	200 Bank of Tokyo	August 26, 2019	1.59%	49.86	-	-	-	-
	6	February 2018	200 Bank of Tokyo	February 26, 2020	1.82%	51.27	-	-	-	-
<b>Smart</b>										
Interest rate swaps <sup>(a)</sup>	45	May 8, 2013	60 Bank of Tokyo	June 6, 2016	1.53%	-	-	-	-	-
	38	May 9, 2013	50 FEC	August 19, 2016	1.43%	-	-	-	-	-
	44	May 16, 2013	50 Bank of Tokyo	May 30, 2017	1.77%	-	-	-	6	1
	110	Various dates in 2013 and 2014	120 term loan	June 20, 2018	2.22%	-	15	3	45	9
	85	Various dates in 2014 and 2015	100 Bank of Tokyo	March 7, 2019	2.23%	-	29	8	49	6
	50	October 2, 2014	50 Mizuho	May 14, 2019	2.58%	-	17	4	28	-
	200	Various dates in 2015	200 Mizuho	March 4, 2020	2.10%	-	111	51	156	39
	30	February 2016	100 Mizuho	December 7, 2021	2.03%	-	24	23	30	22
Long-term currency swaps <sup>(b)</sup>	100	Various dates in 2015	200 Mizuho	March 5, 2018	2.21%	46.66	20	58	60	155
	45	Various dates in 2016	100 Mizuho	December 7, 2018	1.93%	46.55	18	58	36	107
	11	Various dates in 2017	80 CBC	May 31, 2018	1.28%	49.66	4	1	-	-
	8	Various dates in 2017	2015 Mizuho	December 7, 2020	1.60%	50.60	8	(2)	-	-
	4	Various dates in 2018	2015 Mizuho	December 7, 2020	1.62%	51.89	-	-	-	-
	10	Various dates in 2018	US\$100 term loan	March 4, 2020	1.96%	51.77	-	-	-	-
			2015 Mizuho							
			US\$200 term loan							
							327		465	
							Php237		Php514	

- (a) If the Philippine peso to U.S. dollar spot exchange rate on the maturity date settles between Php46.90 to Php47.98, Smart will purchase the U.S. dollar for Php46.90. However, if on maturity, the exchange rate settles above Php47.98, Smart will purchase the U.S. dollar for Php46.90 plus the excess above Php47.98, and if the exchange rate is lower than Php46.90, Smart will purchase the U.S. dollar at the prevailing Philippine peso to U.S. dollar spot exchange rate, subject to a floor of Php46.82.
- (b) If the Philippine peso to U.S. dollar spot exchange rate on the maturity date settles between Php50.30 to Php51.24, Smart will purchase the U.S. dollar for Php50.30. However, if on maturity, the exchange rate settles above Php51.24, Smart will purchase the U.S. dollar for Php50.30 plus the excess above Php51.24, and if the exchange rate is lower than Php50.30, Smart will purchase the U.S. dollar at the prevailing Philippine peso to U.S. dollar spot exchange rate, subject to a floor of Php49.60.
- (c) If the Philippine peso to U.S. dollar spot exchange rate on the maturity date settles between Php51.67 to Php52.53, Smart will purchase the U.S. dollar for Php51.67. However, if on maturity, the exchange rate settles above Php52.53, Smart will purchase the U.S. dollar for Php51.67 plus the excess above Php52.53, and if the exchange rate is lower than Php51.67, Smart will purchase the U.S. dollar at the prevailing Philippine peso to U.S. dollar spot exchange rate, subject to a floor of Php50.70.
- (d) If the Philippine peso to U.S. dollar spot exchange rate on the maturity date settles between Php51.30 to Php52.30, Smart will purchase the U.S. dollar for Php51.30. However, if on maturity, the exchange rate settles above Php52.30, Smart will purchase the U.S. dollar for Php51.30 plus the excess above Php52.30, and if the exchange rate is lower than Php51.30, Smart will purchase the U.S. dollar at the prevailing Philippine peso to U.S. dollar spot exchange rate, subject to a floor of Php50.45.

- (e) PLDT's interest rate swap agreements outstanding as at December 31, 2017 and 2016 were designated as cash flow hedges, wherein the effective portion of the movements in fair value is recognized in our consolidated statements of other comprehensive income, while any ineffective portion is recognized immediately in our consolidated income statements. The mark-to-market gains amounting to Php44 million and losses amounting to Php81 million were recognized in our consolidated statements of other comprehensive income as at December 31, 2017 and 2016, respectively. Interest accrual on the interest rate swaps amounting to Php11 million and Php23 million were recorded as at December 31, 2017 and 2016, respectively. There were no ineffective portion in the fair value recognized in our consolidated income statements for the years ended December 31, 2017 and 2016.
- (f) PLDT's long-term principal only-currency swap agreements entered into in 2015 to 2017 were designated as cash flow hedges, wherein effective portion of the movements in the fair value is recognized in our consolidated statements of other comprehensive income, while any ineffective portion is recognized immediately in our consolidated income statements. The mark-to-market gains amounting to Php108 million and Php275 million were recognized in our consolidated statements of other comprehensive income as at December 31, 2017 and 2016, respectively. Hedge cost accrual on the long-term principal only-currency swaps amounting to Php18 million and Php45 million were recognized as at December 31, 2017 and 2016, respectively. The amounts recognized as other comprehensive income are transferred to profit or loss when the hedged loan is revalued for changes in the foreign exchange rate. The ineffective portion of the movements in the fair value amounting to Php3 million and Php8 million were recognized in our consolidated income statements for the years ended December 31, 2017 and 2016, respectively.
- (g) Smart's interest rate swap agreements outstanding as at December 31, 2017 and 2016 were designated as cash flow hedges, wherein the effective portion of the movements in fair value is recognized in our consolidated statements of other comprehensive income, while any ineffective portion is recognized immediately in our consolidated income statements. The mark-to-market gains amounting to Php85 million and Php79 million were recognized in our consolidated statements of other comprehensive income as at December 31, 2017 and 2016, respectively. Reduction on interest arising from the interest rate swaps amounting to Php4 million and addition on interest arising from the interest rate swaps amounting to Php2 million as at December 31, 2017 and 2016, respectively. There were no ineffective portion in the fair value recognized in our consolidated income statements for the years ended December 31, 2017 and 2016.
- (h) Smart's long-term principal only-currency swap agreements outstanding as at December 31, 2017 and 2016 were designated as cash flow hedges, wherein the effective portion of the movements in fair value is recognized in our consolidated statements of other comprehensive income, while any ineffective portion is recognized immediately in our consolidated income statements. The mark-to-market gains amounting to Php124 million and Php284 million were recognized in our consolidated statements of other comprehensive income as at December 31, 2017 and 2016, respectively. Hedge cost accrual on the long-term principal only-currency swaps amounting to Php9 million and Php22 million were recognized as at December 31, 2017 and 2016, respectively. The amounts recognized as other comprehensive income are transferred to profit or loss when the hedged loan is revalued for changes in the foreign exchange rate. The ineffective portions of the movements in the fair value amounting to Php4 million and Php9 million was recognized in our consolidated income statements for the years ended December 31, 2017 and 2016, respectively.

	2017	2016
	(in million pesos)	
Presented as:		
Noncurrent assets	215	499
Current assets	171	242
Noncurrent liabilities	(8)	(2)
Current liabilities	(141)	(225)
Net assets	237	514



Movements of our consolidated mark-to-market gains for the years ended December 31, 2017 and 2016 are summarized as follows:

	2017	2016
	(in million pesos)	
Net mark-to-market gains (losses) at beginning of the year	514	(871)
Gains on derivative financial instruments (Note 4)	724	1,539
Effective portion recognized in the profit or loss for the cash flow hedges	(55)	(371)
Net fair value gains (losses) on cash flow hedges charged to other comprehensive income	(411)	76
Settlements, interest expense and others	(535)	141
Net mark-to-market gains at end of the year	237	514

Our consolidated analysis of gains on derivative financial instruments for the years ended December 31, 2017, 2016 and 2015 are as follows:

	2017	2016	2015
	(in million pesos)		
Gains on derivative financial instruments	724	1,539	781
Hedge costs	(191)	(543)	(361)
Net gains on derivative financial instruments (Note 5)	533	996	420

### Financial Risk Management Objectives and Policies

The main risks arising from our financial instruments are liquidity risk, foreign currency exchange risk, interest rate risk and credit risk. The importance of managing those risks has significantly increased in light of the considerable change and volatility in both the Philippine and international financial markets. Our Board of Directors reviews and approves policies for managing each of these risks. Our policies for managing these risks are summarized below. We also monitor the market price risk arising from all financial instruments.

#### Liquidity Risk

Our exposure to liquidity risk refers to the risk that our financial requirements, working capital requirements and planned capital expenditures are not met.

We manage our liquidity profile to be able to finance our operations and capital expenditures, service our maturing debts and meet our other financial obligations. To cover our financing requirements, we use internally generated funds and proceeds from debt and equity issues and sales of certain assets.

As part of our liquidity risk management program, we regularly evaluate our projected and actual cash flows, including our loan maturity profiles, and continuously assess conditions in the financial markets for opportunities to pursue fund-raising initiatives. These activities may include bank loans, export credit agency-guaranteed facilities, debt capital and equity market issues.

Any excess funds are primarily invested in short-term and principal-protected bank products that provide flexibility of withdrawing the funds anytime. We also allocate a portion of our cash in longer tenor investments such as fixed income securities issued or guaranteed by the Republic of the Philippines, and Philippine banks and corporates and managed. We regularly evaluate available financial products and monitor market conditions for opportunities to enhance yields at acceptable risk levels. Our investments are also subject to certain restrictions contained in our debt covenants. Our funding arrangements are designed to keep an appropriate balance between equity and debt and to provide financing flexibility while enhancing our businesses.

Our cash position remains sufficient to support our planned capital expenditure requirements and service our debt and financing obligations; however, we may be required to finance a portion of our future capital expenditures from external financing sources. We have cash and cash equivalents, and short-term investments amounting to Php32,905 million and Php1,074 million, respectively, as at December 31, 2017, which we can use to meet our short-term liquidity needs. See *Note 16 – Cash and Cash Equivalents*.

The following table discloses a summary of maturity profile of our financial assets based on our consolidated undiscounted claims outstanding as at December 31, 2017 and 2016:

	Total	Less than 1 year	1-3 years	3-5 years	More than 5 years
(in million pesos)					
<b>December 31, 2017</b>					
<i>Loans and receivables:</i>	<b>96,891</b>	<b>82,814</b>	<b>11,175</b>	<b>2,739</b>	<b>163</b>
Advances and other noncurrent assets	20,901	6,824	11,175	2,739	163
Cash equivalents	26,554	26,554	-	-	-
Short-term investments	1,074	1,074	-	-	-
Investment in debt securities and other long-term investments	100	100	-	-	-
Retail subscribers	17,961	17,961	-	-	-
Corporate subscribers	9,641	9,641	-	-	-
Foreign administrations	6,517	6,517	-	-	-
Domestic carriers	457	457	-	-	-
Dealers, agents and others	13,686	13,686	-	-	-
<i>HTM investments:</i>	150	-	150	-	-
Investment in debt securities and other long-term investments	150	-	150	-	-
<i>Available-for-sale financial investments</i>	15,165	-	-	-	15,165
<b>Total</b>	<b>112,206</b>	<b>82,814</b>	<b>11,325</b>	<b>2,739</b>	<b>15,328</b>
<b>December 31, 2016</b>					
<i>Loans and receivables:</i>	95,924	86,338	4,951	4,483	152
Advances and other noncurrent assets	17,278	7,916	4,727	4,483	152
Cash equivalents	32,338	32,338	-	-	-
Short-term investments	2,736	2,736	-	-	-
Investment in debt securities and other long-term investments	348	124	224	-	-
Retail subscribers	20,290	20,290	-	-	-
Corporate subscribers	9,333	9,333	-	-	-
Foreign administrations	5,819	5,819	-	-	-
Domestic carriers	354	354	-	-	-
Dealers, agents and others	7,428	7,428	-	-	-
<i>HTM investments:</i>	352	202	-	150	-
Investment in debt securities and other long-term investments	352	202	-	150	-
<i>Financial instruments at FVPL:</i>	2	2	-	-	-
Short-term investments	2	2	-	-	-
<i>Available-for-sale financial investments</i>	12,189	-	1,000	-	11,189
<b>Total</b>	<b>108,467</b>	<b>86,542</b>	<b>5,951</b>	<b>4,633</b>	<b>11,341</b>

The following table discloses a summary of maturity profile of our financial liabilities based on our consolidated contractual undiscounted obligations outstanding as at December 31, 2017 and 2016:

	Payments Due by Period				
	Total	Less than 1 year	1-3 years	3-5 years	More than 5 years
(in million pesos)					
<b>December 31, 2017</b>					
<i>Debt</i> <sup>(1)</sup> :	213,597	3,285	70,552	48,958	90,802
Principal	173,136	3,251	51,254	37,925	80,706
Interest	40,461	34	19,298	11,033	10,096
<i>Lease obligations</i> :	20,666	11,871	3,851	2,266	2,678
Operating lease	20,666	11,871	3,851	2,266	2,678
<i>Other obligations</i> :	128,729	120,556	5,907	264	2,002
Derivative financial liabilities <sup>(2)</sup> :	111	85	26	-	-
Forward foreign exchange contracts	56	56	-	-	-
Long-term currency swap	35	27	8	-	-
Interest rate swap	18	-	18	-	-
Long-term foreign currency options	2	2	-	-	-
Various trade and other obligations:	128,618	120,471	5,881	264	2,002
Suppliers and contractors	59,776	54,196	5,339	241	-
Utilities and related expenses	44,007	43,984	22	1	-
Liability from redemption of preferred shares	7,870	7,870	-	-	-
Employee benefits	6,573	6,573	-	-	-
Customers' deposits	2,443	-	419	22	2,002
Carriers and other customers	2,083	2,083	-	-	-
Dividends	1,575	1,575	-	-	-
Others	4,291	4,190	101	-	-
<b>Total contractual obligations</b>	<b>362,992</b>	<b>135,712</b>	<b>80,310</b>	<b>51,488</b>	<b>95,482</b>
<b>December 31, 2016</b>					
<i>Debt</i> <sup>(1)</sup> :	223,130	21,883	64,751	51,414	85,082
Principal	185,663	21,138	46,931	40,886	76,708
Interest	37,467	745	17,820	10,528	8,374
<i>Lease obligations</i> :	18,456	10,734	3,581	1,972	2,169
Operating lease	18,456	10,734	3,581	1,972	2,169
<i>Other obligations</i> :	134,057	117,717	1,793	12,593	1,954
Derivative financial liabilities <sup>(2)</sup> :	247	106	141	-	-
Interest rate swap	147	6	141	-	-
Long-term currency swap	100	100	-	-	-
Various trade and other obligations:	133,810	117,611	1,652	12,593	1,954
Suppliers and contractors	60,494	46,820	1,113	12,561	-
Utilities and related expenses	40,166	40,118	48	-	-
Liability from redemption of preferred shares	7,883	7,883	-	-	-
Employee benefits	6,191	6,191	-	-	-
Customers' deposits	2,431	-	445	32	1,954
Carriers and other customers	2,422	2,422	-	-	-
Dividends	1,544	1,544	-	-	-
Others	12,679	12,633	46	-	-
<b>Total contractual obligations</b>	<b>375,643</b>	<b>150,334</b>	<b>70,125</b>	<b>65,979</b>	<b>89,205</b>

<sup>(1)</sup> Consists of long-term debt, including current portion; gross of unamortized debt discount and debt issuance costs.

<sup>(2)</sup> Gross liabilities before any offsetting application.

### Debt

See Note 21 – Interest-bearing Financial Liabilities – Long-term Debt for a detailed discussion of our debt.

### Operating Lease Obligations

The PLDT Group has various lease contracts for periods ranging from one to ten years covering certain offices, warehouses, cell sites telecommunications equipment locations and various office equipment. These lease contracts are subject to certain escalation clauses.

Our consolidated future minimum lease commitments payable with non-cancellable operating leases as at December 31, 2017 and 2016 are as follows:

	2017	2016
	(in million pesos)	
Within one year	<b>11,945</b>	10,911
After one year but not more than five years	<b>6,043</b>	5,376
More than five years	<b>2,678</b>	2,169
<b>Total</b>	<b>20,666</b>	18,456

#### *Finance Lease Obligations*

See *Note 21 – Interest-bearing Financial Liabilities – Obligations under Finance Leases* for the detailed discussion of our long-term finance lease obligations.

#### *Other Obligations – Various Trade and Other Obligations*

PLDT Group has various obligations to suppliers for the acquisition of phone and network equipment, contractors for services rendered on various projects, foreign administrations and domestic carriers for the access charges, shareholders for unpaid dividends distributions, employees for benefits and other related obligations, and various business and operational related agreements. Total obligations under these various agreements amounted to approximately Php128,618 million and Php133,810 million as at December 31, 2017 and 2016, respectively. See *Note 23 – Accounts Payable* and *Note 24 – Accrued Expenses and Other Current Liabilities*.

#### **Commercial Commitments**

Our outstanding consolidated commercial commitments, in the form of letters of credit, amounted to Php88 million and Php6,788 million as at December 31, 2017 and 2016, respectively. These commitments will expire within one year. The commercial commitment in 2016 includes standby letters of credit issued in relation with PLDT's acquisition of VTI, Bow Arken and Brightshare. See *Note 10 – Investments in Associates and Joint Ventures – Investments of PLDT in VTI, Bow Arken and Brightshare*.

#### **Collateral**

We have not made any pledges as collateral with respect to our financial liabilities as at December 31, 2017 and 2016.

#### **Foreign Currency Exchange Risk**

Foreign currency exchange risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The revaluation of our foreign currency-denominated financial assets and liabilities as a result of the appreciation or depreciation of the Philippine peso is recognized as foreign exchange gains or losses as at the end of the reporting period. The extent of foreign exchange gains or losses is largely dependent on the amount of foreign currency debt. While a certain percentage of our revenues are either linked to or denominated in U.S. dollars, a substantial portion of our capital expenditures, a portion of our indebtedness and related interest expense and a portion of our operating expenses are denominated in foreign currencies, mostly in U.S. dollars. As such, a strengthening or weakening of the Philippine peso against the U.S. dollar will decrease or increase in Philippine peso terms both the principal amount of our foreign currency-denominated debts and the related interest expense, our foreign currency-denominated capital expenditures and operating expenses as well as our U.S. dollar-linked and U.S. dollar-denominated revenues. In addition, many of our financial ratios and other financial tests are affected by the movements in the Philippine peso to U.S. dollar exchange rate.



To manage our foreign exchange risks and to stabilize our cash flows in order to improve investment and cash flow planning, we enter into forward foreign exchange contracts, currency swap contracts, currency option contracts and other hedging products aimed at reducing and/or managing the adverse impact of changes in foreign exchange rates on our operating results and cash flows. We use forward foreign exchange purchase contracts, currency swap contracts and currency option contracts to manage the foreign currency risks associated with our foreign currency-denominated loans. We accounted for these instruments as either cash flow hedges, wherein changes in the fair value are recognized in our consolidated other comprehensive income until the hedged transaction affects our consolidated income statement or transactions not designated as hedges, wherein changes in the fair value are recognized directly as income or expense for the period.

The following table shows our consolidated foreign currency-denominated monetary financial assets and liabilities and their Philippine peso equivalents as at December 31, 2017 and 2016:

	2017		2016	
	U.S. Dollar	Php <sup>(1)</sup>	U.S. Dollar	Php <sup>(2)</sup>
	(in millions)			
<b>Noncurrent Financial Assets</b>				
Investment in debt securities and other long-term investments	–	1	7	348
Derivative financial assets – net of current portion	4	215	10	499
Advances and other noncurrent assets – net of current portion	–	2	–	18
<b>Total noncurrent financial assets</b>	<b>4</b>	<b>218</b>	17	865
<b>Current Financial Assets</b>				
Cash and cash equivalents	440	21,988	419	20,847
Short-term investments	2	75	55	2,720
Trade and other receivables – net	218	10,893	158	7,853
Current portion of derivative financial assets	3	171	5	242
Current portion of investment in debt securities and other long-term investments	2	100	–	–
Current portion of advances and other noncurrent assets	–	9	–	8
<b>Total current financial assets</b>	<b>665</b>	<b>33,236</b>	637	31,670
<b>Total Financial Assets</b>	<b>669</b>	<b>33,454</b>	654	32,535
<b>Noncurrent Financial Liabilities</b>				
Interest-bearing financial liabilities – net of current portion	446	22,285	680	33,831
Derivative financial liabilities – net of current portion	–	8	–	2
Other noncurrent liabilities	–	11	–	5
<b>Total noncurrent financial liabilities</b>	<b>446</b>	<b>22,304</b>	680	33,838
<b>Current Financial Liabilities</b>				
Accounts payable	233	11,670	191	9,477
Accrued expenses and other current liabilities	166	8,314	171	8,513
Current portion of interest-bearing financial liabilities	259	12,922	496	24,671
Current portion of derivative financial liabilities	3	141	5	225
<b>Total current financial liabilities</b>	<b>661</b>	<b>33,047</b>	863	42,886
<b>Total Financial Liabilities</b>	<b>1,107</b>	<b>55,351</b>	1,543	76,724

<sup>(1)</sup> The exchange rate used to convert the U.S. dollar amounts into Philippine peso was Php49.96 to US\$1.00, the Philippine peso-U.S. dollar exchange rate as quoted through the Philippine Dealing System as at December 31, 2017.

<sup>(2)</sup> The exchange rate used to convert the U.S. dollar amounts into Philippine peso was Php49.77 to US\$1.00, the Philippine peso-U.S. dollar exchange rate as quoted through the Philippine Dealing System as at December 31, 2016.

As at March 26, 2018, the Philippine peso-U.S. dollar exchange rate was Php52.29 to US\$1.00. Using this exchange rate, our consolidated net foreign currency-denominated financial liabilities would have increased in Philippine peso terms by Php1,021 million as at December 31, 2017.

Approximately 20% and 31% of our total consolidated debts (net of consolidated debt discount) were denominated in U.S. dollars as at December 31, 2017 and 2016, respectively. Our consolidated foreign currency-denominated debt decreased to Php35,032 million as at December 31, 2017 from Php58,192 million as at December 31, 2016. See Note 21 – Interest-bearing Financial Liabilities. The aggregate notional amount of our consolidated outstanding long-term principal only-currency swap contracts were US\$92 million and US\$392 million as at December 31, 2017 and 2016, respectively. Consequently, the unhedged portion of our consolidated debt amounts was approximately 16% (or 8%, net of our consolidated U.S. dollar cash balances allocated for debt) and 19% (or 8%, net of our consolidated U.S. dollar cash balances allocated for debt) as at December 31, 2017 and 2016, respectively.

Approximately, 23% of our consolidated revenues were denominated in U.S. dollars and/or were linked to U.S. dollars for each of the years ended December 31, 2017 and 2016. Approximately, 8% of our consolidated expenses were denominated in U.S. dollars and/or linked to the U.S. dollar for the year ended December 31, 2017 as compared with approximately 9% for the year ended December 31, 2016. In this respect, the higher weighted average exchange rate of the Philippine peso against the U.S. dollar increased our revenues and expenses, and consequently, affects our cash flow from operations in Philippine peso terms. In view of the anticipated continued decline in dollar-denominated/dollar-linked revenues, which provide a natural hedge against our foreign currency exposure, we are progressively refinancing our dollar-denominated debts in Philippine pesos.

The Philippine peso depreciated by 0.38% against the U.S. dollar to Php49.96 to US\$1.00 as at December 31, 2017 from Php49.77 to US\$1.00 as at December 31, 2016. As a result of our consolidated foreign exchange movements, as well as the amount of our consolidated outstanding net foreign currency financial assets and liabilities, we recognized net consolidated foreign exchange losses of Php411 million, Php2,785 million and Php3,036 million for the years ended December 31, 2017, 2016 and 2015, respectively.

Management conducted a survey among our banks to determine the outlook of the Philippine peso-U.S. dollar exchange rate until March 31, 2018. Our outlook is that the Philippine peso-U.S. dollar exchange rate may weaken/strengthen by 4.09% as compared to the exchange rate of Php49.96 to US\$1.00 as at December 31, 2017. If the Philippine peso-U.S. dollar exchange rate had weakened/strengthened by 4.09% as at December 31, 2017, with all other variables held constant, profit after tax for the year ended December 31, 2017 would have been approximately Php556 million lower/higher and our consolidated stockholders' equity as at December 31, 2017 would have been approximately Php491 million lower/higher, mainly as a result of consolidated foreign exchange gains and losses on conversion of U.S. dollar-denominated net assets/liabilities and mark-to-market valuation of derivative financial instruments.

#### ***Interest Rate Risk***

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of change in market interest rates.

Our exposure to the risk of changes in market interest rates relates primarily to our long-term debt obligations with floating interest rates.

Our policy is to manage interest cost through a mix of fixed and variable rate debts. We evaluate the fixed to floating ratio of our loans in line with movements of relevant interest rates in the financial markets. Based on our assessment, new financing will be priced either on a fixed or floating rate basis. We enter into interest rate swap agreements in order to manage our exposure to interest rate fluctuations. We make use of hedging instruments and structures solely for reducing or managing financial risk associated with our liabilities and not for trading purposes.

The following tables set out the carrying amounts, by maturity, of our financial instruments that are expected to have exposure on interest rate risk as at December 31, 2017 and 2016. Financial instruments that are not subject to interest rate risk were not included in the table.

**As at December 31, 2017**

	In U.S. Dollars					Total	In Php	Discount/ Debt Issuance Cost In Php	Carrying Value In Php	Fair Value	
	Below 1 year	1-2 years	2-3 years	3-5 years	Over 5 years					In U.S. Dollar	In Php
(in millions)											
<b>Assets:</b>											
<i>Investment in Debt Securities and Other Long-term Investments</i>											
U.S. Dollar	2	-	-	-	-	2	100	-	100	2	100
Interest rate	3.5000%	-	-	-	-	-	-	-	-	-	-
Philippine Peso	-	-	3	-	-	3	150	-	150	3	151
Interest rate	-	-	4.8371%	-	-	-	-	-	-	-	-
<i>Cash in Bank</i>											
U.S. Dollar	29	-	-	-	-	29	1,465	-	1,465	29	1,465
Interest rate	0.0100% to 0.2500%	-	-	-	-	-	-	-	-	-	-
Philippine Peso	89	-	-	-	-	89	4,468	-	4,468	89	4,468
Interest rate	0.05000% to 1.2500%	-	-	-	-	-	-	-	-	-	-
Other Currencies	-	-	-	-	-	-	9	-	9	-	9
Interest rate	0.1000% to 0.5000%	-	-	-	-	-	-	-	-	-	-
<i>Temporary Cash Investments</i>											
U.S. Dollar	402	-	-	-	-	402	20,063	-	20,063	402	20,063
Interest rate	0.2500% to 2.1000%	-	-	-	-	-	-	-	-	-	-
Philippine Peso	130	-	-	-	-	130	6,491	-	6,491	130	6,491
Interest rate	0.1250% to 4.3250%	-	-	-	-	-	-	-	-	-	-
<i>Short-term Investments</i>											
U.S. Dollar	22	-	-	-	-	22	1,074	-	1,074	22	1,074
Interest rate	2.1000%	-	-	-	-	-	-	-	-	-	-
Philippine Peso	-	-	-	-	-	-	-	-	-	-	-
Interest rate	-	-	-	-	-	-	-	-	-	-	-
	674	-	3	-	-	677	33,820	-	33,820	677	33,821
<b>Liabilities:</b>											
<i>Long-term Debt</i>											
<i>Fixed Rate</i>											
U.S. Dollar Fixed Loans	5	37	8	11	-	61	3,050	6	3,044	62	3,104
Interest rate	1.4100%	1.4100% to 2.8850%	2.8850%	2.8850%	-	-	-	-	-	-	-
Philippine Peso	-	333	81	618	1,565	2,597	129,733	335	129,398	2,450	122,418
Interest rate	-	3.9000% to 6.4044%	3.9000% to 6.4044%	3.9000% to 6.4044%	3.9000% to 6.4044%	-	-	-	-	-	-
<i>Variable Rate</i>											
U.S. Dollar	60	266	203	65	50	644	32,158	170	31,988	644	32,158
Interest rate	1.2000% to 1.6000% over LIBOR	US\$LIBOR + 0.7900% to 1.4500%	US\$LIBOR + 0.7900% to 1.4500%	US\$LIBOR + 0.7900% to 0.9500%	US\$LIBOR + 1.0500%	-	-	-	-	-	-
Philippine Peso	-	3	95	66	-	164	8,195	14	8,181	164	8,195
Interest rate	-	1.0000% over PDST-R2	1.0000% over PDST- R2	1.0000% over PDST-R2	-	-	-	-	-	-	-
	65	639	387	760	1,615	3,466	173,136	525	172,611	3,320	165,875

As at December 31, 2016

	In U.S. Dollars					Total	In Php	Discount/ Debt Issuance Cost In Php	Carrying Value In Php	Fair Value	
	Below 1 year	1-2 years	2-3 years	3-5 years	Over 5 years					In U.S. Dollar	In Php
(in millions)											
<b>Assets:</b>											
<i>Investment in Debt Securities and Other Long-term Investments</i>											
U.S. Dollar	3	4	-	-	-	7	348	-	348	7	350
Interest rate	4.0000%	3.5000% to 4.0000%	-	-	-	-	-	-	-	-	-
Philippine Peso	4	-	-	3	-	7	352	-	352	7	353
Interest rate	4.2180% to 4.2500%	-	-	4.8400%	-	-	-	-	-	-	-
<i>Cash in Bank</i>											
U.S. Dollar	17	-	-	-	-	17	850	-	850	17	850
Interest rate	0.0100% to 0.5000%	-	-	-	-	-	-	-	-	-	-
Philippine Peso	73	-	-	-	-	73	3,652	-	3,652	73	3,652
Interest rate	0.0010% to 1.6250%	-	-	-	-	-	-	-	-	-	-
Other Currencies	1	-	-	-	-	1	22	-	22	1	22
Interest rate	0.0100% to 0.5000%	-	-	-	-	-	-	-	-	-	-
<i>Temporary Cash Investments</i>											
U.S. Dollar	366	-	-	-	-	366	18,239	-	18,239	366	18,239
Interest rate	0.2500% to 4.7500%	-	-	-	-	-	-	-	-	-	-
Philippine Peso	283	-	-	-	-	283	14,099	-	14,099	283	14,099
Interest rate	0.1250% to 5.000%	-	-	-	-	-	-	-	-	-	-
<i>Short-term Investments</i>											
U.S. Dollar	55	-	-	-	-	55	2,738	-	2,738	55	2,738
Interest rate	1.6500% to 4.0000%	-	-	-	-	-	-	-	-	-	-
	<b>802</b>	<b>4</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>809</b>	<b>40,300</b>	<b>-</b>	<b>40,300</b>	<b>809</b>	<b>40,303</b>
<b>Liabilities:</b>											
<i>Long-term Debt</i>											
<i>Fixed Rate</i>											
U.S. Dollar Notes	228	-	-	-	-	228	11,366	4	11,362	233	3,813
Interest rate	8.3500%	-	-	-	-	-	-	-	-	-	-
U.S. Dollar Fixed Loans	5	42	9	15	4	75	3,726	20	3,706	77	112,818
Interest rate	1.9000%	1.4100% to 2.8850%	1.4100% to 2.8850%	2.8850%	2.8850%	-	-	-	-	-	-
Philippine Peso	153	59	287	405	1,485	2,389	118,881	303	118,578	2,267	-
Interest rate	5.2854% to 5.5808%	3.9000% to 6.2600%	3.9000% to 6.2600%	3.9000% to 6.2600%	3.9000% to 6.2600%	-	-	-	-	-	43,410
<i>Variable Rate</i>											
U.S. Dollar	39	440	100	241	52	872	43,410	286	43,124	872	8,280
Interest rate	0.3000% to 1.6000% over LIBOR	0.7900% to 1.6000% over LIBOR	0.7900% to 1.4500% over LIBOR	0.7900% to 1.4500% over LIBOR	0.7900% to 1.0500% over LIBOR	-	-	-	-	-	-
Philippine Peso	-	3	2	161	-	166	8,280	18	8,262	166	179,927
Interest rate	-	BSP overnight rate to 1.0000% over PDST-R2	BSP overnight rate to 1.0000% over PDST-R2	BSP overnight rate to 1.0000% over PDST-R2	-	-	-	-	-	-	350
	<b>425</b>	<b>544</b>	<b>398</b>	<b>822</b>	<b>1,541</b>	<b>3,730</b>	<b>185,663</b>	<b>631</b>	<b>185,032</b>	<b>3,615</b>	<b>-</b>

Fixed rate financial instruments are subject to fair value interest rate risk while floating rate financial instruments are subject to cash flow interest rate risk.

Repricing of floating rate financial instruments is mostly done on intervals of three months or six months. Interest on fixed rate financial instruments is fixed until maturity of the particular instrument.

Approximately 23% and 28% of our consolidated debts were variable rate debts as at December 31, 2017 and 2016, respectively. Our consolidated variable rate debt decreased to Php40,353 million as at December 31, 2017 from Php51,690 million as at December 31, 2016. Considering the aggregate notional amount of our consolidated outstanding long-term interest rate swap contracts of US\$525 million and US\$724 million as at December 31, 2017 and 2016, respectively, approximately 92% each of our consolidated debts were fixed as at December 31, 2017 and 2016, respectively.



Management conducted a survey among our banks to determine the outlook of the U.S. dollar and Philippine peso interest rates until March 31, 2018. Our outlook is that the U.S. dollar and Philippine peso interest rates may move 25 basis points, or bps, and 20 bps higher/lower, respectively, as compared to levels as at December 31, 2017. If U.S. dollar interest rates had been 25 bps higher/lower as compared to market levels as at December 31, 2017, with all other variables held constant, profit after tax for the year 2017 and our consolidated stockholders' equity as at year end 2017 would have been approximately Php11 million and Php36 million, respectively, lower/higher, mainly as a result of higher/lower interest expense on floating rate borrowings and loss/gain on derivative transactions. If Philippine peso interest rates had been 20 bps higher/lower as compared to market levels as at December 31, 2017, with all other variables held constant, profit after tax for the year 2017 and our consolidated stockholders' equity as at year end 2017 would have been approximately Php1 million and Php2 million, respectively, lower/higher, mainly as a result of higher/lower interest expense on floating rate borrowings and loss/gain on derivative transactions.

### Credit Risk

Credit risk is the risk that we will incur a loss arising from our customers, clients or counterparties that fail to discharge their contracted obligations. We manage and control credit risk by setting limits on the amount of risk we are willing to accept for individual counterparties and by monitoring exposures in relation to such limits.

We trade only with recognized and creditworthy third parties. It is our policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an on-going basis to reduce our exposure to bad debts.

We established a credit quality review process to provide regular identification of changes in the creditworthiness of counterparties. Counterparty limits are established and reviewed periodically based on latest available financial data on our counterparties' credit ratings, capitalization, asset quality and liquidity. Our credit quality review process allows us to assess the potential loss as a result of the risks to which we are exposed and allow us to take corrective actions.

The table below shows the maximum exposure to credit risk for the components of our consolidated statements of financial position, including derivative financial instruments as at December 31, 2017 and 2016:

	2017		
	Gross Maximum Exposure	Collateral and Other Credit Enhancements*	Net Maximum Exposure
	(in million pesos)		
<i>Loans and receivables:</i>			
Advances and other noncurrent assets	20,679	–	20,679
Cash and cash equivalents	32,905	235	32,670
Short-term investments	1,074	–	1,074
Investment in debt securities and other long-term investments	100	–	100
Retail subscribers	9,183	48	9,135
Corporate subscribers	6,337	220	6,117
Foreign administrations	5,579	–	5,579
Domestic carriers	382	–	382
Dealers, agents and others	12,280	1	12,279
<i>HTM investments:</i>			
Investment in debt securities and other long-term investments	150	–	150
<i>Available-for-sale financial investments</i>	15,165	–	15,165
<i>Derivatives used for hedging:</i>			
Long-term currency swap	240	–	240
Interest rate swap	146	–	146
<b>Total</b>	<b>104,220</b>	<b>504</b>	<b>103,716</b>

\* Includes bank insurance, security deposits and customer deposits. We have no collateral held as at December 31, 2017.

	2016		
	Gross Maximum Exposure	Collateral and Other Credit Enhancements*	Net Maximum Exposure
	(in million pesos)		
<i>Loans and receivables:</i>			
Advances and other noncurrent assets	17,068	–	17,068
Cash and cash equivalents	38,722	270	38,452
Short-term investments	2,736	–	2,736
Investment in debt securities and other long-term investments	348	–	348
Retail subscribers	7,702	46	7,656
Corporate subscribers	5,506	188	5,318
Foreign administrations	5,191	–	5,191
Domestic carriers	220	–	220
Dealers, agents and others	5,817	1	5,816
<i>HTM investments:</i>			
Investment in debt securities and other long-term investments	352	–	352
<i>Financial instruments at FVPL:</i>			
Forward foreign exchange contracts	54	–	54
Short-term currency swaps	12	–	12
Short-term investments	2	–	2
<i>Available-for-sale financial investments</i>	12,189	–	12,189
<i>Derivatives used for hedging:</i>			
Long-term currency swap	559	–	559
Interest rate swap	116	–	116
<b>Total</b>	<b>96,594</b>	<b>505</b>	<b>96,089</b>

\* Includes bank insurance, security deposits and customer deposits. We have no collateral held as at December 31, 2016.

The table below provides information regarding the credit quality by class of our financial assets according to our credit ratings of counterparties as at December 31, 2017 and 2016:

	Total	Neither past due nor impaired		Past due but not impaired	Impaired
		Class A <sup>(1)</sup>	Class B <sup>(2)</sup>		
	(in million pesos)				
<b>December 31, 2017</b>					
<i>Loans and receivables:</i>	<b>103,242</b>	<b>67,644</b>	<b>9,847</b>	<b>11,028</b>	<b>14,723</b>
Advances and other noncurrent assets	20,901	19,202	1,474	3	222
Cash and cash equivalents	32,905	32,705	200	–	–
Short-term investments	1,074	1,074	–	–	–
Investment in debt securities and other long-term investments	100	100	–	–	–
Retail subscribers	17,961	2,984	4,919	1,280	8,778
Corporate subscribers	9,641	2,035	2,233	2,069	3,304
Foreign administrations	6,517	838	872	3,869	938
Domestic carriers	457	76	73	233	75
Dealers, agents and others	13,686	8,630	76	3,574	1,406
<i>HTM investments:</i>	<b>150</b>	<b>150</b>	<b>–</b>	<b>–</b>	<b>–</b>
Investment in debt securities and other long-term investments	150	150	–	–	–
<i>Available-for-sale financial investments</i>	<b>15,165</b>	<b>15,079</b>	<b>86</b>	<b>–</b>	<b>–</b>
<i>Derivatives used for hedging:</i>	<b>386</b>	<b>386</b>	<b>–</b>	<b>–</b>	<b>–</b>
Long-term currency swap	240	240	–	–	–
Interest rate swap	146	146	–	–	–
<b>Total</b>	<b>118,943</b>	<b>83,259</b>	<b>9,933</b>	<b>11,028</b>	<b>14,723</b>

	Total	Neither past due nor impaired		Past due but not impaired	Impaired
		Class A <sup>(1)</sup>	Class B <sup>(2)</sup>		
(in million pesos)					
<b>December 31, 2016</b>					
<i>Loans and receivables:</i>	102,308	63,664	10,000	9,646	18,998
Advances and other noncurrent assets	17,278	15,312	1,751	5	210
Cash and cash equivalents	38,722	36,902	1,820	–	–
Short-term investments	2,736	2,736	–	–	–
Investment in debt securities and other long-term investments	348	348	–	–	–
Retail subscribers	20,290	2,770	3,639	1,293	12,588
Corporate subscribers	9,333	888	1,202	3,416	3,827
Foreign administrations	5,819	910	1,382	2,899	628
Domestic carriers	354	103	56	61	134
Dealers, agents and others	7,428	3,695	150	1,972	1,611
<i>HTM investments:</i>	352	352	–	–	–
Investment in debt securities and other long-term investments	352	352	–	–	–
<i>Financial instruments at FVPL:</i>	68	68	–	–	–
Forward foreign exchange contracts	54	54	–	–	–
Short-term currency swaps	12	12	–	–	–
Short-term investments	2	2	–	–	–
<i>Available-for-sale financial investments</i>	12,189	10,197	1,992	–	–
<i>Derivatives used for hedging:</i>	675	675	–	–	–
Long-term currency swap	559	559	–	–	–
Interest rate swap	116	116	–	–	–
<b>Total</b>	<b>115,592</b>	<b>74,956</b>	<b>11,992</b>	<b>9,646</b>	<b>18,998</b>

<sup>(1)</sup> This includes low risk and good paying customer accounts with no history of account treatment for a defined period and no overdue accounts as at report date; and deposits or placements to counterparties with good credit rating or bank standing financial review.

<sup>(2)</sup> This includes medium risk and average paying customer accounts with no overdue accounts as at report date, and new customer accounts for which sufficient credit history has not been established; and deposits or placements to counterparties not classified as Class A.

The aging analysis of past due but not impaired class of financial assets as at December 31, 2017 and 2016 are as follows:

	Total	Neither past due nor impaired	Past due but not impaired			Impaired
			1-60 days	61-90 days	Over 91 days	
(in million pesos)						
<b>December 31, 2017</b>						
<i>Loans and receivables:</i>	103,242	77,491	3,261	703	7,064	14,723
Advances and other noncurrent assets	20,901	20,676	–	–	3	222
Cash and cash equivalents	32,905	32,905	–	–	–	–
Short-term investments	1,074	1,074	–	–	–	–
Investment in debt securities and other long-term investments	100	100	–	–	–	–
Retail subscribers	17,961	7,903	927	20	333	8,778
Corporate subscribers	9,641	4,268	724	267	1,078	3,304
Foreign administrations	6,517	1,710	646	217	3,006	938
Domestic carriers	457	149	84	53	96	75
Dealers, agents and others	13,686	8,706	880	146	2,548	1,406
<i>HTM investments:</i>	150	150	–	–	–	–
Investment in debt securities and other long-term investments	150	150	–	–	–	–
<i>Available-for-sale financial investments</i>	15,165	15,165	–	–	–	–
<i>Derivatives used for hedging:</i>	386	386	–	–	–	–
Long-term currency swap	240	240	–	–	–	–
Interest rate swap	146	146	–	–	–	–
<b>Total</b>	<b>118,943</b>	<b>93,192</b>	<b>3,261</b>	<b>703</b>	<b>7,064</b>	<b>14,723</b>

	Total	Neither past due nor impaired	Past due but not impaired			Impaired
			1-60 days	61-90 days	Over 91 days	
(in million pesos)						
<b>December 31, 2016</b>						
<i>Loans and receivables:</i>	102,308	73,664	4,095	602	4,949	18,998
Advances and other noncurrent assets	17,278	17,063	–	–	5	210
Cash and cash equivalents	38,722	38,722	–	–	–	–
Short-term investments	2,736	2,736	–	–	–	–
Investment in debt securities and other long-term investments	348	348	–	–	–	–
Retail subscribers	20,290	6,409	1,106	41	146	12,588
Corporate subscribers	9,333	2,090	1,333	353	1,730	3,827
Foreign administrations	5,819	2,292	730	156	2,013	628
Domestic carriers	354	159	48	2	11	134
Dealers, agents and others	7,428	3,845	878	50	1,044	1,611
<i>HTM investments:</i>	352	352	–	–	–	–
Investment in debt securities and other long-term investments	352	352	–	–	–	–
<i>Financial instruments at FVPL:</i>	68	68	–	–	–	–
Forward foreign exchange contracts	54	54	–	–	–	–
Short-term currency swaps	12	12	–	–	–	–
Short-term investments	2	2	–	–	–	–
<i>Available-for-sale financial investments</i>	12,189	12,189	–	–	–	–
<i>Derivatives used for hedging:</i>	675	675	–	–	–	–
Long-term currency swap	559	559	–	–	–	–
Interest rate swap	116	116	–	–	–	–
<b>Total</b>	<b>115,592</b>	<b>86,948</b>	<b>4,095</b>	<b>602</b>	<b>4,949</b>	<b>18,998</b>

### Impairment Assessments

The main consideration for the impairment assessment include whether any payments of principal or interest are overdue by more than 90 days or whether there are any known difficulties in the cash flows of counterparties, credit rating downgrades, or infringement of the original terms of the contract. Our impairment assessments are classified into two areas: individually assessed allowance and collectively assessed allowances.

#### *Individually assessed allowance*

We determine the allowance appropriate for each individually significant loan or advance on an individual basis. Items considered when determining allowance amounts include the sustainability of the counterparty's business plan, its ability to improve performance once a financial difficulty has arisen, projected receipts and the expected dividend payout should bankruptcy ensue, the availability of other financial support, the realizable value of collateral, if any, and the timing of the expected cash flows. We also recognize an impairment for accounts specifically identified to be doubtful of collection when there is information on financial incapacity after considering the other contractual obligations between us and the subscriber. The impairment losses are evaluated at each reporting date, unless unforeseen circumstances require more careful attention.

#### *Collectively assessed allowances*

Allowances are assessed collectively for losses on loans and advances that are not individually significant and for individually significant loans and advances where there is no objective evidence of individual impairment. Allowances are evaluated at each reporting date with each portfolio receiving a separate review.

The collective assessment takes account of impairment that is likely to be present in the portfolio even though there is no objective evidence of the impairment in an individual assessment. Impairment losses are estimated by taking into consideration the following information: historical losses on the portfolio, current economic conditions, the approximate delay between the time a loss is likely to have been incurred and the time it is identified as requiring an individually assessed impairment allowance, and expected receipts and recoveries once impaired. The impairment allowance is then reviewed by credit management to ensure alignment with our policy.



### Capital Management Risk

We aim to achieve an optimal capital structure in pursuit of our business objectives which include maintaining healthy capital ratios and strong credit ratings, and maximizing shareholder value.

In recent years, our cash flow from operations has allowed us to substantially reduce debts and, in 2005, resume payment of dividends on common shares. Since 2005, our strong cash flow has enabled us to make investments in new areas and pay higher dividends.

Our approach to capital management focuses on balancing the allocation of cash and the incurrence of debt as we seek new investment opportunities for new businesses and growth areas. On August 5, 2014, the PLDT Board of Directors approved an amendment to our dividend policy, increasing the dividend payout rate to 75% from 70% of our core EPS as regular dividends, although we amended our dividend policy to reduce the regular dividend payout to 60% of core EPS in 2016. In declaring dividends, we take into consideration the interest of our shareholders, as well as our working capital, capital expenditures and debt servicing requirements. The retention of earnings may be necessary to meet the funding requirements of our business expansion and development programs.

However, in view of our elevated capital expenditures to build-out a robust, superior network to support the continued growth of data traffic, plans to invest in new adjacent businesses that will complement the current business and provide future sources of profits and dividends, and management of our cash and gearing levels, the PLDT Board of Directors approved on August 2, 2016, the amendment of our dividend policy, reducing the regular dividend payout to 60% of core EPS. As part of the dividend policy, in the event no investment opportunities arise, we may consider the option of returning additional cash to our shareholders in the form of special dividends or share buybacks. Philippine corporate regulations prescribe, however, that we can only pay out dividends or make capital distribution up to the amount of our unrestricted retained earnings.

Some of our debt instruments contain covenants that impose maximum leverage ratios. In addition, our credit ratings from the international credit ratings agencies are based on our ability to remain within certain leverage ratios.

No changes were made in our objectives, policies or processes for managing capital during the years ended December 31, 2017, 2016 and 2015.

## 29. Notes to the Statement of Cash Flows

The following table shows the changes in liabilities arising from financing activities:

	January 1, 2017	Cash flows	Foreign exchange movement	Others	December 31, 2017
		(in million pesos)			
Interest-bearing financial liabilities	185,032	(13,097)	417	259	<b>172,611</b>
Long-term financing for capital expenditures	13,673	(7,735)	–	(358)	<b>5,580</b>
Dividends	1,544	(16,617)	–	16,648	<b>1,575</b>
	<b>200,249</b>	<b>(37,449)</b>	<b>417</b>	<b>16,549</b>	<b>179,766</b>

Others include the effect of accretion of long-term borrowings, effect of accrued but not yet paid interest on interest-bearing loans and borrowings and accrual of dividends that were not yet paid at the end of the period.



## Independent Auditor's Report on Supplementary Schedules

The Stockholders and Board of Directors  
PLDT Inc.  
Ramon Cojuangco Building  
Makati Avenue, Makati City

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of PLDT Inc. and its subsidiaries as at December 31, 2017 and 2016, and for each of the three years in the period ended December 31, 2017, included in this Form 17-A, and have issued our report thereon dated March 27, 2018. Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedules listed in the Index to the Consolidated Financial Statements and Supplementary Schedules are the responsibility of the Company's management. These schedules are presented for purposes of complying with Securities Regulation Code Rule 68, As Amended (2011), and are not part of the basic financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, fairly state, in all material respects, the information required to be set forth therein in relation to the basic financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.

A handwritten signature in cursive script that reads "Ramon D. Dizon".

Ramon D. Dizon  
Partner  
CPA Certificate No. 46047  
SEC Accreditation No. 0077-AR-4 (Group A),  
May 1, 2016, valid until May 1, 2019  
Tax Identification No. 102-085-577  
BIR Accreditation No. 08-001998-17-2018,  
February 26, 2018, valid until February 25, 2021  
PTR No. 6621250, January 9, 2018, Makati City

March 27, 2018

**Schedule A. Financial Assets**  
**December 31, 2017**

Name of Issuing Entity and Association of Each Issue	Number of Shares	Amount Shown in the Balance Sheet	Valued Based on Market Quotation at Balance Sheet Date (in millions)	Income Received and Accrued
Available-for-sale financial investments				
Listed equity securities	various	Php12,977	Php-	Php-
Others	various	2,188	N/A	-
	-	<b>Php15,165</b>	<b>N/A</b>	<b>Php-</b>

**Schedule C. Amounts Receivable from Related Parties which are eliminated during the consolidation of Financial Statements**  
**December 31, 2017**

	December 31, 2016	Additions	Collections	December 31, 2017
	(in millions)			
ACeS Philippines Cellular Corporation	Php-	Php-	Php-	Php-
BayanTrade	2	12	(12)	2
Bonifacio Communications Corporation	4	28	(23)	9
Chikka Holdings Limited	1	3	(3)	1
CruzTelco (SBI-CC3)	375	(184)	(191)	-
Curo Teknika, Inc.	1	11	(10)	2
Datelco Global Communications, Inc.	-	-	-	-
Digital Telecommunications Phils., Inc.	30,794	59	(1,512)	29,341
Digital Mobile Philippines, Inc.	4	4,201	(4,193)	12
eInnovations Holdings	9	-	(9)	-
ePDS, Inc.	6	2	(2)	6
ePLDT, Inc.	210	234	(92)	352
iCommerce Pte. Ltd.	3	-	(3)	-
I-Contacts Corporation	3	32	(31)	4
IP Converge Data Services, Inc.	11	316	(300)	27
Mabuhay Satellite Corporation	-	-	-	-
PLDT-Maratel, Inc.	57	227	(186)	98
Metro Kidapawan Telephone Corporation	-	-	-	-
Netgames, Inc.	-	-	-	-
Pacific Global One Aviation Co., Inc.	567	79	(1)	645
PayMaya Philippines, Inc.	46	70	(41)	75
PGNL (ROHQ) Phils.	35	30	-	65
Philcom Corporation	1,922	207	(30)	2,099
PLDT Inc.	914	7,727	(6,484)	2,157
Pilipinas Global Network Limited	-	1	(1)	-
PLDT (HK) Limited	5	-	-	5
PLDT (SG) Pte Ltd	-	-	-	-
PLDT 1528 Unlimited	1	-	-	1
PLDT (US) Limited	23	86	(84)	24
PLDT Capital Pte Ltd	9	-	(9)	-
PLDT-ClarkTel	36	55	(69)	22
PLDT Digital Investments Pte. Ltd.	790	197	-	987
PLDT Global (Phils.) Corporation	-	1	(1)	-
PLDT Global Corporation	381	565	(148)	798
PLDT Online Investments Pte. Ltd	-	25	-	25
Primeworld Digital Systems, Inc.	-	-	-	-
SmartBroadband, Inc.	149	1,934	(1,333)	750
Smart Communications, Inc.	10,982	23,214	(29,078)	5,118
PLDT Subic Telecom, Inc.	39	46	(56)	29
Talas Data Intelligence, Inc.	464	117	(500)	81
Voyager Innovations, Inc.	3	34	(11)	26
Wifun, Inc.	-	-	-	-
	<b>Php47,846</b>	<b>Php39,328</b>	<b>(Php44,413)</b>	<b>Php42,761</b>

All receivables eliminated during the consolidation of financial statements are classified as current. There were no receivables written off during the year.

**Schedule D. Goodwill and Intangible Assets**  
December 31, 2017

Description	Beginning Balances <sup>(1)</sup>	Addition At Cost	Charged to Cost and Expenses <sup>(2)</sup>	Charged to Other Accounts	Other Changes Additions (Deductions)	Ending Balances
(in millions)						
Intangible Assets with definite life						
Customer list	Php1,957	Php-	(Php511)	Php-	Php-	Php1,446
Franchise	2,055	-	(186)	-	-	1,869
Spectrum	214	-	(80)	-	-	134
Licenses	42	-	(7)	-	-	35
Others	128	138	(51)	-	-	215
Intangible Assets with indefinite life						
Trademark	4,505	-	-	-	-	4,505
	8,901	138	(835)	-	-	8,204
Goodwill	61,379	-	-	-	-	61,379
	<b>Php70,280</b>	<b>Php138</b>	<b>(Php835)</b>	<b>Php-</b>	<b>Php-</b>	<b>Php69,583</b>

<sup>(1)</sup> Net of accumulated amortization.

<sup>(2)</sup> Represents amortization of intangible assets.

**Schedule E. Interest-bearing Financial Liabilities**  
December 31, 2017

Name of Issuer and Type of Obligation	Total Outstanding Balance	Amount shown as			
		Amount shown as Current		Non-Current	
		Gross Amount	Debt Discount/Debt Issuance Cost	Gross Amount	Debt Discount/Debt Issuance Cost
(in millions)					
<i>U.S. Dollar Debts:</i>					
Export Credit Agencies-Supported Loans:					
Exportkreditnamnden, or EKN					
SEK Nordea US\$45.5M	547	454	(5)	98	-
Others:					
BTMU US\$200M	9,945	4,746	(21)	5,246	(26)
Mizuho Corporate Bank Ltd. (Mizuho) \$200M	5,511	2,220	(26)	3,331	(14)
Philippine National Bank (PNB) US\$100M	4,846	50	-	4,796	-
Mizuho US\$100M	3,791	769	(18)	3,074	(34)
Metropolitan Bank & Trust Company (Metrobank) US\$50M	2,435	25	-	2,410	-
BTMU US\$300M	1,665	1,665	-	-	-
BTMU US\$100M	1,658	1,110	(6)	555	(1)
NTT Finance Corporation US\$25M	1,241	-	(2)	1,249	(6)
NTT Finance Corporation US\$25M (2017)	1,240	-	(1)	1,249	(8)
Mizuho Bank Ltd. SG, Branch US\$50M	828	555	(4)	278	(1)
Mizuho, Sumitomo Mitsui Banking Corporation Facility US\$120M	747	749	(2)	-	-
China Banking Corporation (Chinabank) US\$80M	400	400	-	-	-
BTMU US\$50M	178	179	(1)	-	-
	34,485	12,468	(81)	22,188	(90)
<i>Philippine Peso Debts:</i>					
Corporate Notes:					
PLDT Fixed Rate Corporate Notes (2012) Php8.8B	6,408	68	-	6,340	-
PLDT Fixed Rate Corporate Notes (2012) Php6.2B	5,890	62	-	5,828	-
PLDT Fixed Rate Corporate Notes (2013) Php2.055B	1,952	20	-	1,932	-
PLDT Fixed Rate Corporate Notes (2013) Php1.188B	1,140	12	-	1,128	-
PLDT Fixed Rate Corporate Notes (2012) Php1.5B	285	3	-	282	-
	15,675	165	-	15,510	-



Name of Issuer and Type of Obligation	Total Outstanding Balance	Amount shown as Current		Amount shown as Non-Current	
		Gross Amount	Debt Discount/ Debt Issuance Cost	Gross Amount	Debt Discount/ Debt Issuance Cost
Fixed Rate Retail Bonds:					
Php15B Fixed Rate Retail Bonds	14,922	-	(21)	15,000	(57)
	14,922	-	(21)	15,000	(57)
Term Loans:					
Unsecured Term Loans					
Rizal Commercial Banking Corporation Php2B	1,980	20	-	1,960	-
Land Bank of the Philippines (Landbank) Php3B	2,850	30	-	2,820	-
Manufacturers Life Insurance Co. (Phils.), Inc. Php200M	200	-	-	200	-
Union Bank of the Philippines (Unionbank) Php1B	960	10	-	950	-
Philippine American Life and General Insurance (Philam Life) Php1B	1,000	-	-	1,000	-
Bank of the Philippine Islands (BPI) Php2B	1,920	20	-	1,900	-
Metrobank Php3B	1,795	300	(2)	1,500	(3)
BPI Php3B	2,874	30	(2)	2,850	(4)
Landbank Php3B and Php500M	3,388	35	(2)	3,360	(5)
Unionbank Php2B	1,940	20	-	1,920	-
Philam Life Php1.5B	1,500	-	-	1,500	-
BDO Unibank, Inc. (BDO) 500M	485	5	-	480	-
Philam Life Php1B	1,000	-	-	1,000	-
Landbank Php1B	970	10	-	960	-
Unionbank Php1.5B	1,455	15	-	1,440	-
BPI Php2B	1,960	20	-	1,940	-
BPI Php3B	2,940	30	-	2,910	-
Metrobank Php5B	4,900	50	-	4,850	-
Metrobank Php5B	4,880	50	(2)	4,850	(18)
BPI Php5B	4,880	50	(2)	4,850	(18)
Metrobank Php5B	4,879	50	(2)	4,850	(19)
Chinabank Php7B	6,983	700	(6)	6,300	(11)
Metrobank Php6B	5,915	60	(4)	5,880	(21)
BPI Php6.5B	6,407	65	(4)	6,370	(24)
BDO Php3B	2,970	30	-	2,940	-
Unionbank Php5.4B	5,333	54	(2)	5,292	(11)
BPI Php5.3B	5,224	53	(4)	5,194	(19)
Chinabank Php2.5B	2,500	-	-	2,500	-
Metrobank Php3B	2,986	30	(1)	2,970	(13)
Security Bank Corporation (Security Bank) Php8B	7,963	160	(4)	7,840	(33)
Landbank Php3.5B	3,484	35	(1)	3,465	(15)
Security Bank Php2B	1,990	20	-	1,970	-
Landbank Php3.5B	3,500	35	-	3,465	-
Security Bank Php2B	1,971	20	(2)	1,970	(17)
PNB Php1B	1,000	10	-	990	-
	106,982	2,017	(40)	105,236	(231)
Total Long-Term Debt	172,611	15,104	(147)	158,032	(378)
Obligations under Finance Lease	-	-	-	-	-
<b>Total Debt</b>	<b>Php172,611</b>	<b>Php15,104</b>	<b>(Php147)</b>	<b>Php158,032</b>	<b>(Php378)</b>

**Schedule F. Indebtedness to Affiliates and Related Parties (Long-Term Loans from Related Companies)**  
December 31, 2017

Name of Issuer and Type of Obligation	Total Outstanding Balance	Amount shown as Current		Amount shown as Non-Current	
		Gross Amount	Debt Discount/ Debt Issuance Cost	Gross Amount	Debt Discount/ Debt Issuance Cost
NTT Finance Corporation US\$25M	Php1,241	Php-	(Php2)	Php1,249	(Php6)
NTT Finance Corporation US\$25M (2017)	1,240	-	(1)	1,249	(8)

**Schedule H. Capital Stock**  
December 31, 2017

Title of Issue	Number of Shares Authorized	Number of Shares Issued and Outstanding	Number of Shares Reserved For Options, Warrants, Conversion and Other Rights	Number of Shares Held By Related Parties	Directors and Key Officers <sup>(1)</sup>	Others
<b>Preferred Stock</b>	<b>538</b>	<b>450</b>	<b>-</b>	<b>450</b>	<b>-</b>	<b>-</b>
Non-Voting Preferred Stock (Php10 par value)	388	300	-	300	-	-
Cumulative Convertible Series HH to II	88	-	-	-	-	-
Cumulative Nonconvertible Series IV	300	300 <sup>(2)</sup>	-	300 <sup>(2)</sup>	-	-
Voting Preferred Stock (Php1 par value)	150	150	-	150	-	-
<b>Common Stock (Php5 par value)</b>	<b>234</b>	<b>216</b>	<b>-</b>	<b>99<sup>(3)</sup></b>	<b>1</b>	<b>116</b>

<sup>(1)</sup> Consists of 591,053 common shares directly and indirectly owned by directors and executive officers as at January 31, 2018.

<sup>(2)</sup> Includes 300,000,000 shares subscribed for Php3,000,000,000, of which Php360,000,000 has been paid.

<sup>(3)</sup> Represents 25.57% beneficial ownership of First Pacific Group and its Philippine affiliates, and 20.35% beneficial ownership of NTT Group in PLDT's outstanding shares.

**Schedule I. Schedule of all the Effective Standards and Interpretations**  
December 31, 2017

PHILIPPINE FINANCIAL REPORTING STANDARDS AND ENTERPRETATIONS (Effective as of December 31, 2017)		Adopted	Not Adopted	Not Applicable
<b>Framework for the Preparation and Presentation of Financial Statements</b>		x		
Conceptual Framework Phase A: Objectives and qualitative characteristics				
<b>PFRSs Practice Statement Management Commentary</b>			x	
<b>Philippine Financial Reporting Standards</b>				
<b>PFRS 1 (Revised)</b>	First-time Adoption of Philippine Financial Reporting Standards	x		x
<b>PFRS 2</b>	Share-based Payment	x		x
	Amendments to PFRS 2, Classification and Measurement of Share-Based Payment Transactions*	x		
<b>PFRS 3 (Revised)</b>	Business Combinations	x		
<b>PFRS 4</b>	Insurance Contracts	x		x
<b>PFRS 5</b>	Non-current Assets Held for Sale and Discontinued Operations	x		x
<b>PFRS 6</b>	Exploration for and Evaluation of Mineral Resources	x		x
<b>PFRS 7</b>	Financial Instruments: Disclosures	x		
	Hedge Accounting and Amendments to PFRS 7*		x	
<b>PFRS 8</b>	Operating Segments	x		
<b>PFRS 9 (2014)</b>	Financial Instruments*		x	
	Hedge Accounting and Amendments to PFRS 9*		x	
<b>PFRS 10</b>	Consolidated Financial Statements	x		
<b>PFRS 11</b>	Joint Arrangements	x		
	Amendments to PFRS 11, Accounting for Acquisitions of Interests in Joint Operations	x		x
<b>PFRS 12</b>	Disclosure of Interests in Other Entities	x		
<b>PFRS 13</b>	Fair Value Measurement	x		
<b>PFRS 14</b>	Regulatory Deferral Accounts	x		x
<b>PFRS 15</b>	Revenue from Contracts with Customers*		x	

PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS (Effective as of December 31, 2017)		Adopted	Not Adopted	Not Applicable
PFRS 16	Leases*		x	
<b>Philippine Accounting Standards</b>				
PAS 1 (Revised)	Presentation of Financial Statements	x		
PAS 2	Inventories	x		
PAS 7	Statement of Cash Flows	x		
PAS 8	Accounting Policies, Changes in Accounting Estimates and Errors	x		
PAS 10	Events after the Reporting Period	x		
PAS 11	Construction Contracts	x		x
PAS 12	Income Taxes	x		
PAS 16	Property, Plant and Equipment	x		
	Amendments to PAS 16, Agriculture: Bearer Plants	x		x
	Amendment to PAS 16, Clarification of Acceptable Methods of Depreciation and Amortization	x		x
PAS 17	Leases	x		
PAS 18	Revenue	x		
PAS 19 (Revised)	Employee Benefits	x		
PAS 20	Accounting for Government Grants and Disclosure of Government Assistance	x		x
PAS 21	The Effects of Changes in Foreign Exchange Rates	x		
PAS 23 (Revised)	Borrowing Costs	x		
PAS 24 (Revised)	Related Party Disclosures	x		
PAS 26	Accounting and Reporting by Retirement Benefit Plans	x		x
PAS 28 (Amended)	Investments in Associates and Joint Ventures	x		
PAS 27 (Amended)	Separate Financial Statements	x		
PAS 29	Financial Reporting in Hyperinflationary Economies	x		x
PAS 32	Financial Instruments: Presentation	x		
PAS 33	Earnings per Share	x		
PAS 34	Interim Financial Reporting	x		x
PAS 36	Impairment of Assets	x		
PAS 37	Provisions, Contingent Liabilities and Contingent Assets	x		
PAS 38	Intangible Assets	x		
	Amendments to PAS 38, Clarification of Acceptable Methods of Depreciation and Amortization	x		x
PAS 39	Financial Instruments: Recognition and Measurement	x		
	Hedge Accounting and Amendments to PAS 39*		x	
PAS 40	Investment Property	x		
	Amendments to PAS 40, Transfers of Investment Property*		x	
PAS 41	Agriculture	x		x
	Amendments to PAS 41, Agriculture: Bearer Plants	x		x
<b>Philippine Interpretations</b>				
IFRIC 1	Changes in Existing Decommissioning, Restoration and Similar Liabilities	x		
IFRIC 2	Members' Share in Co-operative Entities and Similar Instruments	x		x
IFRIC 4	Determining Whether an Arrangement Contains a Lease	x		
IFRIC 5	Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds	x		x
IFRIC 6	Liabilities arising from Participating in a Specific Market - Waste Electrical and Electronic Equipment	x		x
IFRIC 7	Applying the Restatement Approach under PAS 29 Financial Reporting in Hyperinflationary Economies	x		x
IFRIC 9	Reassessment of Embedded Derivatives	x		
IFRIC 10	Interim Financial Reporting and Impairment	x		x
IFRIC 12	Service Concession Arrangements	x		x
IFRIC 13	Customer Loyalty Programmes	x		
IFRIC 14	The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction	x		x
IFRIC 15	Agreements for the Construction of Real Estate*		x	
IFRIC 16	Hedges of a Net Investment in a Foreign Operation	x		x
IFRIC 17	Distributions of Non-cash Assets to Owners	x		x
IFRIC 18	Transfers of Assets from Customers	x		x
IFRIC 19	Extinguishing Financial Liabilities with Equity Instruments	x		x
IFRIC 20	Stripping Costs in the Production Phase of a Surface Mine	x		x
IFRIC 21	Levies	x		x
IFRIC 22	Foreign Currency Transactions and Advance Consideration*		x	
SIC-7	Introduction of the Euro	x		x

PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS (Effective as of December 31, 2017)		Adopted	Not Adopted	Not Applicable
SIC-10	Government Assistance - No Specific Relation to Operating Activities	x		x
SIC-15	Operating Leases - Incentives	x		
SIC-25	Income Taxes - Changes in the Tax Status of an Entity or its Shareholders	x		x
SIC-27	Evaluating the Substance of Transactions Involving the Legal Form of a Lease	x		
SIC-29	Service Concession Arrangements: Disclosures	x		x
SIC-31	Revenue - Barter Transactions Involving Advertising Services	x		x
SIC-32	Intangible Assets - Web Site Costs	x		

\* Standards or amendments which will become effective subsequent to December 31, 2017.

#### Schedule J. Reconciliation of Retained Earnings Available for Dividend Declaration December 31, 2017

	Amount
	(in millions)
Consolidated unappropriated retained earnings as at December 31, 2016 (Audited)	Php3,483
Effect of PAS 27 Adjustments and other adjustments	20,778
Parent Company's unappropriated retained earnings at beginning of the year	24,261
Less: Cumulative unrealized income – net of tax:	
Unrealized foreign exchange gains – net (except those attributable to cash and cash equivalents)	(523)
Fair value adjustments of investment property resulting to gain	(871)
Fair value adjustments (mark-to-market gains)	(2,922)
Parent Company's unappropriated retained earnings available for dividends as at January 1, 2016	19,945
Parent Company's net income attributable to equity holders of PLDT for the year	27,370
Less: Fair value adjustment of investment property resulting to gain	(8)
Fair value adjustments (mark-to-market gains)	(260)
	27,102
Add: Revaluation increment removed from other comprehensive income	
Realized fair value adjustments of investment property	101
Less: Cash dividends declared during the year	
Preferred stock	(58)
Common stock	(16,421)
Charged to retained earnings	(16,479)
<b>Parent Company's unappropriated retained earnings available for dividends as at December 31, 2017</b>	<b>Php30,669</b>

As at December 31, 2017, our consolidated retained earnings amounted to Php634 million while the Parent Company's unappropriated retained earnings amounted to Php35,151 million. The difference of Php34,517 million pertains to the effect of PAS 27 in our investments in subsidiaries, associates and joint ventures accounted for under the equity method.







**Schedule L. Financial Soundness Indicators**  
**December 31, 2017 and 2016**

	2017	2016
Current Ratio <sup>(1)</sup>	0.53:1.0	0.47:1.0
Net Debt to Equity Ratio <sup>(2)</sup>	1.30:1.0	1.33:1.0
Net Debt to EBITDA Ratio <sup>(3)</sup>	2:09:1.0	2.35:1.0
Total Debt to EBITDA Ratio <sup>(4)</sup>	2.61:1.0	3.03:1.0
Asset to Equity Ratio <sup>(5)</sup>	4.30:1.0	4.39:1.0
Interest Coverage Ratio <sup>(6)</sup>	2.93:1.0	3.95:1.0
Profit Margin <sup>(7)</sup>	8%	12%
Return on Assets <sup>(8)</sup>	3%	4%
Return on Equity <sup>(9)</sup>	13%	18%
EBITDA Margin <sup>(10)</sup>	44%	39%

<sup>(1)</sup> Current ratio is measured as current assets divided by current liabilities (including current portion – LTD, unearned revenues and mandatory tender option liability.)

<sup>(2)</sup> Net Debt to equity ratio is measured as total debt (long-term debt, including current portion) less cash and cash equivalent and short-term investments divided by total equity attributable to equity holders of PLDT.

<sup>(3)</sup> Net Debt to EBITDA ratio is measured as total debt (long-term debt, including current portion) less cash and cash equivalent and short-term investments divided by EBITDA for the year.

<sup>(4)</sup> Total Debt to EBITDA ratio is measured as total debt (long-term debt, including current portion) divided by EBITDA for the year.

<sup>(5)</sup> Asset to equity ratio is measured as total assets divided by total equity attributable to equity holders of PLDT.

<sup>(6)</sup> Interest coverage ratio is measured by EBIT, or earnings before interest and taxes for the year, divided by total financing cost for the year.

<sup>(7)</sup> Profit margin is derived by dividing net income for the year with total revenues for the year.

<sup>(8)</sup> Return on assets is measured as net income for the year divided by average total assets.

<sup>(9)</sup> Return on Equity is measured as net income for the year divided by average total equity attributable to equity holders of PLDT.

<sup>(10)</sup> EBITDA margin for the year is measured as EBITDA divided by service revenues for the year.

EBITDA for the year is measured as net income for the year excluding depreciation and amortization, amortization of intangible assets, asset impairment on noncurrent assets, financing cost, interest income, equity share in net earnings (losses) of associated and joint ventures, foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net, provision for (benefit from) income tax and other income (expenses) – net for the year.

# Contact Information

## Customer Care Services

(for service-related concerns)

PLDT CUSTOMER CARE

Call Center: 171

Non-PLDT subscribers who wish to contact PLDT: (632) 888-8171

Email address: [customercare@pldt.com](mailto:customercare@pldt.com)

Facebook: PLDT Home

Twitter: @PLDT\_Cares

Internet users can access information about PLDT and its products and services at: [www.pldthome.com](http://www.pldthome.com)

## Information

(for general inquiries)

Ramon Cojuangco Building (RCB)

Telephone: (632) 893-0015

Makati General Office (MGO)

Telephone: (632) 816-8659

Twitter: @pldt

Facebook: /PLDTpublicaffairs

Instagram: @pldt

## Shareholder Services

(for inquiries on dividends, stock certificates, and related matters)

### PLDT Shareholder Services

Telephone: (632) 843-1285

Fax: (632) 813-2292

Email address: [pldtshareholderservices@pldt.com.ph](mailto:pldtshareholderservices@pldt.com.ph)

### Registrars and Transfer Agents

#### COMMON STOCK<sup>1</sup> AND VOTING PREFERRED STOCK

##### Philippine Registrar and Transfer Agent

BDO UNIBANK, INC., - TRUST & INVESTMENTS GROUP

Securities Services & Corporate Agencies

15/F BDO Corporate Center, South Tower

7899 Makati Ave., Makati City 0726

Telephone: (632) 878-4961

(632) 878-4053

Fax: (632) 878-4056

Email address: [bdo-stock-transfer@bdo.com.ph](mailto:bdo-stock-transfer@bdo.com.ph)

#### NON-VOTING SERIAL PREFERRED STOCK

##### 10% CUMULATIVE CONVERTIBLE PREFERRED STOCK Series JJ<sup>2</sup>

##### SERIES IV CUMULATIVE NON-CONVERTIBLE REDEEMABLE PREFERRED STOCK

RIZAL COMMERCIAL BANKING CORPORATION

G/F West Wing, 221 GPL (Grepalife) Building,

Sen. Gil Puyat Avenue, Makati City, Philippines

Telephone: (632) 892-7566

(632) 892-9362

(632) 553-6937

Fax: (632) 892-3139

Email address: [abmadrid@rcbc.com](mailto:abmadrid@rcbc.com)

[joscruz@rcbc.com](mailto:joscruz@rcbc.com)

[affadriquila@rcbc.com](mailto:affadriquila@rcbc.com)

## Depository of American Depositary Shares

### AMERICAN DEPOSITARY RECEIPT FACILITY<sup>3</sup>

JPMorgan Chase Bank, N.A.

P.O. Box 64507

St. Paul, MN 55164-0507

U.S. Domestic Toll Free: (1-800) 990-1135

International Telephone No.: (1-651) 453-2128

Email address: [jpmorgan.adr@wellsfargo.com](mailto:jpmorgan.adr@wellsfargo.com)

Website: [www.adr.com](http://www.adr.com)

## Investor Relations

(for financial and operating information on PLDT)

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## Corporate Governance

CORPORATE GOVERNANCE OFFICE

Email address: [corpgov@pldt.com.ph](mailto:corpgov@pldt.com.ph)

PLDT's Corporate Governance Manual, Code of Business Conduct and Ethics and NYSE Section 303A.11 Disclosure, which summarizes the difference between PLDT's corporate governance practices and those required of U.S. companies listed on the NYSE, and its reports on Form 17-A (Philippines) and 20-F (US) may be downloaded from:

Corporate Governance Manual –

<http://pldt.com/docs/default-source/corporate-governance-files/CG-Manual-PLDT-manual-on-corporate-governance.pdf?sfvrsn=0>

Code of Business Conduct and Ethics –

<http://www.pldt.com/docs/default-source/policies/pldt-code-of-business-conduct-and-ethics.pdf?sfvrsn=4>

NYSE 303A.11 Disclosure –

<http://www.pldt.com/docs/default-source/NYSE/nyse-section-303a-11-disclosure.pdf?sfvrsn=0>

20-F

<http://www.pldt.com/investor-relations/annual-and-sustainability-reports#USSEC>

FORM 17-A

<http://www.pldt.com/investor-relations/annual-and-sustainability-reports#PhilSEC>

## Enterprise Group

(for corporate accounts concerns)

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Website: [www.pldententerprise.com](http://www.pldententerprise.com)

## SME Business Group

(for small and medium enterprise concerns)

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Email address: [smenationinquiry@pldt.com.ph](mailto:smenationinquiry@pldt.com.ph)

Website: [www.smenation.com.ph](http://www.smenation.com.ph)

## Supply Chain Procurement Operations and Support

(for inquiries on vendor accreditation)

Telephone: (632) 844-2361 or (632) 573-4946

Fax: (632) 860-6551

Email address: [srm@pldt.com.ph](mailto:srm@pldt.com.ph) or [vendorrelationmgt@pldt.com.ph](mailto:vendorrelationmgt@pldt.com.ph)

## Recruitment

Hotline: (632) 8-PLDTHR or (632) 8-753847

Email address: [pldthr@pldt.com.ph](mailto:pldthr@pldt.com.ph)

<sup>1</sup> The shares of Common Capital Stock of PLDT Inc. are listed on the Philippine Stock Exchange (ticker: TEL).

<sup>2</sup> The shares of Series JJ 10% Cumulative Convertible Preferred Stock of PLDT are listed on the Philippine Stock Exchange. All the outstanding shares of 10% Cumulative Convertible Preferred Stock Series A to FF, Series GG, Series HH (issued in 2007), Series HH (issued in 2008) and Series II were redeemed and retired on January 19, 2012, August 30, 2012, May 16, 2013, May 16, 2014 and May 11, 2016, respectively.

<sup>3</sup> PLDT Inc. has established an American Depositary Receipt facility under which American Depositary Shares (ticker: PHJ) representing shares of Common Capital Stock are listed and traded on the New York Stock Exchange. The American Depositary Shares are evidenced by American Depositary Receipts issued by the Depository.







[WWW.PLDT.COM](http://WWW.PLDT.COM)