

First Quarter 2022 Financial and Operating Highlights

5th May 2022

Q1 2022 PERFORMANCE HIGHLIGH1

TELCO CORE INCOME

vs YAGO's 7.5B; +0.7B, +9%

NET SERVICE REVENUES*

vs YAGO's 44.8B; +1.5B, +3%

ALL - TIME HIGH





20.4B vs YAGO's 22.1B; -1.7B, -8%

Π	

11.6B vs YAGO's 10.8B; +0.8B, +7%



0.8B vs YAGO's 1.0B; -0.2B, -21%

EXPENSES (ex-MRP) 20.9B

vs YAGO's 21.6B; -0.7B, -3%

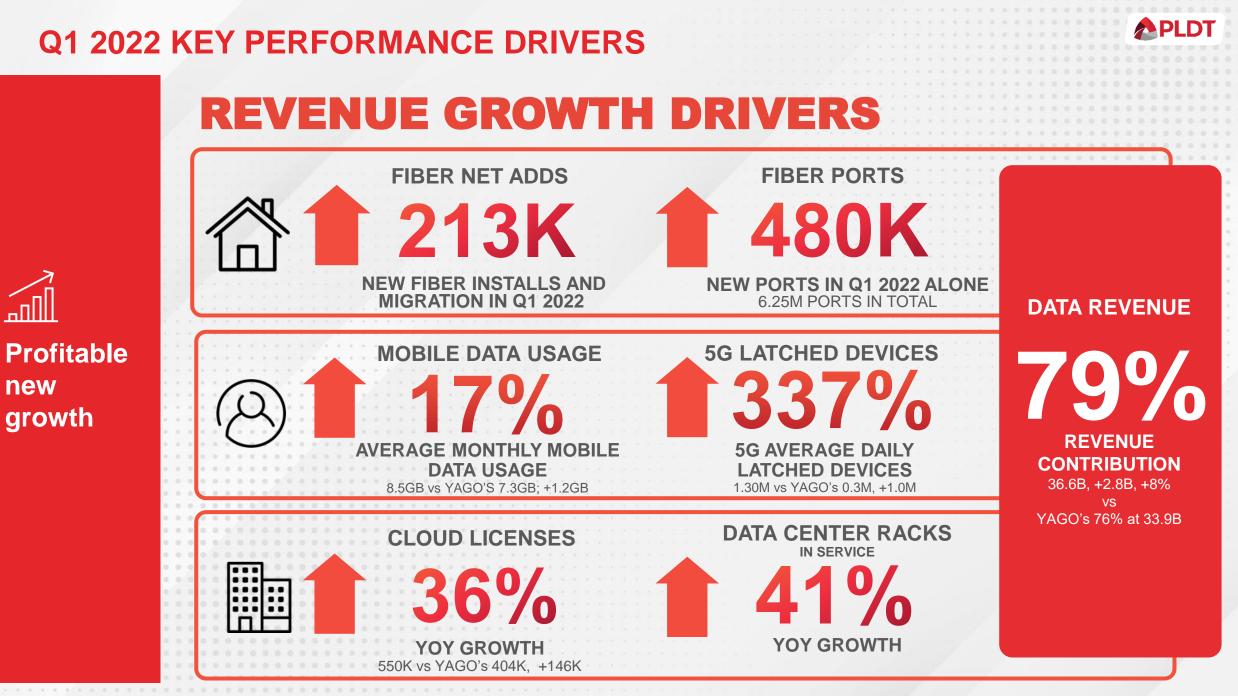
ADJUSTED EBITDA (ex-MRP)

25.5B

vs YAGO's 23.3B; +2.2B, +10%

ALL - TIME HIGH

*Total Net Service revenues include other revenues



new

Q1 2022 KEY PERFORMANCE DRIVERS

CONTINUOUSLY MAKING STRIDES TOWARDS OUR AMBITION - BEST IN C)









Optimized IVRS to empower customers

Enhanced automated phone system technology to improve customer interactions

Automated credit validation Deployed 79 to accelerate onboarding for hassle-fr

Deployed a more efficient credit validation process for new activations through TransUnion

Deployed 79 Paybox kiosks for hassle-free payments

Self-service payment machines in key stores where customers can pay their phone and internet bills conveniently and safely

Established *clear, high impact KPIs* for overall Experience Delivery

Overview of the Transformational Thrusts



CVM / Advanced analytics

Operating model simplification

Channel strategy

Call center volume reduction

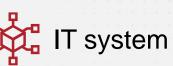
End-to-end install optimization



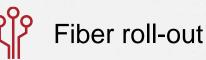
Repair and maintenance



IT demand management



IT system architecture





((())) Capex management

Q1 2022 KEY PERFORMANCE DRIVERS







Linked in T (2021) P COMPANIES

Embraced new ways of working Multiple Change Management Programs launched to drive company transformation starting with employees

Organization health baseline established

Launched OHI – Organizational Health Index that will guide culture programs

Smart #1 on LinkedIn's Top Companies of 2022

We stay the course as we work towards being the best place to work in the Philippines

Q1 2022 KEY PERFORMANCE DRIVERS

ENSURING SUSTAINABILITY PRACTICES ACROSS NETWORK AND OPERATIONS









PH's largest hyperscaler facility to be built with Sustainability in mind PLDT partnered with London-based RED Engineering to make VITRO Sta. Rosa data center energy-efficient and sustainable

PLDT completes fiber connection in Central PH

This improves our network's resiliency by providing alternate routes for data traffic in the event of fiber breaks

PLDT taps renewable energy

Completed installation of solar panels at Cebu and Iloilo offices

PLDT

DELIVERING WORLD-CLASS SERVICE ENABLED BY NEXT LEVEL TECHNOLOGY



Smart is 'operator to beat'
in the PH - Opensignal
Total of 11 awards for speed
and experience in Q1 2022
mobile experience reportFiber migration on track for
completion



Securing Data Center dominance

VITRO Sta. Rosa will soon rise and will be the largest hyperscaler data center in the country

PLDT

INNOVATIONS TO BENEFIT ALL FILIPINOS



PLDT PIONEERS TOWER SHARING IN THE PHILIPPINES

PLDT sells 5.9k telco towers for P77B. This pioneer undertaking supports DICT's goal of improving tower density which will lead to significant efficiencies and improved connectivity across the Philippines.

It's everything and a bank

PAYMAYA REBRANDS TO MAYA, THE ALL-IN-ONE MONEY PLATFORM

The new Maya app seamlessly integrates digital banking services powered by Maya Bank, such as savings and credit, with PayMaya's e-wallet and other features like cryptocurrency, micro-investments, and insurance.

PLDT **Smart**

Financials

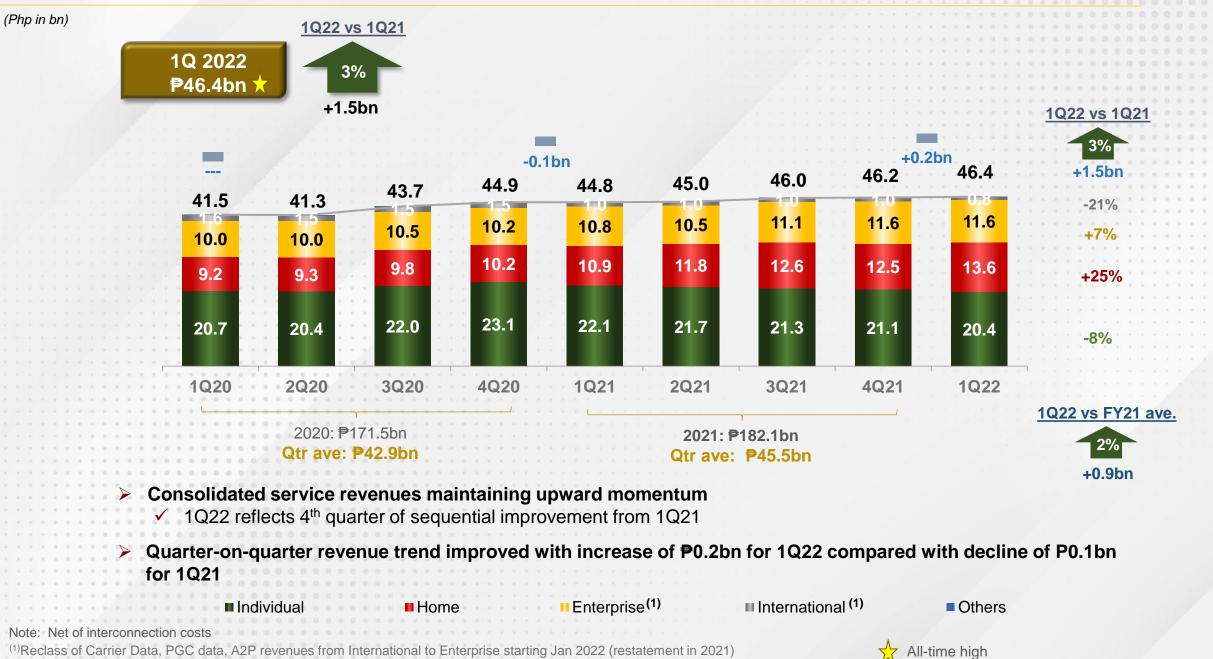
PLDT Group Service Revenues

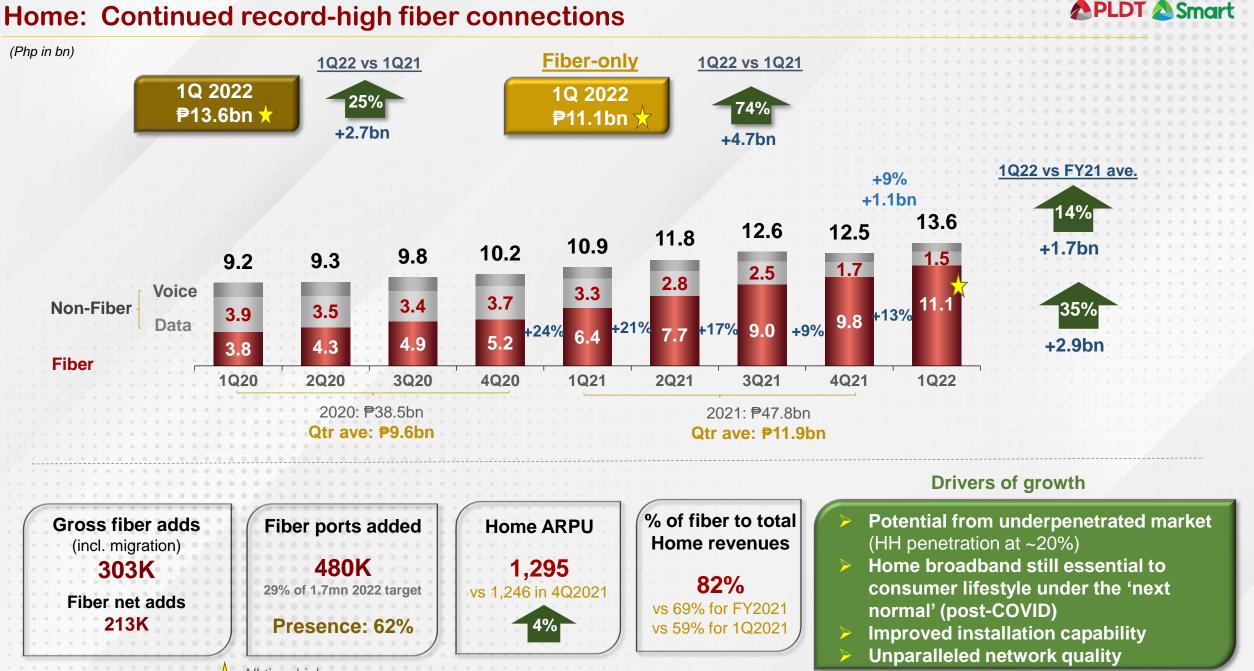
PLDT **Smart**



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Consolidated Service Revenues: Reaching a new all-time high

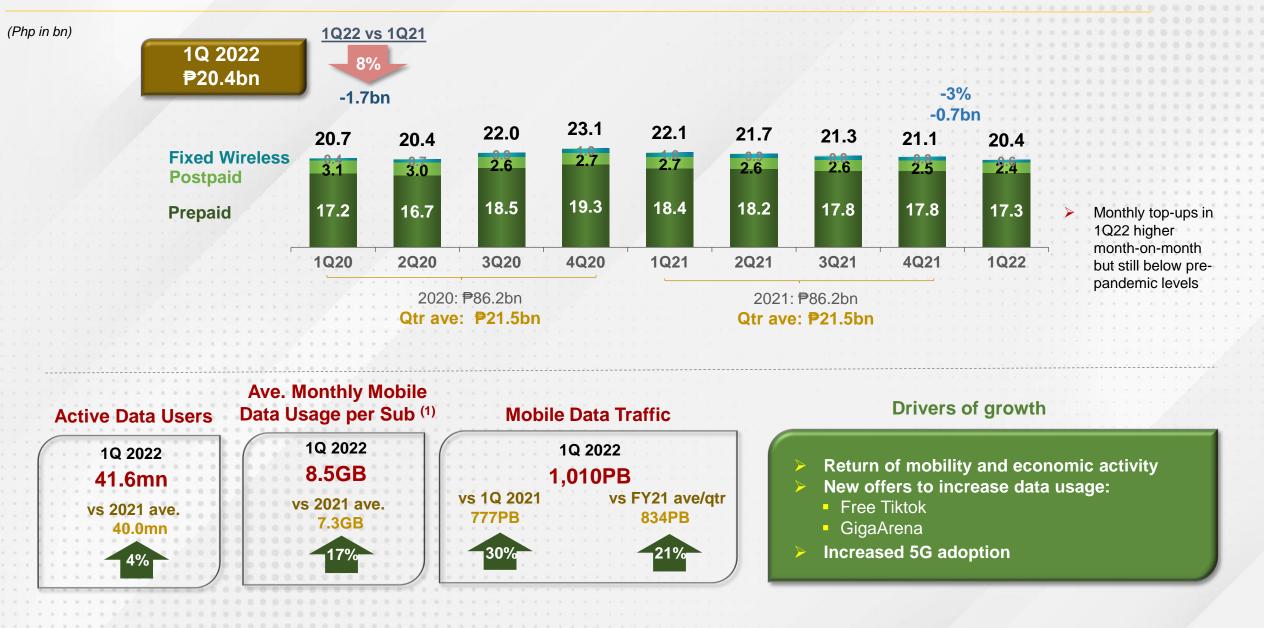


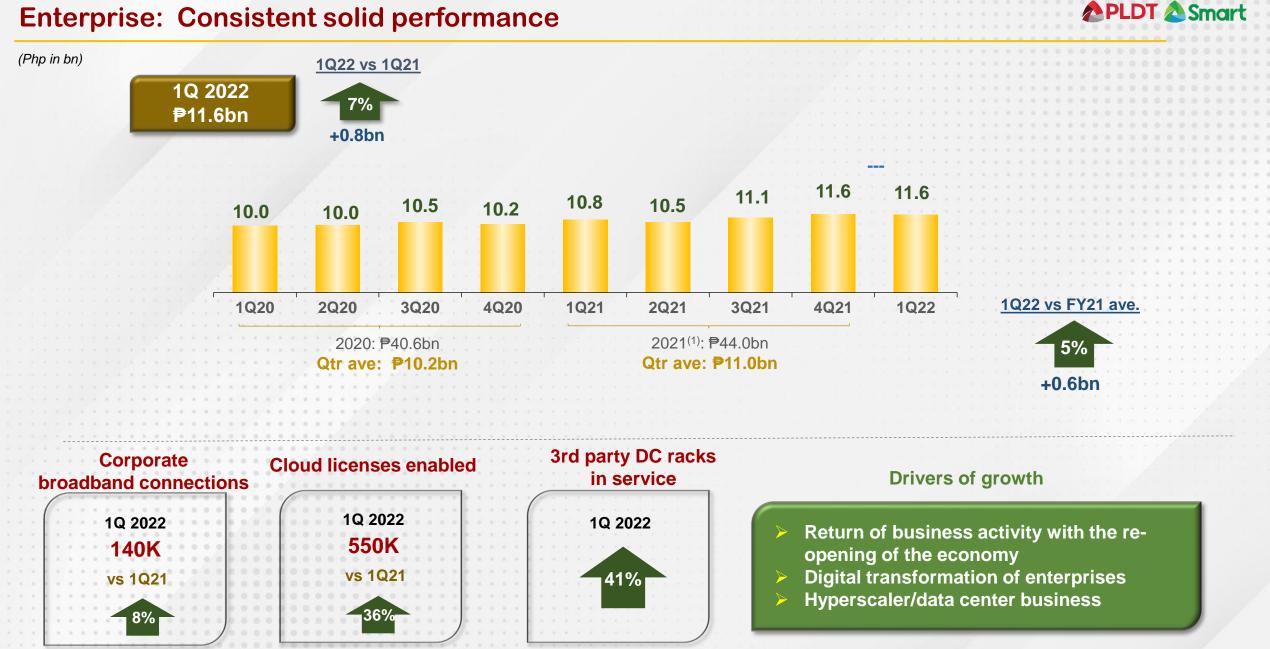


All-time high

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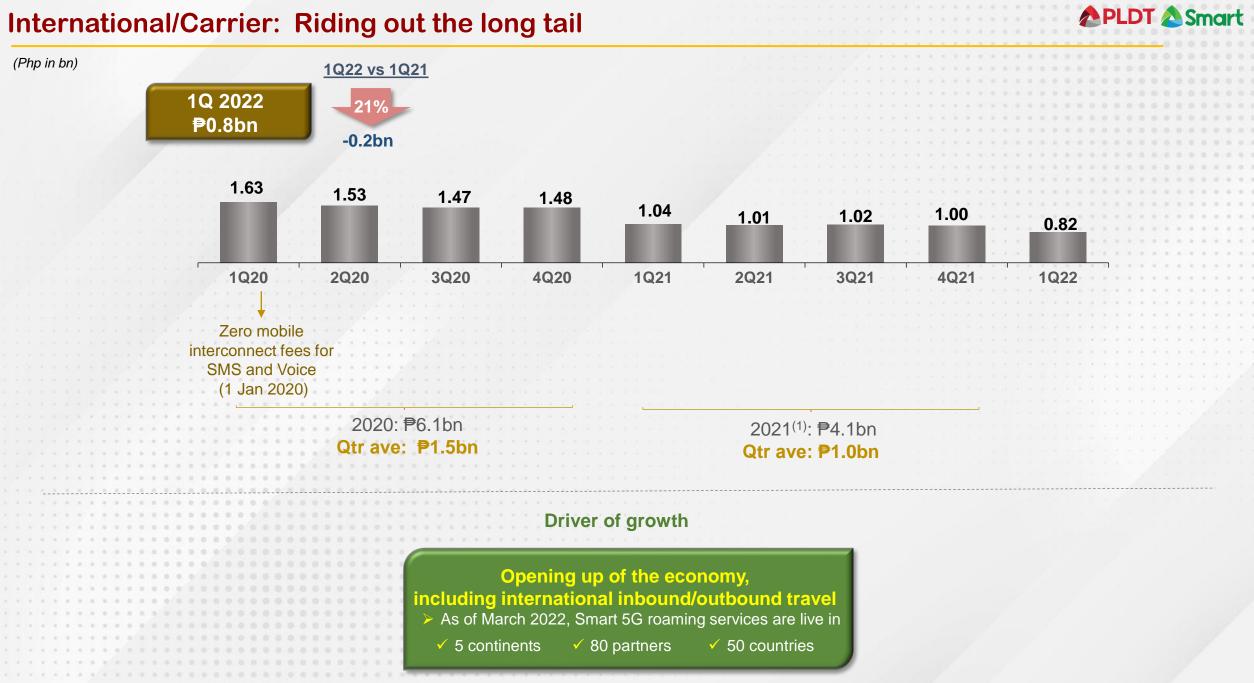
Individual: Headwinds from competition and rising inflation





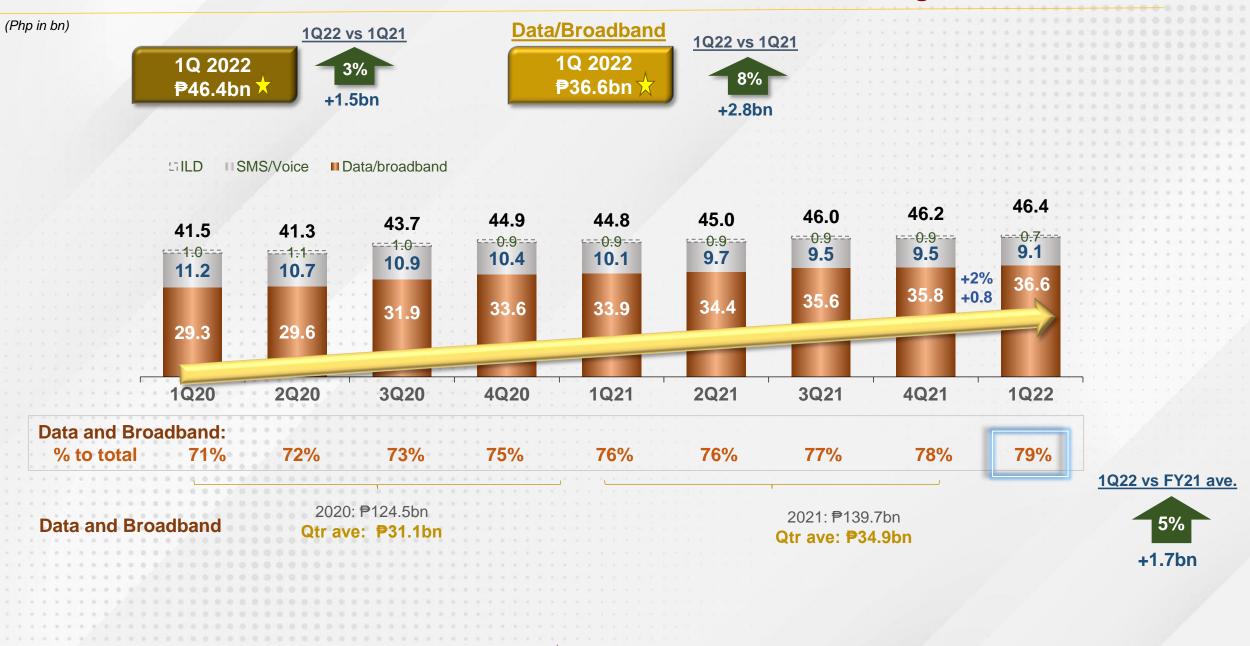
Note: Net of interconnection

⁽¹⁾Reclass of Carrier Data, PGC data, A2P revenues from International to Enterprise starting Jan 2022 (restatement in 2021)



⁽¹⁾ Reclass of International revenues (Carrier data, PGC data, A2P revenues) to Enterprise starting Jan 2022 (2021 restated)

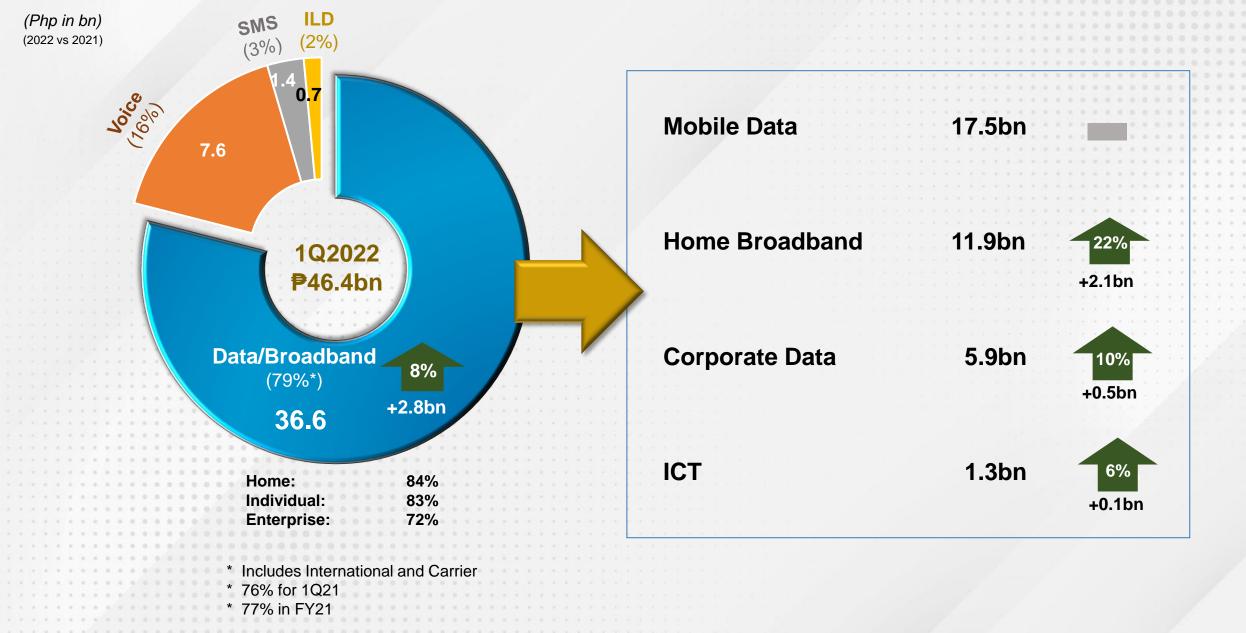
Consolidated Service Revenues: Data and broadband continue to drive growth



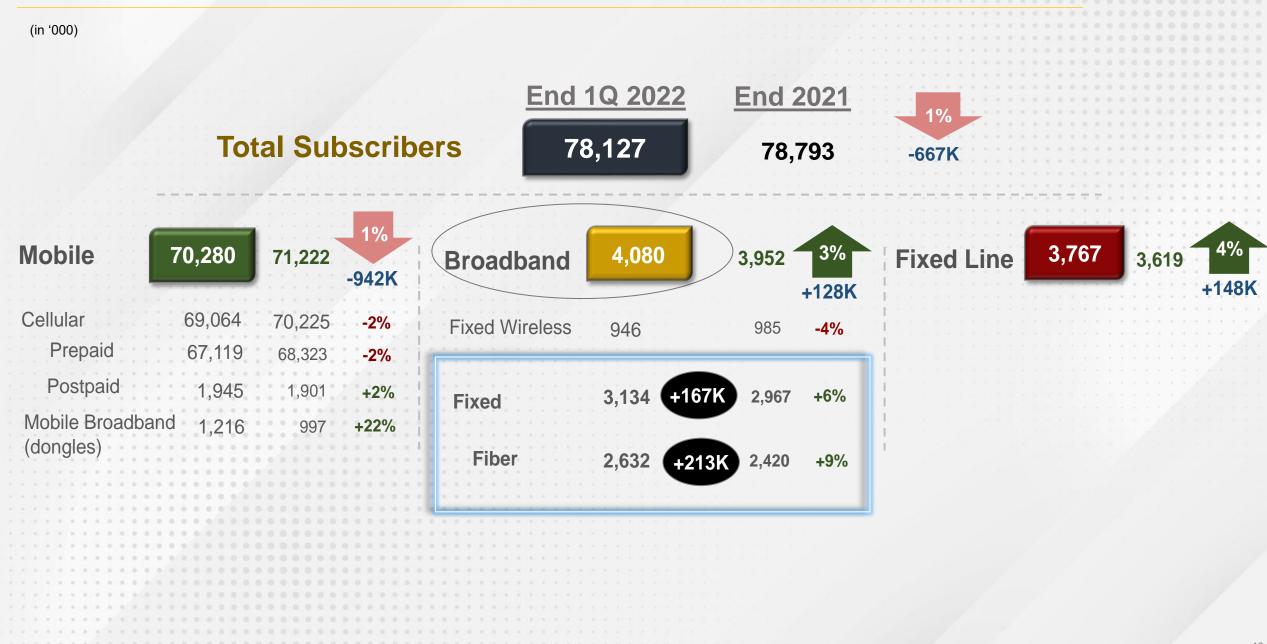


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Data/broadband: 79% of consolidated service revenues

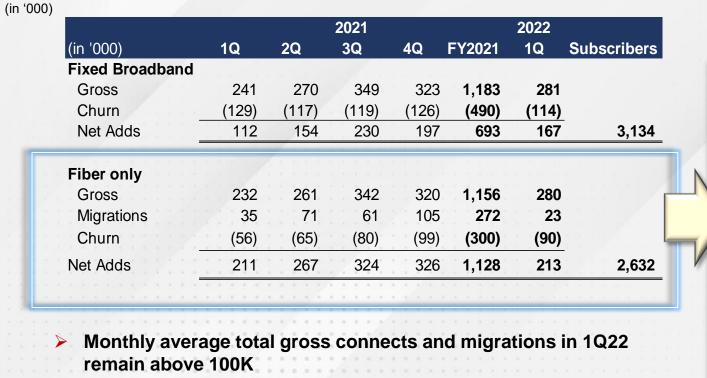


PLDT Group: Subscriber Base

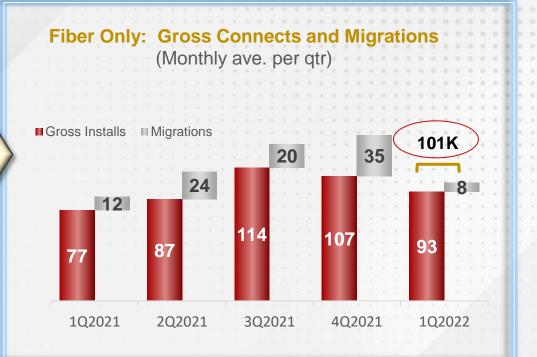


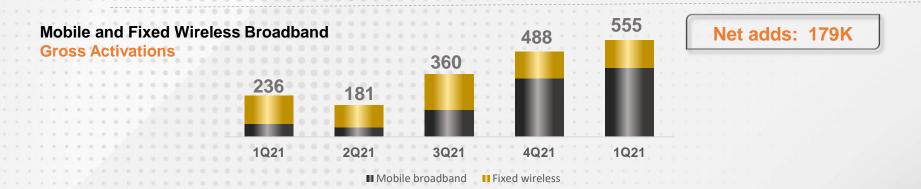
PLDT Group: Broadband subscriber base

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Partly impacted by Typhoon Odette





PLDT Group: Financial Highlights

(Php in bn)

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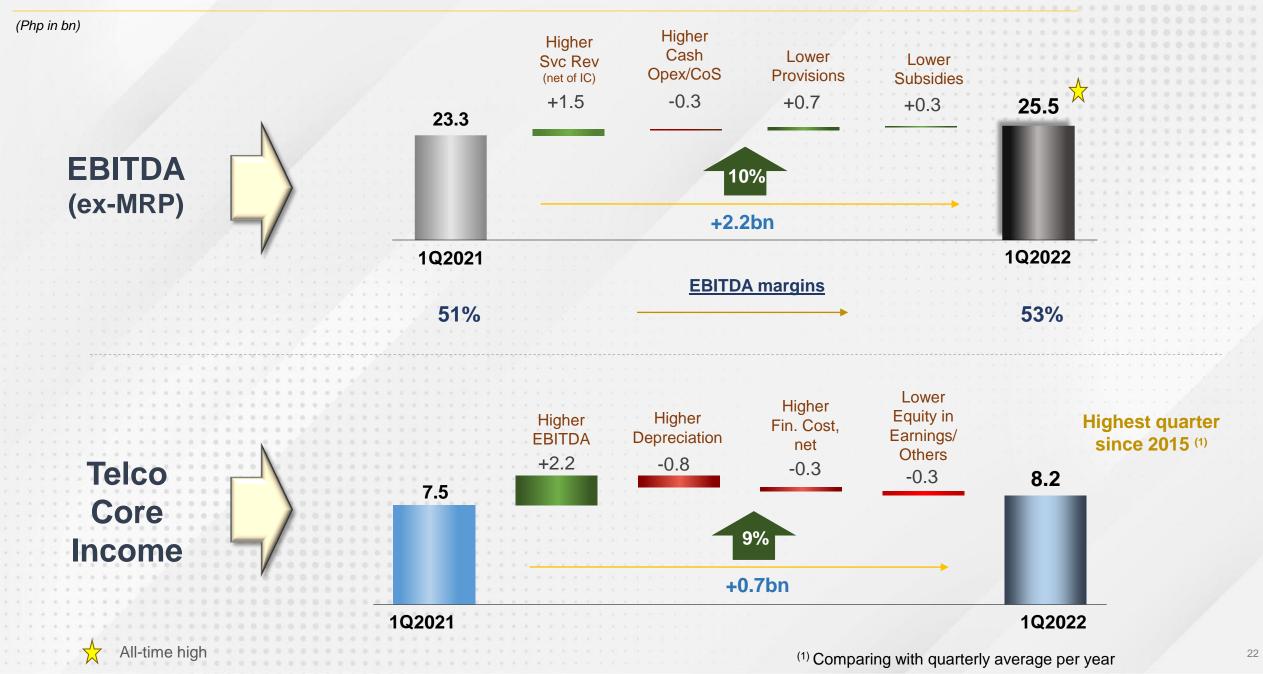


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Consolidated EBITDA (ex-MRP) and Telco Core Income: 1Q 2022 vs 1Q 2021

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Estimated impact from Typhoon Odette

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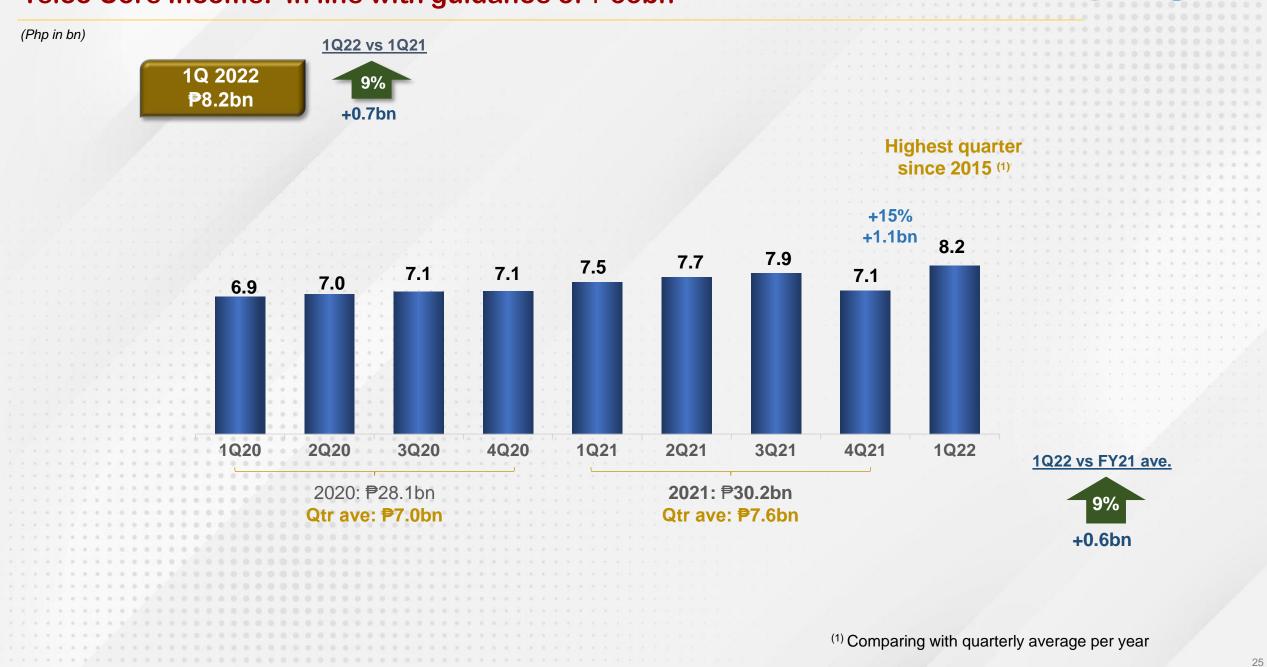
In Million Php	FY 2	2021	1Q2022		Total Odette Impac	
Impact on EBITDA		891		604		1,495
Revenues	537				537	
Opex	354		604		958	
Asset Impairment		170		178		348
Total Impact		1,061		782		1,843
Impact net of Tax		796		587		1,382

Normalized for the impact of Typhoon Odette, EBITDA for 1Q22 would have been higher by 12% year-on-year at ₱26.1bn

Restoration of fixed and wireless services in the affected areas substantially completed

Consolidated EBITDA (ex-MRP): Hitting another record high





Telco Core Income: In line with guidance of ₱33bn

PLDT Group: Telco Core and Reported Income

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in bn)	<u>1Q2022</u>	<u>1Q2021</u>	<u>1Q 2022 vs 1Q 2021</u>
Telco Core Income	8.2bn	7.5bn	9% +0.7bn
Share in Voyager/Bank Hold Co Loss	(0.7bn)	(0.4bn)	-0.2bn
Voyager Gain on Dilution, net of tax		0.3bn	-0.3bn
Telco Core Income + Voyager	7.5bn	7.3bn	2%
Income from Prescription of Pref Redemption Liability	7.8bn		+0.2bn
Asset Sales	0.1bn		
MRP	(4.6bn)	(0.2bn)	In 2022, US\$/PHP depreciated by ₱0.93 1Q2022 51.906
Forex, Derivatives and Others	(0.5bn)	(0.3bn)	YE2021 50.974
Amortization of PFRS 9 - Debt Discount	(0.3bn)		In 2021, US\$/PHP depreciated by ₱0.52
Accelerated Depreciation	(0.3bn)	(0.3bn)	1Q2021 48.544
Impairment of PPE	(0.2bn)		YE2020 48.021
Impairment on Investment	(0.1bn)	(0.1bn)	
Sun Trademark Amortization		(1.1bn)	
CREATE Impact on Deferred Taxes	<u></u>	(0.1bn)	
Tax Effect	(0.5bn)	0.5bn	
Reported Income	9.1bn	5.8bn	56% +3.3bn

Other Matters

🏠 PLDT 🛆 Smart

Manpower Rightsizing Program (MRP) completed in 1Q22

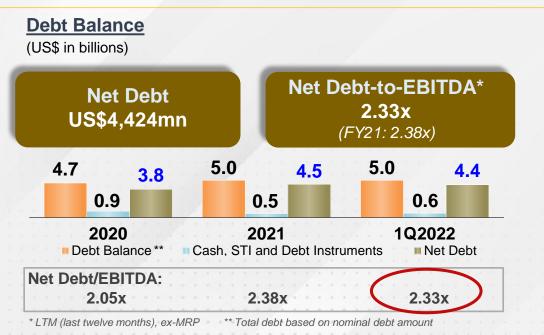
- 1,006 availments (PLDT: 683; Smart: 323)
- MRP opex of ₱4.8bn in 2022
- Cost optimization program with estimated total annualized savings of ₱2.4bn for 2023
 - ✓ Payback of ~ 2 years

➢ Prescription of Redemption Liability for Preferred Shares Series A to FF on 20 Jan 2022: ₱7.8bn

- 23 Sept 2011 PLDT Board approved the redemption of all outstanding preferred shares series A to FF to be redeemed and retired effective 19 Jan 2012
- 19 Jan 2012 PLDT set up a Trust Fund, with RCBC as Trustee, for the redemption of the shares and unclaimed dividends, amounting to: ₱8.2bn
 - Jan 2022 One day after 10th year anniversary of the effectivity of redemption and retirement, the retirement liability prescribed with total unredeemed Series A to FF preferred shares and unclaimed dividends of <u>₱7.8bn</u>
 - Recognized as non-telco core income subject to income tax

The remaining amount in the Trust Fund was returned by the Trustee to PLDT and reverted to PLDT's general fund.

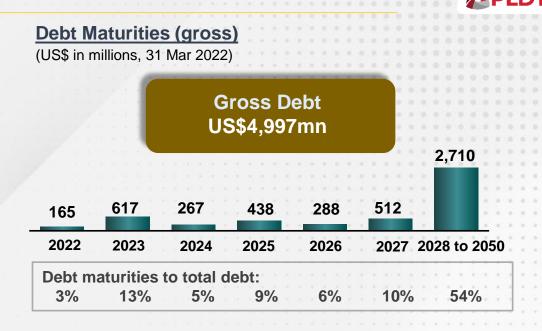
PLDT Group: Debt Profile



> Major cash inflow in 2022

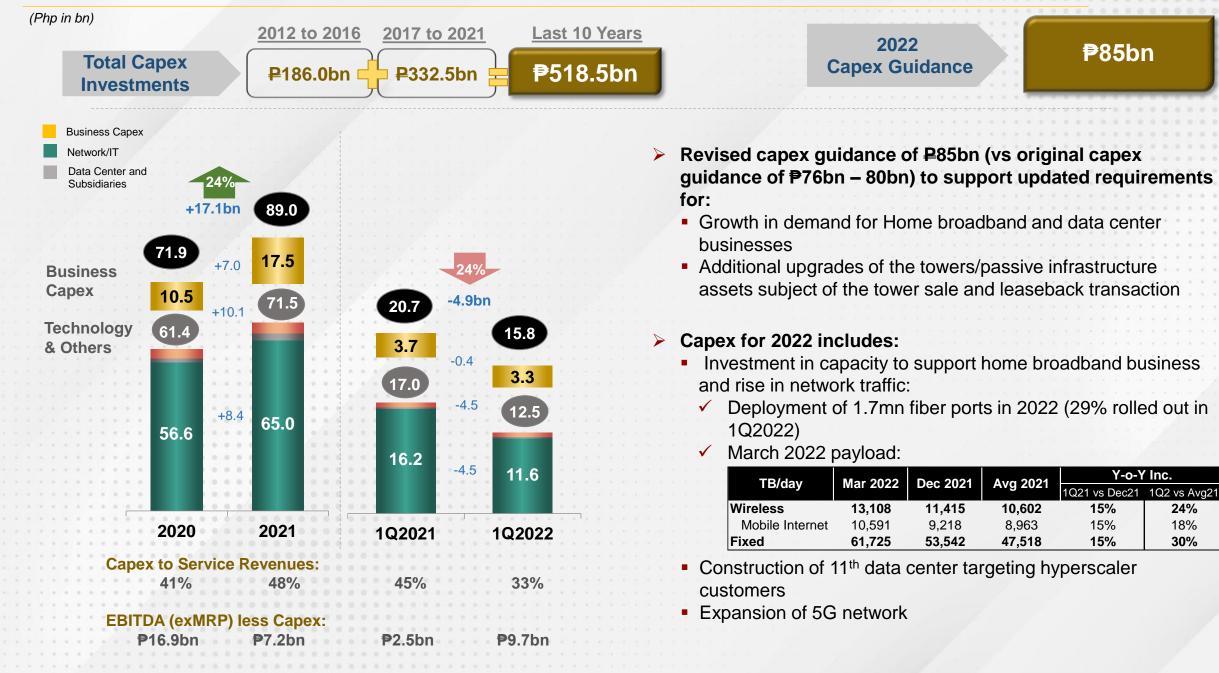
- Return to PLDT general funds of unclaimed preferred shares and dividends for Series A to FF retired effective 19 January 2012 amounting to ₱7.9bn after the 10-year prescription period for redemption liability
- Prospect of prepaying debts maturing in 2023-24 using proceeds from tower sale
 - Net debt to EBITDA expected to reduce to below 2.0x
- Debt maturities continue to be well spread out
 - Issuance of 30-year bond extended debt maturity profile with 64% of total debt to mature beyond 2026

PLDT ratings remain at investment grade: S&P (BBB+), Moody's (Baa2)



- US\$ denominated: 16% (YE21: 16%)
- Unhedged: 4% or US\$0.2bn taking into account our hedges and US\$ cash allocated for debt
- 59% are fixed rate loans, while 41% are floating rate loans
- > Average interest cost (pre-tax): 4.02% (FY21: 4.31%)
- Average life of debt: 7.13 years

PLDT Group: Consolidated Capex



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Agreement for sale and leaseback of 5,907 telecom towers for P77bn signed on 19 April 2022

	Portfolio 1	Portfolio 2	Total
No. of Towers	2,934	2,973	5,907
Price (Php bns)	35	42	77
Location	Metro Manila/Luzon	Luzon/Vis/Min	Set 1
TowerCo	Comworks Infratech	ISOC edotco Towers	
a presenta este a	(Subsidiary of	(Subsidiary of edotco	
	EdgePoint)	Group)	

Attractive valuation achieved

- Significant premium over book value 20x EV/EBITDA⁽¹⁾
- Highest value per tower at P13.0mn/tower(

Use of proceeds

Debt prepayment Net debt to EBITDA expected to go below 2.0x

Fund major cash requirements in 2022 Avoidance of additional debt for cash capex and other investment requirements

- Leaseback for 10 years under attractive terms
 - P100K/tower (P70K fixed; P30K for O&M with escalation o up to 3% p. a.)
 - No ground-lease cost increase pass-through
 - Colocation discount ✓ 20% after first co-locator
 - Additional 10% after second co-locator

Positive accounting impact to PLD1

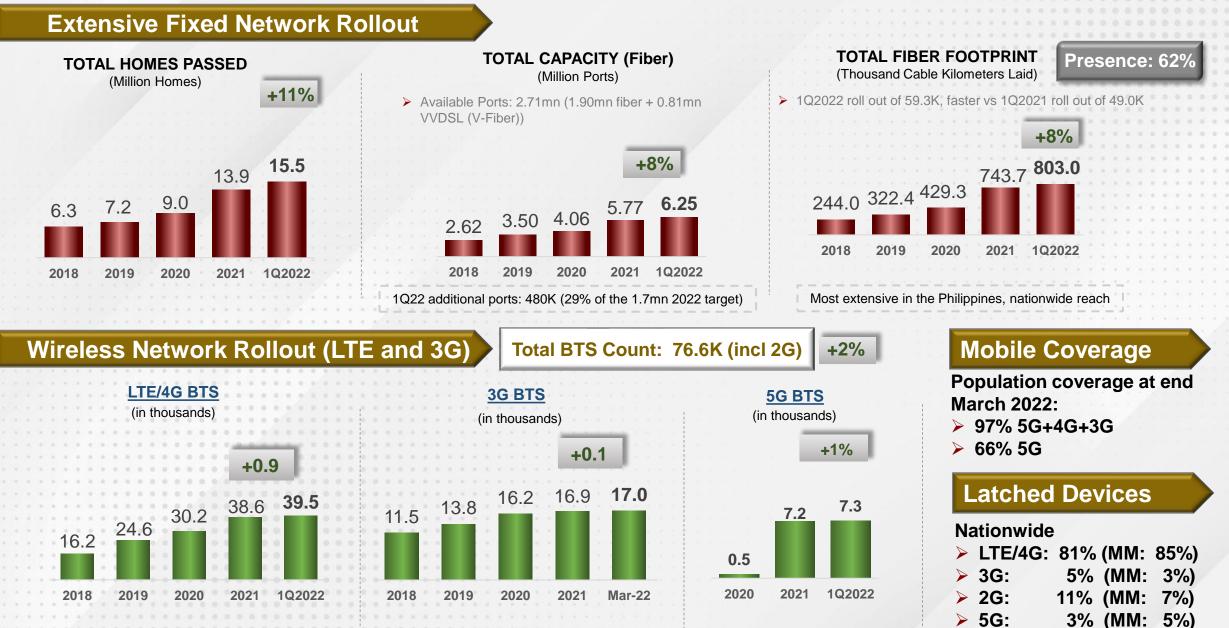
- Significant gain on sale
- **EPS** accretive

Other benefits

- Major investment by international tower operators represents a strong endorsement of the country's recovery from the pandemic and its long-term growth prospects
- Significant efficiencies and improved connectivity to benefit all Filipinos
- Smart's customers to enjoy superior network quality, improved resilience, and even better customer experience
- Supports the Philippine DICT's goal of improving tower density

Fixed Fiber and Wireless Network: Selected Highlights

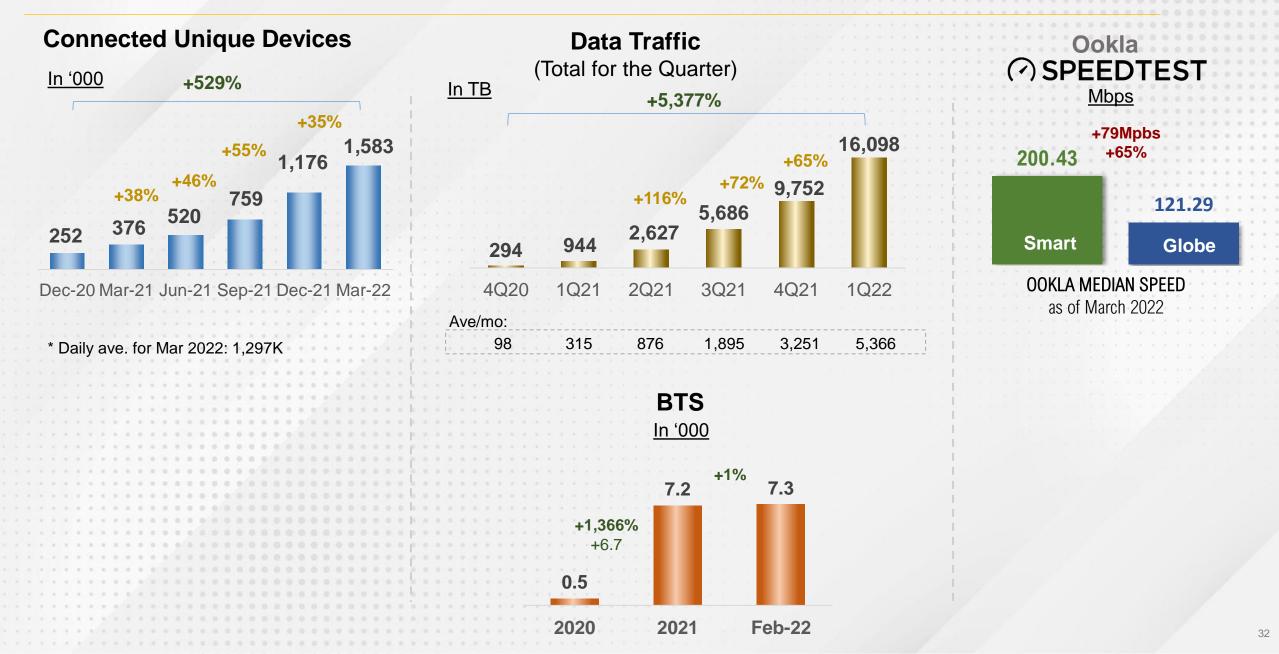
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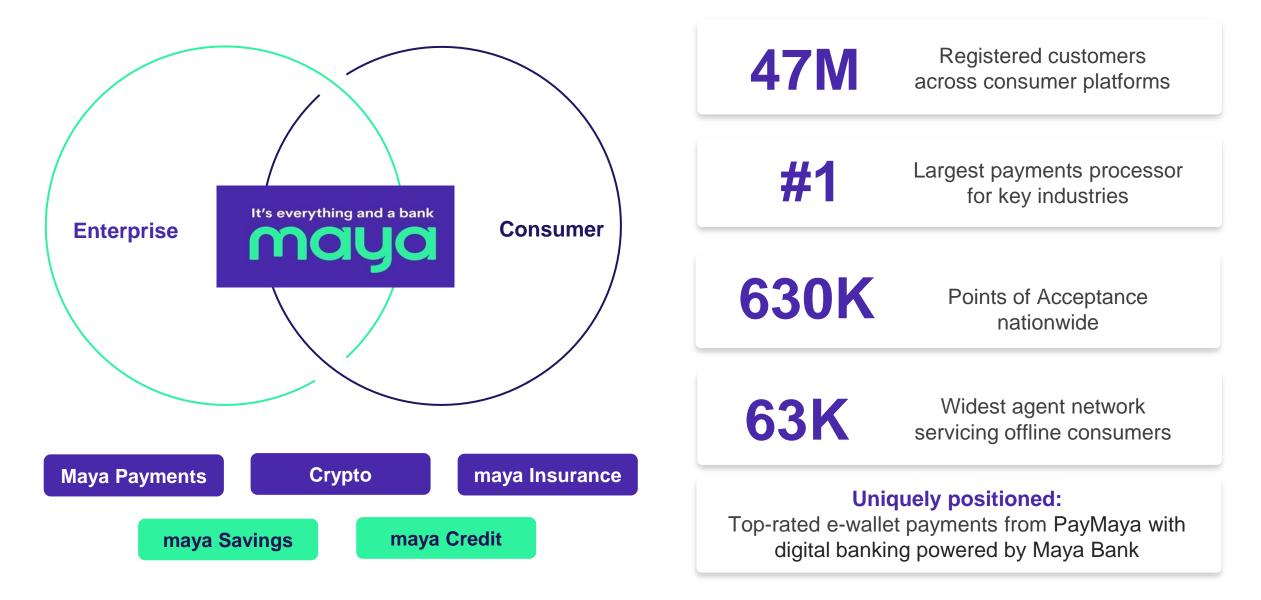
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Smart 5G Highlights

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Meet Maya, the all-in-one money platform of the Philippines



Major Milestones Unlocked with Maya Launch

PayMaya is now Maya, your new all-in-one money app

It's everything and a bank MOUJO DOWNLOAD NOW

www. bsp.gov.ph Regulated by the Bangko Sentral ng Pilipinas ASC Ref Code P113N042122MS





Maya brand introduced with fresh campaign

- All-in-one money platform
- Featuring Maya app

Soon to be launched:

Maya Business and Maya Center

Maya App rolled out for consumers

- All-in-one money app
- E-wallet, Crypto, insurance products
 from PayMaya
- Savings and Credit powered by Maya Bank
- Early Access Challenge with Bitcoin Millionaire promo

Maya Bank officially launched

 Maya Bank officially commenced operations in March and launched in April with availability of digital banking services in the Maya App.

Also now live:

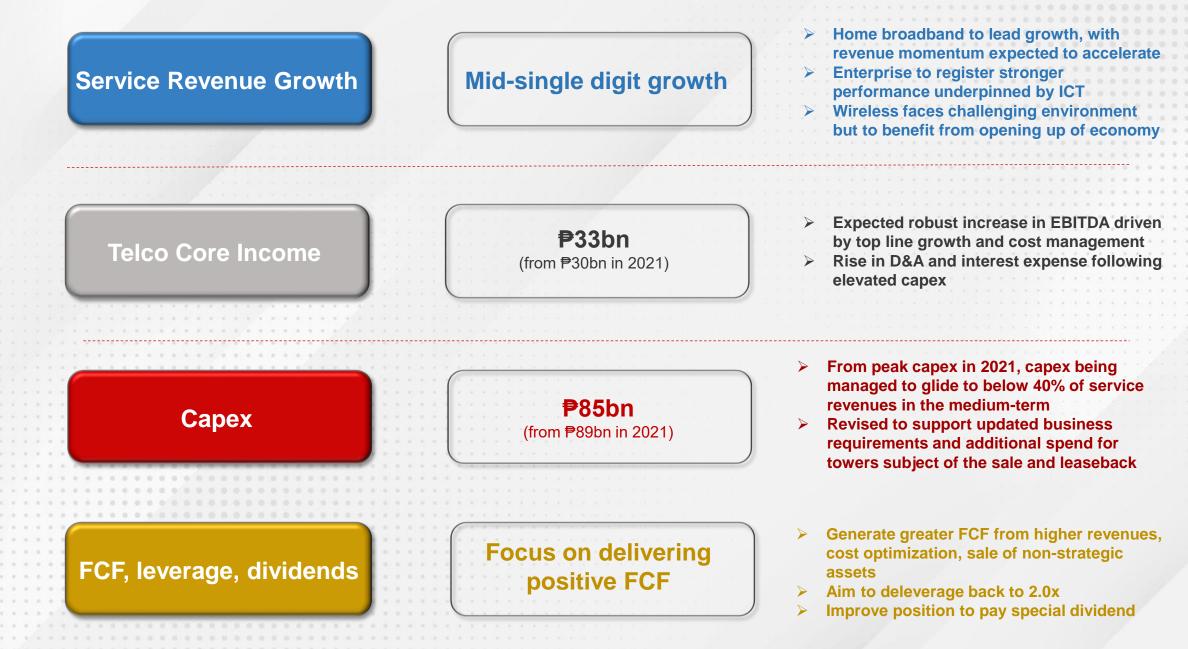
Credit for Maya Center agents Enterprise Deposit for Maya Business

Voyager achieved Unicorn+ status: US\$1.4bn at last funding round

Serie	s C funding round: US\$210mn in April 2022	
 Pa 	rticipation from	
\checkmark	Existing investors (PLDT, KKR, Tencent, IFC)	
	 PLDT infused US\$62mn, ownership at 36.8% 	1. "你们的你们的你们,你们的你们,你们的你们的你的你的,你们的你们的你们的你们,你们不能不能不能的。"
\checkmark	New investors:	
	• SIG Venture Capital (the Asian venture capital arm of SIG)	
	 Singapore-based global investor, EDBI 	
	 First Pacific Company 	
		35

2022 Outlook/Guidance

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Sustainability

PLDT Group: Sustainability in Action – Care for the Environment

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#Solar Roof Top Panels SDGs: 7, 9, 11, 13 Solar roof top panels unveiled at Mandaue, Cebu and La Paz, Ilo-Ilo; 3 others in Visayas to follow



PLDT Mandaue Exchange Cebu (Apr. 22, 2022)

~87K kwhrs. (estimated energy to be produced p. a.)
62 tons of CO2e (projected annual emissions reduction)

PLDT La Paz Exchange, Ilo-Ilo (Apr. 29, 2022)

~78K kwhrs. (estimated energy to be produced p. a.)
56 tons of CO2e (projected annual emissions reduction)



Benefits: Cost per kwhr lower than VECO rates, use of renewables

- 3 more sites in Visayas by 2Q22
- Additional sites under evaluation

#EHS Week 2022 SDGs: 3, 11 Conducted various webinars to promote a positive Environment, Health and Safety culture at PLDT



#Connected Mangroves

SDGs: 13, 14, 15

Protecting wetlands through AI in Partnership with Ericsson





Leveraging use of technology/Smart's network for biodiversity protection

PLDT Group: Sustainability in Action – Concern for the Planet





Increasing awareness of the problem of waste

#Waste Management SDGs: 11, 12

Integrated Solid Waste Management Webinar conduted by Basic Environ

- Learning about solid waste management and options available
- Attended by over 300 employees from various departments

#Xtrash Challenge: Year 2 SDGs: 11, 12 Joint project of PBSP and BEST: **PLDT and Smart confirmed participation**

Taking the Challenge for the benefit of partner communities:

- Solidarity with Orphans and Widows (SOW) Quezon City
- ChildHope Philippines Foundation, Inc. (Manila)



PLDT Group: Sustainability in Action – Commitments and Partnerships

#GCNP's Planet Pillar



PLDT and Smart are members of the UN Global Compact's local chapter: Global Compact Network Philippines (GCNP)





Attendees at GCNP's Planet Pillar meetings on April 7 and 21, 2022

SDG 17 #Angat MSMEs with PLDT PLDT Group supported CITEM* and SSX** Digital Exhibition and Conference



*CITEM: Center for International Trade Expositions and Missions **SSX: Sustainability Solutions Exchange

SDG 17 #Sustainability Chamber (NEDA) PLDT and Smart pledged commitment to the 2030 Agenda for Sustainable Development organized by

National Economic Development Authority (NEDA)



PLDT, Smart join NEDA-led sustainability chamber



Melissa V. Vergel de Dios

Sharing various opportunities for sustainable recovery with MSMEs

Path to Net Zero:

Preliminary reduction target of 40% in Scope 1 and 2 GHG emissions by 2030

\triangleright	GHG emissions profile based on 2019 baseline:		Scope			
	 Scope 1 (direct): 	3%				
	 Scope 2 (indirect): 	500/				
	 Scope 3 (upstream/downstream supply chain): 	600/				

Decarbonization roadmap being finetuned: reduction target of 40% in Scope 1 and 2 GHG emissions by 2030

Abatement initiatives to be pursued through 2030:

Scope 1:

- ✓ Carbon neutral fleet
- Genset optimization

Scope 2:

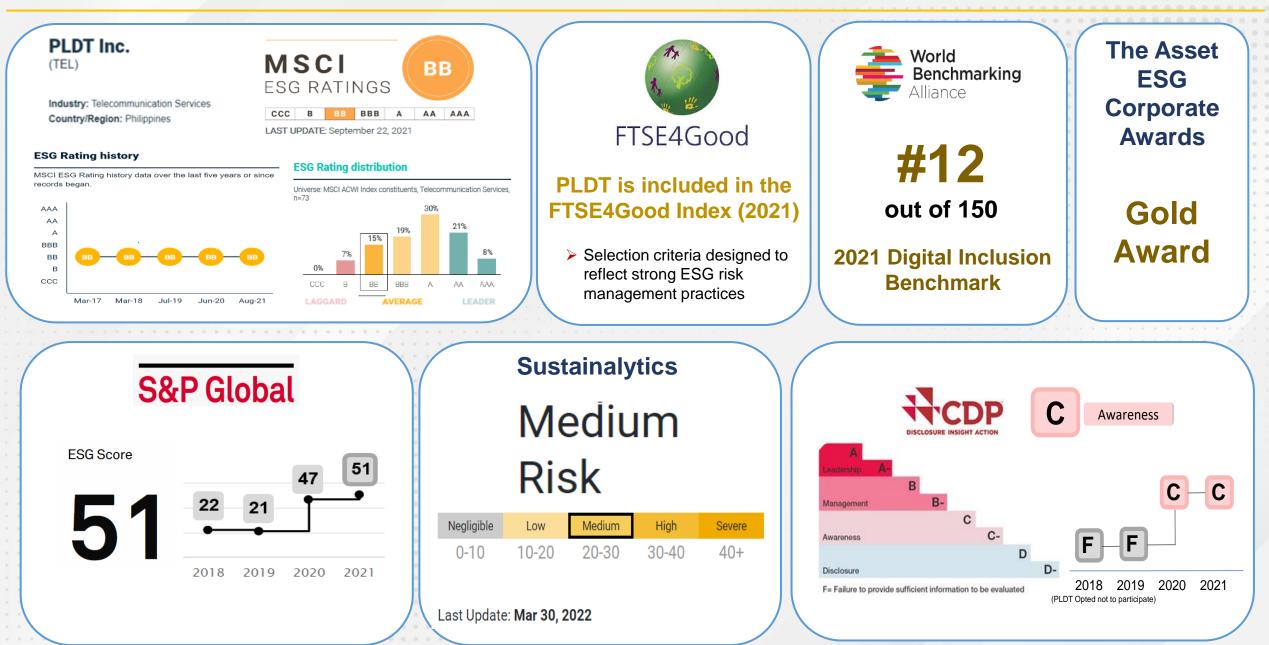
- Energy consumption optimization
- Increase in share of purchased renewable energy sources
- Rooftop solar
- Further reduction in Scope 3 emissions being firmed up
 - Initial indication: up to 20%

Link of ESG KPIs/targets to scorecard and compensation starting 2022

Final committed targets to be disclosed

Selected PLDT ESG Ratings and Awards: Progress of our sustainability journey

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Appendix

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Mobile Subscribers by Category:

	Mar-22	Dec 21	Son 24	lun 24	Mar-21	Net	t Adds (Re	ductions)		
	war-22	Dec-21	Sep-21	Jun-21	war-zi	1Q2022 vs 1	1Q2021	1Q2022 vs 4	Q2021	
Mobile Subscriber Base ⁽¹⁾										
Prepaid	68,224,018	69,205,731	68,524,765	69,625,148	69,706,746	(1,482,728)	(2%)	(981,713)	(1%)	
Smart Prepaid	26,229,708	26,665,974	25,966,496	26,915,884	27,227,210	(997,502)	(4%)	(436,266)	(2%)	
TNT	41,994,310	42,539,757	42,558,269	42,709,264	42,479,536	(485,226)	(1%)	(545,447)	(1%)	
Postpaid	2,055,653	2,016,221	2,040,211	2,060,981	2,097,666	(42,013)	(2%)	39,432	2%	
Smart Postpaid	1,584,121	1,487,073	1,444,657	1,434,114	1,442,365	141,756	10%	97,048	7%	
Sun Postpaid	471,532	529,148	595,554	626,867	655,301	(183,769)	(28%)	(57,616)	(11%)	
Total Mobile Subscribers	70,279,671	71,221,952	70,564,976	71,686,129	71,804,412	(1,524,741)	(2%)	(942,281)	(1%)	

Mobile Subscribers by Brand:

		D 04	0	h 04		Net	Adds (Re	ductions)	
	Mar-22	Dec-21	Sep-21	Jun-21	Mar-21	1Q2022 vs 1	Q2021	1Q2022 vs 4	Q2021
Mobile Subscriber Base ⁽¹⁾									
Smart	27,813,829	28,153,047	27,411,153	28,349,998	28,669,575	(855,746)	(3%)	(339,218)	(1%)
Smart Prepaid	26,229,708	26,665,974	25,966,496	26,915,884	27,227,210	(997,502)	(4%)	(436,266)	(2%)
Smart Postpaid	1,584,121	1,487,073	1,444,657	1,434,114	1,442,365	141,756	10%	97,048	7%
TNT	41,994,310	42,539,757	42,558,269	42,709,264	42,479,536	(485,226)	(1%)	(545,447)	(1%)
Sun Cellular	471,532	529,148	595,554	626,867	655,301	(183,769)	(28%)	(57,616)	(11%)
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(1)

Subscriber Base: Fixed Line and Broadband

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Fixed Line Subscribers

	Mar-22	Dec-21	Sep-21	Jun-21	Mar-21	Net A	dds	Net Ac	dds
				Jui-21		1Q2022 vs	s 1Q2021	1Q2022 vs	4Q2021
Fixed Line Subscribers	3,766,956	3,619,372	3,441,847	3,245,547	3,108,796	658,160	21%	147,584	4%

Broadband Subscribers

	Mar 22	Dec 21	Son 24	lun 24	Mar 24	Net A	Adds	Net A	dds
	Mar-22	Dec-21	Sep-21	Jun-21	Mar-21	1Q2022 v	s 1Q2021	1Q2022 vs	4Q2021
BROADBAND	1 1 1 1 1 1 1 1		医黄银 机化	7 2 2 2 3 5		1 ¥ 4. 50			
Fixed Line Broadband ⁽¹⁾	3,134,127	2,966,886	2,768,978	2,538,865	2,385,197	748,930	31%	167,241	6%
Fixed Wireless Broadband	945,873	984,958	1,008,432	912,403	890,873	55,000	6%	(39,085)	-4%
Total Broadband Subscribers	4,080,000	3,951,844	3,777,410	3,451,268	3,276,070	803,930	25%	128,156	3%

⁽¹⁾ Includes Corporate Fixed Broadband Subscribers

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Mobile ARPU, Net⁽¹⁾:

	2022		202	1	
	1Q	1Q	2Q	3Q	4Q
Smart Postpaid	786	819	823	825	798
Smart Prepaid	99	104	104	104	105
TNT	82	83	85	84	85
Sun Postpaid	440	407	387	445	475

⁽¹⁾ Includes Mobile Broadband subscribers

Broadband ARPU, Net:

	2022		202	1	
	1Q	1Q	2Q	3Q	4Q
Fixed Line Broadband ²	1,395	1,451	1,470	1,480	1,351
Fixed Wireless Broadband	244	415	381	326	280

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

Consolidated Financial Highlights

PLDT

		10	Q2022			Y-o-Y
(Php in millions)	Wireless	Fixed Line	Others	Consolidated	1Q2021	% Change
Service Revenues ⁽¹⁾	23,686	34,424	-	47,974	45,677	59
Cash Operating Expenses ⁽²⁾	9,294	22,036	5	25,073	19,672	27
Subsidies and Cost of Services	647	721	-	1,091	1,341	(19%
Provisions	453	447		900	1,592	(43%
EBITDA	13,292	11,220	(5)	20,910	23,072	(9%
EBITDA Margin ⁽³⁾	56%	33%	-	44%	51%	
EBITDA (exMRP)	13,802	15,263	(5)	25,463	23,252	10
EBITDA (exMRP) Margin ⁽³⁾	58%	44%	-	53%	51%	
Depreciation and Amortization	9,822	6,205	1919 - 11 <u>-</u> 11-14	12,567	11,721	7'
Financing Costs, Net	(2,135)	(1,540)	-	(2,698)	(2,443)	10
Other Income	187	9,494	1	7,700	610	1,162
ncome (Loss) before Income Tax	1,169	12,612	(741)	11,905	7,696	55
Provision (Benefit from) for Income Tax	171	2,557	(80)	2,752	1,822	51
Net Income (Loss) Attributable to Equity Holders of PLDT	996	10,037	(661)	9,078	5,803	56
Telco Core Income (Loss)	1,871	7,654	(23)	8,203	7,502	9'
(1) Service Revenues, gross of interconnection costs						
Service revenues, gross of interconnection costs	23,686	34,424		47,974	45,677	5%
Interconnection costs	181	6,779		1,596	833	92%
Service revenues, net of interconnection costs	23,505	27,645	2 2 2 12 - 5 2	46,378	44,844	3%

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

Consolidated Service Revenues

PL	DT

	2022			2021			% Change
'Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Fixed Line	24,506	20,861	21,318	22,373	22,687	87,239	17%
LEC	3,492	3,404	3,407	3,446	3,530	13,787	3%
Fixed Line Voice - International	1,784	1,065	1,126	1,035	1,348	4,574	68%
Fixed Line Voice - Domestic	573	509	496	497	359	1,861	13%
Home Broadband	11,373	9,224	9,614	10,509	10,329	39,676	23%
Fixed Line	11,303	8,809	9,498	10,412	10,247	38,966	28%
Fixed Wireless	70	415	116	97	82	710	(83%)
Corporate Data and ICT	7,212	6,595	6,479	6,820	7,054	26,948	9%
Corporate data and leased lines	5,923	5,374	5,374	5,581	5,775	22,104	10%
ICT	1,289	1,221	1,105	1,239	1,279	4,844	6%
Miscellaneous	72	64	196	66	67	393	13%
Wireless	23,468	24,816	24,598	24,494	24,604	98,512	(5%)
Mobile Services	22,895	24,241	23,754	23,717	23,907	95,619	(6%)
Mobile Voice	3,678	4,710	4,379	4,138	4,066	17,293	(22%)
Mobile Voice - Domestic	3,312	4,122	3,863	3,667	3,552	15,204	(20%)
Mobile Voice - International	366	588	516	471	514	2,089	(38%)
SMS	1,474	1,543	1,610	1,715	1,731	6,599	(4%)
Mobile Data	17,507	17,519	17,528	17,648	17,758	70,453	
Mobile Internet	16,403	16,512	16,609	16,696	16,502	66,319	(1%)
Mobile Broadband	877	747	636	611	752	2,746	17%
Other data	227	260	283	341	504	1,388	(13%)
Inbound Roaming and Others	236	469	237	216	352	1,274	(50%)
Fixed Wireless Broadband	573	573	843	776	697	2,889	-
MVNO and Others	-	2	1	1	22-23	4	(100%)
Fotal Consolidated Service Revenues (1)	47,974	45,677	45,916	46,867	47,291	185,751	5%

(1) Gross of interconnection costs

Consolidated service revenues, net of interconnection costs

	2022			2021			% Change
(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Consolidated Service Revenues, gross of interconnection costs Interconnection Costs	47,974 1,596	45,677 833	45,916 894	46,867 839	47,291 1,132	185,751 3,698	5% 92%
Consolidated Service Revenues, net of interconnection costs	46,378	44,844	45,022	46,028	46,159	182,053	3%

Consolidated Service Revenues and EBITDA

	2022			2021			% Change
(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Data and Broadband	36,665	33,911	34,464	35,753	35,838	139,966	8%
Home Broadband	11,946	9,797	10,457	11,285	11,026	42,565	22%
Fixed Line	11,303	8,809	9,498	10,412	10,247	38,966	28%
Fixed Wireless	643	988	959	873	779	3,599	(35%)
Corporate Data and ICT	7,212	6,595	6,479	6,820	7,054	26,948	9%
Corporate data and leased lines	5,923	5,374	5,374	5,581	5,775	22,104	10%
ICT	1,289	1,221	1,105	1,239	1,279	4,844	6%
Mobile Data	17,507	17,519	17,528	17,648	17,758	70,453	
Mobile Internet	16,403	16,512	16,609	16,696	16,502	66,319	(1%)
Mobile Broadband	877	747	636	611	752	2,746	17%
Other data	227	260	283	341	504	1,388	(13%)
Domestic Voice and Others	7,685	8,570	8,200	7,893	7,860	32,523	(10%)
LEC	3,492	3,404	3,407	3,446	3,530	13,787	3%
Fixed Line Voice - Domestic	573	509	496	497	359	1,861	13%
Mobile Voice - Domestic	3,312	4,122	3,863	3,667	3,552	15,204	(20%)
Others	308	535	434	283	419	1,671	(42%)
Miscellaneous	72	64	196	66	67	393	13%
Inbound Roaming and Others	236	469	237	216	352	1,274	(50%)
MVNO and Others	a	2	1	1		4	(100%)
International (Fixed and Wireless)	2,150	1,653	1,642	1,506	1,862	6,663	30%
Fixed Line Voice - International	1,784	1,065	1,126	1,035	1,348	4,574	68%
Mobile Voice - International	366	588	516	471	514	2,089	(38%)
SMS	1,474	1,543	1,610	1,715	1,731	6,599	(4%)
Fotal Consolidated Service Revenues (1)	47,974	45,677	45,916	46,867	47,291	185,751	5%

1) Gross of interconnection costs

6		2022		2021				
0	(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
0	EBITDA	20,910	23,072	23,255	24,489	25,084	95,900	(9%)
۰.	MRP	4,553	180	91	(6)	4	269	2,429%
0	EBITDA (exMRP)	25,463	23,252	23,346	24,483	25,088	96,169	10%

PLD

Wireless Service Revenues

	2022			2021			% Change
(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Data/Broadband	18,129	18,141	18,419	18,472	18,501	73,533	2/11:1
Mobile Data	17,556	17,568	17,576	17,696	17,804	70,644	3 m x x 2
Mobile Internet	16,407	16,512	16,609	16,697	16,502	66,320	(1%)
Mobile Broadband	889	760	649	624	764	2,797	17%
Other Data	260	296	318	375	538	1,527	(12%)
Fixed Wireless Broadband	573	573	843	776	697	2,889	
SMS/Mobile Voice - Domestic/Others	5,191	6,490	5,901	5,811	5,813	24,015	(20%)
SMS	1,474	1,545	1,612	1,715	1,731	6,603	(5%)
Mobile Voice - Domestic	3,426	4,242	3,980	3,788	3,673	15,683	(19%)
Others	291	703	309	308	409	1,729	(59%)
Inbound Roaming and Others	259	629	254	261	373	1,517	(59%)
MVNO and Others	32	74	55	47	36	212	(57%)
Mobile Voice - International	366	589	517	471	514	2,091	(38%)
Total Wireless Gross Service Revenues ⁽¹⁾	23,686	25,220	24,837	24,754	24,828	99,639	(6%)

1) Gross of interconnection costs

Wireless service revenues - net of interconnection costs

	2022	2021					% Change
(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Wireless Service Revenues, gross of interconnection costs	23,686	25,220	24,837	24,754	24,828	99,639	(6%)
Interconnection Costs	181	129	185	187	182	683	40%
Wireless Service Revenues, net of interconnection costs	23,505	25,091	24,652	24,567	24,646	98,956	(6%)

Fixed Line Service Revenues

PLDT

	2022			2021			% Change
(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Data/Broadband	23,074	18,292	18,692	20,031	21,561	78,576	26%
Home Broadband	11,381	9,238	9,626	10,520	10,339	39,723	23%
Corp. Data and Other Network Services	9,721	7,321	7,489	7,839	9,684	32,333	33%
ICT	1,972	1,733	1,577	1,672	1,538	6,520	14%
LEC/Others	3,659	3,575	3,712	3,613	3,702	14,602	20
LEC	3,516	3,428	3,430	3,469	3,554	13,881	3%
Miscellaneous	143	147	282	144	148	721	(3%
Fixed Line Voice - International/Domestic	7,691	4,604	5,779	6,094	6,874	23,351	67%
Fixed Line Voice - International	7,079	4,064	5,255	5,565	6,485	21,369	74%
Fixed Line Voice - Domestic	612	540	524	529	389	1,982	13%
Total Fixed Line Service Revenues ⁽¹⁾	34,424	26,471	28,183	29,738	32,137	116,529	30%

(1) Gross of interconnection costs

Fixed line service revenues - net of interconnection costs

	2022			2021			% Change
(Php in millions)	1Q	1Q	2Q	3Q	4Q	FY	1Q2022 vs 1Q2021
Fixed Line Service Revenues, Net			1 (B) 1 (B) 1	4 6 4 m			
LEC	3,516	3,428	3,430	3,469	3,554	13,881	3%
Fixed Line Voice - International	355	351	414	436	396	1,597	1%
Fixed Line Voice - Domestic	569	511	495	495	345	1,846	11%
Home Broadband	11,381	9,238	9,626	10,520	10,339	39,723	23%
Corp. Data and Other Network Services	9,709	7,311	7,478	7,741	9,704	32,234	33%
ICT	1,972	1,733	1,577	1,672	1,538	6,520	14%
Miscellaneous	143	147	282	144	148	721	(3%)
Total	27,645	22,719	23,302	24,477	26,024	96,522	22%

Expenses

		1Q2022				Y-o-Y	
(Php in millions)	Wireless	Fixed Line	Others	Consolidated	1Q2021	% Change	
Operating Expenses				1			
Compensation and Employee Benefits	2,470	8,764		11,228	6,538	72%	
Repairs and Maintenance	3,090	3,923	1 I M <u>1</u> M A	6,694	5,865	14%	
Professional and Other Contracted Services	1,034	1,326	1	2,006	2,025	(1%)	
Interconnection Costs	181	6,779	-	1,596	833	92%	
Selling and Promotions	724	576	-	1,299	1,794	(28%)	
Taxes and Licenses	830	198	4	1,029	1,196	(14%)	
Insurance and Security Services	233	217	- 11	423	470	(10%)	
Rent	531	(26)		389	523	(26%)	
Communication, Training and Travel	172	158	/ · · · • · · · ·	262	190	38%	
Other Expenses	29	121	· · · ·	147	238	(38%)	
Cash Operating Expenses	9,294	22,036	5	25,073	19,672	27%	
Depreciation and Amortization	9,822	6,205	n la de la la constante de la c	12,567	11,721	7%	
Asset Impairment	549	529		1,078	1,592	(32%)	
Provisions	453	447	-	900	1,592	(43%)	
Amortization of Intangible Assets	49	1	1800 0 <u>2</u> 18	50	1,175	(96%)	
Non-Cash Operating Expenses	10,420	6,735		13,695	14,488	(5%)	
Cost of Sales and Services	2,708	834		3,265	3,588	(9%)	
Total Expenses	22,422	29,605	5	42,033	37,748	11%	

Total Expenses, excluding interconnection costs and MRP:

		1		400004	Y-o-Y	
(Php in millions)	Wireless	Fixed Line	Others	Consolidated	1Q2021	% Change
Total Cash Operating Expenses Less: Interconnection Costs	9,294 181	22,036 6,779	5	25,073 1,596	19,672 833	27% 92%
Total Cash Operating Expenses, excluding Interconnection Costs	9,113	15,257	5	23,477	18,839	25%
Less: MRP	510	4,043	.	4,553	180	2,429%
Total Cash Operating Expenses, excluding Interconnection Costs and MRP	8,603	11,214	5	18,924	18,659	19
Non-Cash Operating Expenses	10,420	6,735	1000	13,695	14,488	(5%
Cost of Sales and Services	2,708	834		3,265	3,588	(9%
Total Expenses, excluding Interconnection Costs and MRP	21,731	18,783	5	35,884	36,735	(2%

PLD1

Other Income (expenses)

PLDT

		1Q2022				Y-o-Y
(Php in millions)	Wireless	Fixed Line	Others	Consolidated	1Q2021	% Change
Equity Share in Net Earnings (Losses) of Associates and Joint Ventures						
Multisys	-		(30)	(30)	(10)	200%
Vega			3	3	3	
Voyager	-	2 2 . . 2 .	(729)	(729)	(514)	42%
Others			(2)	(2)	207	(101%)
Total Equity Share in Net Earnings (Losses)	-		(758)	(758)	(314)	141%
Financing Costs, Net	A sugar			· · · · · · · · · · · · · · · · · · ·	$\{x_i\}_{i\in I} \in \{x_i\}$	
Loans and Other Related Items	(1,009)	(1,631)	이 한 번 것이 된 것 이 한 번 것(,)()의	(2,640)	(2,497)	6%
Accretion on Lease Liabilities	(1,170)	(90)	8 8 8 - 8 8	(283)	(284)	
Accretion on Financial Liabilities	(50)	(41)		(91)	(37)	146%
Financing Charges	(21)	(84)		(105)	(1)	10,400%
Capitalized Interest	115	306	⊂ n 2011 <u>-</u> 212	421	376	12%
Total Financing Costs, Net	(2,135)	(1,540)	- 100-00	(2,698)	(2,443)	10%
Other Income (Expenses), Net					6 동 27 동 년 18	
Impairment of investments	(50)	110 <u>2 15-</u> 0 0	i i i - 10	(50)	(60)	(17%)
Income from Prescription of Preferred Redemption Liability		7,839		7,839		100%
Others	237	1,655	1	(89)	670	(113%)
Other Income, Net	187	9,494	1	7,700	610	1,162%
Interest Income	77	52	5	134	210	(36%)
Gains (Losses) on Derivative Financial Instruments, Net	171	301	-	472	80	490%
Foreign Exchange Gains (Losses), Net	(456)	(627)	16	(1,060)	(623)	70%
Total Other Income (Expenses), Net	(2,156)	7,680	(736)	3,790	(2,480)	253%

PLDT

	1Q2	022	1Q2021		
(Php in millions except EPS (in Php) and Shares (in mn))	Basic	Diluted	Basic	Diluted	
Net Income Attributable to Equity Holders of PLDT	9,078	9,078	5,803	5,80	
Dividends on Preferred Shares	(15)	(15)	(15)	(15	
Net Income for the Period Attributable to Common Equity Holders of PLDT	9,063	9,063	5,788	5,78	
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,05	
EPS (Based on Reported Net Income)	41.95	41.95	26.79	26.7	
Telco Core Income	8,203	8,203	7,502	7,50	
Dividends on Preferred Shares	(15)	(15)	(15)	(15	
Telco Core Income Applicable to Common Shares	8,188	8,188	7,487	7,48	
Weighted Average Number of Common Shares, End	216,056	216,056	216,056	216,05	
EPS (Based on Telco Core Income)	37.90	37.90	34.65	34.6	

Balance Sheet

	Consoli	Consolidated				
(Php in millions)	March 31, 2022	December 31, 2021				
Total Assets	634,051	626,328				
Nominal Value of Total Debt	259,361	255,414				
in US\$	\$4,997	\$5,011				
Less: Unamortized Debt Discount	2,528	2,857				
Total Debt	256,833	252,557				
Cash and Short-Term Investments ⁽¹⁾	29,730	26,755				
Net Debt ⁽²⁾	229,631	228,659				
Equity	127,145	127,46				
Total Debt ⁽³⁾ /Equity	<u>2.04x</u>	2.00				
Net Debt ⁽²⁾ /Equity	<u>1.81x</u>	<u>1.79</u>				
Total Debt ⁽³⁾ /EBITDA ⁽⁴⁾	<u>2.77x</u>	2.66				
Net Debt ⁽²⁾ /EBITDA ⁽⁴⁾	<u>2.45x</u>	2.38				
Total Debt ⁽³⁾ /EBITDA (exMRP) ⁽⁴⁾	<u>2.64x</u>	2.66				
Net Debt ⁽²⁾ /EBITDA (exMRP) ⁽⁴⁾	<u>2.33x</u>	2.38				

⁽¹⁾ Cash and Short-Term Investments include Investments in Debt Instruments at Amortized Cost
 ⁽²⁾ Net Debt calculated based on nominal value of debts less cash and cash equivalents and short-term investments

⁽³⁾ Nominal value of total debt

⁽⁴⁾ For the Last Twelve Months

Debt Profile

PLDT

(US\$ in millions)	2019	2020	2021	1Q2022
Debt Balance	3,800	4,665	5,011	4,997
Cash and Short-Term Investments	486	882	525	573
Net Debt	3,314	3,783	4,486	4,424

Interest-Bearing liabilities

		March 31, 2022		December 31, 2021		
(US\$ in millions)	Carrying Value	Unamortized Debt Discount/Debt Issuance	Face Value	Face Value	Change	
Debt PLDT	\$3,016	\$26	\$3,042	\$3,114	(\$72)	
Smart	1,932	23	1,955	1,897	\$58	
Total Debt	\$4,948	\$49	\$4,997	\$5,011	(\$14)	

Foreign Exchange Risk

PLDT

Forex Impact on Core Income

Forex sensitivity for every P1 change (in US\$ millions)	Conso - net of Elim
US\$ Revenues	215.9
US\$ Expenses	(179.8)
Cash Opex	(170.7)
Cost of Sales and Services	(3.5)
Financing Costs	(5.6)
US\$ Income before tax	36.1
Tax effect	9.0
Core Earnings	27.1
EBITDA	41.7

Forex Impact of B/S Revaluation

Forex sensitivity for every P1 change on B/S Revaluation (in US\$ millions)	Conso
Debt (net of LT hedges & ST Forwards/options)	391.9
Accounts Payable (net of ST Forwards/options)	1,054.9
Accrued Liabilities	239.7
Derivative Liabilities	5.1
Other Current & Non Current Liabilities	0.5
Total US\$ denominated Liabilities	1,692.1
Cash and Short-term Investments	186.0
Trade and other receivables	155.2
Derivative Assets	3.3
Other Current & Non Current Assets	0.4
Total US\$ denominated Assets	344.9
Forex Revaluation for every P1 change	±1,347.2

		Period End
Forex rate, 1Q 2022	51.57	51.91
Forex rate, 1Q 2021		48.54
% Change in Forex rate	6.7%	6.9%

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

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