



102052016001652



SECURITIES AND EXCHANGE COMMISSION

SEC Building, EDSA, Greenhills, Mandaluyong City, Metro Manila, Philippines
Tel: (632) 726-0931 to 39 Fax: (632) 725-5293 Email: mis@sec.gov.ph

Barcode Page

The following document has been received:

Receiving Officer/Encoder : Jojit Licudine
Receiving Branch : SEC Head Office
Receipt Date and Time : February 05, 2016 04:55:39 PM
Received From : Head Office

Company Representative

Doc Source

Company Information

SEC Registration No. PW00001177
Company Name GLOBE TELECOM INC.
Industry Classification Telecommunications
Company Type Stock Corporation

Document Information

Document ID 102052016001652
Document Type 17-C (FORM 11-C:CURRENT DISCL/RPT)
Document Code 17-C
Period Covered February 05, 2016
No. of Days Late 0
Department CFD
Remarks

COVER SHEET

P W 0 0 0 0 1 1 7 7

G L O B E T E L E C O M , I N C .

(Company's Full Name)

2 7 / F T H E G L O B E T O W E R

3 2 N D S T R E E T C O R N E R 7 T H A V E N U E

B O N I F A C I O G L O B A L C I T Y T A G U I G

(Business Address: No. Street City / Town / Province)

ROSEMARIE MANIEGO-EALA

Contact Person

797-2000

Company Telephone Number

1 2 / 3 1

Month Day
Fiscal Year

1 7 C

FORM TYPE

0 4 / 0 7

Month Day
Annual Meeting

Secondary License Type, if Applicable

Dept. Requiring this Doc.

Amended Articles Number/Section

Total No. Of Stockholders

Total Amount of Borrowings

Domestic

Foreign

To be accomplished by SEC Personnel concerned

File Number

LCU

Document I.D.

Cashier

STAMPS

Remarks = pls. Use black ink for scanning purposes

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

**CURRENT REPORT UNDER SECTION 17
OF THE SECURITIES REGULATIONS CODE (SRC)
AND SRC RULE 17(a)-1(b)(3) THEREUNDER**

1. **5 February 2016**
Date of Report (Date of earliest event reported)
2. **1177** SEC Identification Number
3. **000-768-480-000**
BIR Tax Identification Number
4. **GLOBE TELECOM, INC.**
Exact Name of registrant as specified in its charter
5. **PHILIPPINES**
Province, country or other jurisdiction of incorporation
6. **[REDACTED]** (SEC Use Only)
Industry Classification Code
7. **27/F, The Globe Tower, 32nd Street corner 7th Avenue,
Bonifacio Global City, Taguig**
Address of principal office
- 1634**
Postal code
8. **(02) 797-2000**
Registrant's telephone number, including area code
9. _____
Former name or former address, if changed since last report
10. Securities registered pursuant to Sections 4 and 8 of the SRC
- | Title of Each Class | Number of Shares of Common Stock
Outstanding and Amount of Debt Outstanding
(as of December 31 , 2015) |
|--|--|
| COMMON SHARES | 132,742,767 |
| TOTAL DEBT (in Millions of Pesos) | 72,229 |

Indicate the item numbers reported herein : **Please refer to attached**

Re: 2015 FINANCIAL & OPERATING RESULTS

Pursuant to the requirements of the Securities Regulations Code, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date : **5 February 2016**

GLOBE TELECOM, INC.

Registrant


ROSEMARIE MANIEGO-EALA
Acting Chief Finance Officer

GLOBE ANNOUNCES 4th QUARTER and FULL YEAR 2015 RESULTS**BUSINESS MOMENTUM CONTINUES WITH RECORD REVENUES, EBITDA AND NET INCOME:**

**CONSOLIDATED SERVICE REVENUES AT ₱113.7 BILLION, UP 15% YoY;
EBITDA AT ₱45.8 BILLION; UP 17% YoY;
NIAT AT ₱16.5 BILLION, UP 23% YoY;
MOBILE SUBSCRIBERS AT 52.9 MILLION, UP 20% YoY
BROADBAND SUBSCRIBERS NOW AT 4.3 MILLION, UP 55% YoY**

Globe Telecom, Inc. registered another record year, posting its highest full-year consolidated service revenues of ₱113.7 billion, 15% higher than the previous record level of ₱99.0 billion in 2014. Revenues peaked in the fourth quarter, reaching a record high of ₱30.3 billion, up 3% from last quarter and 15% higher than the same quarter in 2014. The sustained revenue trajectory was driven by the solid growth in data consumption across all segments and the consolidation of the performance of Bayan Telecommunications, Inc. (“Bayan”) in the second half of the year. The robust subscriber growth for both mobile and broadband, the increasing demand for mobile data and high-speed internet connectivity for consumer and corporate clients, as well as the sustained execution excellence for the various product launches during the year, have paved the way for Globe’s continued success. Even excluding Bayan’s revenues in the second half of 2015, Globe’s consolidated service revenues grew to ₱110.8 billion, up a solid 12% from the same period last year.

Mobile revenues grew by 9% year-on-year, reaching ₱85.1 billion in 2015 from the ₱78.1 billion reported a year ago, driven by strong revenues across all mobile brands. *Globe Postpaid* revenues posted a 7% growth from the same period of 2014 with its continued leadership in this segment as evidenced by the significant customer base expansion year-on-year boosted by the strong take up of the new *myLifestyle Plans*. *TM*, the Company’s mass-market brand, likewise increased revenues by 14% year-on-year while *Globe Prepaid* revenues posted a solid growth of 8%. At the end of December 2015, Globe’s mobile subscriber base further breached the 50-million milestone, reaching 52.9 million, up a robust 20% from the 44 million subscribers reported in 2014, driven by the record-level gross acquisitions during the year and lower churn rates in both prepaid brands.

The sustained upsurge in mobile data revenues led to the mobile business’ continued growth trajectory. Mobile data service revenues reached ₱22.1 billion in 2015, 55% higher than the ₱14.3 billion reported a year ago, as Globe continues to be the brand of choice for the Filipinos’ digital lifestyles. This was driven by sustained improvement in the Company’s 3G, HSPA+ and LTE networks, and various data product launches and promotions throughout the year, such as *Free FB + Viber with prepaid & Gosurf* promos, *Spotify with free games and FB* and *GoSurf offers with bigger data volume allocation and free games*, among others. To complement the growth in mobile data services, mobile voice increased 6% year-on-year, despite the challenges posted by the declining international voice business, partially offsetting the 10% decline in SMS revenues.

The Globe Group’s broadband business, which now includes Bayan, likewise sustained its growth momentum, increasing both in revenues and subscriber base by 38% and 55% respectively. Total broadband service revenues reached ₱17.5 billion in 2015, with total subscriber base now reaching 4.3

million. The impressive growth in revenues was driven by subscriber expansion in both wireless (+56%) and wired broadband (+48%) solutions, given the favorable customer response to Globe's various *Tattoo on-the-go* and *Tattoo@home* broadband offerings, bundling broadband plans with access to premium content such as Spotify, NBA League Pass and HOOQ. Even excluding the impact of Bayan's consolidation in the second half of 2015, Globe's full year broadband service revenues would have still increased by 27% year-on-year, growing to ₱16.1 billion in 2015 from the ₱12.7 billion recorded a year ago.

Globe's fixed line data business likewise improved year-on-year by 40% to reach ₱7.7 billion in 2015 from the ₱5.5 billion posted in 2014, as demand for data connectivity continues to surge, impacting customer expansion, circuit count increase and higher usage. The strong demand for internet and domestic leased lines, as well as cloud computing solutions, contributed to the revenue growth in the fixed data business. The growth was likewise driven by the impact of consolidating Bayan's fixed line data revenues starting the third quarter of 2015. Traditional fixed line voice revenues (now including Bayan), likewise posted a 23% increase year-on-year at ₱3.4 billion as of end 2015 due to the continued popularity of the broadband bundled plans with the subscribers' preference for value-based offers and low-priced plans. Excluding Bayan's revenues, fixed line data and fixed line voice increased year-on-year by 21% and 8%, respectively.

The Globe Group posted another record-level consolidated EBITDA for the full year of 2015 at ₱45.8 billion, up a robust 17% from a year ago. Total operating expenses and subsidy grew in step with revenues, higher by 14% year-on-year to ₱67.9 billion from ₱59.8 billion last year, as Globe continued to re-invest gains to support the growing subscriber base and the expansion of its data network. EBITDA margin was at 40%, on par with the previous year's margin. Excluding the impact of Bayan's results for the last two quarters of the year, consolidated EBITDA for the year would have reached ₱44.8 billion, which is still a solid 14% improvement from the previous year.

Driven by the growth in EBITDA, and coupled with lower non-operating expenses recognized during the year just ended, Globe posted an all-time high in net income at ₱16.5 billion, 23% higher against the ₱13.4 billion reported in 2014. The growth in net income was also aided by one-time gains coming from the sale of 51% equity stake in Yondu, Inc. ("Yondu") and the acquisition of a 98.6% stake in Bayan. Globe's core net income, which excludes the impact of non-recurring charges, including these one-time gains from the transactions earlier mentioned and accelerated depreciation charges, foreign exchange and mark-to-market charges, likewise grew by 4% year-on-year to ₱15.1 billion from ₱14.5 billion in 2014. Excluding Bayan's results, Globe's net income and core net income as of end-December of 2015 still grew robustly by 22% and 5%, respectively, compared to 2014.

"We made history again in 2015 as Globe delivered a banner year, closing 2015 with record revenues, EBITDA and net income. We have proven year after year our strong commitment to create and deliver value for our customers and shareholders. Our latest achievements continue to motivate us to be more efficient, focused and ready to take on new challenges in the years ahead." said Ernest L. Cu, President and CEO of Globe. "As we foresee an increasingly challenging competitive landscape moving forward, we will continue to strengthen our leadership in the digital space, gearing all our efforts toward uplifting the state of internet services in the country and fortifying the Globe brand as a whole to be the customer's first choice for all their data needs." Mr. Cu added.

Globe spent around ₱32.1 billion in capital expenditures as of end-December of 2015 to support the growing subscriber base and its demand for data. Of the total capital expenditures spent this year, close

to half was for the data service needs of its customers. To date, Globe has a total of 28,336 base stations, with over 18,300 for 4G¹, to support the service requirements of its customers.

Recent Developments:

Last November 12, 2015, Globe received the resolution from the rehabilitation court granting its motion for the termination of the rehabilitation proceedings involving Bayan. The resolution sets a key milestone for Bayan, wherein it successfully exits rehabilitation and provides key opportunities for Globe to continue to unlock prospects for synergies with Bayan.

In January 25, 2016, the Court of Appeals (CA) denied the plea of Philippine Long Distance Telephone Co. (PLDT) to reverse its earlier decision allowing the National Telecommunications Commission (NTC) to continue its proceedings in connection with the bid of Globe to take over Bayan. The CA's Former Special Seventeenth Division denied the motion for reconsideration filed by PLDT urging the appellate court to set aside its March 26, 2015, ruling. The CA, in the said decision, denied the petition for certiorari filed by PLDT seeking the nullification of the orders issued on November 27, 2013; December 13, 2013; and July 3, 2014, by the respondent NTC. The orders allowed the continuation of the proceedings in connection with Globe's and Bayan's joint application for regulatory approval and denied the petitioner's motion to dismiss the joint application.

¹ Includes HSPA+, WiMax and LTE

2015 FINANCIAL SUMMARY

<i>In Million Pesos</i>	Globe Group					YoY Bayan ¹ 31-Dec 2015
	Year on Year				YoY Change (%) vs. Globe vs. Globe	
	Globe Conso	Globe ex-Bayan	Last Year	YoY Change (%) vs. Globe		
	31-Dec	31-Dec	31-Dec			
2015	2015	2014	Conso	ex-Bayan		
Service Revenues	113,679	110,842	99,025	15%	12%	3,174
Mobile	85,105	85,105	78,069	9%	9%	
Broadband	17,458	16,107	12,687	38%	27%	1,352
Fixed line Data	7,698	6,619	5,480	40%	21%	1,389
Fixed line Voice	3,418	3,011	2,789	23%	8%	433
Operating Expenses and Subsidy	67,872	66,056	59,754	14%	11%	2,152
EBITDA	45,807	44,786	39,271	17%	14%	1,022
EBITDA Margin	40%	40%	40%			32%
Depreciation	21,133	20,169	18,123	17%	11%	832
Net Income After Tax (NIAT)	16,484	16,310	13,372	23%	22%	-165
Core Net Income	15,126	15,223	14,489	4%	5%	-5

¹Standalone Bayan financial results, gross of intercompany transactions between Globe and Bayan

- Full year consolidated service revenues once again reached a new record high of ₱113.7 billion from ₱99.0 billion last year due to the anticipated rise in data consumption across Globe's mobile, broadband, and fixed line data businesses. Mobile revenues were up by 9% to ₱85.1 billion from last year's ₱78.1 billion, due to the continued solid growth on *Globe Postpaid* (+7%), *Globe Prepaid* (+8%) and the Company's mass market brand *TM* (+14%). This was likewise supported by the robust 20% mobile subscriber base expansion year-on-year to 52.9 million from 44.0 million last year. Broadband, fixed line data and fixed line voice revenues, likewise, sustained its double-digit growth year-on-year, posting a 38%, 40% and 23% year-on-year increase, respectively, driven by robust subscriber growth and increased demand for data connectivity for both its consumer and corporate clients. The strong revenue performance was also aided by the consolidation of Bayan results in the second half of the year. Even excluding the impact of Bayan's consolidation, consolidated gross service revenues were still up by a solid 12% year-on-year to ₱110.8 billion.
- Total operating expenses and subsidy increased by 14% year-on-year to ₱67.9 billion from ₱59.8 billion a year ago, as Globe continued to re-invest gains in revenues to support subscriber and data network expansion. The increase in operating expenses was driven by higher subscriber acquisition costs, given record-level gross acquisitions in 2015 and increased re-contracting volumes. Costs were also incurred to support the expansion of Globe's 3G, HSPA+ and LTE networks, as leases for sites, repairs and maintenance and services costs were all up year-on-year. This was likewise impacted by the consolidation of Bayan in the last two quarters of 2015. Even excluding Bayan, actual year-on-year increase on operating expenses and subsidy was at 11%.
- Consolidated EBITDA of the Globe Group reached another record high of ₱45.8 billion, besting last year's previous record of ₱39.3 billion, partly due to the consolidation of Bayan, which provided an EBITDA upside of ₱1.0 billion for the second half of 2015. EBITDA margin for 2015 was at 40%,

in line with this year's guidance and on par with last year's EBITDA margin, as the overall revenue gains fully covered for the increase in expenses.

- Total depreciation expenses for 2015 posted a 17% increase to ₱21.1 billion from the ₱20.2 billion reported in 2014, given asset additions related to Globe's capital expenditure programs in 2015 and the consolidation of Bayan's depreciation expenses in the second semester of the year, which amounted to ₱832 million. Furthermore, the growth in depreciation expenses was also due to relatively low depreciation charges in 2014, owing to the full depreciation of certain assets by the end of 2013.
- Overall, total operating costs including depreciation charges, rose to ₱89.0 billion or 14% higher than the ₱77.9 billion reported in 2014. Excluding Bayan's costs, total operating expenses increased by 11% year-on-year.
- Non-operating charges declined by 32% year-on-year mainly driven by the impact of one-time gains booked in the second half of 2015, coming from the sale of a 51% stake in Yondu to Xurpas, Inc. ("Xurpas"), including the fair market valuation adjustment on Globe's remaining 49% stake in Yondu, and valuation adjustments upon the acquisition of a 98.6% stake in Bayan in July 2015. These one-time adjustments offset the impact of higher net interest expenses and foreign exchange losses during the year.
- The Globe Group closed the year with a record high consolidated net income of ₱16.5 billion, up a solid 23% from last year's previous record of ₱13.4 billion, driven by the strong EBITDA growth and lower non-operating charges. Excluding the non-recurring expenses, foreign exchange losses and one-time gains, core net income after tax reached ₱15.1 billion as of end-December 2015, up a solid 4% from the ₱14.5 billion reported in 2014.
- As of the end-December 2015, total cash capital expenditures stood at about ₱32.1 billion (approximately \$704 million), 51% higher than last year's level of ₱21.2 billion. The increase in capital expenditures was partially driven by the delay in capex cash flows in the latter part of 2014, which spilled into 2015. To date, Globe has a total of 28,336 base stations, including over 18,300 4G² base stations to support the requirements of its subscribers for 2G, 3G and 4G services.
- For 2016, the Company expects the market to remain challenging and competitive, given the shifting focus of the customer's lifestyles and usage in a digital world. Against this environment, the Company believes that the current revenue momentum built, coupled with the adaptive platform of digital lifestyle offers to cater to the subscribers' changing lifestyles could further push revenues to increase by high single-digit from 2015 level. EBITDA margin is expected to remain around 40%, as margins would be continuously impacted by the growth of our postpaid business and the increasing contribution of lower-margin data-related products, offset by our efforts to grow the prepaid business and the renewed focus on cost transformation across the board.
- For 2016, the Company's new capital expenditures are programmed to be approximately \$750 million, which is slightly higher than the actual capex recorded in 2015. With the growing demand for data and internet connectivity, the Company anticipates that majority of said CAPEX would be related to data, including spend for deployments of LTE mobile and LTE @Home, capacity and

² Includes HSPA+, WiMax and LTE

coverage augmentation of the 3G, HSPA+ and DSL network, as well as requirements for domestic transmission and international cable capacities.

Quarter-on-Quarter Performance:

	Globe Group				QoQ
	Quarter on Quarter				Bayan ¹
	Globe Conso	Globe ex-Bayan	Last Qtr	QoQ Change (%)	
	Q4	Q4	Q3	vs. Globe	Q4
<i>In Million Pesos</i>	2015	2015	2015	Conso	2015
Service Revenues	30,323	28,881	29,526	3%	1,594
Mobile	22,111	22,111	21,419	3%	
Broadband	5,093	4,303	4,760	7%	716
Fixed line Data	2,204	1,767	2,348	-6%	661
Fixed line Voice	915	700	999	-8%	217
Operating Expenses and Subsidy	19,194	18,196	17,502	10%	1,149
EBITDA	11,129	10,685	12,024	-7%	445
EBITDA Margin	37%	37%	41%		28%
Depreciation	6,521	6,016	5,516	18%	451
Net Income After Tax (NIAT)	2,340	2,511	5,434	-57%	-196
Core Net Income	2,418	2,625	4,079	-41%	-169

¹Standalone Bayan financial results, gross of intercompany transactions between Globe and Bayan

- Globe's fourth quarter consolidated services revenues of ₱30.3 billion surpassed the prior quarter's revenues of ₱29.5 billion by 3% and was 15% higher than the results posted in the same quarter of 2014. This quarter's record performance was mainly driven by the strong contributions from mobile (+3%) and broadband (+7%), which were partly offset by the decline in traditional voice (-8%) and fixed line data (-6%). This was likewise aided by the impact of the consolidation of Bayan, providing an upside of ₱1.6 billion in the fourth quarter of 2015.
- Globe's subsidy and operating expenses were likewise higher by 10% quarter-on-quarter from ₱17.5 billion to ₱19.2 billion due to the increases across all expense line items, as anticipated in the fourth quarter of the year. The growth in fourth quarter costs included (1) charges related to product launches in the period, including the *iPhone 6S* and *iPhone 6S Plus*, (2) costs to support the expanded Globe data network and subscriber base, and (3) catch-up accruals usually booked during the last quarter of the year.
- Depreciation charges for the quarter were likewise higher by 18% from the ₱5.5 billion last quarter to ₱6.5 billion this period, to cover for asset additions related to Globe's new projects. In total, Globe's total cost and expenses, including depreciation expenses, were higher by 12% to ₱25.7 billion from ₱23.0 billion in the third quarter of the year.
- Globe's fourth quarter EBITDA declined to ₱11.1 billion from ₱12.0 last quarter as the increase in revenues was fully offset by the rise in operating costs during the quarter just ended. EBITDA

margins for the quarter stood at 37%, lower than the 41% recorded in the third quarter of 2015, but higher than the 36% recorded in the same period last year.

- Globe recorded total non-operating charges amounting to ₱932 million, against last quarter's non-operating income of ₱768 million. The reversal was partly driven by the non-recurring gains coming from both the sale of a 51% stake in Yondu to Xurpas and the acquisition of a 98.6% stake in Bayan booked in the third quarter of 2015.
- Consistent with seasonal trends, consolidated quarterly net income amounted to ₱2.3 billion, down by 57% against the ₱5.4 billion last quarter, due to decline in EBITDA coupled with this quarter's non-operating charges (versus the non-operating income recorded in the third quarter). Core net income, which excludes non-recurring items, inclusive of the gains related to the transactions completed in the quarter, foreign exchange losses and mark-to-market items, likewise declined by 41% from last quarter.

Mobile Business

<i>In Million Pesos</i>	Quarter on Quarter			Year on Year		
	Q4	Q3	QoQ	31-Dec	31-Dec	YoY
	2015	2015	Change (%)	2015	2014	Change (%)
Service Revenues *						
Voice	8,997	9,247	-3%	36,862	34,684	6%
SMS	6,126	6,579	-7%	26,136	29,079	-10%
Mobile Browsing & Other Data	6,988	5,593	25%	22,107	14,306	55%
Mobile Service Revenues	22,111	21,419	3%	85,105	78,069	9%

Mobile service revenues, which accounted for 75% of Globe's consolidated service revenues for the year just ended, rose to ₱85.1 billion, up 9% from last year's level of ₱78.1 billion, due to the strong revenue contributions from mobile data (+55%) and the continued subscriber expansion across all mobile brands. On a sequential basis, Globe's quarterly mobile revenues were also up by 3% against the previous quarter and 8% against the fourth quarter of 2014. Moreover, the fourth quarter mobile revenues of ₱22.1 billion pesos represent a new quarterly record for Globe.

Mobile voice revenues, which accounted for 43% of total mobile service revenues, grew by 6% to ₱36.9 billion from ₱34.7 billion in 2014, due to the continued popularity of unlimited and bulk domestic voice subscriptions, offsetting the decline in pay-per-use domestic voice and international voice services. On a quarterly basis, mobile voice revenues declined by 3% quarter-on-quarter.

Mobile SMS revenues, which accounted for 31% of total mobile service revenues, closed the year at ₱26.1 billion, lower than the ₱29.1 billion recorded in the same period last year. The year-on-year decline in SMS revenues was due to the impact of increasing popularity of over-the-top (OTT) chat applications such as *Facebook Messenger*, *Whatsapp*, *Viber* and other chat applications, offering avenues for messaging to our subscribers outside of SMS. On a sequential basis, mobile SMS revenues declined by 7% quarter-on-quarter.

Mobile browsing and other data revenues, which accounted for 26% of total mobile service revenues, stood at ₱22.1 billion as of end-December 2015, up by an impressive 55% from ₱14.3 billion a year ago. On a sequential basis, mobile browsing and other data revenues increased by 25% from the ₱5.6 billion posted in the previous quarter to nearly ₱7.0 billion. The significant growth in mobile data revenues was driven by the increasing popularity of the *GoSurf* promos, which provide premium content such as Spotify and free games, among others, along with their data subscriptions, the positive outcome of the sustained free Facebook and free Viber promotions, and enhanced network experience from our expanded 3G, HSPA+ and LTE networks.

Key Drivers for the Mobile Business

	Quarter on Quarter			Year on Year		
	Q4	Q3	QoQ	31-Dec	31-Dec	YoY
	2015	2015	Change (%)	2015	2014	Change (%)
Cumulative Subscribers (or SIMs) – Net End of Period	52,933,455	50,111,632	6%	52,933,455	44,040,844	20%
Globe Postpaid	2,401,351	2,361,339	2%	2,401,351	2,262,257	6%
Prepaid	50,532,104	47,750,293	6%	50,532,104	41,778,587	21%
Globe Prepaid	22,861,549	21,620,291	6%	22,861,549	19,281,720	19%
TM	27,670,555	26,130,002	6%	27,670,555	22,496,867	23%

Ave. Revenue Per Subscriber (ARPU)¹

Globe Postpaid	1,151	1,115	3%	1,139	1,164	-2%
Prepaid						
Globe Prepaid	116	122	-5%	122	130	-6%
TM	69	72	-4%	73	79	-8%

Subscriber Acquisition Cost (SAC)

Globe Postpaid	10,384	8,895	17%	8,878	8,700	2%
Prepaid						
Globe Prepaid	12	18	-33%	16	26	-38%
TM	12	13	-8%	12	14	-14%

Ave. Monthly Churn Rate (%)

Globe Postpaid	3.0%	3.1%		3.1%	2.3%	
Prepaid						
Globe Prepaid	5.4%	6.3%		5.9%	6.4%	
TM	6.1%	6.8%		6.5%	7.0%	

¹ ARPU is computed by dividing recurring gross service revenues (gross of interconnect expenses) segment by the average number of the segment's subscribers and then dividing the quotient by the number of months in the period.

- Globe closed the year with a total mobile subscriber base of 52.9 million, up 20% from 44.0 million subscribers last year. Fourth quarter's gross subscriber acquisitions registered a new quarterly-high of 11.6 million subscribers, 3% higher than the last quarter's previous record-level performance and

14% higher than the fourth quarter of 2014. This was mainly driven by the sustained strong acquisitions of the Company's prepaid (*Globe Prepaid*) and mass market brands (*TM*). Combined, *Globe Prepaid* and *TM* gross acquisitions comprised 98% of acquired SIMs during the period. Postpaid gross acquisition in the fourth quarter was the second highest mark for the year, coming from the third quarter's record-level gross additions. The increase in gross additions was boosted by continued success of the *myLifestyle plans* bundled with the latest devices from Apple™ and Samsung (*iPhone 6s/iPhone 6s Plus/ Samsung S6 Edge Plus, Note 5*). With the improvement of overall churn rates in 2015 to 6.11% from 6.46% in 2014, full year net incremental subscribers were up 60% year-on-year increase from 5.6 million in 2014 to a robust 8.9 million net additions this period.

- *Globe Postpaid* remained the leader in the postpaid segment of the market given the continued growth in acquisitions of high-quality subscribers throughout the year, closing 2015 with over 2.4 million subscribers from nearly 2.3 million last year. The success of the *MyLifestyle* plan bundled with a wide range of the latest devices, as well as the innovative deals and promotions launched in 2015, helped boost gross additions to reach a new record high of 982,457 in 2015, 18% higher than the previous record of 835,290 reported a year ago. Full year net incremental postpaid subscribers stood at 139,094, 41% lower than 2014 level of 236,719, due to the higher churn rate in 2015 (3.1%) against last year's 2.3%.
- *Globe Prepaid* gross acquisitions slightly increased by 1% in the fourth quarter against the 4.8 million gross additions in the previous quarter, bringing the full year gross additions to 18.6 million, 17% higher than the 15.9 million recorded in 2014. The strong acquisitions were driven by the brand's aggressive acquisition efforts, value for money promotions, the successful Free FB/Viber campaign in the first quarter of the year and the popularity of *GoSurf* data bundles. With the decline in churn in 2015 of 5.9% from 6.4% in 2014, full year net incremental subscribers increased by 148% to reach 3.6 million this period from 1.4 million in 2014.
- *TM* generated its highest gross acquisitions in 2015, registering 24.8 million new SIMs, up 18% year-on-year from the 21.1 million last year. For the fourth quarter of 2015, *TM* achieved a new record high, acquiring 6.5 million new SIMs or 4% better than previous quarter's level of 6.2 million and 2% higher than its previous best of 6.3 million recorded in 2Q15. Similar to *Globe Prepaid*, the free Facebook/Viber promo and sustained aggressive acquisition efforts boosted acquisitions throughout the year. Coming from the very strong acquisition coupled with the decline in churn rates in 2015 from 7.0% to 6.5%, full year net incremental subscribers improved by 33% from 3.9 million in 2014 to 5.2 million in 2015.
- Blended ARPU as of full year 2015 declined by 8% to only ₱145 from ₱159 of 2014, due to the combined effects of higher multi-SIM usage, continued pressures on yields caused by the shift to value-based bucket, unlimited voice/sms offers and the shift to promo data offers. *Globe Postpaid* ARPU of ₱1,139 was 2% lower than last year's level of ₱1,164. *TM* and *Globe Prepaid* ARPUs were likewise down year-on-year by 8% and 6%, respectively.
- *Globe Postpaid* subscriber acquisition cost (SAC) increased year-on-year by 2% from last year's ₱8,700 to ₱8,878 in 2015, driven by the successful launch of *iPhone 6S, iPhone 6S Plus* and *Samsung Note 5* in the fourth quarter of the year. On a quarterly basis, *Globe Postpaid* SAC increased by 17% to ₱10,384 from ₱8,895 in the third quarter of the year. *Globe Postpaid* SAC remain recoverable within the 24-month contract of the postpaid plans. *Globe Prepaid* SAC, on the other hand, were significantly lower year-on-year and quarter-on-quarter by 38% and 33%,

respectively. *TM SAC*, likewise, was down year-on-year and quarter-on-quarter by 14% and 8%, respectively. *Globe Prepaid* and *TM SAC* remained recoverable within a month's ARPU.

Fixed Line and Broadband Business

<i>In Million Pesos</i>	Globe Group					YoY Bayan ¹ 31-Dec 2015
	Year on Year				YoY Change (%) vs. Globe vs. Globe Conso ex-Bayan	
	Globe Conso	Globe ex-Bayan	Last Year	YoY Change (%) vs. Globe vs. Globe Conso ex-Bayan		
	31-Dec 2015	31-Dec 2015	31-Dec 2014			
Service Revenues						
Broadband	17,458	16,107	12,687	38%	27%	1,352
Fixed Line Data	7,698	6,619	5,480	40%	21%	1,389
Fixed Line Voice	3,418	3,011	2,789	23%	8%	433
Fixed Line & Broadband Service Revenues	28,574	25,737	20,956	36%	23%	3,174

¹ Standalone Bayan financial results, gross of intercompany transactions between Globe and Bayan

Globe Group's fixed line and broadband revenues posted a 36% increase from nearly ₱21.0 billion in 2014 to ₱28.6 billion in 2015. The growth was driven by robust contributions across all business segments, with Globe broadband and fixed line data sustaining its double-digit improvements year-on-year.

Globe Tattoo Broadband posted a 38% growth to reach ₱17.5 billion in the year just ended from ₱12.7 billion reported a year ago, as a result of the 55% expansion of its customer base for both wired and wireless services (up 48% and 56% year-on-year, respectively). The remarkable revenue growth and customer uptake throughout the year was partially driven by the various broadband products and packages bundled with exclusive access to entertainment content (HOOQ, NBA League Pass). *Tattoo Broadband's* sustained revenue growth was mainly due to the higher subscriber base for both *Tattoo-At-Home* and *Tattoo-On-The-Go*, rising to 4.3 million subscribers from 4.0 million last quarter. It was likewise impacted by the consolidation of Bayan starting in the third quarter this year. Excluding the impact of Bayan's consolidation, total Globe's fixed and broadband revenues reached ₱25.7 billion for the year just ended, still a strong 23% increase from 2014.

	Quarter on Quarter				QoQ
	Globe Conso	Globe ex-Bayan	Last Qtr	QoQ Change (%)	Bayan ¹
	Q4	Q4	Q3	vs. Globe	Q4
<i>In Million Pesos</i>	2015	2015	2015	Conso	2015
Service Revenues					
Broadband	5,093	4,303	4,760	7%	716
Fixed Line Data	2,204	1,767	2,348	-6%	661
Fixed Line Voice	915	700	999	-8%	217
Fixed Line & Broadband Service Revenues	8,212	6,770	8,107	1%	1,594

¹Standalone Bayan financial results, gross of intercompany transactions between Globe and Bayan

On a sequential basis, fixed line and broadband revenues likewise slightly improved by 1% quarter-on-quarter to ₱8.2 billion from ₱8.1 billion in 3Q15. *Tattoo Broadband's* sustained revenue growth was mainly driven by higher subscriber base for both *Tattoo-At-Home* and *Tattoo-On-The-Go*, rising to 4,318,143 subscribers from 3,998,116 last quarter.

	Globe Group					YoY
	Year on Year					Bayan
	Globe Conso	Globe ex-Bayan	Last Year	YoY Change (%)		31-Dec
	31-Dec	31-Dec	31-Dec	vs. Globe	vs. Globe	2015
	2015	2015	2014	Conso	ex-Bayan	
Cumulative Broadband Subscribers						
Wireless ¹	3,670,647	3,670,647	2,350,991	56%	56%	-
Wired	647,496	491,160	437,132	48%	12%	156,336
Total (end of period)	4,318,143	4,161,807	2,788,123	55%	49%	156,336

¹Includes Globe's fixed wireless and fully mobile broadband subscribers

The *fixed line data* segment (inclusive of Bayan) sustained its growth momentum ending the year with ₱7.7 billion revenues, up 40% against the same period of 2014, fueled by strong demand for domestic and international leased line services, sustained circuit base expansion, and the increasing popularity of cloud-based services, such as data storage and solutions-based cloud computing. Even excluding Bayan's results, Globe's fixed line data reached ₱6.6 billion, a robust 21% improvement from 2014.

Globe's total *fixed line voice* revenues likewise improved year-on-year by 23% due mainly to expansion in subscriber base, both organically given the popularity of bundled broadband plans and the impact of Bayan consolidation starting the third quarter of 2015. Even without the aid of Bayan's results, Globe's fixed line voice still grew by 8% from a year ago.

	Quarter on Quarter				QoQ
	Globe Conso	Globe ex-Bayan	Last Qtr	QoQ Change (%)	Bayan
	Q4	Q4	Q3	vs. Globe	Q4
	2015	2015	2015	Conso	2015
<u>Cumulative Broadband Subscribers</u>					
Wireless ¹	3,670,647	3,670,647	3,358,494	9%	-
Wired	647,496	491,160	639,622	1%	156,336
Total (end of period)	4,318,143	4,161,807	3,998,116	8%	156,336

¹Includes Globe's fixed wireless and fully mobile broadband subscribers

ANNEXES

International Long Distance (ILD) Services

	Globe Group					
	Quarter on Quarter			Year on Year		
	4Q	3Q	QoQ	31 Dec	31 Dec	YoY
	2015	2015	Change (%)	2015	2014	Change (%)
Total ILD Revenues (Php Mn)	2,615	2,470	6%	10,037	11,100	-10%
Average Collection rates for the Period	46.707	45.460	3%	45.290	44.348	2%

Group Operating Expenses

	Globe Group					
	Year on Year					YoY
	Globe Conso	Globe ex-Bayan	Last Year	YoY Change (%)		Bayan (Standalone)
	31-Dec	31-Dec	31-Dec	vs. Globe Conso	vs. Globe ex-Bayan	31-Dec
<i>In Million Pesos</i>	2015	2015	2014	2015	2015	2015
Cost of Sales	13,665	13,646	10,661	28%	28%	19
Less: Non-service Revenues	6,290	6,289	4,211	49%	49%	1
Subsidy	7,375	7,357	6,450	14%	14%	18
Interconnect	9,008	8,976	8,430	7%	6%	52
Selling, Advertising and Promotions	6,283	6,087	5,470	15%	11%	197
Re-contracting	3,311	3,311	2,531	31%	31%	-
Staff Costs	9,761	9,317	8,666	13%	8%	444
Utilities, Supplies & Other Administrative Expenses	4,785	4,612	4,482	7%	3%	173
Rent	4,932	4,691	4,116	20%	14%	558
Repairs and Maintenance	4,796	4,496	4,100	17%	10%	300
Provisions	3,037	2,970	3,610	-16%	-18%	114
Services and Others	14,584	14,239	11,899	23%	20%	296
Operating Expenses	60,497	58,699	53,304	13%	10%	2,134
Depreciation and Amortization	21,133	20,169	18,123	17%	11%	832
Costs and Expenses	89,005	86,225	77,877	14%	11%	2,984

	Globe Group				QoQ
	Quarter on Quarter				Bayan (Standalone)
	Globe Conso	Globe ex-Bayan	Last Qtr	QoQ Change (%)	Q4
	Q4	Q4	Q3	vs. Globe Conso	2015
<i>In Million Pesos</i>	2015	2015	2015	Conso	2015
Cost of Sales	3,721	3,711	3,333	12%	10
Less: Non-service Revenues	1,605	1,607	1,325	21%	-2
Subsidy	2,116	2,104	2,008	5%	12
Interconnect	2,129	2,105	2,233	-5%	25
Selling, Advertising and Promotions	2,085	1,996	1,364	53%	90
Re-contracting	936	936	744	26%	-
Staff Costs	3,108	2,873	2,621	19%	235
Utilities, Supplies & Other Administrative Expenses	1,283	1,199	1,320	-3%	84
Rent	1,404	1,246	1,325	6%	308
Repairs and Maintenance	1,381	1,217	1,401	-1%	163
Provisions	670	664	882	-24%	70
Services and Others	4,082	3,856	3,604	13%	162
Operating Expenses	17,078	16,092	15,494	10%	1,137
Depreciation and Amortization	6,521	6,016	5,516	18%	451
Costs and Expenses	25,715	24,212	23,018	12%	1,600

Other Income Statement Items

<i>(Php Mn)</i>	Globe Group					YoY
	Year on Year					
	Globe Conso	Globe ex-Bayan	Last Year	YoY Change (%)		Bayan (Standalone)
	31-Dec 2015	31-Dec 2015	31-Dec 2014	vs. Globe Conso	vs. Globe ex-Bayan	31-Dec 2015
Financing Costs						
Interest Expense	(2,774)	(2,737)	(2,326)	19%	18%	(152)
Loss on Derivative Instruments(net)	-	-	-	-	-	(7)
Swap Costs and Other Financing Costs	(142)	(142)	(240)	-41%	-41%	-
Foreign Exchange loss(net)	(457)	(236)	-	0%	0%	(222)
	(3,373)	(3,115)	(2,566)	31%	21%	(381)
Other Income						
Gain on Derivative Instruments(net)	20	27	71	-72%	-62%	-
Foreign Exchange gain(net)	-	-	1	-100%	-	-
Interest Income	519	632	683	-24%	-7%	1
Others – net	1,627	1,177	46	3437%	2458%	21
Total Other Income (Other Expenses)	(1,207)	(1,279)	(1,765)	-32%	-28%	(359)

<i>(Php Mn)</i>	Globe Group					QoQ
	Quarter on Quarter					
	Globe Conso	Globe ex-Bayan	Last Qtr	QoQ Change (%)		Bayan (Standalone)
	Q4 2015	Q4 2015	Q3 2015	vs. Globe Conso		Q4 2015
Financing Costs						
Interest Expense	(827)	(806)	(535)	55%		185
Loss on Derivative Instruments(net)	(13)	(2)	-	-		(11)
Swap Costs and Other Financing Costs	(41)	(41)	(27)	50%		-
Foreign Exchange loss (net)	(111)	(85)	(319)	-65%		(27)
	(992)	(934)	(881)	13%		147
Other Income						
Gain on Derivative Instruments(net)	-	-	8	-100%		-
Foreign Exchange gain (net)	-	-	-	-		-
Interest Income	62	110	68	-9%		1
Others – net	(2)	(81)	1,573	-100%		18
Total Other Income (Other Expenses)	(932)	(905)	768	-221%		166

Liquidity and Capital Resources

	Globe Group		
	31 Dec	31 Dec	YoY Change
	2015	2014	(%)
Balance Sheet Data (Php Mn)			
Total Assets	195,680	179,507	9%
Total Debt	72,229	65,276	11%
Total Stockholders' Equity	59,398	54,538	9%
Financial Ratios (x)			
Total Debt to EBITDA	1.51	1.66	
Debt Service Coverage	5.18	2.92	
Interest Cover (Gross)	12.24	13.22	
Debt to Equity (Gross)	1.22	1.20	
Debt to Equity (Net)	1.02	0.89	
Total Debt to Total Capitalization (Book)	0.55	0.54	
Total Debt to Total Capitalization (Market)	0.22	0.21	

	Globe Group		
	31 Dec	31 Dec	YoY Change
	2015	2014	(%)
(Php Mn)			
Capital Expenditures (Cash)	32,130	21,235	51%
Increase (Decrease) in Liabilities related to Acquisition of PPE & Capitalized Asset Retirement Obligations	-1,728	5,749	-130%
Total Capital Expenditures	30,402	26,984	13%
Total Capital Expenditures / Service Revenues (%)	27%	27%	

Products & Services

Globe continued to create the best suite of promotions and offers during the quarter to enhance the digital lifestyle experience of its customers.

Mobile

Globe Postpaid remain true to its commitment of being one step ahead in giving customers access to the latest smartphone devices and best-in-class postpaid plans as it successfully unveiled the new *iPhone 6s* and *iPhone 6s Plus* last November 2015. The *iPhone 6s* 16GB was made available at Plan 1799 with ₱450 monthly cashout while *iPhone 6s Plus* 16GB was made available at Plan 1799 with ₱650 monthly cashout, both on a 24-month contract period. With Plan 1799, customers can enjoy the best-value postpaid plan package with bigger data allocation and free access to exclusive content for a complete digital experience. Under the postpaid plan bundle, customers get 10GB (until Dec. 31, 2015 only) of mobile data per month for worry-free connectivity, access to non-stop music, movies, and games with free access to Spotify Premium, HOOQ and top mobile games for 3 months, free access to Facebook, Viber and Instagram for 24 months, and unlimited calls to Globe and TM and unlimited texts to all networks all for 24 months. Customers also get exclusive deals together with their postpaid plans that include free Gadget Care for 30 days and free 1GB of Globe Cloud storage for 24 months.

Meanwhile, the Company partnered with the global phone manufacturer OPPO in order to drive the increase in the mobile internet penetration in the country. The partnership between Globe and OPPO began with the launch of the OPPO Mirror 5 which was offered with a free Globe Prepaid SIM plus 100MB data per month for two months. Also, customers availing themselves of the 5-inch screen, metal-clad OPPO R7 Lite in a prepaid kit get a free Globe Prepaid SIM loaded with 100MB data per month for two months.

In addition, Globe ventured into a co-branding agreement with Cherry Mobile to launch the Cherry Prepaid SIM and phone bundles. The prepaid offering, dubbed as Cherry Prepaid powered by Globe, aims to be a game-changer in mass market mobile connectivity that combines high quality smart phones and prepaid service into one affordable package. Customers can choose between a ₱399 Lite Bundle, a ₱999 Big Time Bundle, and ₱1699 Partner Bundle. Users can also avail of the SIM-only option for only ₱29. All phone bundles come with a Cherry Prepaid SIM and a roster of freebies.

In addition, as part of its commitment to enable the Filipino digital lifestyle, the Company launched *Spotify 5* (1 day) and *Spotify 99* (30 days) last December 15, 2015 to allow access to *Spotify* more affordable over the holiday season. Globe subscribers can avail for a limited time only of *Spotify Premium* for only ₱5 valid for 1 day or ₱99 valid for 30 days. With *Spotify Premium*, users can listen to songs offline, play songs on demand, enjoy ad-free listening, listen to amazing sound quality, and play songs on home speakers. To register, Globe prepaid, postpaid, and TM customers can text *SP5* for 1-day Premium access (promo until Jan. 15, 2016 only) or *SP9930D* 30-day access (promo until March 15, 2016 only) to 8888. Spotify can also be enjoyed for free with any of the GoSURF data plans, starting at *GoSURF10* for *Spotify Basic*. Meanwhile, Free FB and Viber with prepaid promos were extended until March 31, 2016.

Broadband

As part of its efforts to uplift the state of internet services in the country by giving customers access to a faster internet experience with lower monthly service fees (MSF), the broadband business unveiled during the fourth quarter of the year, its new roster of home broadband plans powered by fiber-to-the-home (FFTH) technology, providing customers the fastest fiber connection speeds at home now available at a more affordable price. With the new Globe Platinum Broadband Plans, home broadband customers can enjoy a broadband plan with internet speeds of up to 50Mbps at Plan 2499, 100Mbps at Plan 3499, 200Mbps at Plan 4499, 500Mbps at Plan 7499, and 1Gbps at Plan 9499.

Globe also is gearing up for the arrival of Internet television network Netflix in the Philippines with its roster of home broadband plans which come with free access to Chromecast, allowing customers to enjoy Netflix from any mobile device to a bigger screen. Customers on a Globe Home Broadband Plan 1299 and up can access Netflix with Chromecast, a thumb-sized media streaming device that plugs into the High-Definition Multimedia Interface (HDMI) port of one's television set at home. With Chromecast, customers can cast their smartphone, tablet, or laptop to a bigger screen for a better and more inclusive viewing experience. Chromecast is compatible with Android devices, tablets, iPhones, iPads, Macs or Windows laptops or Chromebooks, allowing users to cast their favorite entertainment and apps to the big screen. Globe Platinum Broadband customers can also avail of Chromecast for free starting at Plan 2499 to Plan 9499.

International

During the fourth quarter of 2015, Globe, in partnership with Maxis Malaysia, launched a collect calling service to the 600 thousand overseas Filipinos in Malaysia via Ree IDD. Also in order to expand its Duo International's subscriber base, the Company together with the Philippine National Bank (PNB) offered PNB's 300 thousand overseas Filipino remittance customers a 90% off discount when they try the Duo International service. A free Globe prepaid sim was also given to remittance beneficiaries in the Philippines to strengthen the Globe calling circle.

GCash

Black Friday (last Nov. 27, 2015) and *Cyber Monday* (last Nov. 30, 2015), two of the most anticipated shopping sales days in the United States, were made accessible and affordable to digital-savvy *GCash* customers through the international shipping provided by *GCash American Express® Virtual Pay* in partnership with *My Shopping Box*. While most Filipinos cannot go to US retail stores to participate in the shopping madness, *GCash American Express® Virtual Pay* customers can still avail of huge discounts from the online sites of popular American brands such as JCPenney, J.Crew, Sears, and American Apparel, among others. At the same, the virtual card may be used at any online website that accepts American Express as a mode of payment, including Amazon, PayPal, eBay U.S., Zappos, Sephora, Drugstore, GAP, Old Navy, Agoda, the U.S. iTunes Store, Google Play Store, the U.S. PlayStation Store, and Steam Store.

Moreover, *GCash* makes it easier for millions of its customers to fund their accounts in over 1,000 7-Eleven convenience stores nationwide. This arrangement was a result of the recent Memorandum of Agreement between G-Xchange, Inc., (GXI) a wholly-owned subsidiary of Globe Telecom and operator of *GCash*, and Philippine Seven Corporation (PSC), the local licensee of 7-Eleven. This partnership makes 7-Eleven one of over 10,000 accredited *GCash* outlets nationwide which allows *GCash* customers to fund their accounts through cash-in transactions for free.

Globe Business

Leading provider of marine services Harbor Star Shipping Services, Inc.(HSPI) has tapped Globe Business, the information and communication technology (ICT) arm of Globe Telecom, to provide trackers that will monitor the fleet operations of HSPI. The trackers, which fall under the Fleet Management application of the Machine-to-Machine (M2M) Solutions suite will be installed in 33 units of HSPI's fleet systems. M2M solutions enable machines, equipment, assets or things to remotely exchange real-time data with other machines, people or information systems through a communication network with minimal human intervention.

In its effort to extend and broaden its support to local SMEs, the small and medium business arm of Globe Telecom, Globe myBusiness has furthered its global partnership with top e-commerce platform *Shopify*. *Shopify*'s technology together with Globe myBusiness' services can give SMEs a reliable package that will allow them to build their own online store, showcase their brand, and at the same time efficiently manage the back-end processes through capabilities such as tracking orders and customer data, viewing marketing and analytics information. Through Globe myBusiness, SMEs can avail of *Shopify* starting at ₱429 a month.

Just in time for the holiday season, Globe myBusiness, together with *Shopify*, introduced the country's first-ever online bazaar *DigiMall*. Last December 18 to December 20, 2015, shoppers were able to get their gift lists ready through the use of the online platform to purchase items from over 25 *Shopify*-powered merchants.

The Company, through its IT Enabled Services Group, likewise forged an agreement with ADP, a pioneer in outsourced payroll services with over 65 years of experience, to launch Globe Managed Payroll, the latest expansion to the roster of business solutions offered by the telecom company to its enterprise clientele. *Globe Managed Payroll* provides an end-to-end solution that includes time and attendance, payroll, and eventually a Human Resources Information System, providing customers a specialized outsourced team to manage payroll and human resource requirements that will let the organization focus on its core business.

Likewise, Globe through Globe Business, partnered with top companies such as Brightspace of D2L, Educube of Globals and Flipside to find innovative solutions to offer Philippine schools and students access to a global learning experience. Brightspace provides more than a simple course of management capabilities on a Learning Management System (LMS). It is the only accessible, intuitive and Integrated Learning Platform that provides an engaging learning experience and predictive data-driven analytics while empowering teachers to teach the way they prefer to and inspiring students to learn the way they want them to learn. Educube, a school management system recognized worldwide, is a cloud-based Enterprise Resource Planning (ERP) for schools that help streamline and automate the school's business processes. A pioneer in the Global eBook industry, Flipside has serviced some of the largest publishers in the world. Flipside uses its expertise to enable schools to develop and provide affordable educational content through digital libraries, eBook creation and distribution. The solutions that have been provided are all available to teachers and students at the touch of a mobile device.

For questions, please contact:

Tek O. Olaño
Financial Planning and Analysis
Email: joolano@globe.com.ph

Jose Mari S. Fajardo
Investor Relations
Email: ir@globe.com.ph
(632) 797-4307

About Globe

Globe Telecom, Inc. is a major provider of telecommunications services in the Philippines. The Company operates one of the largest and most technologically-advanced mobile, fixed line and broadband networks in the country, providing reliable, superior communications services to individual customers, small and medium-sized businesses, and corporate and enterprise clients.

It is listed on the Philippine Stock Exchange under the ticker symbol GLO and had a market capitalization of US\$5.2 billion as of the end of December 2015.

Further information can be obtained by visiting the web at <http://www.globe.com.ph>