

1Q 2017 Media Briefing

10 May 2017 | The Globe Tower BGC

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Globe

1Q17 Performance Highlights: Record revenues and EBITDA offset by higher depreciation and interest, and share of charges from SMC deal

Service Revenues

31.1

YoY
+4%

- Momentum continues, driven by data-related services which now generate 53% of total service revenues
- Beginning 2017, revenues from premium content services (where Globe is acting as principal to the contract) will be reported gross of the licensors' fees.

EBITDA

13.3

+2%

- Increase in revenues pared by higher operating expenses
- EBITDA margin of 43%, slightly lower than 1Q16's 44%

Net Income After Tax

3.8

-13%

- Decline caused by higher depreciation and interest, and Globe's share of charges from SMC deal
- Excluding SMC-related charges, normalized NIAT would be P4.2 Billion, or lower by 4% YoY
- Core Net Income at Php3.7Bn, lower by 12% YoY

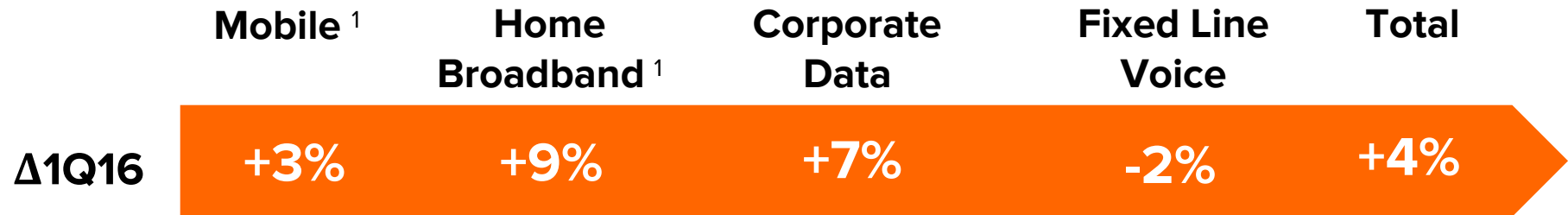
Cash Dividend

22.75
/sh

3%

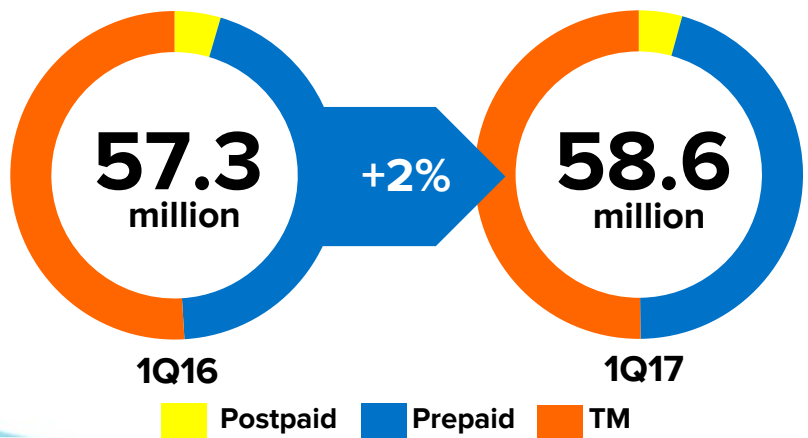
- Record Date: 23 May 2017
- Payment Date: 07 June 2017

Revenue growth remains broad-based as market continues shift towards data

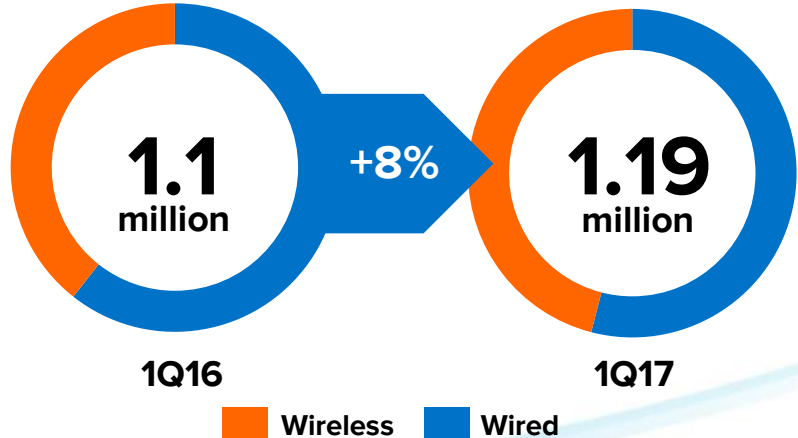


¹ Beginning 2017, revenues from premium content services (where Globe is acting as principal to the contract) will be reported gross of the licensors' fees. Revenues for similar services reported in 2016 have also been restated for purposes of comparison.

Mobile Subscribers



Home Broadband Subscribers



- Beginning 1Q17, Globe to report prepaid subscribers which exclude those who do not reload within 90 days of the second expiry period versus the previous cut-off of 120 days.

- Increase in subscriber base due to strong gross acquisitions for fixed wireless service (LTE)

Data-related businesses now account for 53% of total service revenues

Mobile Data¹

In Php Billions



Home Broadband¹

In Php Billions

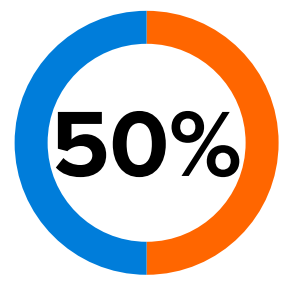


Corporate Data

In Php Billions

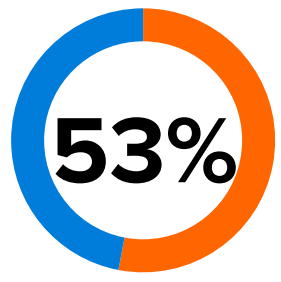


Total Data Revenues as a Percentage of Total Service Revenues¹



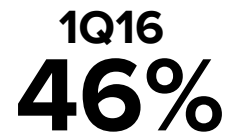
1Q16

■ Total Revenues ■ Data Revenues

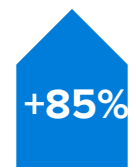


1Q17

Mobile Data Users as a % of Mobile Subscribers



Mobile Data Traffic



¹ Beginning 2017, revenues from premium content services (where Globe is acting as principal to the contract) will be reported gross of the licensors' fees. Revenues for similar services reported in 2016 have also been restated for purposes of comparison.

Deployment of new LTE sites and Home Broadband service in Metro Manila and key cities nationwide continue to face headwinds from permitting issues

LTE 700 and LTE 2600 Sites

- For 1Q17, Globe has deployed a total of 445 new LTE sites for increased capacity and coverage.
- With build preparations undertaken in 1Q17, deployment will ramp up progressively in succeeding quarters, targeting sites with high demand.
- Per Opensignal's latest report on Philippine operators, Globe registered the highest LTE service availability.
- Globe recently deployed new massive MIMO technology which utilizes LTE spectrum to accommodate more users at higher data rates with better reliability.

Home Broadband Service

- For 1Q17, completed 24,000 lines with remainder to be deployed progressively

New products, partnerships and events that enrich the Filipino digital lifestyle.

Globe Digital Ventures and Ayala Sureseats.com Partnership



Globe and Singtel launch Trustwave Managed Security Services



Palau and Micronesia interconnect with Globe for SEA-US Cable System



Globe and Disney's *Disney Princess: I Dare to Dream* Digital Reality Contest



Enjoy WiFi on your own terms with Globe Prepaid Home WiFi



Create the life you want with Globe's ThePLAN





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