

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

7797-4889

Company Telephone Number

1 2

Month

3 1

Day

Fiscal Year

1 7 C

FORM TYPE

0 4

Month

2 1

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. **3 February 2020**
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, 2019)
COMMON SHARES	133,208,407
TOTAL DEBT (in Millions of Pesos)	136,274

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

Re: Briefing Presentation Materials

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.

GLOBE TELECOM, INC.

Registrant

Date : **3 February 2020**


ROSEMARIE MANIEGO-EALA
Chief Finance Officer



Globe

4Q/FY 2019 Analysts' Briefing

4 February 2020 | The Globe Tower

FY 2019 PERFORMANCE

FY 2019 VS FY 2018

4Q19 VS 4Q18

Php
Bn **149.0** +12%
YoY

SERVICE REVENUES
Data-driven revenue growth

Php
Bn **38.4** +10%
YoY

Php
Bn **76.0** +17%
YoY

EBITDA
EBITDA margins of 51%
(FY19) and 47% (4Q19)

Php
Bn **18.2** +15%
YoY

Php
Bn **22.3** +20%
YoY

NET INCOME
Both NIAT and Core NIAT up
20% on EBITDA gains

Php
Bn **4.6** +20%
YoY

1Q20 DIVIDEND

Php **27.00** /sh

RECORD DATE: February 17, 2020
PAYMENT DATE: March 4, 2020

SHIFT TO DATA-RELATED SERVICES CONTINUES

+12%
YoY

MOBILE REVENUES

+41%

MOBILE
DATA

-15%

MOBILE
VOICE

-22%

MOBILE
SMS

+12%
YoY

FIXED LINE AND HOME BROADBAND REVENUES

+17%

HOME
BROADBAND

+9%

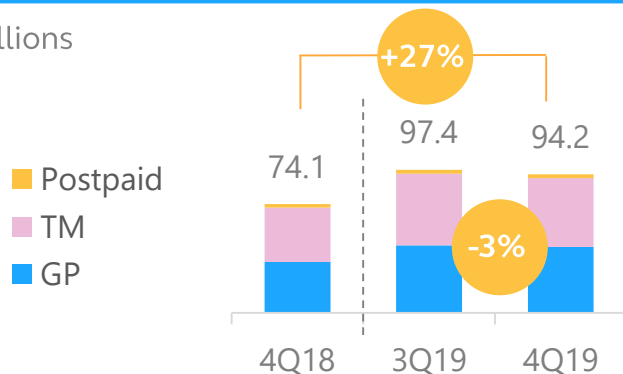
CORPORATE
DATA

-10%

FIXED LINE
VOICE

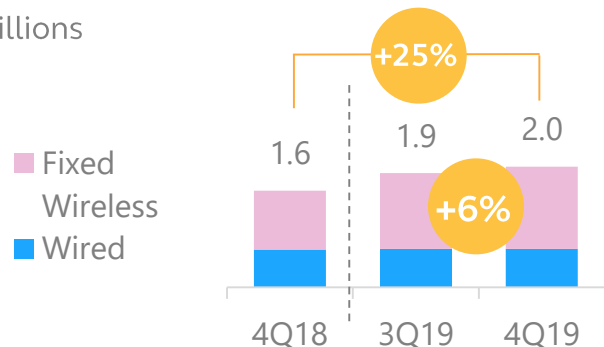
MOBILE SUBSCRIBERS

In Millions

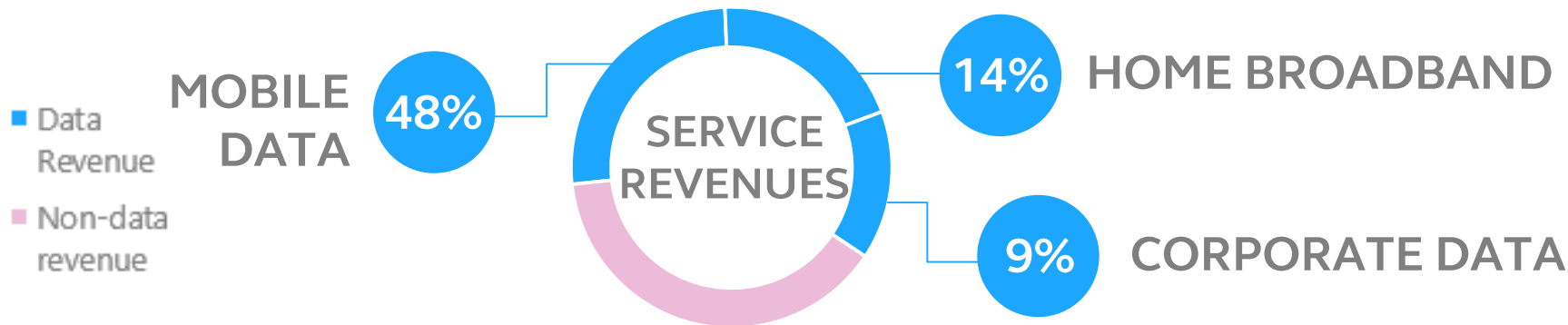


HOME BROADBAND SUBSCRIBERS

In Millions

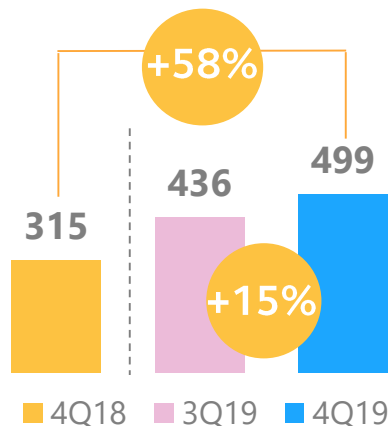


DATA ACCOUNTS FOR 71% OF SERVICE REVENUES



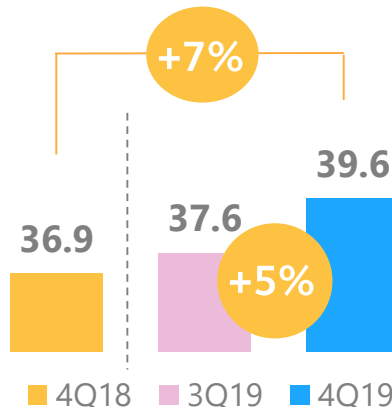
MOBILE DATA TRAFFIC

In PB



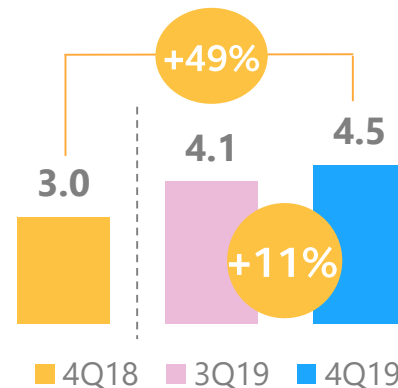
MOBILE DATA USERS

In Mn



MOBILE DATA MONTHLY ATPU

In GB



GLOBE'S COMMITMENT TO IMPROVING CUSTOMER EXPERIENCE

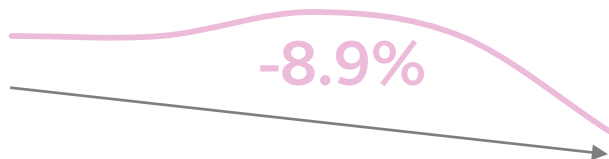
New Cell Sites put up in FY 2019

139% more vs FY 2018

Base Stations Expansion in FY 2019

69% more vs FY 2018

Median Network Latency



Average LTE Network Download Speed

+15.8%

Q4 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019

Average LTE Network Upload Speed

+5.9%

Q4 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019

NEW PRODUCTS, SERVICES, AND INITIATIVES

Globe At Home Prepaid WiFi
Introduces New Data Promos



Globe At Home, VCDC
Introduce Philippines' First
Future-Ready-Residences
with Built-In High-Speed
Home Internet



Esports Gets Another Boost with
the Opening of the Esports Center
(ESC) in Eastwood



Globe-Cascadeo Partnership to
Deliver Cloud-Native Consulting,
Managed Services Across PH



Level Up and Get Bigger GBs
with GoSAKTO



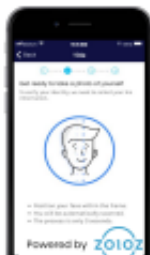
PH telcos form JV, selects
Syniverse to enable MNP services



ESTABLISHED LIFE CYCLE MANAGEMENT

Seamless onboarding

Via e-KYC capability



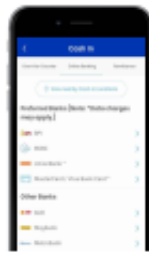
- First digital verification process in the country
- Real-time checks in place that enables faster turnaround time

#1

Finance, Play Store
(Jan 2020)

Easy flow of funds

Through wide funding channels



- Diversified funding channels through banks, agent networks, and enterprises

30K

Cash In Points

Payment convenience

Via wide payment acceptance

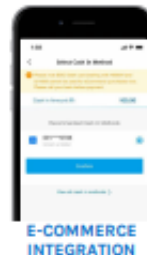
QR AND BARCODE
ACCEPTANCE

75K

QR Merchants

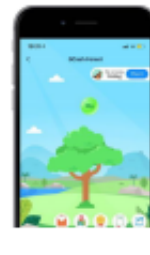
400

Partner Billers

E-COMMERCE
INTEGRATION

Habit-forming activities

To drive engagement

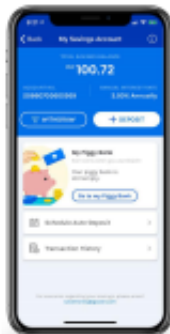


- Daily collection of green energy earned after doing cashless transactions

1.7M

GCash Forest Users

FIRST MOVER IN PROVIDING FINANCIAL INNOVATIONS



Save

Highest interest rate at up to 4%

- One of the highest interest rate at up to 4%
- No maintaining balance or initial deposit

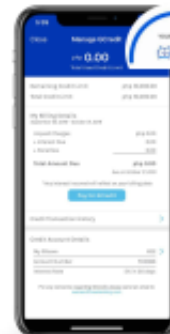
Powered by CIMB BANK



Invest

Invest with minimum P50

- Lowest minimum investment amount in the market at PHP50
- Only 1 ID required to start

Powered by Seedbox
PHILIPPINES

Score & Credit

Access to credit for use cases

- First trust score and closed-loop credit line in the country
- Use credit at QR merchants or Bills Payment
- Increased limits based on GScore



Globe

Financial Highlights

4 February 2020 | The Globe Tower

FY 2019 PERFORMANCE:

REVENUES, EBITDA, NIAT UP 12%, 17%, & 20% YoY, RESPECTIVELY

	FY19	FY18	YoY%	4Q19	3Q19	QoQ%
Gross Service Revenues	149,010	132,875	12%	38,395	37,736	2%
OPEX and Subsidy ¹	(72,979)	(67,748)	8%	(20,220)	(18,461)	10%
EBITDA	76,031	65,127	17%	18,175	19,275	-6%
EBITDA Margin	51%	49%		47%	51%	
Depreciation	(34,144)	(30,422)	12%	(9,145)	(8,545)	7%
EBIT	41,888	34,705	21%	9,030	10,730	-16%
Non-Op Charges	(9,060)	(7,092)	28%	(2,236)	(2,429)	-8%
Provision for Tax	(10,544)	(8,987)	17%	(2,194)	(2,663)	-18%
Net Income	22,284	18,626	20%	4,600	5,637	-18%
Core Net Income²	22,451	18,735	20%	4,590	5,838	-21%

1/ OPEX & Subsidy includes interconnect charges

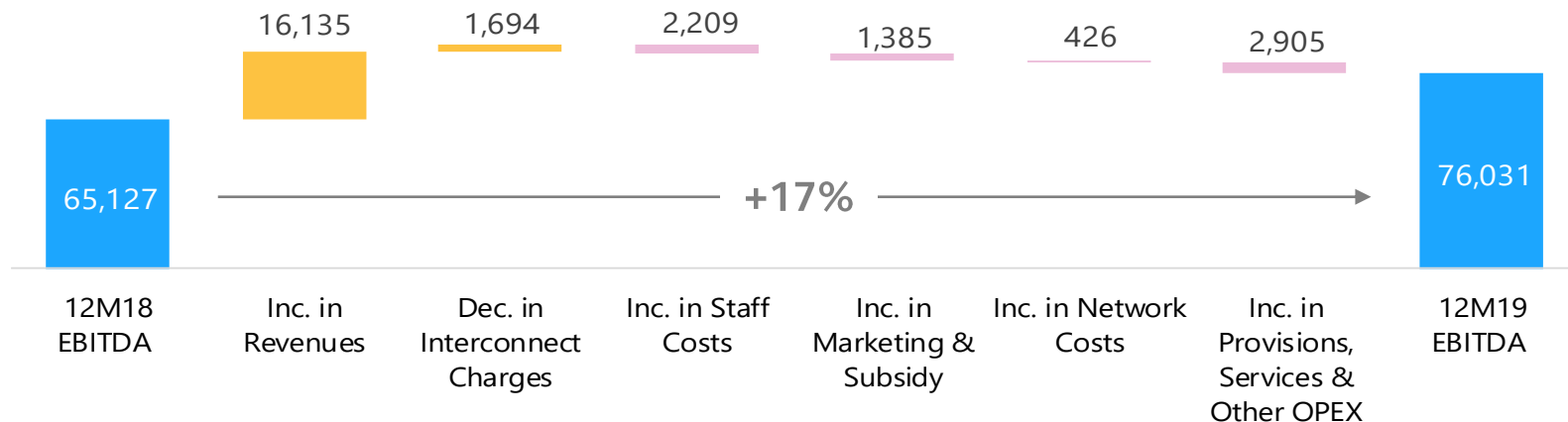
2/ Core Net Income excludes forex, mark-to-market gains and losses, and non-recurring items

Impact of PFRS 16:

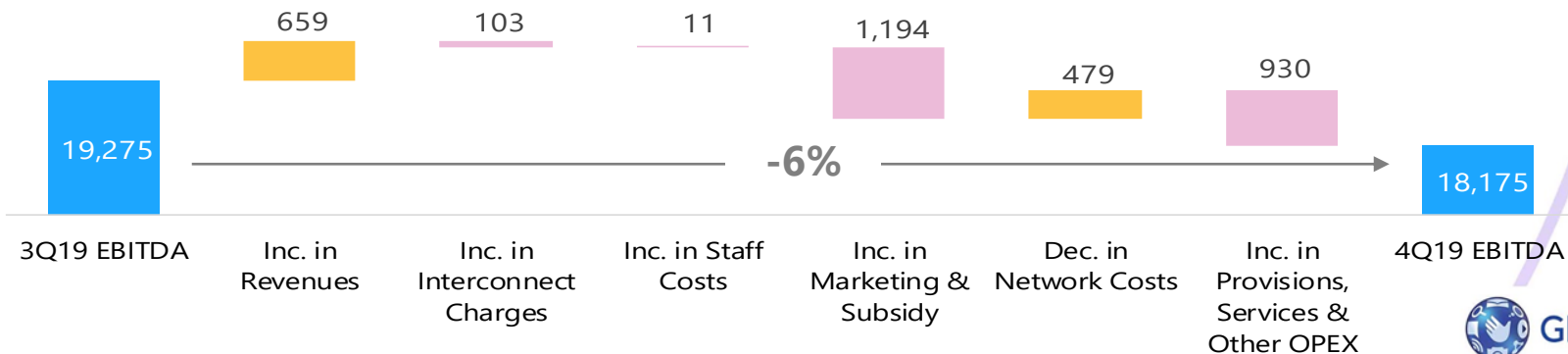
- Php1,285 million upside to EBITDA for FY 2019
- Php105 million reduction to NIAT for FY 2019

EBITDA GROWTH DRIVEN BY HIGHER REVENUE AND LOWER INTERCONNECT COSTS

YoY
(in Php Mn)

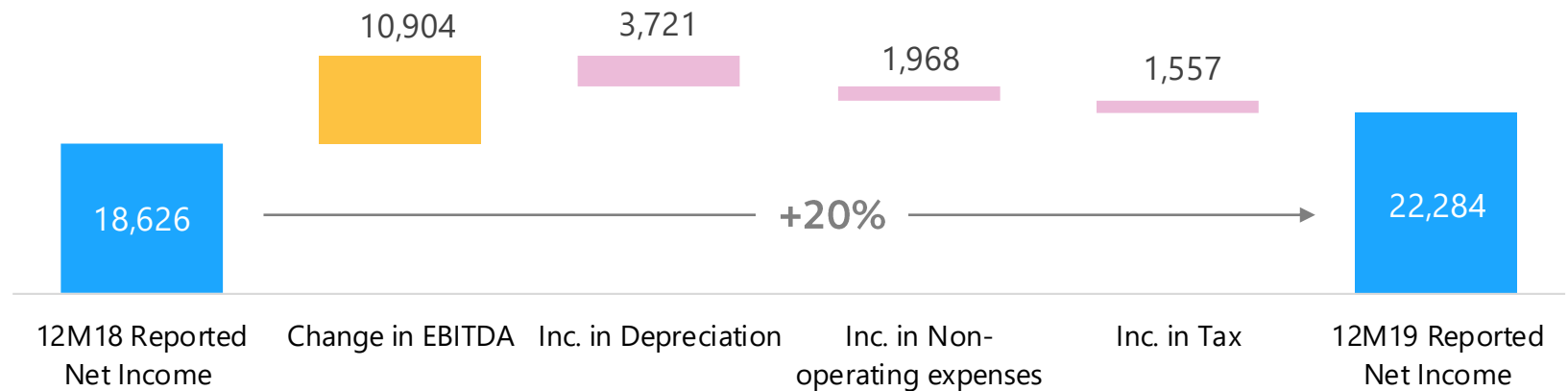


QoQ
(in Php Mn)

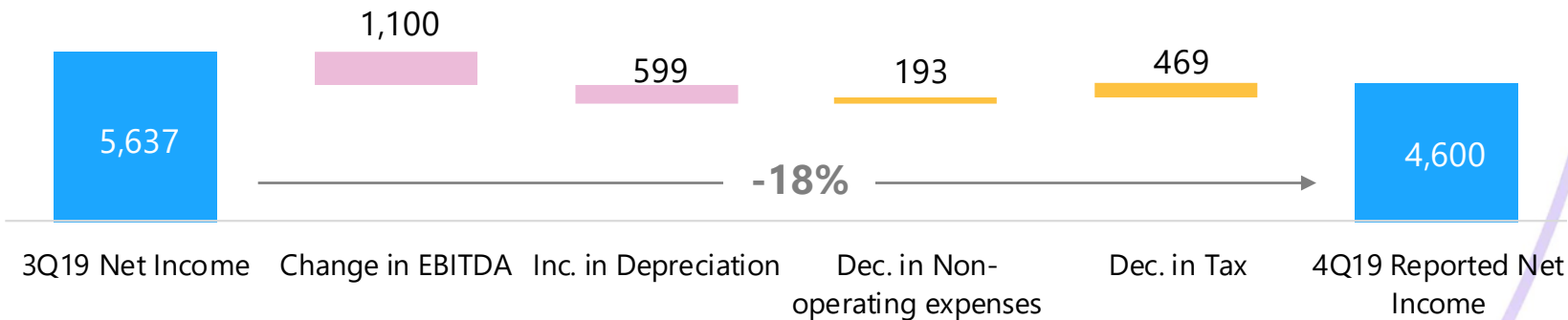


NET INCOME GREATLY BENEFITTED FROM EBITDA UPSIDE

YoY
(in Php Mn)

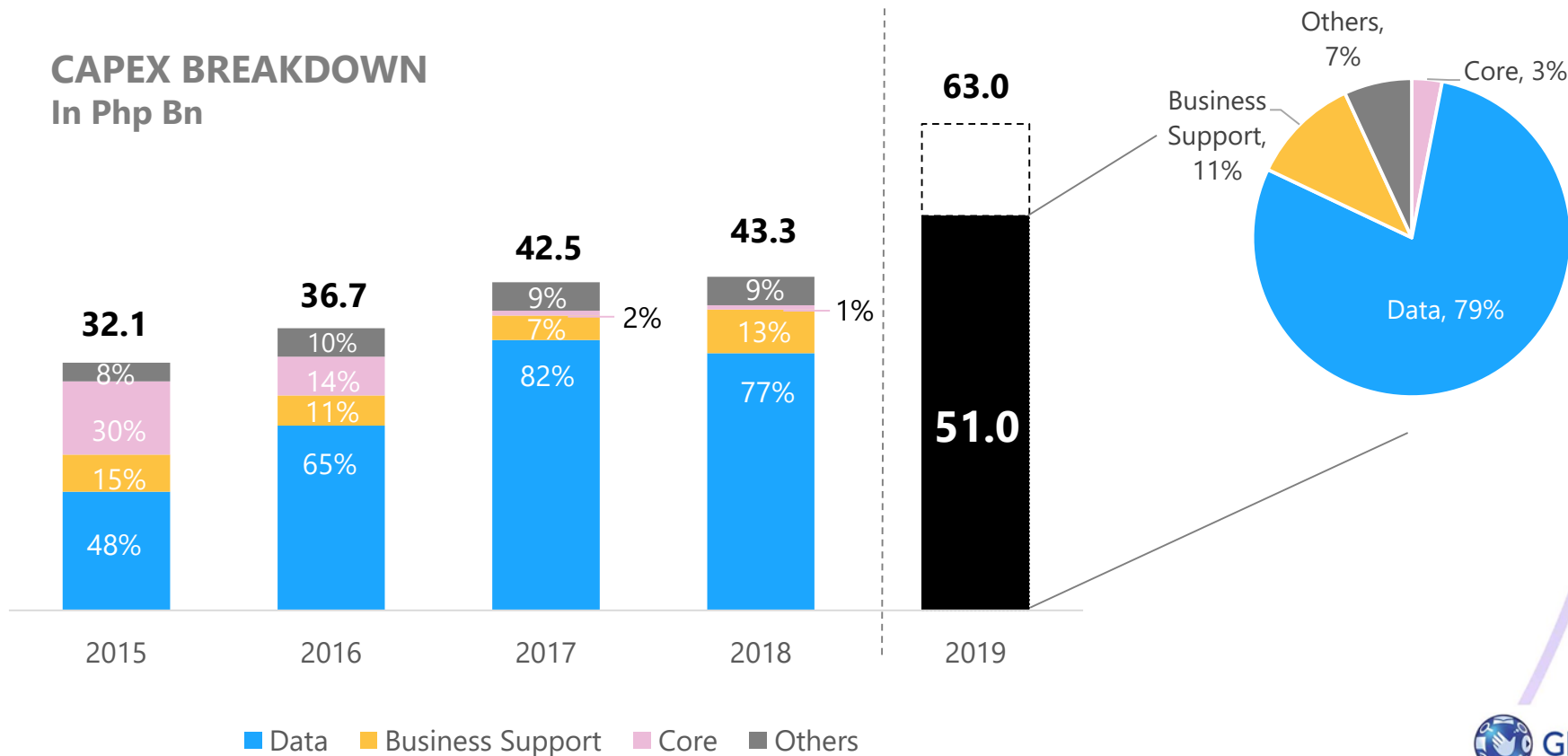


QoQ
(in Php Mn)



FY 2019 CAPEX SPEND AT PHP 51.0 BILLION WITH 79% RELATED TO DATA REQUIREMENTS

CAPEX BREAKDOWN In Php Bn



GEARING: DEBT LEVEL WITHIN COVENANT RATIOS

	2019	2018
Cash (in Php Bn)	8.3	23.2
Gross Debt (in Php Bn)	136.3	148.3
Gross Debt to Equity (Max of 3:1)	1.68x	2.03x
Gross Debt to EBITDA (Max of 3.5:1)	1.86x	2.33x
Debt Service Coverage Ratio (Min of 1.3x)	2.99x	4.30x

1Q20 CASH DIVIDEND

Php/sh **27.00**

RECORD DATE:
February 17, 2020

PAYMENT DATE:
March 4, 2020



2020 CONSOLIDATED OUTLOOK

Service Revenue	Mid to high single digit growth
EBITDA Margin	Low 50s
Capex	Php 63 billion / US\$1.2 billion
Gearing	Remain within covenant levels
Cost Considerations	<ul style="list-style-type: none">• Increased interest expenses from additional debt to support ongoing capex program• Upswing in depreciation charges due to elevated level of capex spending• Globe's share in equity losses of Mynt as expansion initiatives continue



