

# 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)

JUAN CARLO C. PUNO

Contact Person

7797-2000

Company Telephone Number

1 2 / 3 1  
Month Day  
Fiscal Year

1 7 C  
FORM TYPE

0 4 / 2 2  
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. **November 11, 2025**  
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. **METRO MANILA, PHILIPPINES**  
Province, country or other jurisdiction of incorporation
6.   (SEC Use Only)  
Industry Classification Code
7. **The Globe Tower, 32nd Street corner 7th Avenue, Bonifacio  
Global City, Taguig**  
Address of principal office
- 1634**  
Postal code
8. **(02) 7797-2000**  
Registrant's telephone number, including area code
9. **N/A**  
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 September 30, 2025)
<b>COMMON SHARES</b>	144,468,524
<b>TOTAL DEBT</b>	253,491

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

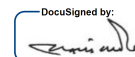
**Re: Briefing Presentation Materials**

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.

Date : **11 November 2025**

**GLOBE TELECOM, INC.**

Registrant



**JOSE MARI S. FAJARDO**

Senior Director, Investor Relations



# 3Q/9M 2025 Analysts' Briefing

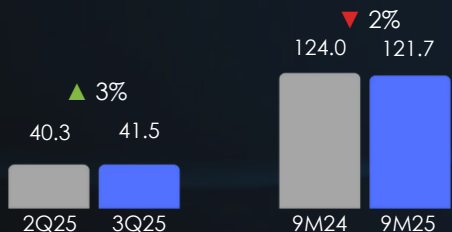
11 November 2025 | The Globe Tower + Zoom

# 9M 2025 Performance

Revenue uptrend continues, fastest sequential growth in 13 quarters

## Consolidated Gross Service Revenues

in PHP Billions



Contribution from data-centric services continues to grow, now 88% of 3Q topline, sustaining sequential improvement

## EBITDA

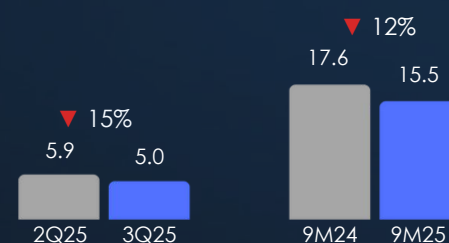
in PHP Billions



3Q EBITDA margin of 53% still tracking above full-year guidance on effective cost optimization efforts

## Core Net Income

in PHP Billions



EBITDA improvement partly cushions lower share in equity affiliates, leading to core net income of Php5.0 billion

## Globe updates:



**Significant IMW customer deployment already active in STT Fairview 1**



**Mynt contributed to 25% of 9M25 NIBT**

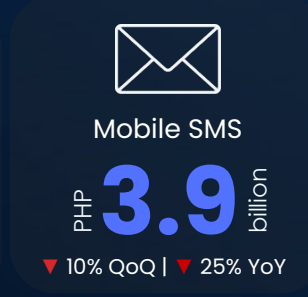
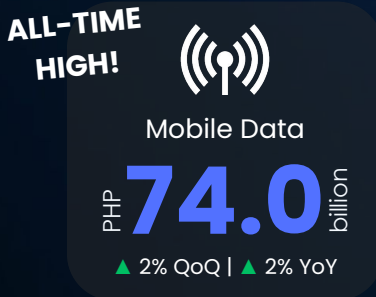
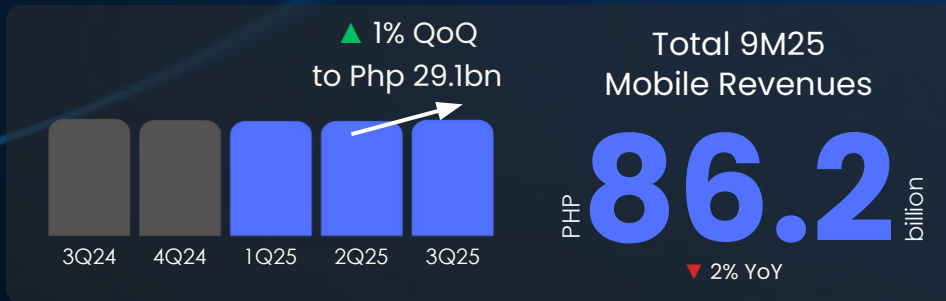
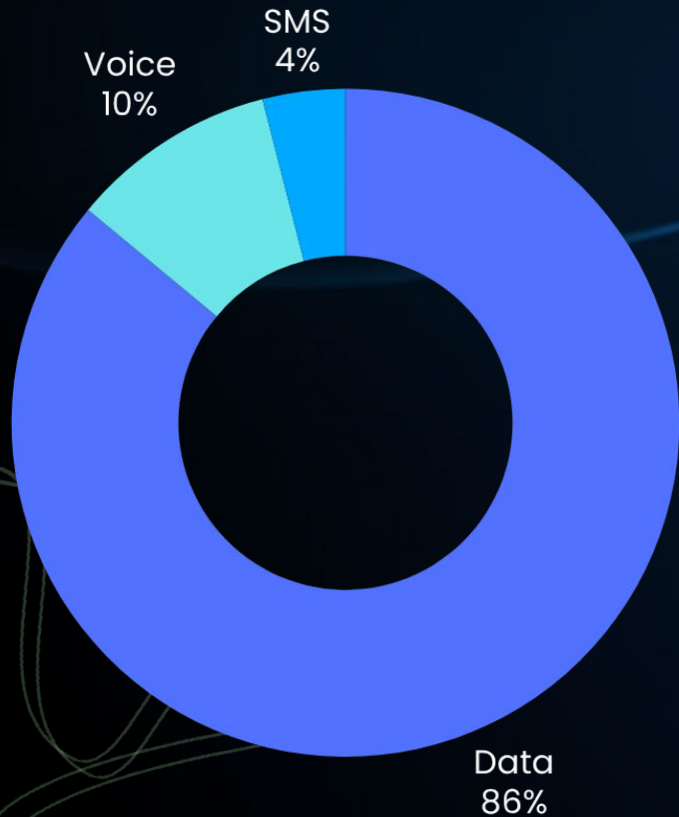
**4Q25 Cash Dividend of PhP25/sh**

Payment Date: 12/05/2025

Record Date: 11/20/2025

# Mobile Business

Mobile data remains the key driver behind sequential revenue improvement



# Mobile Business

Improving data traffic shows effectiveness of data habituation strategy



Mobile Subscribers

**63.1** million

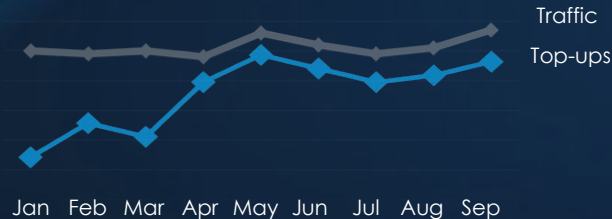
▲ 1% QoQ | ▲ 5% YoY



Mobile Data Traffic

**4,846** pb

▲ 1% QoQ | = YoY



- Average daily mobile top-ups remain stable, notwithstanding impact of weather disturbances
- Average daily wireless traffic continues to improve allowing for further data monetization



Mobile Data Users

**37.8** million

= QoQ | ▲ 2% YoY



Mobile Data Monthly ATPU

**15.0** gb

= QoQ | ▼ 3% YoY

5G ATPU

▲ **45%**

MoM

5G MOBILE TRAFFIC\*

▲ **85%**

MoM

Sep-25 vs. Dec-24

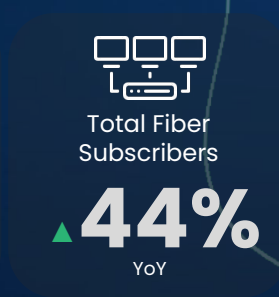
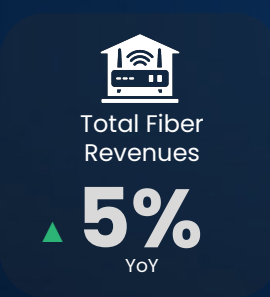
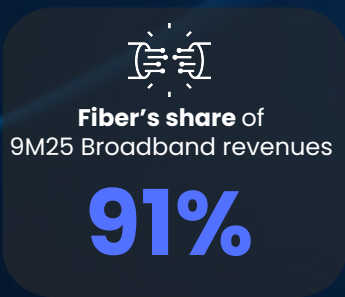
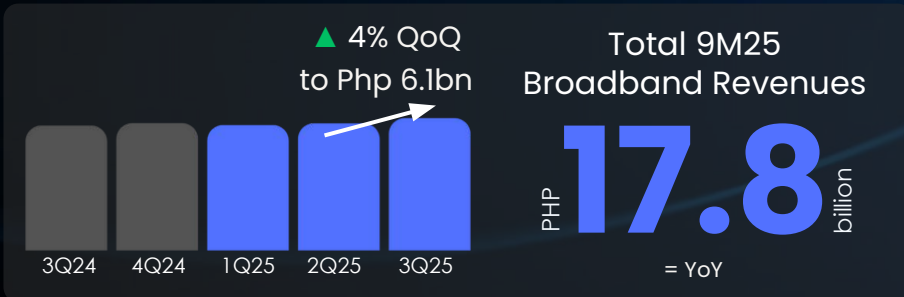
- **5G subscribers generating significantly higher value versus non-5G subscribers**
- 5G ARPU 9% higher than non-5G



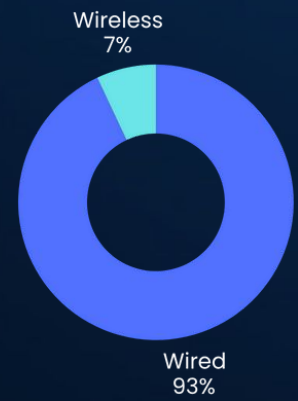
\* Average Daily Traffic

# Broadband Business

Fiber Broadband leading the charge, contributing 91% of total segment revenues



	Fixed Wireless	Wired	Total Home Broadband
Subscribers (in Mn)	0.4	1.7	2.1
YoY Change in Subscribers	▼ 26%	▲ 40%	▲ 21%
YoY Change in Revenues	▼ 35%	▲ 4%	=



# Broadband Business

## Globe deepens leadership in mass-market fiber



GFP Subscribers

# 700K

▲ 28% QoQ



### Acquisitions



**Globe AT HOME**

May unli internet ka na  
**may libo-libong shows ka pa!**

Save **P269**

up to **100 Mbps**

**G FIBER PREPAID**

**PA-LINYA NA!**

**Globe AT HOME** HOME CREDIT

**P1499\* P1 INSTALL FEE**  
EXCLUSIVE OFFER

Level up with **RELOADABLE INTERNET** when you get **SULIT GADGETS** via Home Credit!

**G FIBER PREPAID** up to 100 Mbps 24 hours

**PA-LINYA NA**

**Globe AT HOME**

**Achieve mo TODO MAX!**

up to **100 Mbps** 24 hours

**G FIBER PREPAID**

**PALINYA NA!**

**Globe AT HOME** MOVIE+

Achieve mo **TODO MAX** para sa pamilya

Install for only **P199** and get **FREE 7 days internet**

Voucher code: **GFPGRAB**

up to **100 Mbps** 24 hours

**G FIBER PREPAID**

**APPLY NA!**

**Globe AT HOME**

The wait is over  
**G Fiber Prepaid now at 300 Mbps!**

Load **UNLISurf P1499** for 30 Days

**no lock-up** 15 Device **blast**

**G FIBER PREPAID**

**LOAD NA**

**Globe AT HOME**

Level up with **TODO MAX 300 Mbps!**

Stream 4K Ultra HD on all your devices

Load **UNLISurf P1499** for 30 Days

**15 Device** **FREE** 7 days 300 Mbps **blast**

**G FIBER PREPAID**

**LOAD NA**

**Globe AT HOME**

Back up no more,  
G Fiber Prepaid na ang bida sa bahay!  
**now at 300 Mbps!**

Load **UNLISurf P1499** for 30 Days

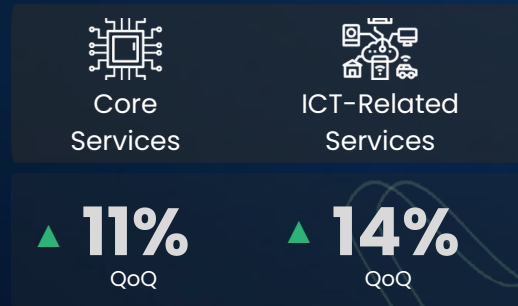
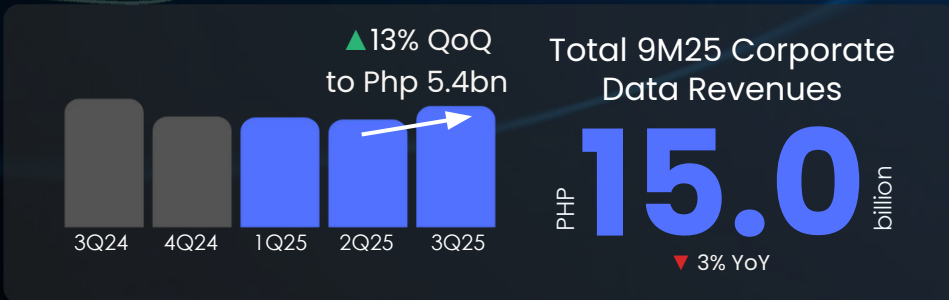
**no lock-up** 30 Device **blast**

**G FIBER PREPAID**

**LOAD NA**

# Corporate Data Business

Sequential turnaround highlights growth momentum and ICT tailwinds



Enterprise spending on reliable connectivity and ICT-related services expected to remain stable; growing alongside the country's fast-expanding digital economy

# Non-telco business

Mynt continues growth trajectory, fundamentals remain unchanged



Total 9M25 Non-Telco Revenues

PHP **1.7** billion



**mynt**  
finance for all

PHP **5.3** billion



Others

PHP **0.4** billion



Total 9M25 Equity Share in Affiliates

PHP **5.7** billion

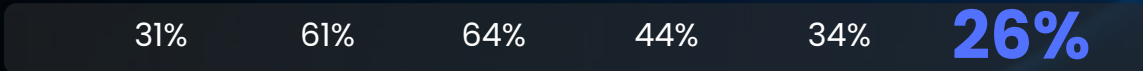
Non-telco revenues seeing healthy contributions from **Yondu and Asticom**

**Mynt contributed 25% of Globe's 9M25 NIBT**, with affiliates' total contribution at 27%

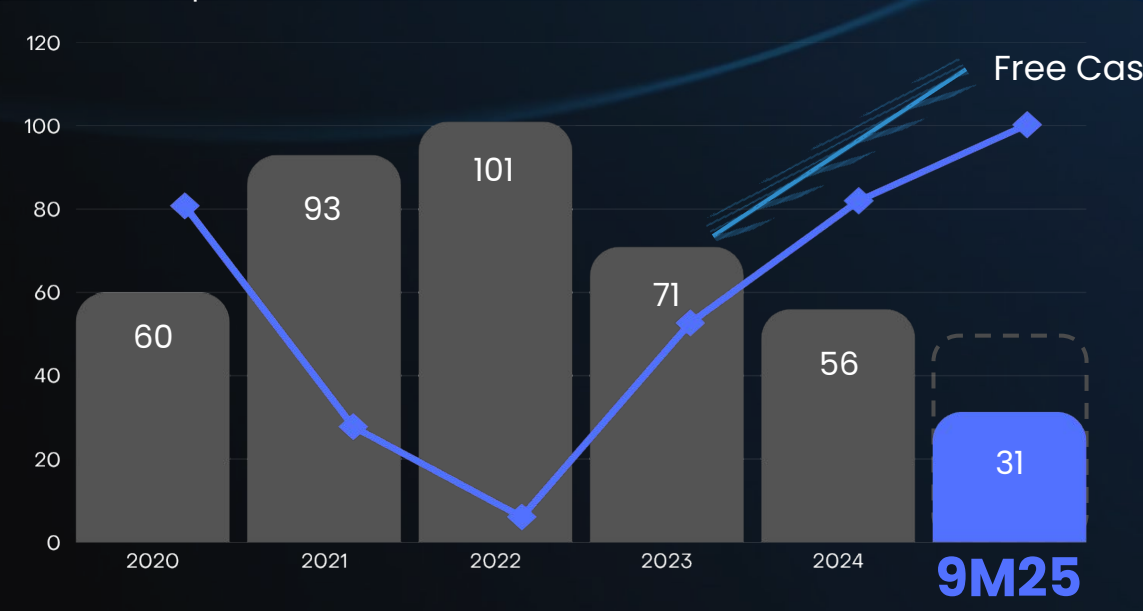
# Capital Expenditures

Optimized spending further strengthening Globe's healthy free cash flow position

CAPEX-to-Revenue Ratio



CAPEX (in Php Bn)



9M25 Capital Expenditures

PHP **31.4** billion

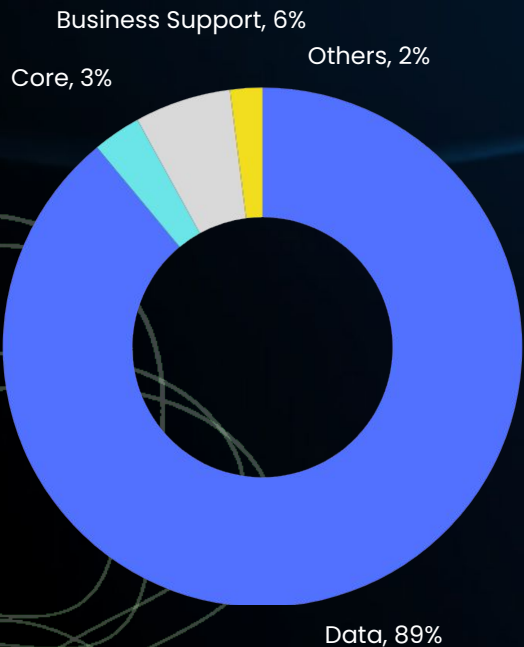
▼ 23% YoY

- **Optimized capital deployment for the remainder of the year as Globe maintains positive FCF**
- Continued spending on calibrated investments and critical infrastructure

# Capital Expenditures

Data continues to account for majority of CAPEX, focused on spending where it matters

## 9M25 CAPEX Breakdown



**1,375**  
new cell sites built

**8,699**  
upgraded mobile sites

**877**  
5G sites installed

**60,193**  
FTTH lines deployed

# #AlagangGlobe

Responding to the challenges posed by weather disturbances and earthquakes, Globe stands with affected communities by establishing Libreng Tawag and Charging (LTLC) Sites and delivering critical aid.

**Globe**

## #AlagangGlobe

### Cebu Earthquake Response & Relief Efforts

**DONATE TO BRING AID TO AFFECTED COMMUNITIES**

**GLOBE REWARDS**  
Donate to Ayala Foundation to send relief to affected communities through the GlobeOne app

**GCash**  
Donate to Ayala Foundation via GCash for relief efforts

**GLOBE PREPAID**

- Free unli calls and texts to all networks
- 100MB for all apps
- 100MB for Facebook, Viber and more for 1 day

**GLOBE POSTPAID**

Extended payment due dates for affected areas

**TM**

- Free unli calls and texts to all networks
- 100MB for all apps
- 100MB for Facebook, Viber and more for 1 day

**GLOBE AT HOME PREPAID WIFI**

Free 5GB open access data for 3 days for eligible customers

**GFIBER PREPAID**

Promo extension for 3 days for affected areas

**GFIBER POSTPAID**

Extended payment due dates for affected areas

# 29

LTLC stations deployed

July to Oct 2025

# +9,000

families received relief assistance

July to Oct 2025



# ESG Updates

Sustainability is embedded in the operations of Globe

## OUR SUSTAINABILITY AMBITION 3Q 2025 SUSTAINABILITY HIGHLIGHTS

### ENVIRONMENT

#### NET ZERO

- Block net-zero greenhouse gas emissions across the value chain by 2050 as approved by the Science Based Target initiative (SBTi)



**3,000 low-energy utilization facilities to be transitioned to RE through RAP**

- 2024 Scope 1 and 2 Emissions reflect a 55.09% reduction versus baseline\*
- 2024 Scope 3 Emissions (covered by SBTi near-term targets) reflect a 44.86% reduction versus baseline\*
- \* Recalculation of base year GHG emissions inventory aligned with SBTi's Corporate Net-Zero Standard and Near-Term Criteria to commence within 2025-2026.

### SOCIAL

#### ONLINE SAFETY

- Block spam and scam messages, and URLs and domains containing Child Sexual Abuse or Exploitation Materials (CSAEM)



- MOU with DICT for a **Collaborative Framework for Fraud Prevention and Investigation**
- Chair of **Global Anti-Scam Alliance** Philippine Chapter
- SMS Scam Shield** feature on the GlobeOne app
- GSMA Open Gateway Certification** for Globe's upcoming Number Verification API

#### DIGITAL SKILLS

- Promote digital skills to enable the digital-first Filipino



- Digital Thumbprint Program** in more schools
- Academic-industry linkages in Northern Mindanao through **Globe's Internship Program**

#### COMMUNITY ENGAGEMENT

- Empowering Communities Towards Sustainable Development



- AI for Learning** through Khan Academy is **now in GlobeOne App**
- >3,000 volunteers participated in **91.7 Minutes of Service** with 7 partner NGOs during GDay

### GOVERNANCE



**Top 50 Publicly Listed Companies (PLCs) in ASEAN and among the Top 5 PLCs in the Philippines**  
2025 ASEAN Corporate Governance Conference and Awards



**Overall Grand Winner**  
+11 other awards  
HR Excellence Awards 2025



**Gold Award for Globe Hapag Movement**  
Inquirer ESG Awards



# ESG Updates

Globe demonstrates unwavering commitment to the highest standards of corporate governance



## Five Golden Arrows

Institute of Corporate Directors (ICD)  
Fourth consecutive year

The distinction affirms Globe's consistent performance in upholding transparency, accountability, and ethical leadership across all levels of the organization.

# Konektadong Pinoy Act

Despite its constitutional infirmities, Globe sees potential pockets of opportunities



## Infrastructure monetization

Wholesale leasing opportunities will allow for more efficient capacity utilization; also opens up opportunities in other lucrative markets wherein Globe can expand



## Streamlined capacity rollout

Coordination with national infrastructure programs and policies could aid in speeding up rollout, ensuring capital deployment stays efficient



## Improved nationwide coverage

KPA ultimately aligns with Globe's goal of providing fast, affordable, and reliable connectivity to the Filipinos

**Note that after the IRR takes effect, these opportunities will still remain contingent on the necessary implementing guidelines and circulars to fully implement KPA, such as access lists, qualifications of DTIPs, and SMPFs.**

# STT GDC Philippines

Building for the Future: Capacity Delivery Meets Market Engagement

## STT Fairview 1



Groundbreaking  
**May 2023**



Today, **November 2025**



Start of Construction  
**November 2023**



Structural Top-off  
**November 2024**

Level 1 Data Hall now operational with tenant; final testing underway for additional customer deployment



## STT Cavite 2



- ✓ Both power feeders are energized with ongoing testing activities
- ✓ Site on track to be operational by the end of the year

# STT GDC Philippines

## Building for the Future: Capacity Delivery Meets Market Engagement

81%

3Q25 capacity  
utilization from  
**Existing Sites\***



Led industry advocacy with DCPH on Data Sovereignty, Sustainability, Power, and Talent at the **Asian Carriers Conference (ACC)**



Hosted an exclusive Data Center tour for the **Financial Executives Institute of the Philippines (FINEX)**

- Sponsored and joined **Chamber of Thrift Banks Annual Conference**
- Presented at a featured speaking engagement with the **Ayala-FINEX Finance Summit**
- Partnered with HGC and Eastern Communications to promote AMS-IX at the **PHNOG Conference**

\* STT Makati, STT Quezon City, STT Cavite 1 and STT Davao



Hosted "**Accelerate**" sales enablement program for the partner (resellers)

# Leading the way for inclusion and innovation in PH finance

# 8 in 10

## Filipinos have used GCash



**90%**

are from  
SEC C2DE



**78%**

from outside of  
Metro Manila



**55%**

are female



**53%**

are 18-35 y.o.

**NEW!** Tap to Pay

**TAP LANG NG PHONE**

\*Currently available for Android devices only



**150M+**

Merchants around the world

Powered by  mastercard



Available in  
**MRT-3**

MYNT UPDATES

# Scaling financial access with game-changing solutions

## Fair Lending for All

Loans Disbursed LTD  
**Php 323B** ▲ **73%**  
 YoY

Unique Borrowers  
**10.2M** ▲ **47%**  
 YoY

GCash GGives Limited time only

Study Now, Pay Later!  
 Ang pangarap na edukasyon,  
 kaya na with GGives!

- Up to 100% tuition coverage
- As low as 1.8% monthly interest
- Zero downpayment, pay up to 15 months

Borrow with GGives

Study Now, Pay Later  
 Up to 100% Tuition Coverage

## Enabling Filipinos to Build Wealth

GSave Users LTD  
**15.3M** ▲ **30%**  
 YoY

GStocks Users LTD  
**1.5M** ▲ **76%**  
 YoY

GFunds Users LTD  
**8.6M** ▲ **22%**  
 YoY

GCrypto Users LTD  
**4.4M** ▲ **140%**  
 YoY

Making part-owner anytime!  
 Trade around-the-clock on  
**GCash GStocks PH**

Check it out now!

NEW & IMPROVED!

NEW & IMPROVED GStocks  
 Fresh look for better experience

GCash GBonds

RTB 31  
 is now available

Check this out on GBonds now!

6% interest rate

P5,000 minimum investment  
 NO FEES!

Limited Time Offer!

RTB 31 in GBonds  
 Easy access to secure gov't bonds

## Affordable Insurance

Policies Sold LTD  
**80.2M** ▲ **126%**  
 YoY

Ginsure Users (AAU)  
**18.5M** ▲ **66%**  
 YoY

GCash Ginsure Powered By BPI MS

Kahit may aberya sa daan,  
 emergency ready ka with  
**up to P500K Accident Coverage**

Subject to eligibility. Terms and conditions apply.

PasaHERO Protect  
 Protection for public transpo accidents

MYNT UPDATES

# Driving impact through digital empowerment

GCash jr.  
**They Got This!**  
Digital payments, load, and more  
REGISTER YOUR TEEN TODAY!

## Parent-Led Registration

*Jumpstart and guide your child in their financial journey*

GCash Pera Outlet Plus  
May dagdag kita sa negosyong Cash in at Pabayad  
Mag-apply na!

## GCash Pera Outlet Plus App

*Empowering small businesses to earn additional income*

GCash GJobs Presented by PASAJOB  
Maraming trabaho, maraming oportunidad to get  
**Hired on the SPOT** with ActivAsia  
LIVE NOW  
September 27 | 4-6 PM  
@gcashofficial Tiktok and Facebook page

## GJobs Hired on the Spot

*Get instantly hired in a first-of-its-kind live hiring event*

GCash for Business  
Turn your phone into a POS machine?  
Enter your Easy Era with the GCash PocketPay!

## PocketPay

*Turn your phone into a POS that can accept card payments*

Walang kalutas sa USD sweldo!  
GCash Virtual US Account  
Gumawa ng account today!  
Matatag na Rates | Logging On-Time\*\* | Direkto sa GCash

## Virtual US Account

*Receive US dollar payments directly in your GCash wallet*

MYNT UPDATES

# Pioneering financial innovations for inclusive growth

## GStocks PH launches NEW IPO subscription feature



**Become a part-owner of a Philippine company with GStocks PH!**

 **6K+ GStocks PH users** participated in the 7-day sale

 **Over 3M shares** subscribed to by GStocks PH users

 **200%+ oversubscribed** from original allocated shares

Initial Public Offering  
**MYNLD**  
 Maynilad Water Services, Inc.


Guaranteed shares (sold out) 200% oversubscribed

**Easily invest in PH IPOs**

## Mastercard ASEAN Inclusive Growth Summit



**fuse** Fuse is the 1st ASEAN Fintech to receive a grant from **ADB & Mastercard's Impact Fund**

**ADB**  The fund aims to catalyze lending toward MSMEs, with a focus on women-led MSMEs & climate finance



Globe

# Financial Highlights

# 9M25 Financial Performance

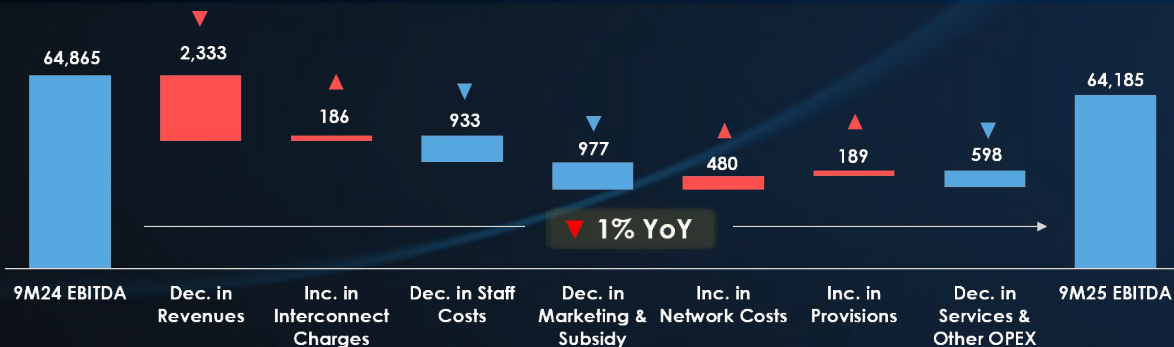
Revenues post fastest sequential growth in 13 quarters, cementing this year's momentum

	9M 2024	9M 2025	YoY %	1Q 2025	2Q 2025	3Q 2025	QoQ % <small>2Q vs. 3Q</small>
Gross Service Revenues	124,009	121,676	▼ 2%	39,853	40,335	41,488	▲ 3%
OPEX and Subsidy	(59,144)	(57,491)	▼ 3%	(19,091)	(18,957)	(19,443)	▲ 3%
EBITDA	64,865	64,185	▼ 1%	20,762	21,378	22,046	▲ 3%
EBITDA Margin	52.3%	52.8%		52.1%	53.0%	53.1%	
Depreciation	(37,301)	(39,982)	▲ 7%	(13,441)	(12,989)	(13,552)	▲ 4%
<i>Network &amp; Non-network Builds</i>	(30,952)	(31,571)	▲ 2%	(10,804)	(10,153)	(10,599)	▲ 4%
<i>Capitalized Leases</i>	(6,349)	(8,411)	▲ 32%	(2,637)	(2,835)	(2,953)	▲ 4%
EBIT	27,563	24,204	▼ 12%	7,321	8,389	8,494	▲ 1%
Non-Op Income (Charges)	(2,165)	(3,044)	▲ 41%	937	(1,916)	(2,064)	▲ 8%
Provision for Tax	(4,843)	(3,469)	▲ 28%	(1,283)	(1,011)	(1,175)	▲ 16%
Net Income	20,556	17,691	▼ 14%	6,975	5,462	5,254	▼ 4%
Core Net Income	17,614	15,453	▼ 12%	4,537	5,895	5,022	▼ 15%
Normalized Net Income	17,835	15,299	▼ 15%	4,574	5,462	5,194	▼ 5%

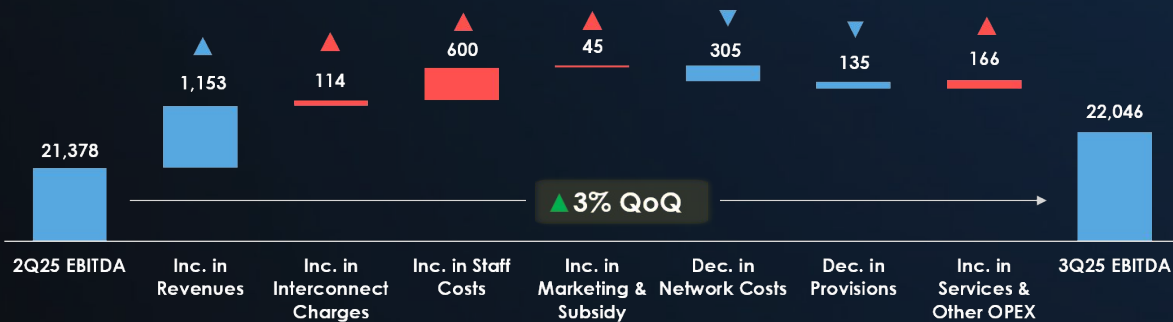
# 9M25 Financial Performance

EBITDA margin continues to exceed full-year guidance

**YoY**  
in Php Mn



**QoQ**  
in Php Mn



# 9M25 Financial Performance

Maintaining a robust financial position, with sufficient liquidity and comfortable gearing levels

	9M 2025	FY 2024
Cash (in Php Bn)	27.7	21.4
Gross Debt (in Php Bn)	253.5	249.5
Gross Debt to EBITDA (Max of 3.5:1)	2.69x	2.66x
Net Debt to EBITDA	2.40x	2.43x
Debt Service Coverage Ratio (Min of 1.3x)	3.74x	3.42x

# Quarterly Dividends

Reiterating commitment to sustainable and competitive returns, delivering value to shareholders



4Q25 Cash Dividends

PHP **25.0** /sh

PAYMENT DATE: 12/05/2025

RECORD DATE: 11/20/2025

# 2025 Consolidated Outlook

Reiterating full-year guidance, as Globe continues to improve its financial position



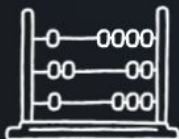
Revenues

**Low- to mid-single digit % growth**



Cash CAPEX

**Below USD 1.0 billion**



EBITDA Margin

**~50%**



Free Cash Flow

**Positive by 2025**

Globe is actively pursuing its goal of strengthening its financial position by improving free cash flow levels, while at the same time effectively optimizing investments in critical infrastructure



Globe

# Thank you!