

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

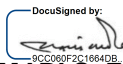
1.	<u>May 13, 2025</u> Date of Report (Date of earliest event reported)	
2.	<u>1177</u> SEC Identification Number	3. <u>000-768-480-000</u> BIR Tax Identification Number
4.	<u>GLOBE TELECOM, INC.</u> Exact Name of registrant as specified in its charter	
5.	<u>METRO MANILA, PHILIPPINES</u> Province, country or other jurisdiction of incorporation	6. <div></div> (SEC Use Only) Industry Classification Code
7.	<u>The Globe Tower, 32nd Street corner 7th Avenue, Bonifacio Global City, Taguig</u> Address of principal office	<u>1634</u> Postal code
8.	<u>(02) 7797-2000</u> Registrant's telephone number, including area code	
9.	<u>N/A</u> 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 March 31, 2025)
	COMMON SHARES	144,380,334
	TOTAL DEBT	241,976

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 : 13 May 2025

GLOBE TELECOM, INC.
Registrant

JOSE MARI S. FAJARDO
Senior Director, Investor Relations



Globe

1Q 2025 Analysts' Briefing

13 May 2025 | The Globe Tower + Zoom

1Q 2025 Performance

Quarterly figures underscore Globe's effective cost management and improving operational efficiency

Consolidated Gross
Service Revenues

PHP **39.9 bn**

▼ 3% QoQ | ▼ 3% YoY

Consistently strong mobile data despite pressured household budgets; Total data revenues now equivalent to 87% of topline

EBITDA

PHP **20.8 bn**

▼ 5% QoQ | ▼ 3% YoY

EBITDA margin at 52.1%, well above guidance on the back of effective cost optimization efforts allowing for lower OPEX

Core Net Income

PHP **4.5 bn**

▲ 17% QoQ | ▼ 22% YoY

Robust margins and higher equity earnings in affiliates led to improved sequential Core NIAT

Globe updates:

yнду NCS

Yнду, NCS form JV to accelerate growth and expand network



STTelemedia
Global Data Centres

STT GDC Ph launches
AI Synergy Lab

GCash

GCash contributed
to 22% of 1Q25 NIBT

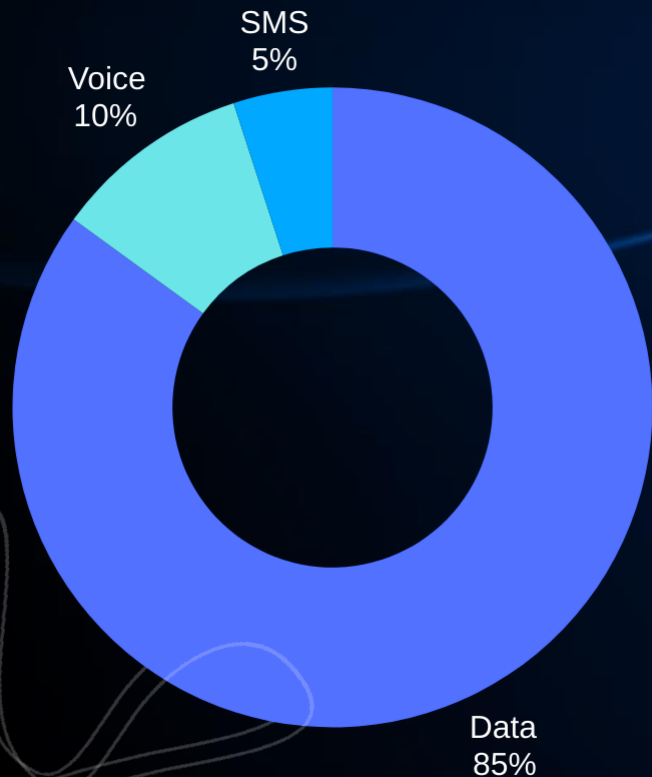
2Q25 Cash Dividend of Php25/sh

Payment Date: June 5, 2025

Record Date: May 26, 2025

Mobile Business

Soft start to the year but mobile data remains firm, reinforcing Globe's leadership in connectivity



Mobile Business

Growing mobile subscriber base, increasing data users indicative of sound fundamentals



Mobile Subscribers

61.6 million

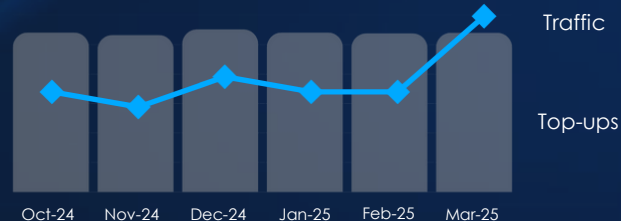
▲ 1% QoQ | ▲ 5% YoY



Mobile Data Traffic

1,537 pb

▲ 2% QoQ | ▼ 5% YoY



- Average daily mobile top-ups remain stable despite challenging market environment
- Average daily wireless traffic improving towards the latter half of the quarter



Mobile Data Users

37.1 million

▼ 1% QoQ | ▲ 3% YoY



Mobile Data Monthly ATPU

14.4 gb

▲ 2% QoQ | ▼ 7% YoY

5G ATPU

3%

MoM

5G MOBILE TRAFFIC

9%

MoM

Mar-25 vs. Dec-24



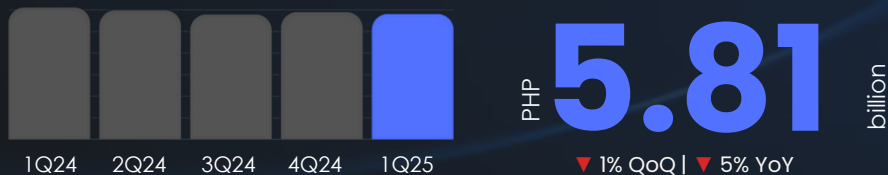
- 5G subscribers generating significantly higher value versus non-5G subscribers
- 5G ARPU 9% higher than non-5G

* Average Daily Traffic

Broadband Business

Fixed Wireless normalization continues deceleration, but total broadband base is growing

Total 1Q25 Broadband Revenues



Total Fiber
Revenues



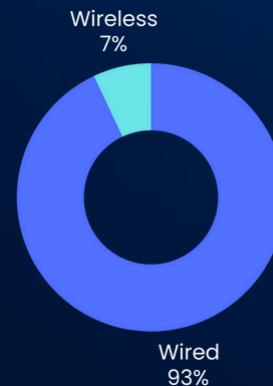
YoY



Total Fiber
Subscribers

▲ **5%**
YoY

	Fixed Wireless	Wired	Total Home Broadband
Subscribers (in Mn)	0.4	1.4	1.8
YoY Change in Subs	▼ 27%	▲ 23%	▲ 6%
YoY Change in Revenues	▼ 37%	▼ 1%	▼ 5%



Broadband Business

Broadband growth anchored on GFiber Prepaid and complemented by recent 5G FWA launch



Densifying 5G network
in high-demand areas



GFP Subscribers

400k

▲ 53% QoQ



Acquisitions



GlobeOne **Globe AT HOME**

Nagbabalik
ang Hottest Summer Deal

P599 SUMMER DEAL

FREE 7 DAYS UNLI

GFIBER PREPAID UP TO 100 Mbps NO LOCK-UP

P995 TO P599 INSTALLATION FEE

PA-LINYA NA

Go Forward Together

Globe AT HOME

SPEED & FREEBIES, CHOICE MO!

Switch to GFiber Prepaid and get 100 Mbps + 50 Mbps FREE 7 DAYS UNLI

PA-LOCK UP | Reloadable UNLI Internet

Globe AT HOME

Install at repair within 24 HOURS

in serviceable areas

GFIBER PREPAID NO LOCK-UP UP TO 100 Mbps

PA-LINYA NA

Globe AT HOME

HANDA KA NA BASA PRESYONG MALUPIT PARA SA UNLI INTERNET?

LOAD NA SA FEB 24

GFIBER PREPAID

Globe AT HOME

Sweldo na, Paload na!

Any GFiber Prepaid or available na sa loading kiosk!

P690 P399 P199

PA LOAD NA

Go Forward Together

UNTIL MARCH 31 ONLY

BOOST YOUR PAD: 'MO SPEED FOR LESS\$!

VS. PREVIOUS OFFER

7 DAYS UP TO 100Mbps UNLI FIBER

P199

GFIBER PREPAID

SPEED UP ON THE GOMO APP

Corporate Data Business

ICT-related services are the pillars of Globe's enterprise business

Total 1Q25 Corporate Data Revenues



Core
Accounts

▼ **15%**
YoY



ICT-Related
Services

▲ **20%**
YoY

The resilience of the ICT-related services highlights Globe's strategic shift toward digital enterprise solutions, providing stability to the overall corporate data portfolio

Non-telco business

Mynt sustaining outstanding growth trajectory and improving contribution

mynt
finance for all

1Q25 Mynt Equity Share
in Affiliates

PHP **1.8** billion

▲ 503% QoQ | ▲ 86% YoY



Total 1Q25 Non-Telco
Revenues

PHP **567** million

▼ 32% QoQ | = YoY

mynt  **GCash**
finance for all

Mynt contributing 22%

of Globe's 1Q25 NIBT

from the previous year's 11%

**Globe transforms its IT arm, Yondu,
taking it to greater heights**



Capital Expenditures

Spending stood at Php8.5 billion in 1Q25, lower by 38% YoY

CAPEX-to-Revenue Ratio

31%

61%

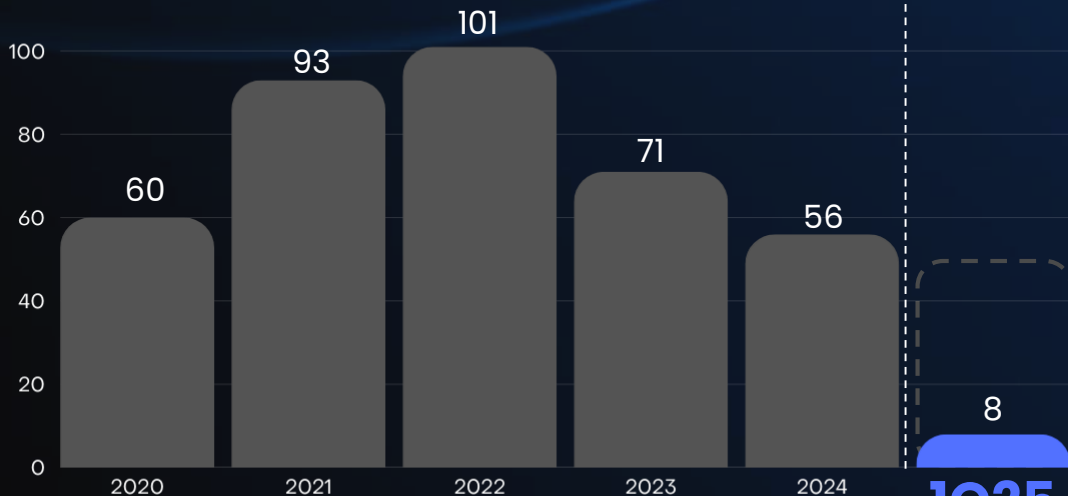
64%

44%

34%

21%

in Php Bn



1Q25 Capital Expenditures

PHP **8.5** billion

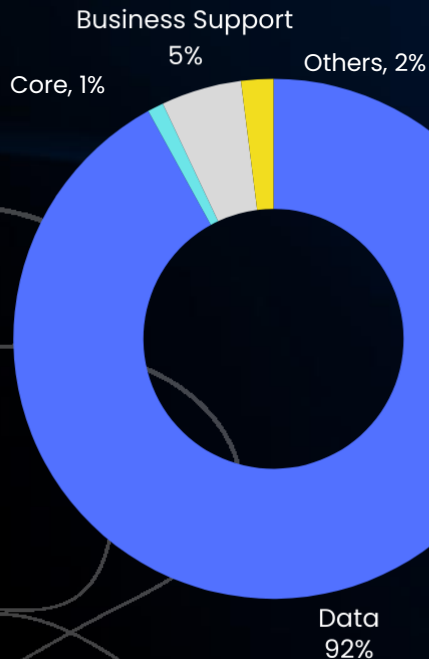
▼ 38% YoY

Optimized capital deployment
aiding in path to positive free
cash flow territory

Capital Expenditures

Funds directed predominantly to data, focused on spending where it matters

1Q25 CAPEX Breakdown



487

new cell sites built

235

5G sites installed

3,940

upgraded mobile sites

Most Consistent Network

Globe has been Recognized for Network Consistency, AI Enablement at MWC



Received Ookla®'s Speedtest Verified™ claim for the Most Consistent Network in the Philippines from 2022 to 2024



Secured the Excellent All-Optical Network for AI Enablement award at the Green All-Optical Network Forum 2025 during the Mobile World Congress (MWC)

ESG Update

Sustainability is embedded in the operations of Globe

OUR SUSTAINABILITY AMBITION

ENVIRONMENT



NET ZERO

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

SOCIAL



DIGITAL INCLUSION AND COMMUNITY ENGAGEMENT

- 96.6% of population covered at -115dBm by 4G by year 2027
- Empower communities towards Sustainable Development



DIGITAL SKILLS

- Promote digital skills to enable the digital-first Filipino



ONLINE SAFETY

- Block URLs and domains containing Child Sexual Abuse or Exploitation Materials

GOVERNANCE



MAINTAIN OR INCREASE ESG RATINGS

1Q 2025 SUSTAINABILITY HIGHLIGHTS

- Participated in the GSMA Intelligence (GSMAi) Green Network Index (GNI) study
- Transitioned First Abacus Financial Center Condominium Corporation in Cebu to 100% renewable energy
- 100% of STT GDC sites are powered by renewable energy
- Partnered with RuralLink, a cost-efficient green technology, to narrow the digital divide in remote communities
- Donated AI-enabled tablets, Blue Boards, and Globe Fiber Prepaid WiFi to five schools nationwide through its G-Gantic Goals initiative
- Partnered with the UN Global Pulse's Data Insights for Social and Humanitarian Action (DISHA) coalition
- Over 3,000 students from 15 schools across the country equipped with knowledge on digital safety, cybersecurity, and responsible AI use through Globe's Digital Thumbprint Program (DTP)
- 15 participants from the Code to Career Hackathon hired in Globe
- Blocked 374 URLs and 13 domains showing AI, CGI, and other non-live child sexual abuse imagery (Aug to Dec 2024)
- Standard Insights' Consumer Choice Awards for Most Sustainable Mobile Network in the Philippines and Most Active Mobile Network for the Environment in the Philippines
- Department of Energy's Energy Efficiency Excellence Special Award for Innovative Contributions



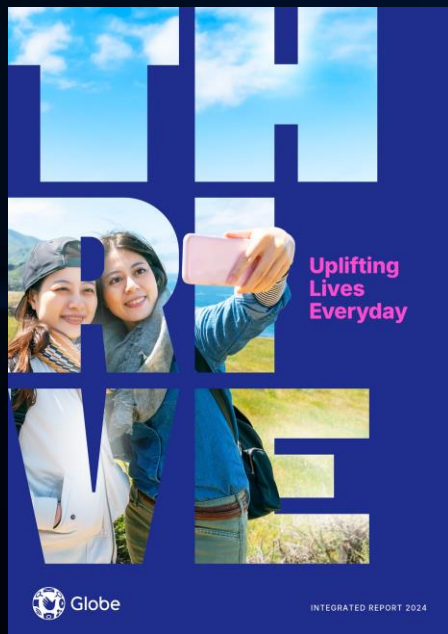
Renewed ISO Certifications

ISO 22301:2019
ISO 14001:2015
ISO 45001:2018

2024 Globe Integrated Report



Key Sections: **<IR> 6 Capitals** (Financial, Manufactured, Intellectual, Human, Social & Relationship Capital, Natural Capital) + **Corporate Governance** + **Board Profiles** + **Risk Management** + **Audited Financial Statements**



GLOBE TELECOM
WEBSITE

GLOBE 2024 <IR>
UPLOADED HERE



Secured External Assurance Certificates from DNV AS Philippines Branch:

- (1) Integrated Report
- (2) GHG Accounting



REFERENCE TO GLOBAL SUSTAINABILITY REPORTING FRAMEWORKS



INTEGRATED
REPORTING <IR>

TCFD

TASK FORCE ON
CLIMATE-RELATED
DISCLOSURES



United Nations
Global Compact



Securities and
Exchange
Commission
PHILIPPINES

GSMA™

SUSTAINABLE
DEVELOPMENT
GOALS

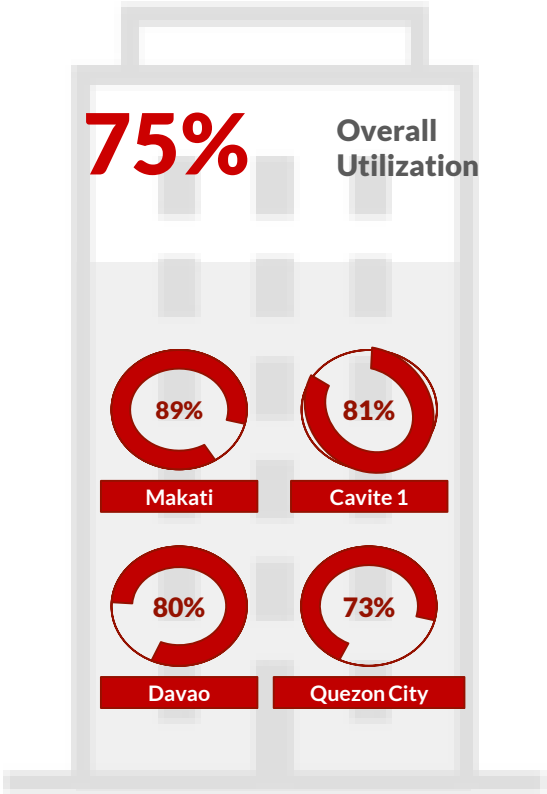
STT GDC Philippines is on track to deliver 2 new data centers by 2025



22MW IT Capacity today,
33 MW within the year 2025,
52MW by 2026



>3,200 racks
75% rack utilization*



*includes contracted space

1Q 2025 Highlights

Strengthening Growth Through Early Access, AI Readiness, and Talent Development



STT Fairview site energized



First customer secured ahead of full launch



AI Lab initiative launched, positioning STT GDC PH as AI NOW.



DC Power Up building the data center talent pipeline



Construction

STT Fairview

- **Customer Early Access achieved last 30 Apr**
- Commissioning Level 2 is progressing and Commissioning Level 3 has commenced
- Partial occupancy permit for customer areas have been secured.
- Permanent HV Power from Meralco is available

STT Cavite 2

- **Construction is on track**
- The site is set for ready-for-service (RFS) late 2025
- Ongoing watertightness works
- Area readiness inspection for TX, RMU and UPS
- Ongoing MEP installation works

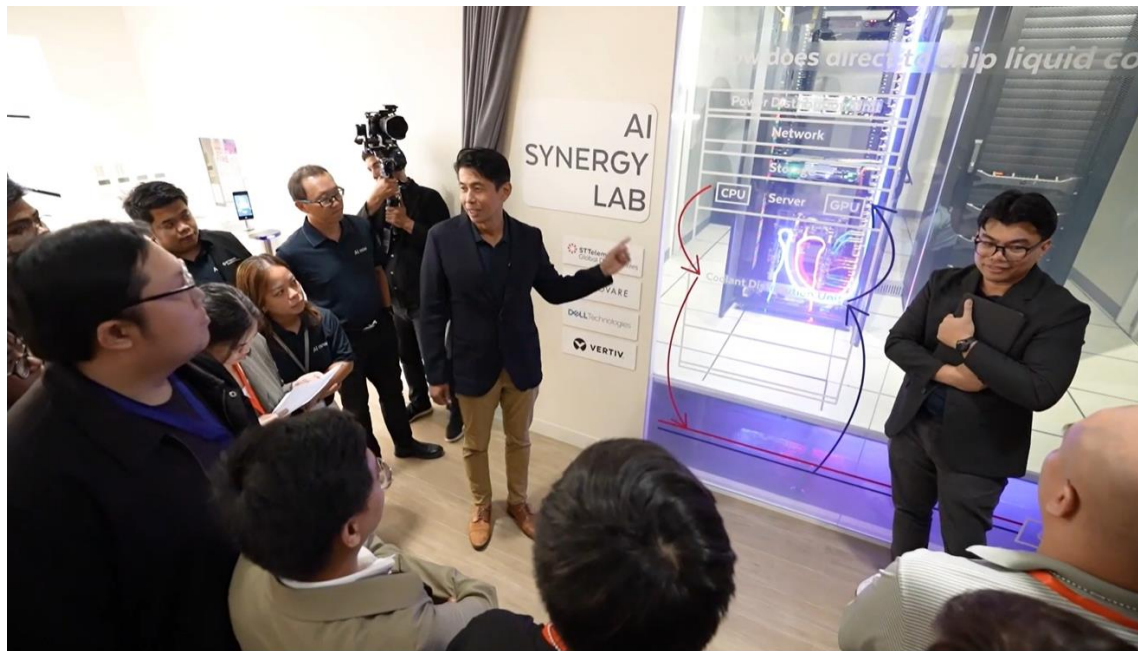
STT Fairview 1 is **on track** to open in Q2 2025



STT Cavite 2 is **on track** to open in Q3 2025



AI Synergy Lab - Liquid Cooling



The AI Synergy Lab positions STT GDC Philippines as the first and **ONLY** data center in the Philippines running actual AI workflows in a direct-to-chip liquid cooling setup.

While other data centers claim to be AI-Ready, **STT GDC Philippines is AI NOW.**

MYNT UPDATES

GCash remains as the #1 Cashless Ecosystem in the PH

Sustaining ubiquity



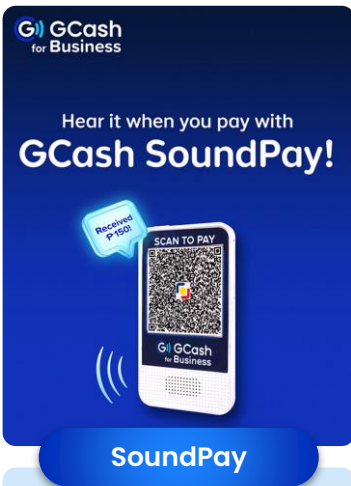
8 in 10
Filipinos have used GCash

6M Merchants and Social Sellers

CICO Agents
977K
▲15% YoY

Small Scale Comm. Merchants
1.3M
▲17% YoY

Pioneering innovative cashless payment experiences



SoundPay

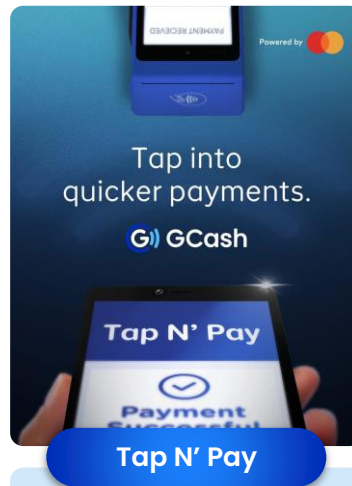
Empowering merchants with secure & real-time alerts to track payments



Watch Pay

Enabling users to conveniently pay with their smartwatch!

In partnership with  HUAWEI



Tap N' Pay

Powering quick and easy payments with just one tap!

In partnership with  mastercard.

MYNT UPDATES

Trailblazing with innovative financial services

Lending

Loans Disbursed LTD

Php **253B**

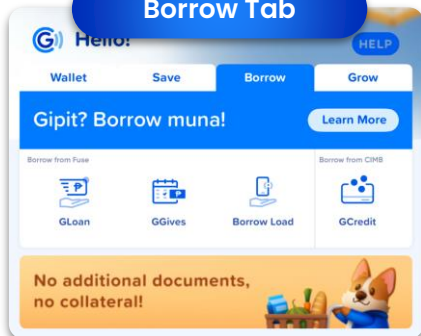
▲ **87%**
YoY

Unique Borrowers

8.7M

▲ **93%**
YoY

Borrow Tab



Wealth Management

GSave Users LTD

13.2M

▲ **30%**
YoY

GFunds Users LTD

7.8M

▲ **25%**
YoY

GStocks Users LTD

1.2M

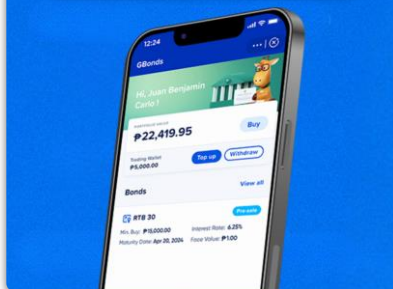
▲ **142%**
YoY

GCrypto Users LTD

2.7M

▲ **131%**
YoY

GBonds COMING SOON!



GCoach COMING SOON!



Insurance

Policies Sold LTD

51.4M

▲ **123%**
YoY

Ginsure Users (AAU)

14.6M

▲ **131%**
YoY


Ginsure Cash for Medical Costs



MYNT UPDATES


Driving key advocacies and true impact

GCash Eco Run **MARCH 26**



12k
Runners

Joined the cause to create a Greener Future for All



76k
Trees Planted

As of Mar 2025, GForest has helped plant **4M Actual Trees!**

GJobs Livestream **MAY 1**

GCash

MINE, TRABAHO!

GJobs Livestream sa May 1

3-8PM Simulcast on @GCashOfficial  



11.2M
Total Facebook Views

Empowering Filipinos with opportunities for livelihood

Public Sector Partnerships



Tagbilaran CityZens ID **APRIL 26**

Enabling Tagbilaran City's digitalization with the launch of its Citizens ID Card powered by GCash



PhilSys-On-Wheels with PSA **APRIL 24**

Driving National ID registration and financial access via seamless identity verification and onboarding



Partnership Agreement

GCash X PCIC MOA Signing **JANUARY 24**

Enabling PCIC to release indemnity payments to farmer-beneficiaries via GCash



Financial Highlights

1Q25 Financial Performance

Strong mobile data cushioning topline, cost optimization continues to manifest

	1Q 2025	1Q 2024	YoY %	1Q 2025	4Q 2024	QoQ %
Gross Service Revenues	39,853	41,149	▼ 3%	39,853	41,007	▼ 3%
OPEX and Subsidy	(19,091)	(19,798)	▼ 4%	(19,091)	(19,058)	=
EBITDA	20,762	21,351	▼ 3%	20,762	21,949	▼ 5%
EBITDA Margin	52.1%	51.9%		52.1%	53.5%	
Depreciation	(13,441)	(12,300)	▲ 9%	(13,441)	(13,172)	▲ 2%
<i>Network & Non-network Builds</i>	(10,804)	(10,383)	▲ 4%	(10,804)	(10,574)	▲ 2%
<i>Capitalized Leases</i>	(2,637)	(1,917)	▲ 38%	(2,637)	(2,598)	▲ 2%
EBIT	7,321	9,051	▼ 19%	7,321	8,777	▼ 17%
Non-Op Income (Charges)	937	(390)	▼ 340%	937	(3,846)	▼ 124%
Provision for Tax	(1,283)	(1,865)	▼ 31%	(1,283)	(1,202)	▲ 7%
Net Income	6,975	6,796	▲ 3%	6,975	3,729	▲ 87%
Core Net Income	4,537	5,798	▼ 22%	4,537	3,884	▲ 17%
Normalized Net Income	4,574	5,810	▼ 21%	4,574	3,839	▲ 19%

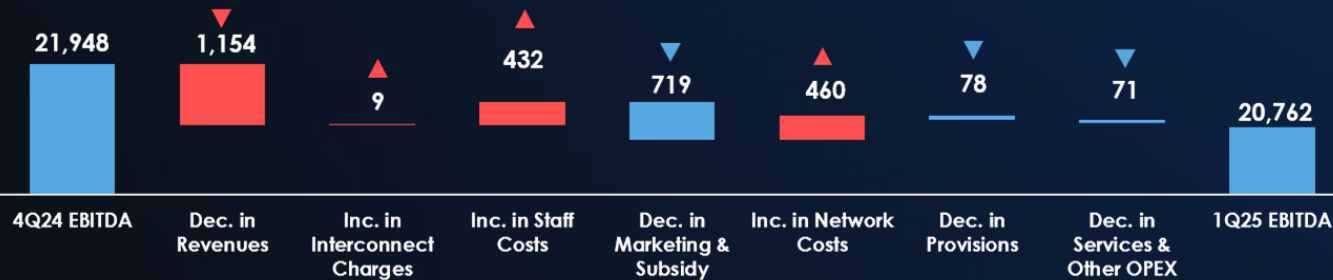
1Q25 Financial Performance

EBITDA margin exceeds full-year guidance

YoY
in Php Mn



QoQ
in Php Mn



1Q25 Financial Performance

Balance sheet remains strong; gearing ratios are improving and well within bank covenants

	1Q 2025	FY 2024
Cash (in Php Bn)	18.7	21.4
Gross Debt (in Php Bn)	242.0	249.5
Gross Debt to EBITDA (Max of 3.5:1)	2.54x	2.66x
Net Debt to EBITDA	2.34x	2.43x
Debt Service Coverage Ratio (Min of 1.3x)	3.11x	3.42x

Quarterly Dividends

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



2Q25 Cash Dividends

PHP **25.0** / sh

PAYMENT DATE: 06/05/2025

RECORD DATE: 05/26/2025

2025 Consolidated Outlook

Revisiting guidance—prioritizing strategic expansion and efficient spending

Revenues

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



Cash CAPEX

< USD 1.0 billion



EBITDA Margin

~50%

Free Cash Flow

Positive by 2025

Evolving industry calls for balancing strategic expansion with efficient spending, and actively revisiting our guidance to ensure the company does not miss critical opportunities to strengthen our network



Thank you!