

Globe Telecom, Inc.

SingTel Investor Day 2014
Singapore | Four Seasons Hotel

3 June 2014



Globe



40.1 million
Mobile subscribers

2.1 million
Broadband subscribers

611 thousand
Fixed line subscribers

Modernized data
network

2G 100%
coverage

3G 98%
coverage

4G 8400+
base stations

Constant Dividend
Policy

6.2%

Dividend
yield for 2013

Solid Shareholder Base



#1 in Customer
Experience

- Hailed as the **Customer Service Leader of the Year** at the Asia-Pacific Stevie Awards
- Received a Gold Quill Merit Award for **innovative customer care solution**
- Hailed **Best in Customer Experience** by the World Communication Awards in 2013

Globe



Leader in Postpaid

Over **2** million
subscribers

Leader in innovation



A Member of
Bridge Alliance

Asia Pacific's leading
mobile alliance of



14 mobile
carriers

with a combined
customer base of

over **630**
million²

Strong challenger
in a 2-player
market



Globe Product Portfolio

Mobile



Globe
POSTPAID



Globe
PREPAID



- **Leading postpaid mobile service** in the country
- **mySUPERPLAN** – Fully customizable postpaid plan that allows you to choose gadgets, bundled call, text, and data services, and contract periods
- **Globe Prepaid** is targeted towards the mainstream market while **TM** caters to the value-conscious segment of the market
- *Globe Prepaid* and *TM* subscribers can customize their voice, SMS, and data subscriptions via Globe *143#



*143#

Broadband



- A plug-and-play USB modem that allows users to access the **internet on-the-go**, available in postpaid and prepaid packages
- **Home-based broadband service** suited for all kinds of users – light, moderate, heavy or ultra-heavy



Fixed Line



Globe
BUSINESS

- Providing products and **solutions for large corporates and small and medium enterprises**
- Products include cloud, mobility, M2M, collaboration, and connectivity solutions, data centers, and business voice services



Despite mobile subscriber penetration over 110% and multi-SIMming, Globe sustained subscriber momentum, seeding future revenue growth

Prepaid Subscribers
In Millions

14% CAGR

38.66

25.40

Postpaid Subscribers
In Millions

12% CAGR

1.45

2.09

Mobile Subscribers
In Millions

10% CAGR

30.04

40.75

Organic growth still anticipated, given that **approximately 1/3 of population today is below 14 years old**, providing an addressable market in the future

2011 2012 2013 3M14

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Growth driven by continued investments in our subscribers

Relevant customer offers



GoUNLI 20



GoCall 100



GoSURF + Spotify

Gadget offerings



Increased customer touch points



186 Globe Stores



@Talk2Globe



Dial *143#



Globe Hotline

Rewards Programs



TM Astig Rewards



Postpaid Rewards



Prepaid Rewards

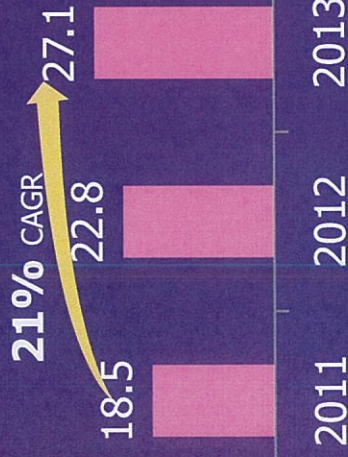


VIP Rewards

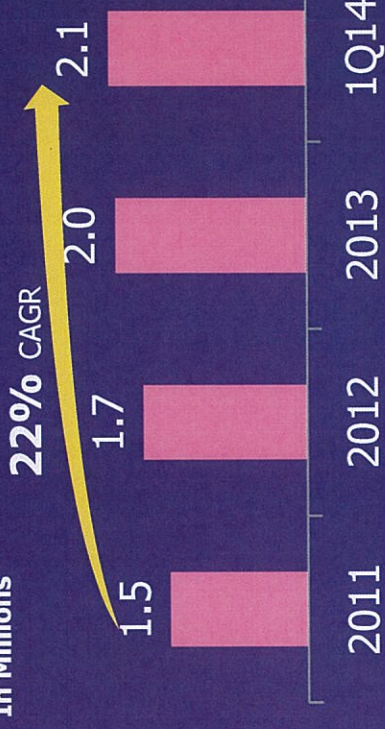
We remain steadfast in our strategy to continuously grow our postpaid subscriber base, through high-quality acquisitions and retention

Even if it is only **5% of subscribers**, postpaid contributes close to **40% of mobile revenues**

Postpaid Revenues
In Php Billions



Postpaid Subscribers
In Millions



Gross Adds Mix
Richer Mix of Mid/High
ARPU subs

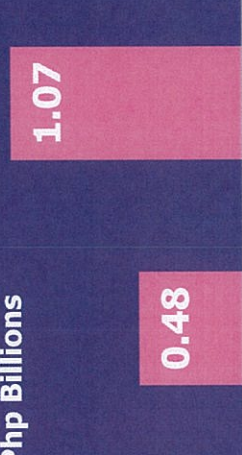


Benefits of growing postpaid far outweigh the investments in subscribers through subsidies and re-contracting charges

Benefits include:

- ✓ Uplift in ARPU
- ✓ Lower churn
- ✓ More stable revenues
- ✓ Higher incidences of becoming the primary SIM for a multi-SIM subscriber

Growth in Subsidy vs. Growth in Postpaid Revenues
In Php Billions



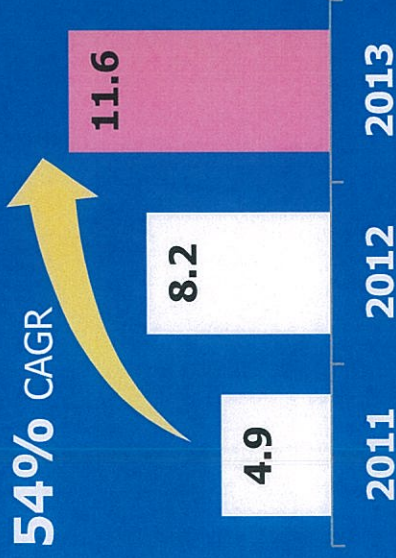
YoY Increase** in Subsidy and Recontracting Revenues

YoY Increase** in Postpaid Revenues

** Increase from 1Q13 to 1Q14

Given demand for mobile internet access, we continue to seed revenue growth through product innovation and first-in-the market promotions

Mobile Data Services Revenues In Php Billions



Going forward, Filipinos will access more of their social networking content using smartphones



8th
in the
world



Nearly 7 out of 10 Filipinos who are online still access the internet via internet cafes



10th
in the
world

GoSURF + Spotify

Free Facebook



UnliChat



Smartphone Penetration (%)



Source: Nielsen Smartphone Insights 2013