

Singtel Investor Day 2019

11 June 2019 | The St. Regis Singapore



Globe

Key Investment Thesis

Superior execution and focus on a differentiated customer experience reinforce Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption.

With an eye towards making life easier for Filipinos via innovation, Globe continues to expand prudently into various adjacencies in the digital space.

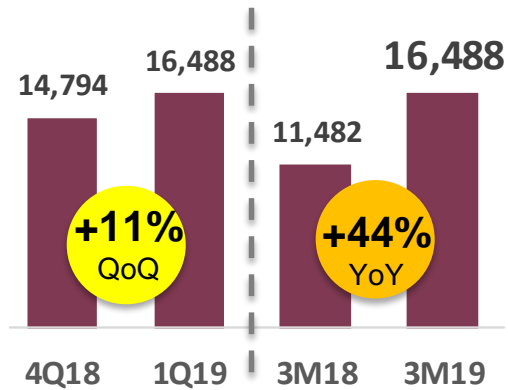
Globe is focused on strong capital management and commitment to improve shareholder value.

Superior execution and focus on a differentiated customer experience reinforce Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption.

Globe is the preferred brand for the Filipino's digital lifestyle choices, recording solid growth in all data-related categories

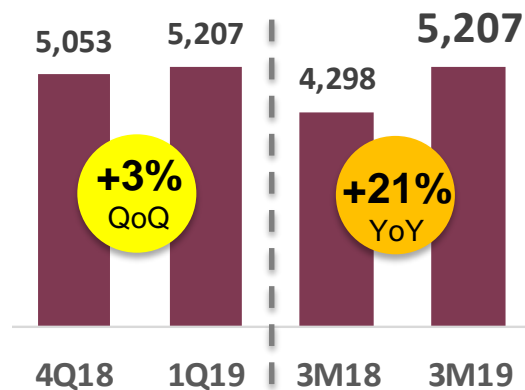
Mobile Data Revenues

(In Php Mn)



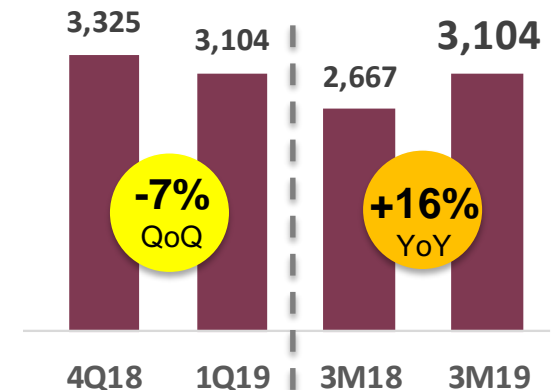
Home Broadband Revenues

(In Php Mn)

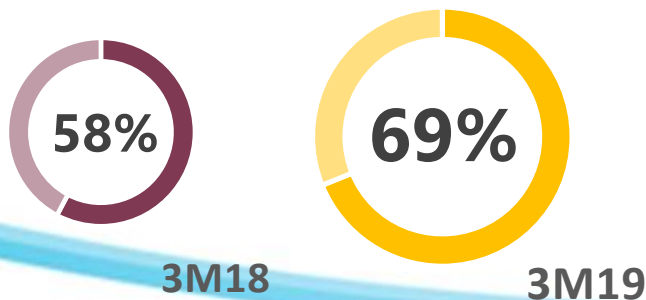


Corporate Data Revenues

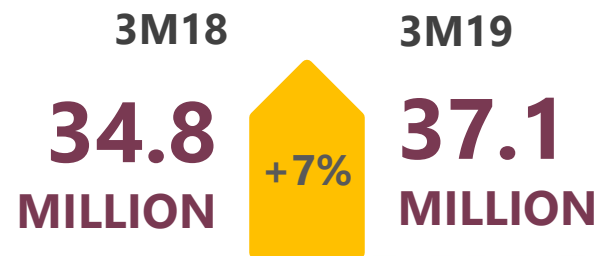
(In Php Mn)



Total Data Revenues as a Percentage of Total Service Revenues

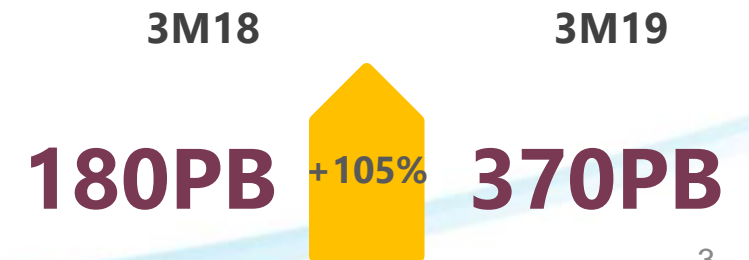


MDS Users



Wireless Data Traffic

(1PB = 1,024TB)



Superior execution and focus on a differentiated customer experience reinforce Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption.

We bring new innovations and partnerships to remain relevant to data users, being the preferred mobile brand for data services

ENTERTAINMENT

Content Partnerships



MUSIC



Spotify

No Credit Card? No Problem. Get Spotify Premium with your Globe Number, even without a credit card.

SOCIAL NETWORKING



UNLICHAT

With Unlichat, you can enjoy all-day use of Viber, FB Messenger, Kakao, GMessage and other major chat apps like LINE & WeChat! No need for a WIFI connection to use all these!

ESPORTS



Globe is spearheading the development of the Esports ecosystem by providing its customers with internationally seeded tournaments, streaming content, and exclusive gaming promos.

VIDEOS AND GAMES



Make moments matter with an additional 2 GB of data for videos and games. There's more to your streams and gameplays with bigger data.

With an eye towards making life easier for Filipinos via innovation, Globe continues to expand prudently into various adjacencies in the digital space.

Home Broadband 5G pilot to launch this June



#Globe5GPH

Globe brings 5G to the Philippines to improve the state of the internet in the country

Create. The Future

 Globe

With an eye towards making life easier for Filipinos via innovation, Globe continues to expand prudently into various adjacencies in the digital space.

Mynt is making waves in financial inclusion

#1

MOBILE APP WALLET IN
THE PHILIPPINES*

#5

MOBILE APP WALLET
IN ASEAN*

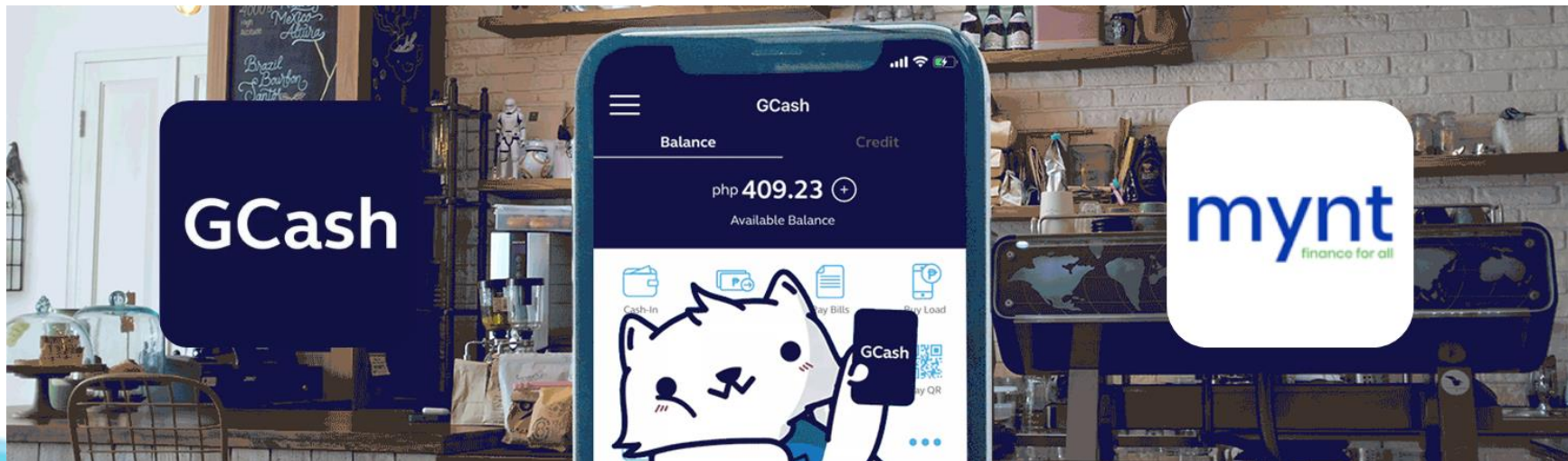
+20M

REGISTERED GCASH
USERS

64K

GCASH QR
MERCHANTS

Full financial services offering with credit, savings, investments and insurance now available.



CREATE. WONDERFUL.



6

Globe

* Source: App Annie

With an eye towards making life easier for Filipinos via innovation, Globe continues to expand prudently into various adjacencies in the digital space.

Kickstart to manage the Ayala Group's new venture capital fund



GENERAL PARTNER



** Targeting up to \$200M investments*

LIMITED PARTNERS



Globe is focused on strong capital management and commitment to improve shareholder value.

Consolidated Financial Highlights

	1Q19	1Q18 (Restated) ³	YoY%	4Q18 (Restated) ³	QoQ%
Gross Service Revenues	36,003	31,942	13%	34,932	3%
OPEX and Subsidy ¹	(16,084)	(15,863)	1%	(19,099)	-16%
EBITDA	19,919	16,080	24%	15,832	26%
EBITDA Margin	55%	50%		45%	
Depreciation	(7,996)	(7,285)	10%	(8,107)	-1%
EBIT	11,923	8,794	36%	7,725	54%
Non-Op Charges	(2,127)	(1,752)	21%	(1,856)	15%
Provision for Tax	(3,066)	(2,362)	30%	(2,036)	51%
Net Income	6,730	4,680	44%	3,833	76%
Core Net Income²	6,732	4,796	40%	3,813	77%

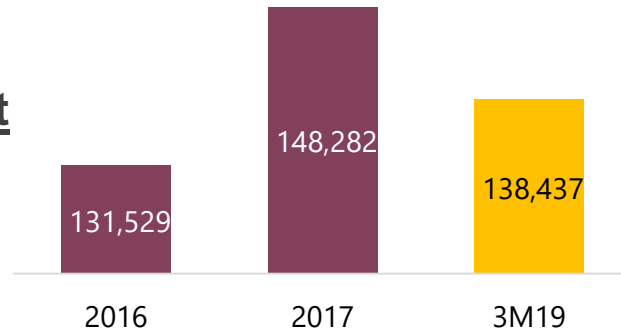
1/ OPEX & Subsidy includes interconnect charges

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

3/ 2018 figures have been restated to reflect a normalized quarterly break following the adoption of PFRS 15 and 9

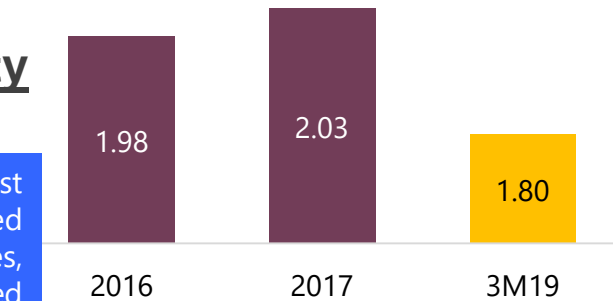
Gross debt at Php138 Billion, remains within covenant ratios

Gross Debt



Gross Debt/Equity

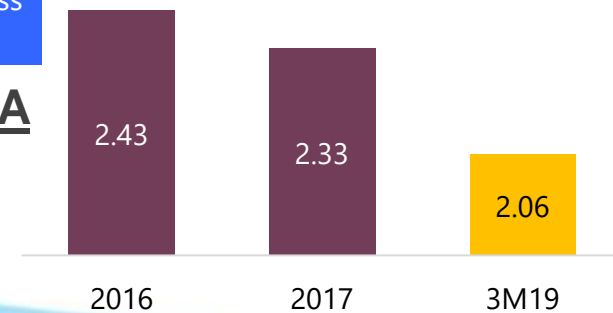
Covenant = 3:1



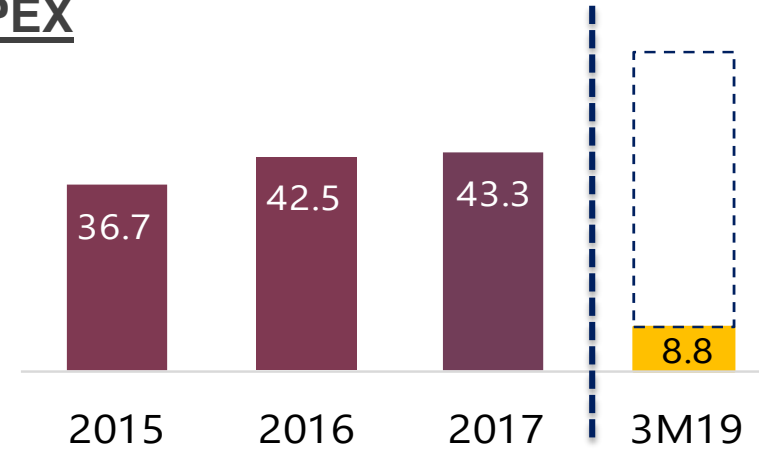
Consent Solicitation Exercise held last October 2018 covered Proposed Amendments to the Trust Indentures, including a higher consolidated Debt/Equity Ratio of 3.0:1 and Gross Debt/EBITDA of 3.5:1

Gross Debt/EBITDA

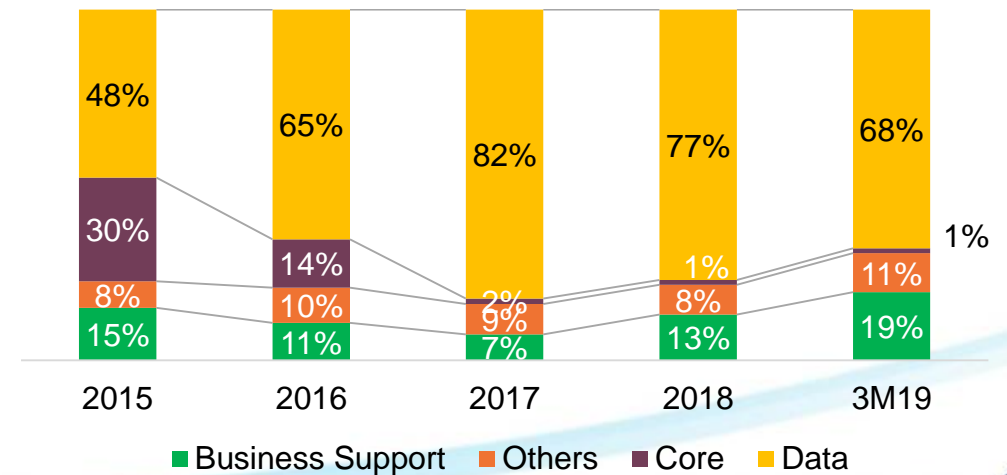
Covenant = 3.5:1



CAPEX



Historical CAPEX Breakdown

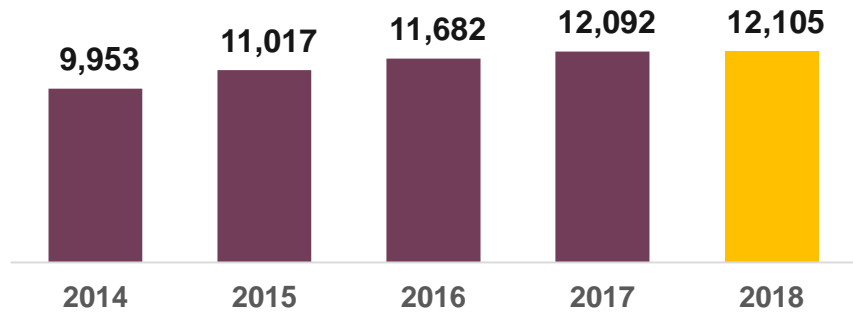


Globe is focused on strong capital management and commitment to improve shareholder value.

Cash Dividends: Sustained commitment to delivering value to our shareholders

Dividends Paid

(in Php Mn)



2Q19 Dividend: Key Information

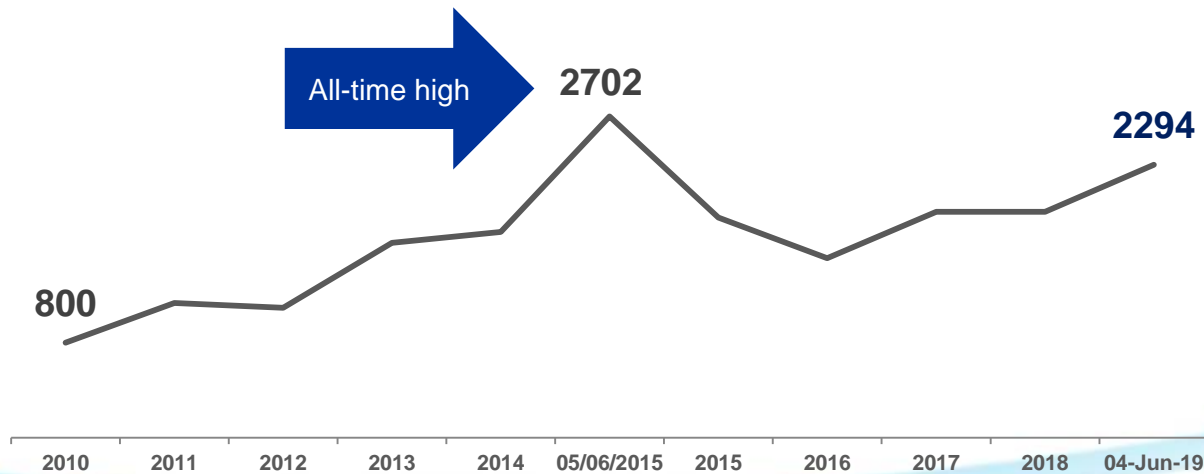
Cash Dividend per Common Share: **Php 22.75**

Record Date: **May 20, 2019**

Payment Date: **May 31, 2019**

Last November 5, 2018, the Globe Board approved the adjustment in dividend payout policy to 60-75% of prior year's core net income to be applied to the 2019 dividend declaration

Historical Share Price



2019 Consolidated Outlook

Service
Revenue

**High single
digit growth**

CAPEX

**Php63
billion**

Cost Considerations

- Increased interest expenses from additional debt to satisfy cash requirement for the sustained capex-related spending coupled with rising interest rate environment
- Depreciation charges to continue upswing, on the back of the elevated historical capex spending and continued investment in the network for 2019
- Globe share in equity losses expected to increase on the back of more aggressive expansion of Mynt

EBITDA
Margin

Low 50s

Gearing

**Remain
within
covenant
levels**

Disclaimer

This presentation contains certain forward-looking statements. These forward-looking statements generally can be identified by the use of statements that include words or phrases such as Globe or its management “believes,” “expects,” “anticipates,” “intends,” “plans,” “foresees,” or other words or phrases of similar import. Similarly, statements that describe Globe’s objectives, plans or goals are also forward-looking statements. All such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements.