



Globe

Globe Telecom

Singtel Investor Day

31 May 2016 | Grand Hyatt Singapore

Key Investment Thesis

Sustained execution excellence has transformed Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption

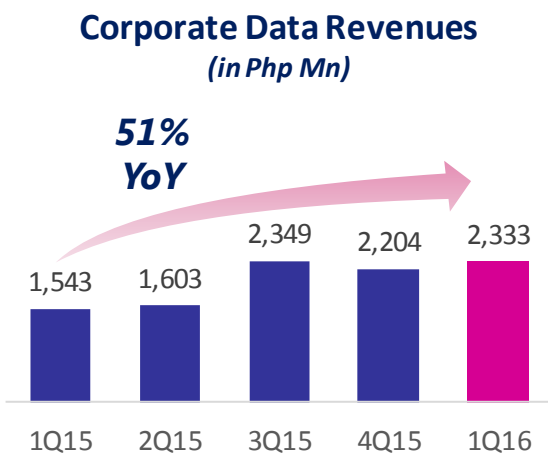
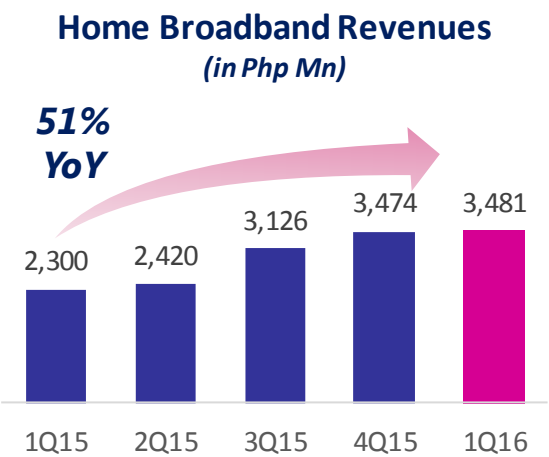
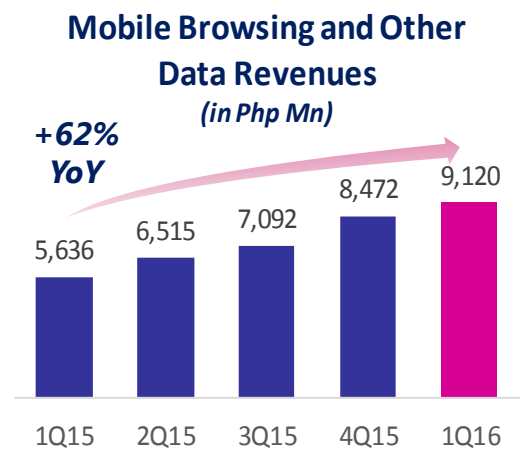
Prudent expansion initiatives into adjacencies in the digital space are continuously being explored

Strong capital management and commitment to improve shareholder value



Sustained execution excellence has transformed Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption

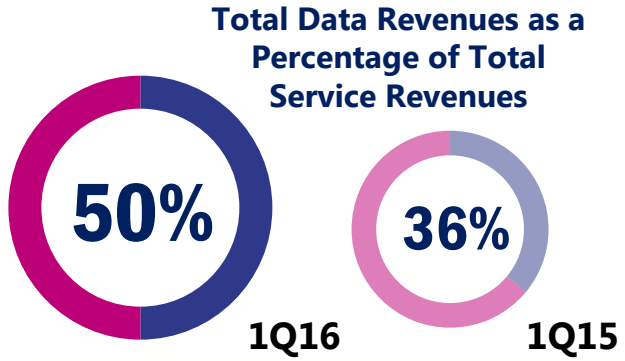
Globe has transitioned as the preferred brand for the Filipino's digital lifestyle choices, recording unprecedented growths in all data-related categories



- Includes mobile browsing, VAS, GCash and other mobile content
- Figures have been restated to include nomadic revenues (previously reported under broadband)

- Broadband revenues have been restated to reflect the change in treatment of Nomadic broadband revenues as mobile

- Previously called Fixed Line Data revenues



*** 2015 Social Networking Service Users**
29.9Mn **42% YoY**

**** 2015 Active data subs**
21Mn **41% YoY**

***** FY 2015 Mobile data traffic**
152.2PB **82% YoY**

1Q16 Mobile data traffic
88.0PB **62% YoY**

* Number of social media accounts logged in through Globe service (mobile, nomadic, BB)

** Globe active mobile data users as of end December

*** Paid mobile data traffic.

1PB = 1,024TB

Sustained execution excellence has transformed 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



Tattoo On-The-Go with HOOQ
With Tattoo Postpaid Plans, stream or download movies and TV shows on your mobile device.

Globe-Disney partnership

Globe customers will now have access to an array of Disney content offerings





YouTube10
With YouTube10, you get 1-day access to YouTube and Dailymotion videos up to 100MB for only P10.

Globe- Chromecast
Chromecast allows users to connect their devices to the HDMI port of their home set for a better viewing experience



MUSIC



GoSURF + Spotify
Register to GoSURF to enjoy consumable internet plus Spotify.

70% of all Spotify subscribers in the Philippines use the service with Globe

SPORTS

NBA League Pass
Watch NBA games by subscribing to GoSURF 50 and higher denominations



SOCIAL NETWORKING



GAMES



GoSURF50
Enjoy 3-day mobile surfing plus FREE access to games

Sustained execution excellence has transformed Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption

We provide superior data experience to our customers through continuous investments in our data network

Globe extends Huawei Partnership to further improve network



Globe Network 100% equipped with 3G and 4G Technology



OpenSignal cites
Globe's network
advantage in 6 out of 10
key Philippine cities

The OpenSignal logo, which features a stylized antenna tower with concentric circles representing signal waves, positioned above a green and blue grid pattern.

Asia Network Quality Report 1.6, JP Morgan
October 2015

OpenSignal

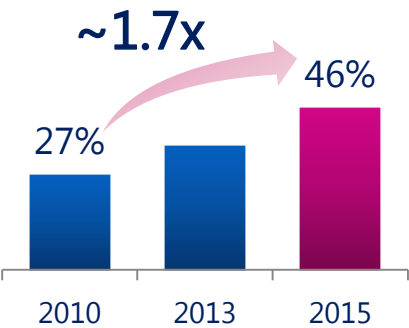


Sustained execution excellence has transformed Globe as the preferred brand for the Filipinos' digital lifestyle choices, spearheading the growth in data adoption

To meet sustained demand for connectivity, broadband presents a unique opportunity for near-term growth, to be enabled by further CAPEX investments

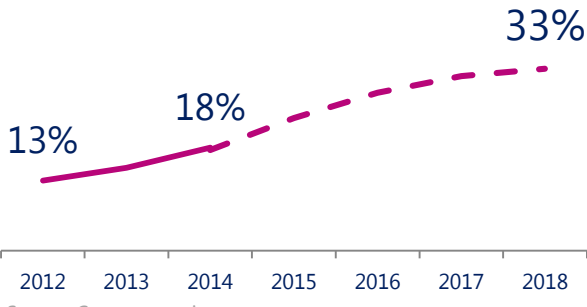
Low penetration rates present opportunities for significant growth in broadband

Internet Penetration Rate



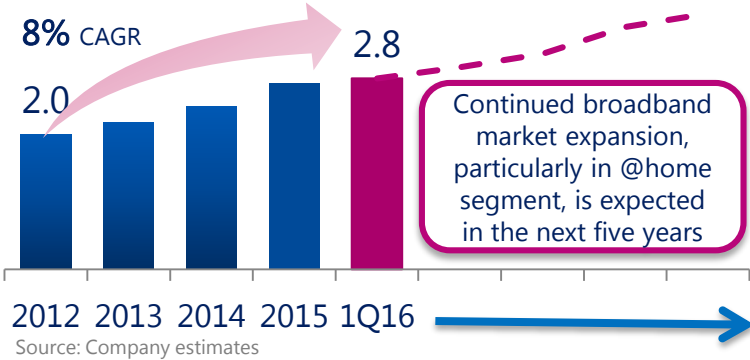
Source: Nielsen Pinoy Netizen Report

Household Penetration Rate



Source: Company estimates

Home Broadband Industry Subscribers
In Millions



Source: Company estimates

The internet audience in the Philippines is the fastest-growing in Southeast Asia, growing by 22% since March 2012.

Source: comScore Southeast Asia Digital Future in Focus 2013



5 million
Viber MAUs



2.5 billion*
Streamed songs

* Total Philippine figures



21 million**
Average monthly active users

** customers accessing FB through
Globe services (mobile, broadband,
nomadic)

Evolving from traditional telco services, we are establishing the building blocks in adjacent spaces to ensure continued growth in the world of data

Financial Services

- Active GCash users of 2.7 million with aggregate transaction value of Php17.5 Billion in 1Q16 (Php72.6 Billion in FY 2015).
- GCash partner outlets of 12,115 spread nationwide
- Globe affiliate AF Payments, which oversees the automated fare collection system of the MRT/LRT systems (AFCS), has now over 1.5 million Beep™ cards in circulation, seen as a key driver to mass public adoption of GCash.



GCash

Telehealth

- 24/7 health hotline service available for Globe and TM customers.
- Call anytime, anywhere in the Philippines
- Connect with licensed doctors
- Flexible, affordable plans
- Partnered with Mexican telephone medical assistance firm Salud Interactiva, a leader in the health hotline space



Education



Text2teach has reached over 1,400 public elementary schools around the country, and helping more than 315,000 students and 3,800 teachers

Prudent expansion initiatives into adjacencies in the digital space are continuously being explored

Evolving from traditional telco services, we are establishing the building blocks in adjacent spaces to ensure continued growth in the world of data

Mobile Advertising



- AdSpark’s mission: To accelerate digital and mobile advertising in the Philippines.
- AdSpark works closely with both top brands and advertising agencies, providing expert and customized digital and mobile advertising solutions for the SME market.
- Market opportunity: AdSpark intends to capitalize on the emerging digital lifestyle of a predominantly young Filipino population where mobile advertising only accounts for a meager share of total industry ad spend (approximately USD200-Million)

Business Incubation



- Kickstart’s mandate is to (1) source innovation; (2) nurture early-stage startups to scale; and (3) invest for portfolio return.
- Fund 1 = Php150M; Fund 2 = up to USD50M
- Investment portfolio of 25 companies focused on delivering solutions for e-lifestyle, e-commerce, B2B, software-as-a-service (SaaS), and social impact

#startupPH #area55 #raidthefridge



Consolidated Financial Highlights

Year on Year (in Php Mn)	Globe Group 3M16	Last Year 3M15	YoY Change vs Globe Group	Globe Ex-Bayan 3M16	YoY Change vs Globe Ex-Bayan	Bayan* 3M16
Gross Service Revenues	29,867	26,220	14%	28,487	9%	1,522
Net Service Revenues	27,590	23,904	15%	26,217	10%	1,503
OPEX & Subsidy**	(16,838)	(15,211)	11%	(16,136)	6%	(844)
EBITDA	13,029	11,009	18%	12,351	12%	678
EBITDA Margin	44%	42%		43%		45%
Depreciation	(6,215)	(4,439)	40%	(5,790)	30%	(359)
EBIT	6,814	6,570	4%	6,561	0%	319
Non-Operating Charges	(540)	(523)	3%	(597)	14%	57
Net Income	4,335	4,203	3%	4,154	-1%	227
Core Net Income***	4,185	4,182	0%	4,091	-2%	140

* Figures are gross of intercompany transactions
**OPEX & Subsidy includes interconnect expenses
***Core NIAT excludes forex, mark-to-market gains and losses, and non-recurring items

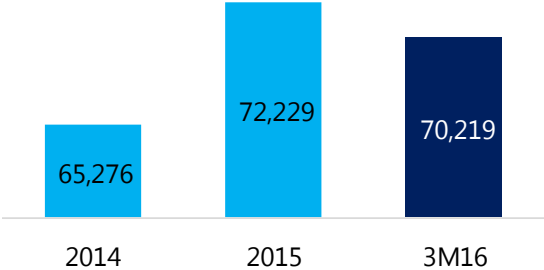
Consolidated Financial Highlights

YEAR ON YEAR (in Php Mn)	Globe Group		YoY Change vs Globe Group	Globe (Ex-Bayan)	YoY Change vs Globe (Ex-Bayan)	Bayan
	FY15	FY14		FY15		FY15
Gross Service Revenues	113,679	99,025	15%	110,842	12%	3,174
Net Service Revenues	104,671	90,595	16%	101,866	12%	3,122
OPEX & Subsidy*	(67,872)	(59,754)	14%	(66,056)	11%	(2,152)
EBITDA	45,807	39,271	17%	44,786	14%	1,022
EBITDA Margin	40%	40%	-	40%	-	32%
Depreciation***	(21,133)	(18,123)	17%	(20,169)	11%	(832)
EBIT	24,674	21,148	17%	24,617	16%	190
Non-Operating Charges	(1,207)	(1,765)	-32%	(1,280)	-27%	(359)
Net Income	16,484	13,372	23%	16,310	22%	(165)
Core Net Income**	15,126	14,488	4%	15,223	5%	(5)



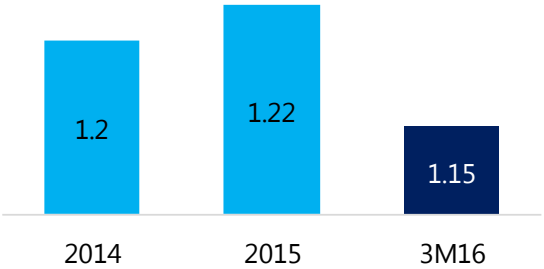
Gross debt at Php70.2 billion, comfortably within covenant ratios

Gross Debt



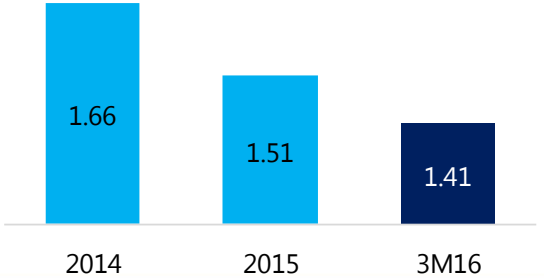
Gross Debt/Equity Ratio

Covenant = 2:1

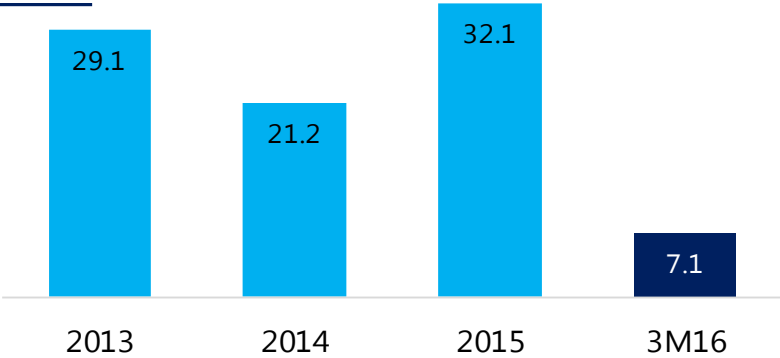


Gross Debt/EBITDA

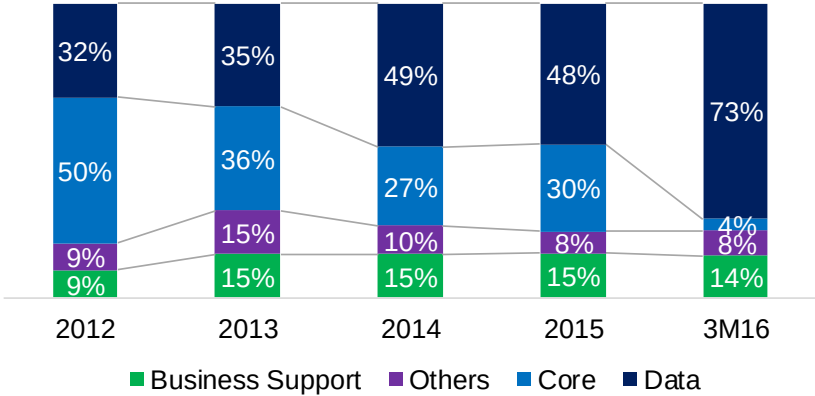
Covenant = 3:1



CAPEX

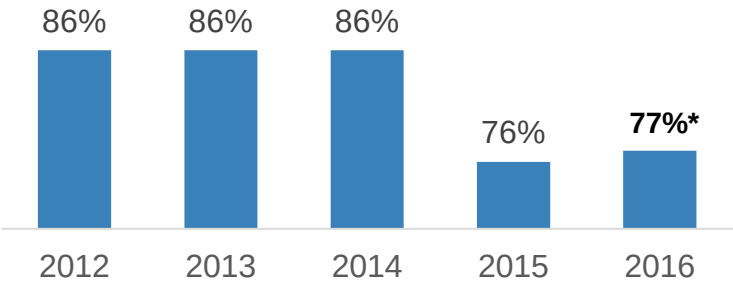


Historical CAPEX Breakdown



Cash Dividends: Sustained commitment to delivering value to our shareholders

Historical Payout Ratio

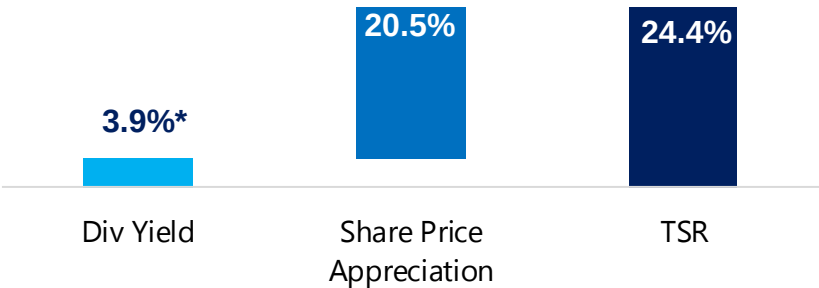


* On an annualized basis

2Q16 Dividend: Key Information

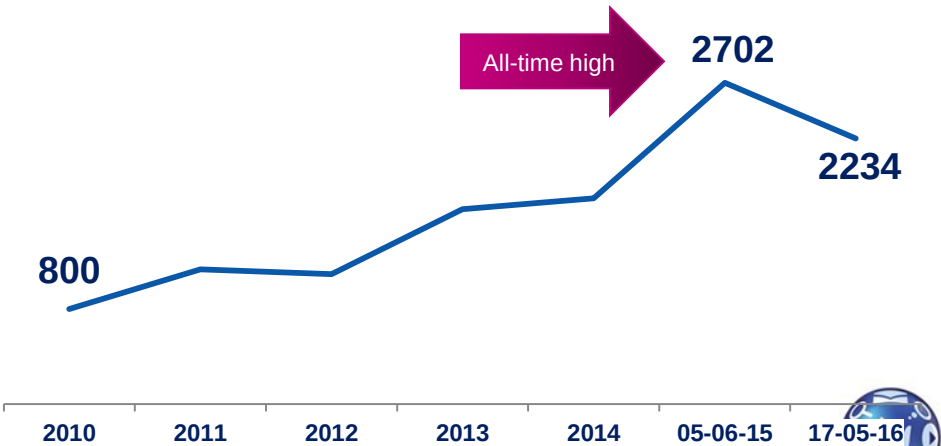
Cash Dividend per Common Share:	Php 22.00
Record Date:	May 19, 2016
Payment Date:	June 3, 2016

2016 YTD Total Shareholder Return



* Based on closing share price of Php2,234 as of May 17, 2016

Historical Share Price



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.





Creating a Wonderful World