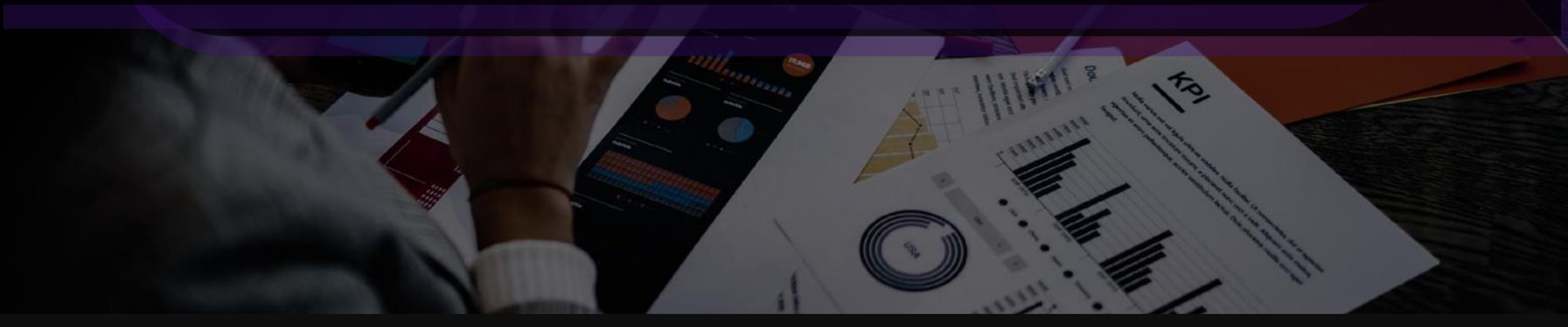




Globe

# Singtel Investor Day 2024

29 August 2024 | Grand Hyatt Singapore





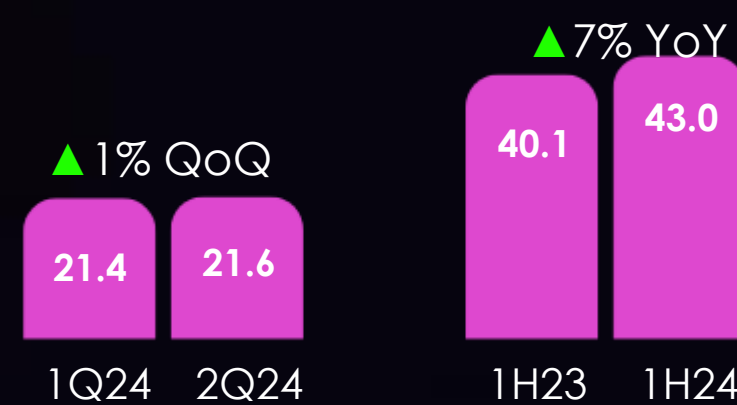
# Core net income surges 21% in 1H, buoyed by exceptional business performance, effective cost management

## CONSOLIDATED GROSS SERVICE REVENUES<sup>1</sup>



- Steady and healthy topline growth driven by consistently **strong mobile and corporate data revenues**

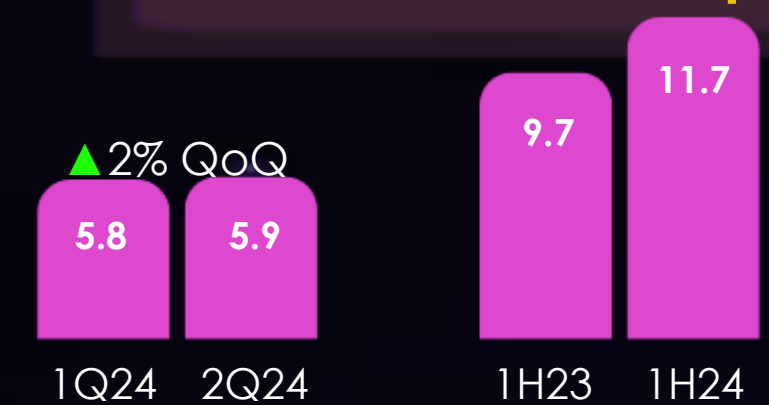
## EBITDA<sup>1</sup>



- Topline growth coupled with effective cost management led to stronger EBITDA performance
- **EBITDA margin sustained at 52%—tracking above full-year guidance**

## CORE NET INCOME<sup>1</sup>

▲ 21% YoY to Php11.7 Bn



- Driven by EBITDA growth and **higher equity share in affiliates** despite increase in interest expense

## Globe<sup>2</sup> Updates:

GCash

- Mynt valued at ~\$5Bn after MUFG, AC investments
- **Globe to recognize post-transaction dilution gain of approx. P2.7Bn in 3Q; resulting ownership stake—34.3%**
- Globe's equity share<sup>3</sup> in Mynt, ▲ 114% at P2.3Bn



- Fully closed out tower turnover with Frontier
- **Overall total gross proceeds at Php85 Bn**



- **3Q24 dividend of Php25/share**
- Reiterating commitment to a sustainable dividend policy

<sup>1</sup> Prior periods restated to be comparable with 2024 Actual where ECPay was already deconsolidated from Globe's books; The deal is currently undergoing thorough reviews. Completion is expected upon receipt of approvals from the relevant regulatory bodies and satisfaction of closing conditions.

<sup>2</sup> For the purposes of this presentation, Globe or the Company includes Globe Telecom, Inc. and its subsidiaries and affiliates.

<sup>3</sup> Prepared on a pro forma basis, adjusted to account for ECPay consolidation in Mynt



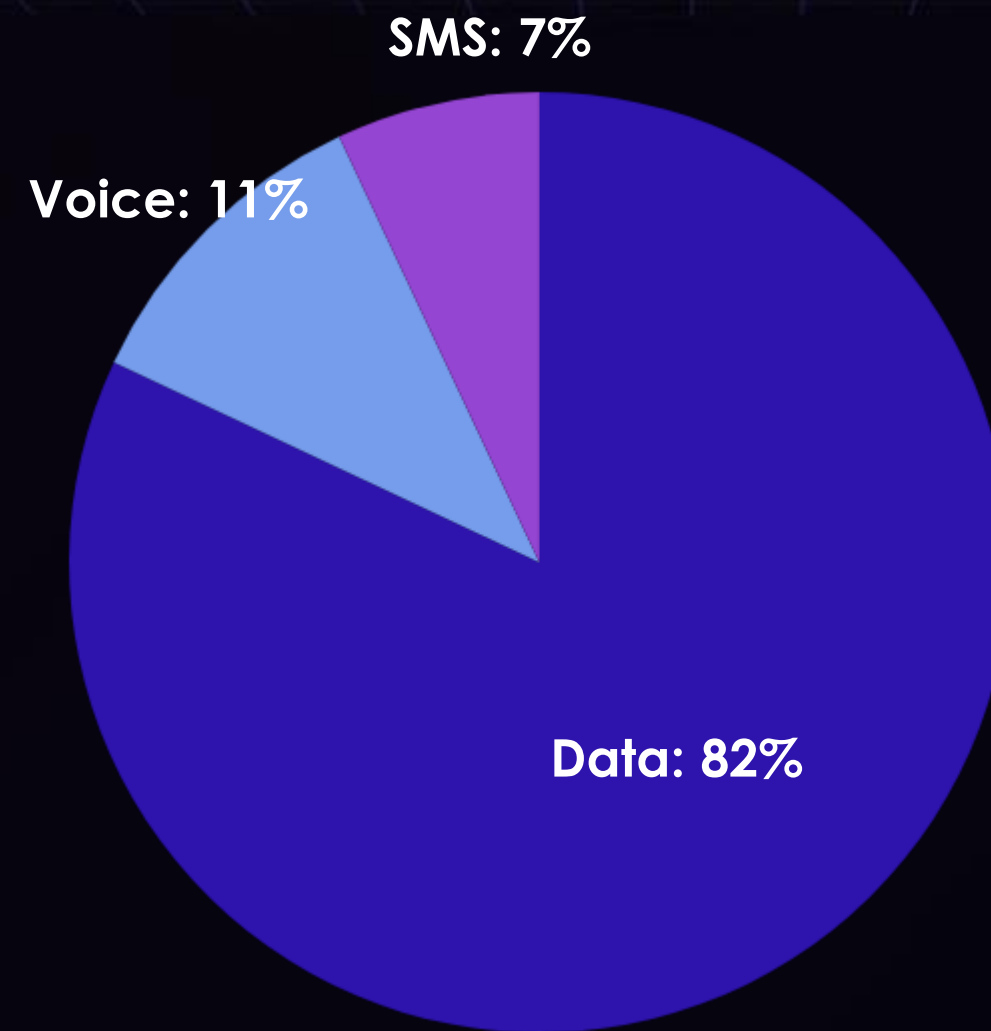
# Mobile extends momentum, growing by 7% YoY; improving data consumption growth across all brands

Php 58Bn = ALL TIME HIGH!

## TOTAL 1H24 MOBILE REVENUES

php **58.4** bn  
▲ 7% YoY | = QoQ

Continuing market repair efforts led to an impressive 7% growth in mobile revenues despite macro pressures and competition



Php 48Bn = ALL TIME HIGH!



### MOBILE DATA

▲ 9% YoY  
▲ 1% QoQ

php **48.0** billion



### MOBILE VOICE

▼ 2% YoY  
▼ 2% QoQ

php **6.6** billion



### MOBILE SMS

▼ 6% YoY  
▼ 7% QoQ

php **3.7** billion



# Growing mobile subscriber base generating stable ARPUs reflective of Globe's quality customers



## MOBILE SUBSCRIBERS\*

59.5 m n

▼ 28% YoY

▲ 1% QoQ



## MOBILE DATA USERS

37.0 m n

▼ 1% YoY

▲ 2% QoQ



## MOBILE DATA TRAFFIC

3,256 p b

▲ 16% YoY

▲ 2% QoQ



## MOBILE DATA MONTHLY ATPU

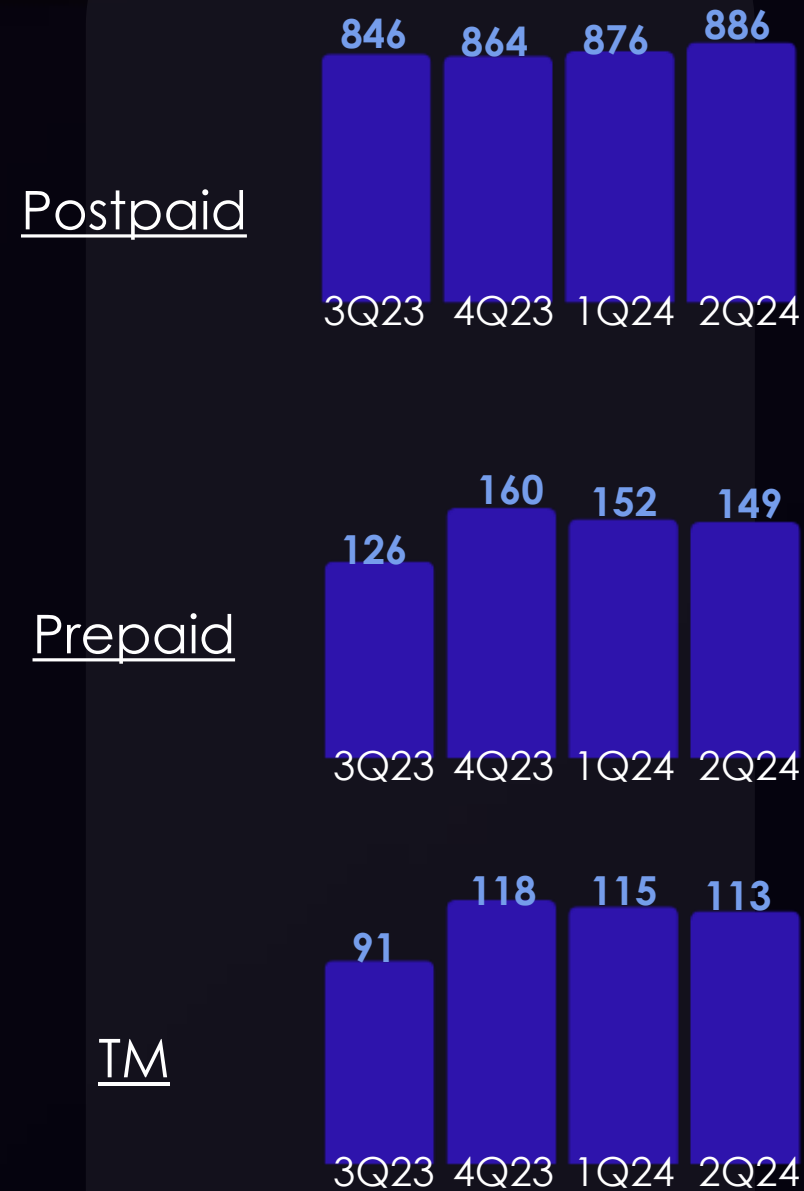
15.6 g b

▲ 20% YoY

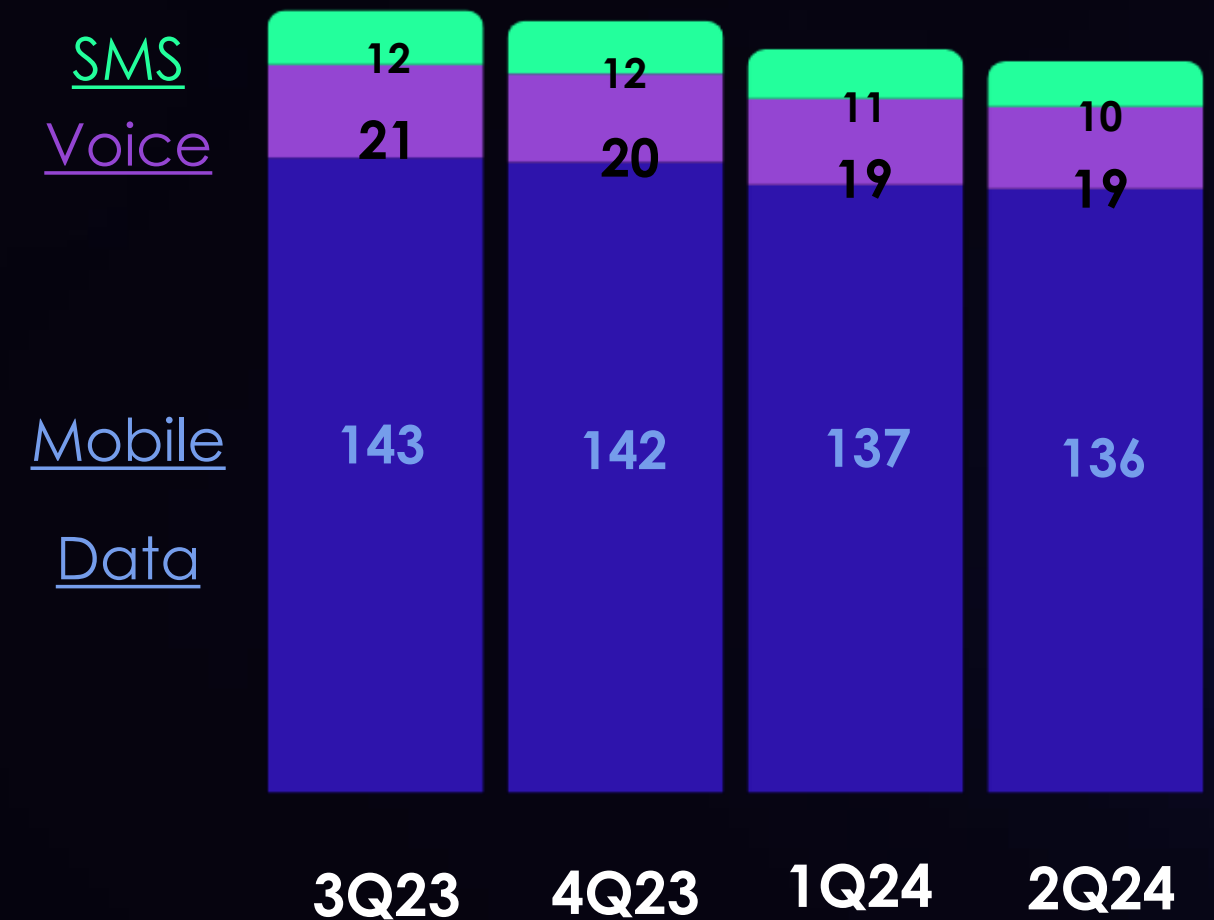
▼ 1% QoQ

\*Post SIM-Card Registration (SCR)

## MOBILE ARPU BY BRAND



## MOBILE ARPU BY REVENUE





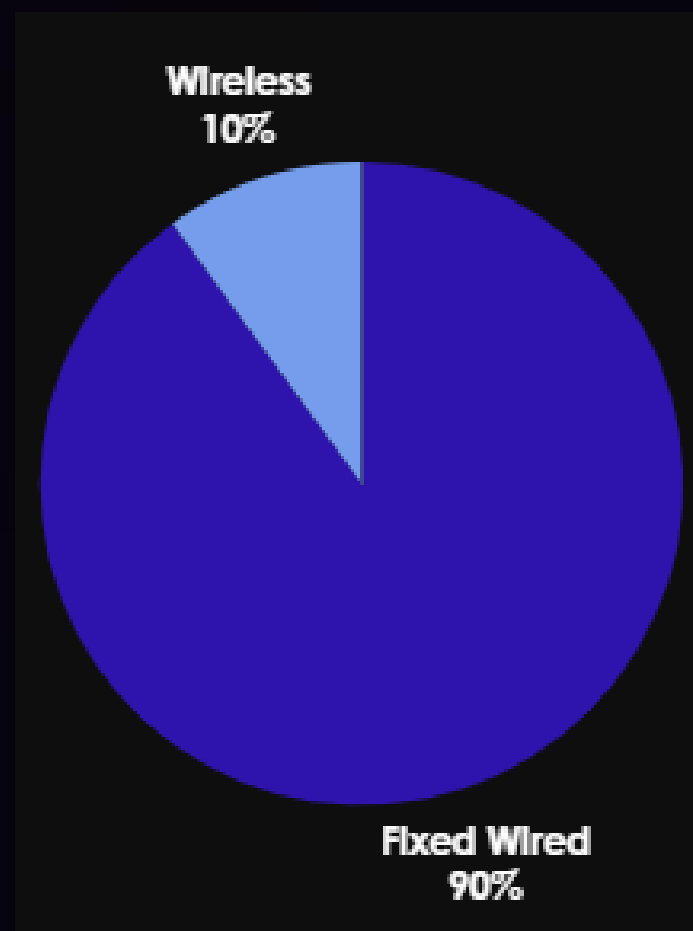
# Fiber Broadband expanded by 4%, decline in Legacy and 4G FWA continue deceleration

## TOTAL 1H24 BROADBAND REVENUES

php **12.1** bn

▼ 6% YoY | ▼ 2% QoQ

Fixed Wireless revs and other operating metrics continue **expected normalization** as the market shifts to more **reliable wired connectivity**



	Fixed Wired	Fixed Wireless	Total Home Broadband
Subscribers (in Mn)	1.2	0.5	1.7
YoY Change in Subs	▲ 6%	▼ 49%	▼ 21%
YoY Change in Revenues	▲ 2%	▼ 42%	▼ 6%

### POSTPAID FIBER REVENUES

▲ **3%**  
YoY

### POSTPAID FIBER SUBSCRIBERS

▲ **3%**  
YoY

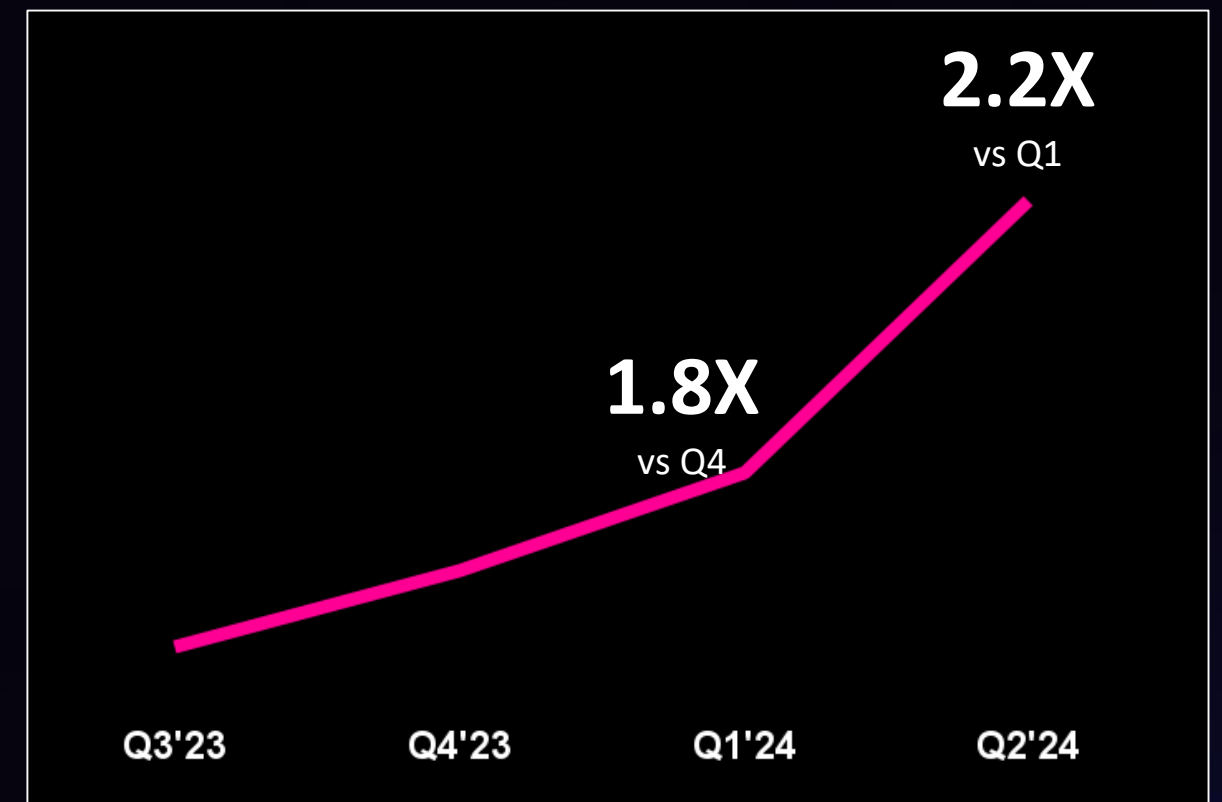
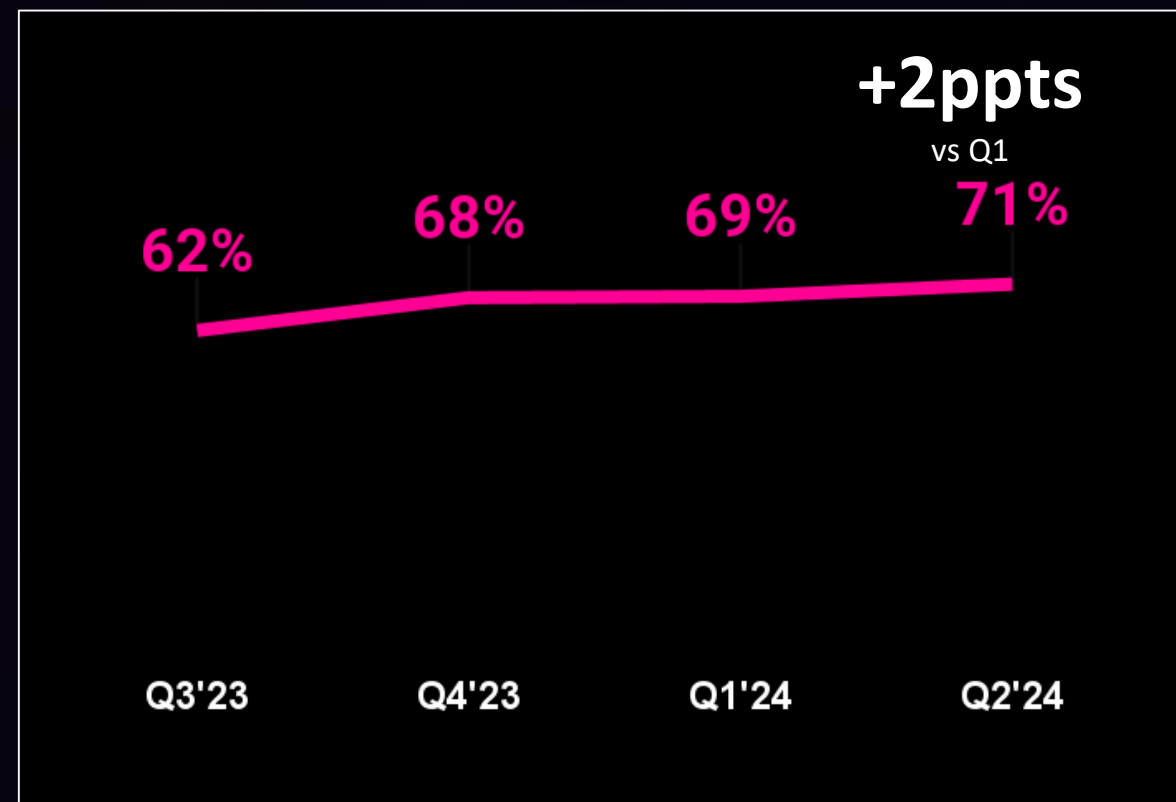
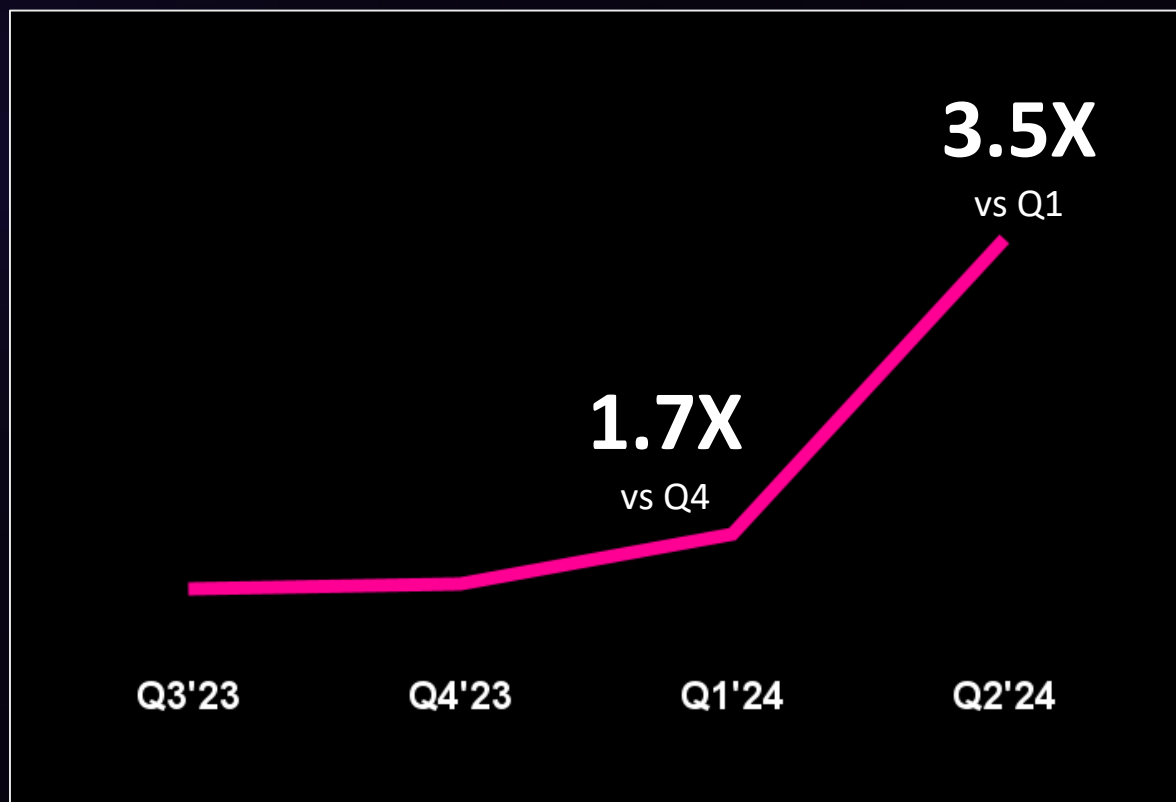


# G Fiber Prepaid accelerates growth in Q2 combined with highest ARPU and reload rate across Globe prepaid brands

**Acqui** jumps to 3.5X growth QoQ. Payment channels includes Gcash, GrabPay and ShopeePay

**Reload Rate** shows quality acqui with reload rate of 71% (highest in 4 quarters)

**GSR** accelerates with quality subs with 78% of the revs on 30-day and annual SKUs



Globe AT HOME

**Panahon na para sa Mas Pinabilis at Sulit na UNLI Internet!**  
vs previous speed and price

**G FIBER PREPAID**  
40 Mbps Avg. speed, 15 Mbps Min. speed, 80% reliability

UP TO 50 Mbps | P699 LANG, 30 DAYS NA! | PA-LINYA NA SA BAHAY | gfiberprepaid.globe.com.ph

Globe AT HOME

Add to cart na ng Mas Pinabilis vs. previous speed na UNLI Internet sa Lazada and get P500 Lazada Gift Card

**G FIBER PREPAID**  
UP TO 50 Mbps  
Average broadband speed of 40 Mbps with minimum broadband speed of 15 Mbps at 80% service reliability

NO MONTHLY BILLS  
RELOADABLE UNLI INTERNET  
BILI NA!

Globe AT HOME | BLACKLIST INTERNATIONAL

**Panahon na for a good game**  
Get P500 Blacklist Merch voucher with

**G FIBER PREPAID**

UP TO 50 Mbps | P699 LANG, 30 DAYS NA! | PA-LINYA NA SA BAHAY | USE THE CODE BGFP1157

Globe AT HOME

Get a chance to WIN TWO MOVIE TICKETS for Marvel Studios' Deadpool & Wolverine

Just top up to **G FIBER SURF 999**

Also applicable to GFiberSURF 6999 and 9999

LOAD NA! | GlobeOne

DEADPOOL & WOLVERINE | JULY 24

Globe AT HOME | MOBILE LEGENDS BANG BANG

**G FIBER PREPAID**

**HAYA GUP**

Mag-rank up at manalo kasama ang squad

**Bluey THE SIGN** | **THE BEAR** | **ACOLYTE**

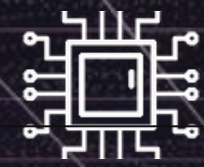
Now Streaming | Disney+

**G FIBER PREPAID**  
LOAD NA! | GlobeOne

pbpe



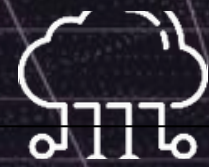
YoY Change  
in Revenues



Core

Accounts

▲ 7%



Cloud

Solutions

▲ 5%



Business App

Solutions

▲ 22%



Cybersecurity

Services

▲ 7%



Data Center

Services

▼ 52%



Big data

& IOT

▲ 19%

Corporate Data  
revenues up 8% YoY  
driven by growth in  
core accounts and  
ICT-related services





1H24 TOTAL  
NON-TELCO REVENUES<sup>1</sup>

Php **1.2** bn

▼ 26% YoY | ▲ 9% QoQ

Mynt contribution now at 12% of Globe's  
NIBT from last year's 6%, equity share  
more than doubled

1H24 MYNT EQUITY  
SHARE<sup>2</sup>

Php **2.26** bn

▲ 114% YoY | ▲ 21% QoQ

Equity Share in  
Affiliates (Php Mn)

Mynt<sup>2</sup>

2,263

Vega

286

STT

280

Contribution to  
NIBT

12%

2%

2%

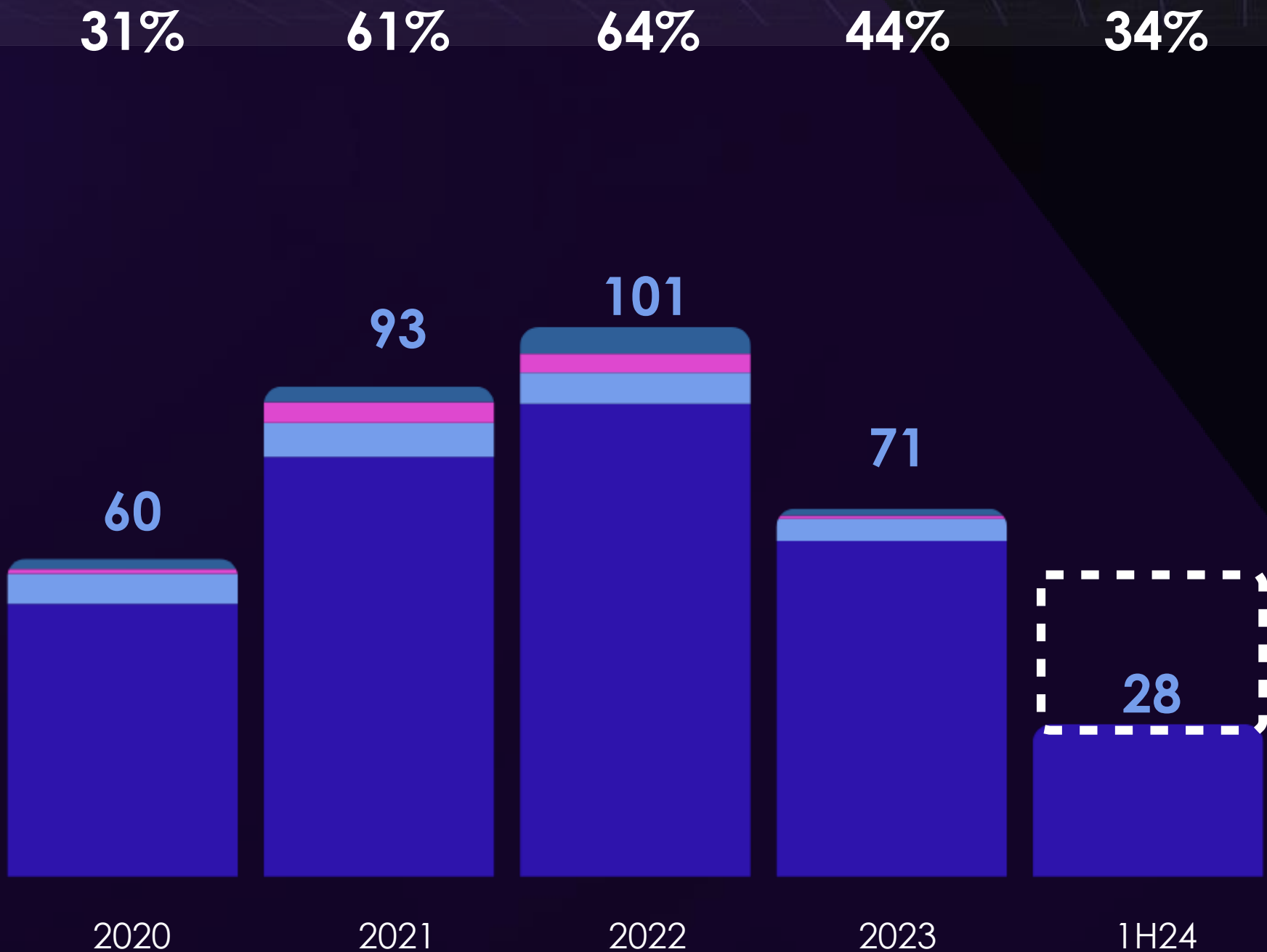
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<sup>2</sup> Prepared on a pro forma basis, adjusted to account for ECPay consolidation in Mynt



# Capital expenditures as of end-June stood at Php28.3 Bn, lower by 25% YoY and on track with our guidance of lower spending

CAPITAL EXPENDITURES (in PhP Bn)



CAPEX-to-Revenue Ratio

31%

61%

64%

44%

34%

## 1H24 CAPITAL EXPENDITURES



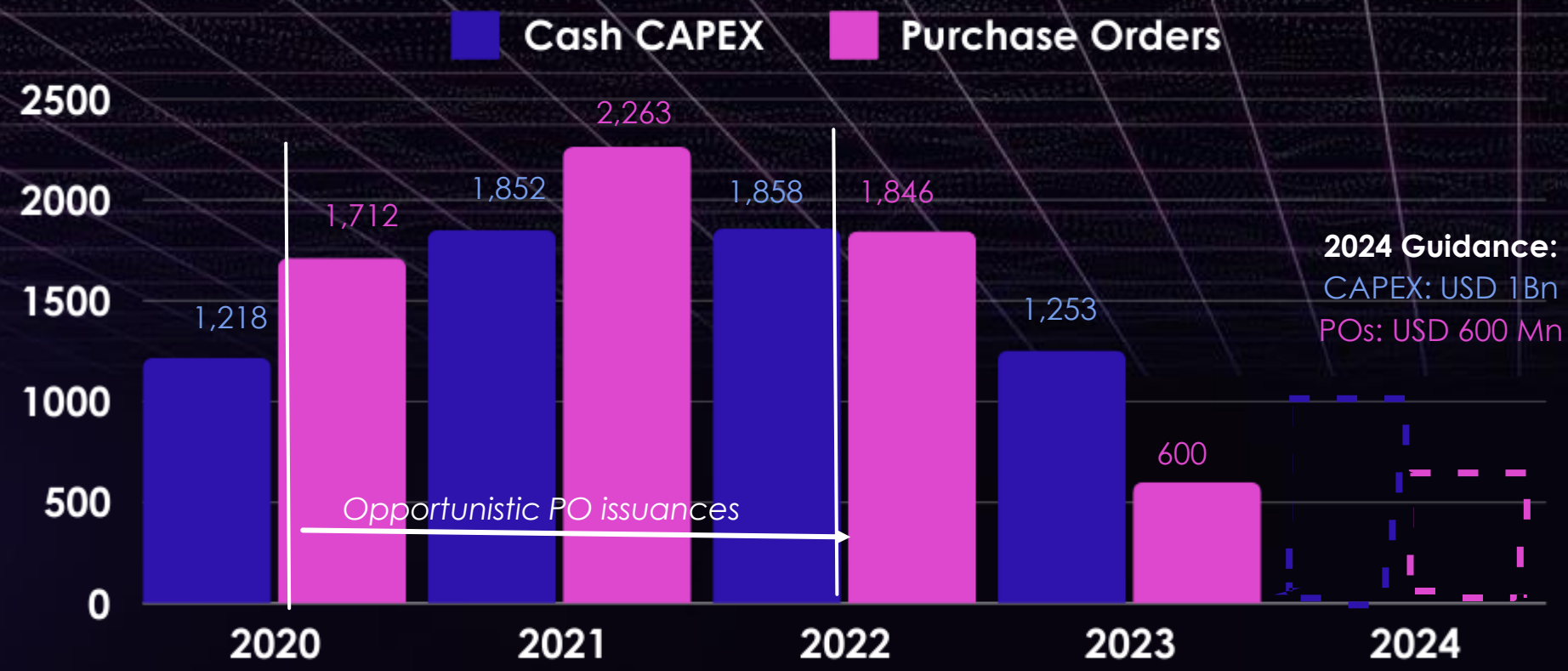
PhP **28.3** Bn

▼ 25% YoY

Lower CAPEX spend on track with our guidance of lower spending



Cash CAPEX vs. Purchase Orders (in USD Mn)



1H24 PO issuances of USD 279Mn down to 57% of actual Cash CAPEX, well in line with Globe's goal of returning to free cash flow positive territory

Free Cash Flow after Interest Payments (in Php Bn)\*

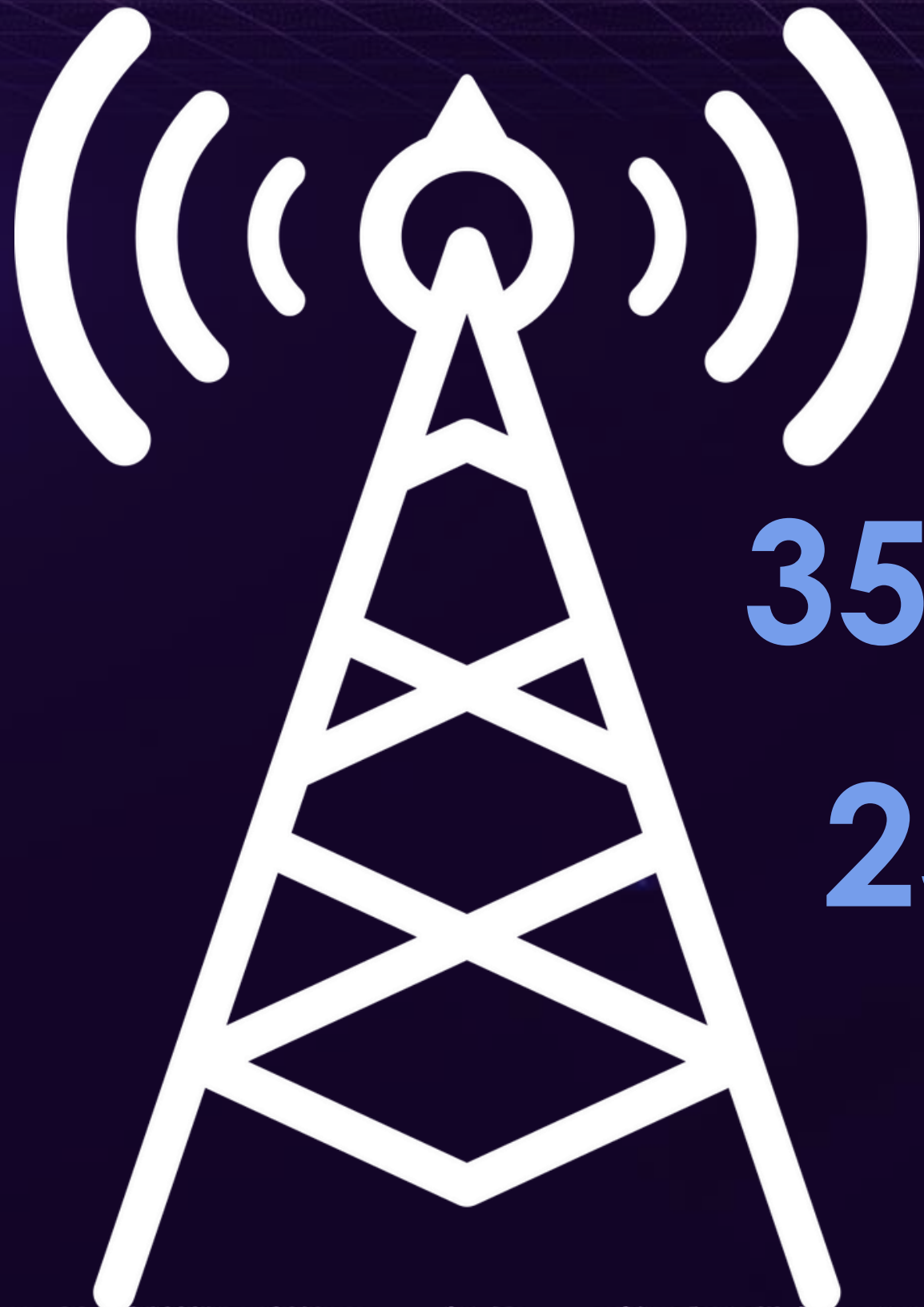


\*Interest payments include dividends paid to preferred shareholders





# CAPEX spending predominantly on data; efficient rollout ensures quality network customer experience

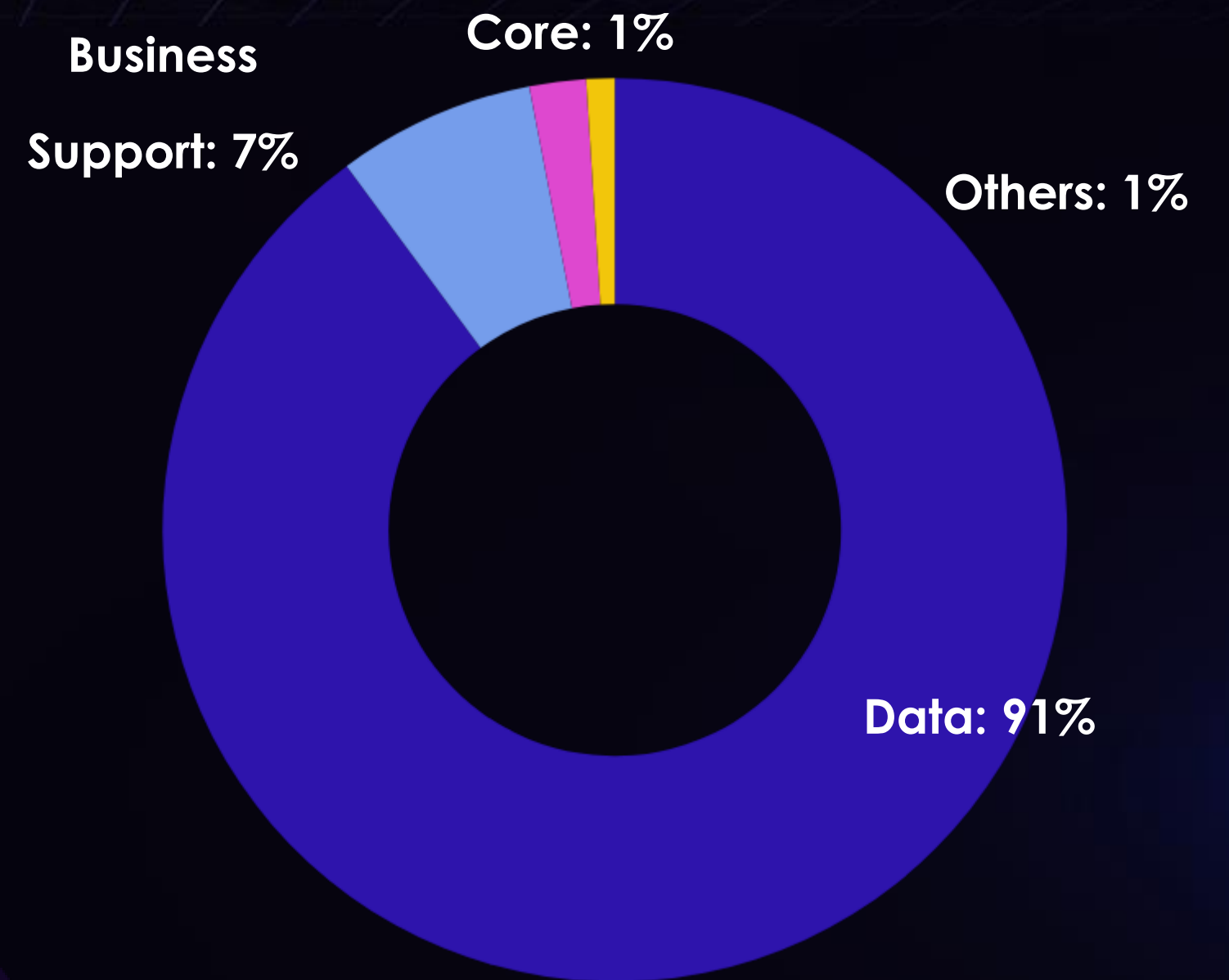


**352** new cell sites built

**256** 5g sites installed

**1,942** upgraded mobile sites

1H24 CAPEX Breakdown





# STT GDC Philippines On Track with its Data Center Builds



## Construction Updates

### STT FAIRVIEW

- Completion by **April 2025**
- Structural completion within 2024, building power up start of 2025
- Healthy customer pipeline

### STT CAVITE 2

- On-site contractor mobilization, site clearing, and temporary facilities works ongoing
- General contractor awarded and long-lead equipment orders placed
- **Available by mid 2025**



22MW IT Capacity today,  
33 MW by 2025,  
**52MW by 2026**



>3,200 racks  
**80% rack utilization\***  
*\*includes contracted space*





# GCash is the first and only \$5B unicorn in the Philippines



**\$5B Valuation**  
More than doubling its \$2B valuation in 2021!

**Ayala**  
One of the largest and most enduring conglomerates in the Philippines

The image shows the Ayala logo, a blue 'X' shape, and the word 'Ayala' in orange. Below it, text describes it as one of the largest and most enduring conglomerates in the Philippines. The background is a cityscape at night.

**MUFG**  
Japan's largest banking group and one of the largest financial institutions globally

The image shows the MUFG logo, a red circle with a white dot inside, and the text 'MUFG'. Below it, text describes it as Japan's largest banking group and one of the largest financial institutions globally. The background is a cityscape at night.

*This deal validates GCash's **critical role in the PH financial ecosystem** and as the **National Champion for Financial Inclusion***

The image shows two women. On the left, a woman wearing a straw hat is looking at a smartphone. On the right, a woman with glasses is smiling. The text is overlaid on the image.



# Championing financial inclusion in everyday moments

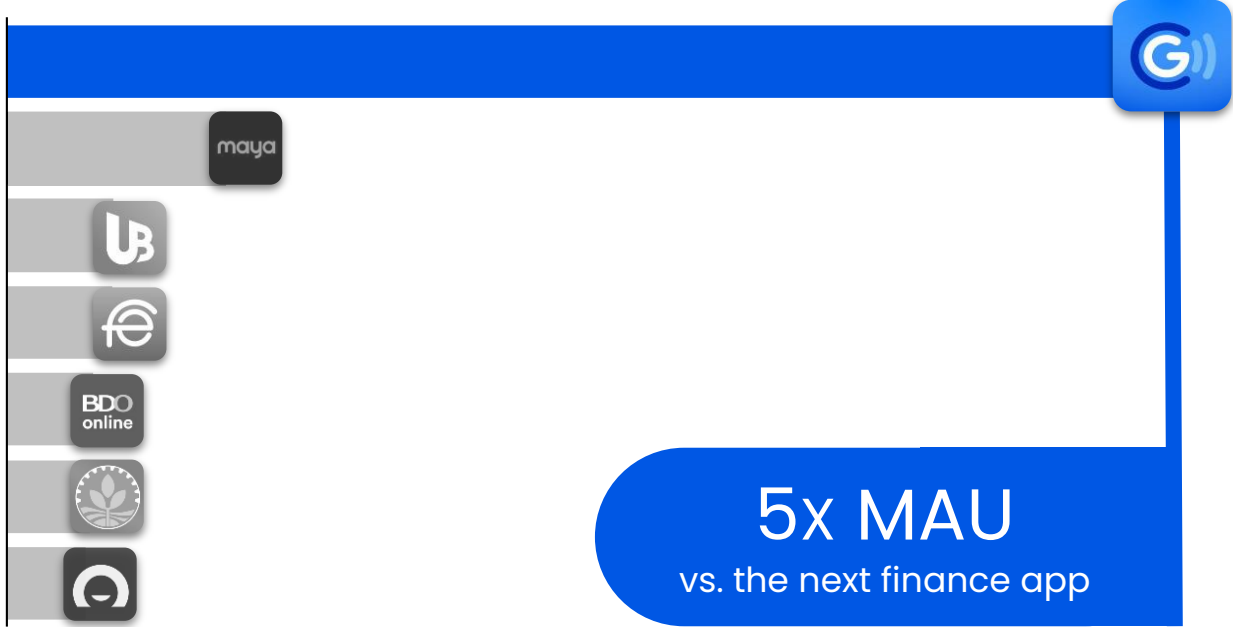


## Sustaining relevance in Filipino lives

**8 in 10**  
Filipinos have used GCash\*

\*as of 2023

Monthly Active Users  
*June data from Data.ai*



## Trailblazing industry excellence

**Customer Experience Solution Award**  
PHILIPPINES

**SME Solution Award**  
PHILIPPINES

**GOLD in Innovative Use of Tech in Customer Service**  
FINANCIAL SERVICES

**SILVER in Innovation in Digital Transformation**  
FINANCIAL SERVICES



# Creating more opportunities through financial services

## Lending

Loans Disbursed (LTD) ▲ 73% YoY  
**Php 155B**

Unique Borrowers (Jun '24) ▲ 71% YoY  
**5.4M**

**Farmer Loans**

**GCash x Farm Konekt** to provide farmers and fisherfolks access to non-collateralized loans

## Wealth Management

GStocks Users ▲ 7969% YoY  
**682K**

GSave Users ▲ 27% YoY  
**10.9M**

**NEW GSave Tab**

**Launch of Savings tab** to build the habit of saving of Filipinos through easy savings account opening

## Insurance

Policies Sold (LTD) ▲ 156% YoY  
**28.3M**

GInsure Users (AAU) ▲ 140% YoY  
**7.8M**

**Smart Flight Delay Insurance**

**GCash x Oona Insurance** to provide Filipino travelers with comfort and convenience in case of flight delays



# Unlocking new ways for Filipinos to maximize GCash

## Sakto Loans

Borrow with **GCash** 

Basta good payer, may better offer!

**Level up na ang credit limit mo**

Mag-GLoan Sakto ulit!



**Enabling eligible borrowers to avail high-ticket loans**

*Graduate from Sakto to higher CL core products*

**400K**  
Unique Borrowers

## GStocks PH



**Swak sa bursa. ₱700 lang may investment na.**

Handa na mag-invest with GStocks PH

**GCash**  
GStocks PH

**Boosting number of investors in PH stock market**

*Easy and affordable trading via GCash app*


**1 in 5**  
PSE accounts trade via GCash

## Send Money Protect

**GCash** 

Know more about **SEND MONEY PROTECT**

Learn more



EXPRESS SEND

Send to: Online Store **FAKE**

Amount: ₱ 900.00


I-protect ang padala laban sa scams for PHP 30!

**Providing extra protection from scammers**

*Protection for 30 days for just 30 pesos*

**6.3M**  
SMP Policy Subscribers


## GJobs

**GCash** 

Makakatulong ka na, kikita ka pa!

Help a friend and get up to ₱10k with **GJobs**

Refer now via the GCash app!




**Providing more opportunities to find livelihood**

*Earn additional income for a brighter tomorrow*

**1.3M**  
Users (LTD)

## International Bank Cash-In

**GCash Overseas** 

Kabayan, magpadala na sa Pinas!

**FREE Cash In from over 12,000 US banks!**




**GCash** is a Philippine e-wallet supervised by the Bangko Sentral ng Pilipinas

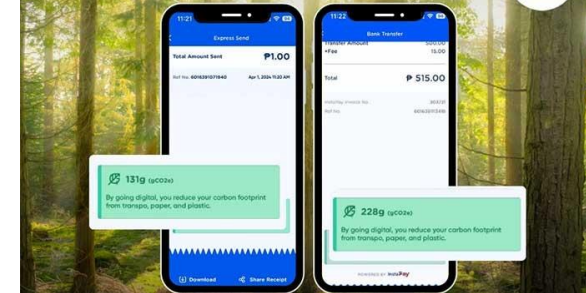
**Expanded cash-in options for GCash users in the US**

*Cash-in for FREE from over 12,000 US banks*

GCash is the **#2** Finance App in UAE

## GForest

**GCash** 



**Green Transactions Alert**

New feature shows carbon avoided by doing digital transactions

EXPRESS SEND and BANK TRANSFERS

**Track the green impact of every GCash transaction**

*Available for Send Money & Bank Transfers*

**138K Tonnes**  
CO<sub>2</sub> Reduced





# Financial Highlights





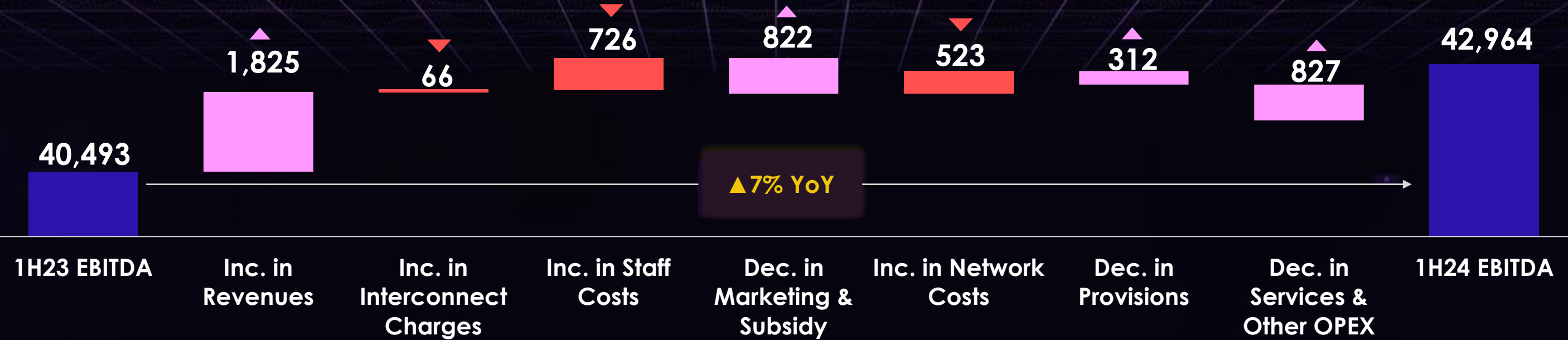
# Topline expansion driven by data; Core NIAT higher on controlled costs, strong EBITDA improvement

	1H 2024	1H 2023*	YoY %	2Q 2024	1Q 2024	QoQ %
<b>Gross Service Revenues</b>	82,226	79,153	▲4%	41,077	41,148	=
<b>OPEX and Subsidy</b>	(39,262)	(39,004)	▲1%	(19,465)	(19,798)	▼2%
<b>EBITDA</b>	42,964	40,149	▲7%	21,613	21,351	▲1%
<b>EBITDA Margin</b>	52.3%	50.7%		52.6%	51.9%	
<b>Depreciation</b>	(24,761)	(22,863)	▲8%	(12,461)	(12,300)	▲1%
Network & Non-network Builds	(20,782)	(19,969)	▲4%	(10,399)	(10,383)	=
Capitalized Leases	(3,979)	(2,894)	▲38%	(2,062)	(1,917)	▲8%
<b>EBIT</b>	18,203	17,286	▲5%	9,152	9,051	▲1%
<b>Non-Op Income (Charges)</b>	203	1,437	▼86%	593	(390)	▼252%
<b>Provision for Tax</b>	(3,869)	(4,582)	▼16%	(2,004)	(1,865)	▲7%
<b>Net Income</b>	14,537	14,141	▲3%	7,741	6,796	▲14%
<b>Core Net Income<sup>2</sup></b>	11,712	9,711	▲21%	5,914	5,798	▲2%
<b>Normalized Net Income</b>	11,921	9,767	▲22%	6,111	5,810	▲5%
<b>Normalized Core Net Income</b>	11,712	9,711	▲21%	5,914	5,798	▲2%

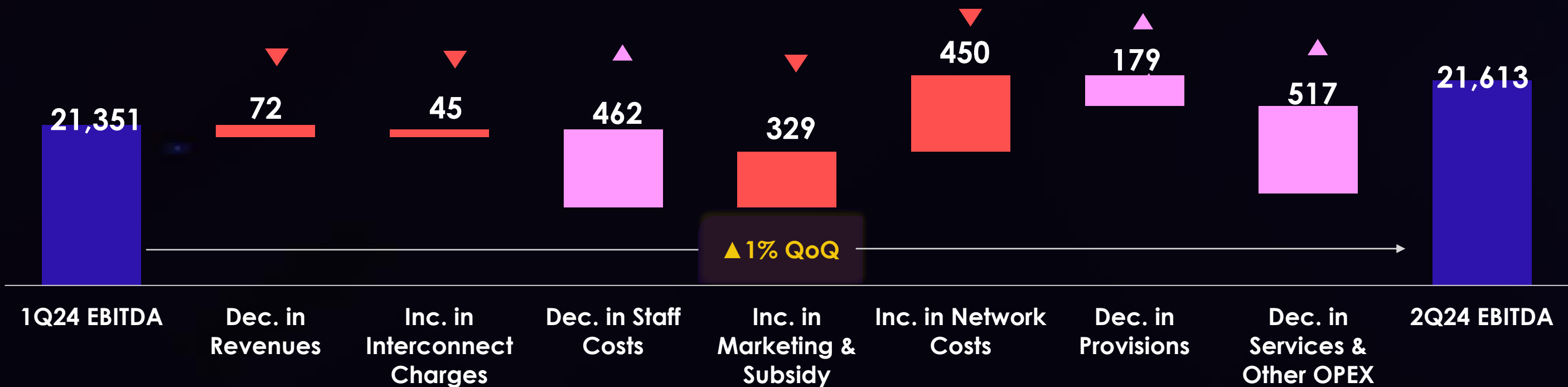
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**EBITDA margin tracking above guidance** on the back of effective cost management; lower OPEX complementing strong topline performance

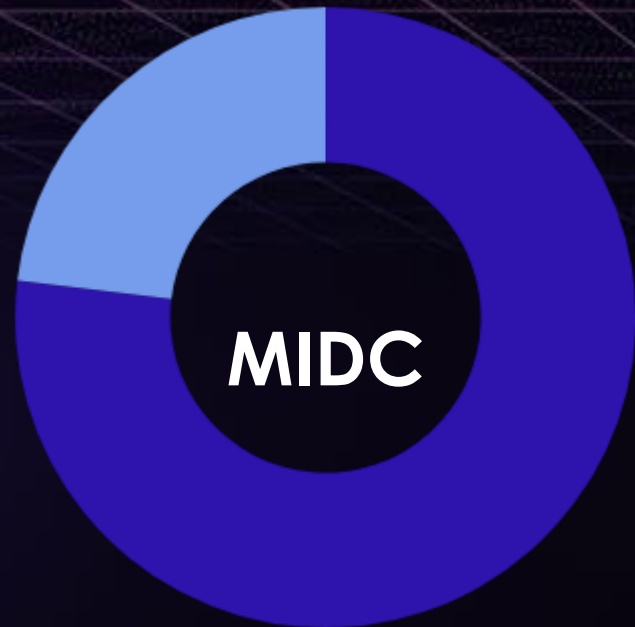


**QoQ**  
in PhP Mn



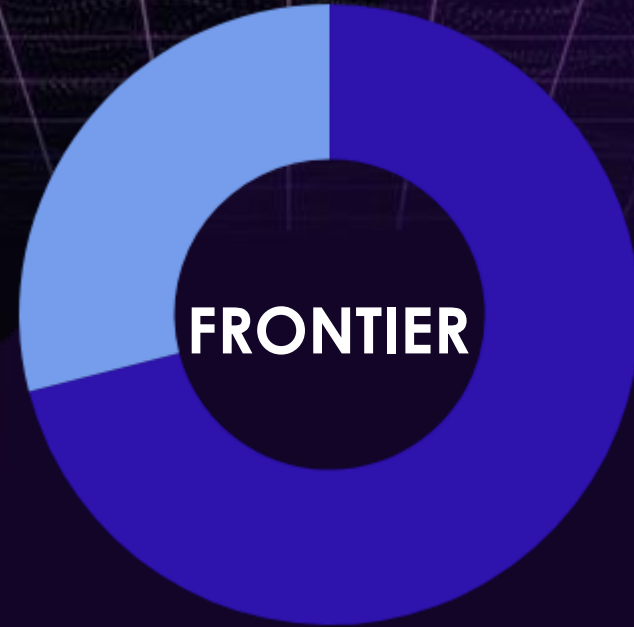


Total gross proceeds as of end-June 2024 at P72.1 billion;  
Frontier portfolio fully turned over as of July



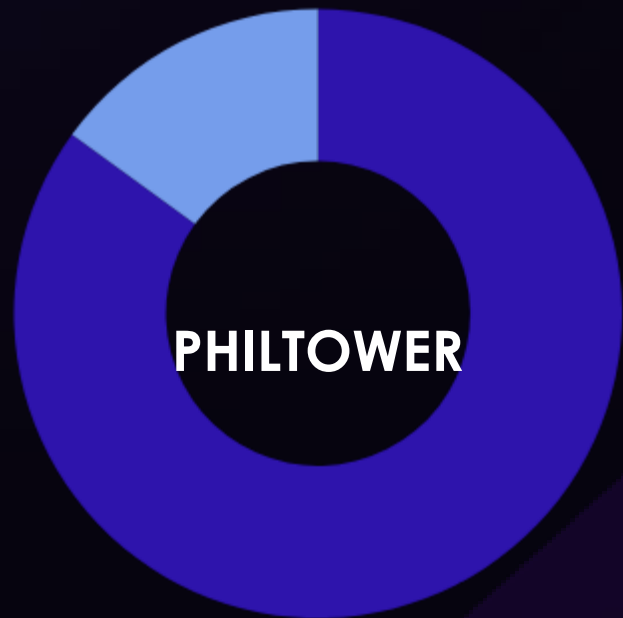
MIDC

php **20.0** bn



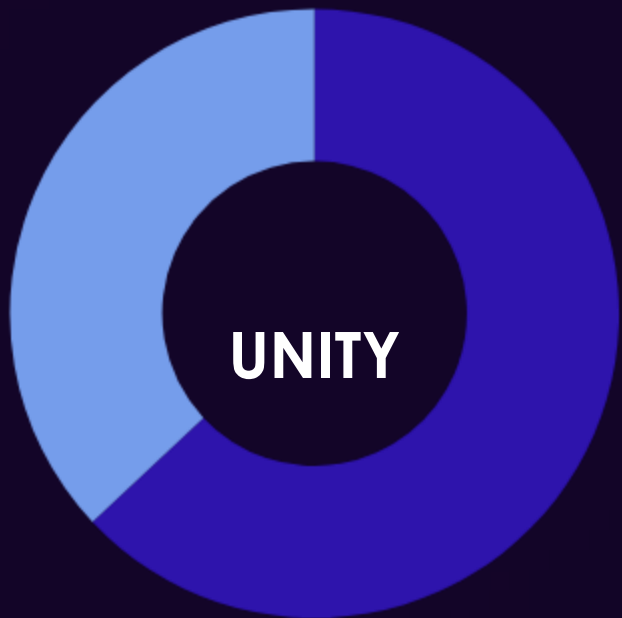
FRONTIER

php **31.6** bn



PHILTOWER

php **17.0** bn



UNITY

php **3.4** bn



Closed out Frontier Towers last July 23, 2024 (100% turnover),  
bringing total closings-to-date proceeds to P85.2 billion



Globe BOD approved 3Q24 dividend of Php25/share underlying our commitment to sustainable and competitive returns

## 3Q24 CASH DIVIDENDS

php **25.00** /sh

PAYMENT DATE: 09/05/2024

RECORD DATE: 08/20/2024





# Balance sheet remains healthy despite challenging macro environment; improving gearing ratios, well within bank covenants

	1H 2024	FY 2023
Cash (in Php Bn)	18.6	16.6
Gross Debt (in Php Bn)	248.7	250.0
Gross Debt to Equity <sup>1</sup> (Max of 3:1)	1.49x	1.56x
Net Debt to Equity	1.38x	1.46x
Gross Debt to EBITDA (Max of 3.5:1)	2.68x	2.75x
Net Debt to EBITDA	2.48x	2.57x
Debt Service Coverage Ratio (Min of 1.3x) <sup>2</sup>	1.60x	2.18x

<sup>1</sup> Debt to equity ratios are no longer required as part of loan covenants following the redemption of Php3,000 million retail bonds last July 2023.

<sup>2</sup> Decline in DSCR is due to higher debt service driven by increase in debt repayments while EBITDA remains flat.



# Reaffirming Globe's consolidated 2024 outlook; all things largely on track

## REVENUES

Low- to mid-single digit  
% growth



## CASH CAPEX

USD 1.0Bn



## EBITDA MARGIN

~50%



## PO ISSUANCES

USD 600Mn

## OTHER CONSIDERATIONS:

- Ongoing completion of tower turnover, **majority of the proceeds expected to come within the year**
- Focus on **Free Cash Flow sustainability**, targets **below USD1.0 Billion Cash CAPEX by 2025**
- Target **positive Free Cash Flow by 2025**





# Thank you!