

PLDT Inc.  
Form 6-K  
November 08, 2018

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

REPORT OF FOREIGN ISSUER

PURSUANT TO RULE 13a-16 OR 15d-16

OF THE SECURITIES EXCHANGE ACT OF 1934

November 8, 2018

PLDT INC.

(Translation of registrant's name into English)

Ramon Cojuangco Building

Makati Avenue, Makati City

Philippines

(Address of registrant's principal executive office)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.  
Form 20-F    Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T  
Rule 101 (b) (1):    Yes        No

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Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T  
Rule 101 (b) (7):   Yes       No

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby  
furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.  
      Yes       No

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereto duly authorized.

PLDT  
PLDT INC.  
(Registrant)

By: /s/ Ma.  
    Lourdes C.  
    Rausa-Chan

Name: Ma. Lourdes  
      C.  
      Rausa-Chan  
Title: Corporate  
      Secretary

Date: 11/08/2018

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SEC Number PW-55  
File Number

PLDT Inc.

(Company's Full Name)

Ramon Cojuangco Building  
Makati Avenue, Makati City

(Company's Address)

(632) 816-8556

(Telephone Number)

Not Applicable

(Fiscal Year Ending)

(month & day)

SEC Form 17-Q

Form Type

Not Applicable

Amendment Designation (if applicable)

September 30, 2018

Period Ended Date

Not Applicable

(Secondary License Type and File Number)

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November 8, 2018

Securities & Exchange Commission

Secretariat Building, PICC Complex

Roxas Boulevard, Pasay City

Attention: Mr. Vicente Graciano P. Felizmenio, Jr.  
Director – Markets and Securities Regulations Dept.

Gentlemen:

In accordance with Section 17.1(b) of the Securities Regulation Code and SRC Rule 17.1.1.1.2, we submit herewith two (2) copies of SEC Form 17-Q with Management's Discussion and Analysis and accompanying unaudited consolidated financial statements for the nine months (9) months ended September 30, 2018.

Very truly yours,

/s/ Ma. Lourdes C. Rausa-Chan  
MA. LOURDES C. RAUSA-CHAN  
Corporate Secretary

COVER SHEET

SEC  
Registration  
Number  
PW-55

Company Name

PLDT INC.

Principal Office (No./Street/Barangay/City/Town/Province)

R AMON COJ UANGCO BUI LDI NG  
MAKATI AVENUE MAKATI CI TY

Form Type	Department requiring the report	Secondary License Type, If Applicable
17-Q	MSRD	

COMPANY INFORMATION

Company's Email Address      Company's Telephone Number/s      Mobile Number  
jacabal@pldt.com.ph      (02) 816-8534

No. of Stockholders

Annual Meeting

Fiscal Year





SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-Q

QUARTERLY REPORT PURSUANT TO SECTION 17

OF THE SECURITIES REGULATION CODE (“SRC”) AND

SRC 17 (2) (b) THEREUNDER

1. For the quarterly period ended September 30, 2018
2. SEC Identification Number PW-55
3. BIR Tax Identification No. 000-488-793
4. PLDT Inc.  
Exact name of registrant as specified in its charter
5. Republic of the Philippines  
Province,  
country or other jurisdiction of incorporation or organization
6. Industry Classification Code: (SEC Use Only)
7. Ramon Cojuangco Building, Makati Avenue, Makati City 0721

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Address of            Postal Code  
registrant's  
principal  
office

8. (632) 816-8556  
Registrant's  
telephone  
number,  
including area  
code

9. Not Applicable  
Former name,  
former address,  
and former  
fiscal year, if  
changed since  
last report

10. Securities  
registered  
pursuant to  
Sections 8 of the  
SRC

Title of Each Class	Number of Shares of Common Stock Outstanding
Common Capital Stock, Php5 par value	216,055,775 shares as at September 30, 2018

11. Are any or all of  
these securities  
listed on the  
Philippine Stock  
Exchange?

Yes [ X ] No [ ]

12. Check whether  
the registrant

(a) has filed all reports required  
to be filed by Section 17 of  
the Code and SRC Rule 17  
thereunder or Section 11 of

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the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of the Corporation Code of the Philippines, during the preceding 12 months (or for such shorter period the registrant was required to file such reports):

Yes [ X ] No [ ]

(b) has been subject to such filing requirements for the past 90 days.

Yes [ X ] No [ ]

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## PART I – FINANCIAL INFORMATION

### Item 1. Consolidated Financial Statements

Our consolidated financial statements as at September 30, 2018 (unaudited) and December 31, 2017 (audited) and for the nine months ended September 30, 2018 and 2017 (unaudited) and related notes (pages F-1 to F-151) are filed as part of this report on Form 17-Q.

### Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations

In the following discussion and analysis of our financial condition and results of operations, unless the context indicates or otherwise requires, references to “we,” “us,” “our” or “PLDT Group” mean PLDT Inc. and its consolidated subsidiaries, and references to “PLDT” mean PLDT Inc., not including its consolidated subsidiaries (please see Note 2 – Summary of Significant Accounting Policies to the accompanying unaudited consolidated financial statements for the list of these subsidiaries, including a description of their respective principal business activities and PLDT’s direct and/or indirect equity interest).

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the accompanying unaudited consolidated financial statements and the related notes. Our unaudited consolidated financial statements, and the financial information discussed below, have been prepared in accordance with Philippine Financial Reporting Standards, or PFRS, which is virtually converged with International Financial Reporting Standards as issued by the International Accounting Standards Board. PFRS differs in certain significant respects from generally accepted accounting principles, or GAAP, in the U.S.

The financial information appearing in this report and in the accompanying unaudited consolidated financial statements is stated in Philippine pesos. Unless otherwise indicated, translations of Philippine peso amounts into U.S. dollars in this report and in the accompanying unaudited consolidated financial statements were made based on the exchange rate of Php54.10 to US\$1.00, the exchange rate as at September 30, 2018 quoted through the Bankers Association of the Philippines.

Some information in this report may contain forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. We have based these forward-looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as “believe,” “plan,” “anticipate,” “continue,” “estimate,” “expect,” “may,” “will” or other similar

A forward-looking statement may include a statement of the assumptions or bases underlying the forward-looking statement. We have chosen these assumptions or bases in good faith. These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. In addition, these forward-looking statements reflect our current views with respect to future events and are not a guarantee of future performance. Actual results may differ materially from information contained in the forward-looking statements as a result of a number of factors, including, without limitation, the risk factors. When considering forward-looking statements, you should keep in mind the description of risks and other cautionary statements in this report. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as at the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the statements in this report after the date hereof. In light of these risks and uncertainties, you should keep in mind that

actual results may differ materially from any forward-looking statement made in this report or elsewhere.

## Financial Highlights and Key Performance Indicators

	Nine months ended		Increase	
	September 30, 2018	2017	(Decrease) Amount	%
(amounts in million Php, except for EBITDA margin, earnings per common share)				
<b>Consolidated Income Statement</b>				
Revenues	123,151	119,066	4,085	3
Expenses	101,593	96,495	5,098	5
Other income (expenses)	(309 )	5,307	(5,616)	(106)
Income before income tax	21,249	27,878	(6,629)	(24 )
Net income	16,326	21,942	(5,616)	(26 )
Core income	18,895	23,189	(4,294)	(19 )
EBITDA	49,699	49,129	570	1
EBITDA margin <sup>(1)</sup>	43 %	43 %	—	—
Reported earnings per common share:				
Basic	75.09	101.06	(25.97)	(26 )
Diluted	75.09	101.06	(25.97)	(26 )
Core earnings per common share <sup>(2)</sup> :				
Basic	87.25	107.12	(19.87)	(19 )
Diluted	87.25	107.12	(19.87)	(19 )

	September	December 31, 2017	Increase	
	30, 2018		(Decrease) Amount	%
(amounts in million Php, except for net debt to equity ratio)				
<b>Consolidated Statements of Financial Position</b>				
Total assets	470,841	459,444	11,397	2
Property and equipment	194,748	186,907	7,841	4
Cash and cash equivalents and short-term investments	50,052	33,979	16,073	47
Total equity attributable to equity holders of PLDT	109,478	106,842	2,636	2
Long-term debt, including current portion	179,223	172,611	6,612	4
Net debt <sup>(3)</sup> to equity ratio	1.18x	1.30x	—	—

	Nine months ended September		Change	
	30, 2018	2017	Amount	%
(amounts in million Php, except for operational data)				
<b>Consolidated Statements of Cash Flows</b>				
Net cash provided by operating activities	42,622	27,355	15,267	56



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Net cash used in investing activities	(17,988 )	(4,843 )	(13,145 )	(271 )
Payment for purchase of property and equipment, including				
capitalized interest	40,484	10,993	29,491	268
Net cash used in financing activities	(14,038 )	(36,247 )	22,209	61
Operational Data				
Number of mobile subscribers	58,034,007	58,218,034	(184,027)	—
Prepaid <sup>(4)</sup>	55,627,968	55,651,398	(23,430 )	—
Postpaid	2,406,039	2,566,636	(160,597)	(6 )
Number of broadband subscribers	2,054,225	1,903,412	150,813	8
Fixed Line broadband	1,859,210	1,651,515	207,695	13
Fixed Wireless broadband	195,015	251,897	(56,882 )	(23 )
Number of fixed line subscribers	2,778,274	2,614,248	164,026	6
Number of employees:	16,978	17,567	(589 )	(3 )
Fixed Line	10,264	10,629	(365 )	(3 )
LEC	8,091	6,803	1,288	19
Others	2,173	3,826	(1,653 )	(43 )
Wireless	6,014	6,938	(924 )	(13 )
Others <sup>(5)</sup>	700	—	700	—

<sup>(1)</sup>EBITDA margin for the period is measured as EBITDA divided by service revenues.

<sup>(2)</sup>Core earnings per common share, or EPS, for the period is measured as core income divided by the weighted average number of outstanding common shares for the period.

<sup>(3)</sup>Net debt is derived by deducting cash and cash equivalents and short-term investments from total debt (long-term debt, including current portion).

2

(4) Beginning 2Q2017, the prepaid subscriber base excludes subscribers who did not reload within 90 days vis-à-vis 120 days previous cut-off.

(5) Includes Voyager headcount resulting from the transfer of Voyager Innovations Holdings Pte. Ltd., or VIH, from Smart to PLDT Communications and Energy Ventures, Inc., or PCEV, in April 2018.

	Month end	Weighted average rates during the year
Exchange Rates – per US\$ rates		
September 30, 2018	54.10	52.50
December 31, 2017	49.96	50.41
September 30, 2017	50.83	50.24
December 31, 2016	49.77	47.48

## Performance Indicators

We use a number of non-GAAP performance indicators to monitor financial performance. These are summarized below and discussed later in this report.

### EBITDA

EBITDA for the period is measured as net income excluding depreciation and amortization, amortization of intangible assets, asset impairment on noncurrent assets, financing costs – net, interest income, equity share in net earnings (losses) of associates and joint ventures, foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net, provision for (benefit from) income tax and other income – net. EBITDA is monitored by management for each business unit separately for purposes of making decisions about resource allocation and performance assessment. EBITDA is presented also as a supplemental disclosure because our management believes that it is widely used by investors in their analysis of the performance of PLDT and to assist them in their comparison of PLDT’s performance with that of other companies in the technology, media and telecommunications sector. We also present EBITDA because it is used by some investors as a way to measure a company’s ability to incur and service debt, make capital expenditures and meet working capital requirements. Companies in the technology, media and telecommunications sector have historically reported EBITDA as a supplement to financial measures in accordance with PFRS. EBITDA should not be considered as an alternative to net income as an indicator of our performance, as an alternative to cash flows from operating activities, as a measure of liquidity or as an alternative to any other measure determined in accordance with PFRS. Unlike net income, EBITDA does not include depreciation and amortization, and financing costs and, therefore, does not reflect current or future capital expenditures or the cost of capital. We compensate for these limitations by using EBITDA as only one of several comparative tools, together with PFRS-based measurements, to assist in the evaluation of operating performance. Such PFRS-based measurements include income before income tax, net income, cash flows from operations and cash flow data. We have significant uses of cash flows, including capital expenditures, interest payments, debt principal repayments, taxes and other non-recurring charges, which are not reflected in EBITDA. Our calculation of EBITDA may be different from the calculation methods used by other companies and, therefore, comparability may be limited.

## Core Income

Core income for the period is measured as net income attributable to equity holders of PLDT (net income less net income attributable to noncontrolling interests), excluding foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net (excluding hedge costs), asset impairment on noncurrent assets, other non-recurring gains (losses), net of tax effect of aforementioned adjustments, as applicable, and similar adjustments to equity share in net earnings (losses) of associates and joint ventures. The core income results are monitored by management for each business unit separately for purposes of making decisions about resource allocation and performance assessment. Also, core income is used by management as a basis of determining the level of dividend payouts to shareholders and basis of granting incentives to employees. Core income should not be considered as an alternative to income before income tax or net income determined in accordance with PFRS as an indicator of our performance. Unlike income before income tax, core income does not include foreign exchange gains and losses, gains and losses on derivative financial instruments, asset impairments and other non-recurring gains and losses. We compensate for these limitations by using core income as only one of several comparative tools, together with PFRS-based measurements, to assist in the evaluation of operating performance. Such PFRS-based measurements include income before income tax and net income. Our calculation of core income may be different from the calculation methods used by other companies and, therefore, comparability may be limited.

## Overview

We are the largest and most diversified telecommunications company in the Philippines which delivers data and multimedia services nationwide. We have organized our business into business units based on our products and services and have three reportable operating segments which serve as the bases for management's decision to allocate resources and evaluate operating performance:

• **Wireless** — mobile telecommunications services provided by Smart Communications, Inc., or Smart, and Digitel Mobile Philippines, Inc., or DMPI, our mobile service providers; Smart Broadband, Inc., or SBI, and Primeworld Digital Systems, Inc., or PDSI, our wireless broadband service providers; and certain subsidiaries of PLDT Global Corporation, or PLDT Global, our mobile virtual network operations, or MVNO, provider;

• **Fixed Line** — fixed line telecommunications services primarily provided by PLDT. We also provide fixed line services through PLDT's subsidiaries, namely, PLDT Clark Telecom, Inc., PLDT Subic Telecom, Inc., PLDT-Philcom, Inc. or Philcom, and its subsidiaries, or Philcom Group, PLDT-Maratel, Inc., Bonifacio Communications Corporation, PLDT Global and certain subsidiaries and Digitel, all of which together account for approximately 4% of our consolidated fixed line subscribers; data center, cloud, big data, managed security services, managed IT services and resellership provided by ePLDT, Inc., or ePLDT, IP Converge Data Services, Inc., or IPCDSI, and subsidiary, or IPCDSI Group, ABM Global Solutions, Inc., or AGS, and its subsidiaries, or AGS Group, Curo Teknika, Inc. and ePDS, Inc., or ePDS; business infrastructure and solutions, intelligent data processing and implementation services and data analytics insight generation provided by Talas Data Intelligence, Inc., or Talas; distribution of Filipino channels and content by Pilipinas Global Network Limited and its subsidiaries; and

• **Others** — Voyager Innovations, Inc., or Voyager, and certain subsidiaries, our mobile applications and digital platforms developers and mobile financial services provider; PCEV, PLDT Global Investment Holdings, Inc., Mabuhay Investments Corporation, PLDT Global Investments Corporation, or PGIC, PLDT Digital Investments Pte. Ltd., or PLDT Digital, and its subsidiaries, our investment companies.

As at September 30, 2018, our chief operating decision maker, or our Management Committee, views our business activities in three business units: Wireless, Fixed Line and Others.

## Management's Financial Review

In addition to consolidated net income, we use EBITDA and core income to assess our operating performance. The reconciliation of our consolidated net income to our consolidated EBITDA and our consolidated core income for the nine months ended September 30, 2018 and 2017 are set forth below.

The following table shows the reconciliation of our consolidated net income to our consolidated EBITDA for the nine months ended September 30, 2018 and 2017:

	2018	2017
	(amounts in million Php)	
Consolidated net income	16,326	21,942
Add (deduct) adjustments:		
Depreciation and amortization	27,500	25,547
Financing costs – net	5,292	5,628
Provision for income tax	4,923	5,936

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Foreign exchange losses – net	891	787
Amortization of intangible assets	641	622
Impairment of investments	60	778
Noncurrent asset impairment	—	389
Equity share in net earnings of associates and joint ventures	(199 )	(2,734 )
Gains on derivative financial instruments – net	(1,053 )	(650 )
Interest income	(1,396 )	(1,023 )
Other income – net	(3,286 )	(8,093 )
Total adjustments	33,373	27,187
Consolidated EBITDA	49,699	49,129

The following table shows the reconciliation of our consolidated net income to our consolidated core income for the nine months ended September 30, 2018 and 2017:

	2018	2017
	(amounts in million Php)	
Consolidated net income	16,326	21,942
Add (deduct) adjustments:		
Depreciation due to shortened life of property and equipment	4,511	—
Foreign exchange losses – net	891	787
Investment written-off	362	—
Impairment of investments	60	778
Core income adjustment on equity share in net losses of associates and joint ventures	45	66
Noncurrent asset impairment	—	389
Net income attributable to noncontrolling interests	(57 )	(64 )
Unrealized gain in fair value of Rocket Internet investment	(1,089 )	—
Gains on derivative financial instruments – net, excluding hedge costs	(1,091 )	(818 )
Net tax effect of aforementioned adjustments	(1,063 )	109
Total adjustments	2,569	1,247
Consolidated core income	18,895	23,189

## Results of Operations

The following table shows the contribution by each of our business segments to our consolidated revenues, expenses, other income (expense), income (loss) before income tax, provision for income tax, net income (loss)/segment profit (loss), EBITDA, EBITDA margin and core income for the nine months ended September 30, 2018 and 2017. In each of the nine months ended September 30, 2018 and 2017, majority of our revenues are derived from our operations within the Philippines. Our revenues derived from outside the Philippines consist primarily of revenues from incoming international calls to the Philippines.

In 2017, we changed the presentation of our expenses by combining certain line items to simplify our reporting while maintaining the same level of information.

	Inter-segment				
	Wireless	Fixed Line	Others	Transactions	Consolidated
	(amounts in million Php, except for EBITDA margin)				
For the nine months ended September 30, 2018					
Revenues	67,675	63,336	610	(8,470 )	123,151
Expenses	58,558	50,720	1,957	(9,642 )	101,593
Other income (expenses)	(586 )	(960 )	2,791	(1,554 )	(309 )
Income (loss) before income tax	8,531	11,656	1,444	(382 )	21,249

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Provision for income tax	2,221	2,483	219	—	4,923
Net income (loss)/Segment profit (loss)	6,310	9,173	1,225	(382 )	16,326
EBITDA	25,433	24,320	(1,226)	1,172	49,699
EBITDA margin <sup>(1)</sup>	41 %	40 %	-210 %	—	43 %
Core income	9,514	8,982	781	(382 )	18,895

For the nine months ended September 30, 2017

Revenues	70,271	58,075	8	(9,288 )	119,066
Expenses	61,372	45,550	43	(10,470 )	96,495
Other income (expenses)	(1,250 )	(1,180 )	9,158	(1,421 )	5,307
Income (loss) before income tax	7,649	11,345	9,123	(239 )	27,878
Provision for income tax	2,751	3,099	86	—	5,936
Net income (loss)/Segment profit (loss)	4,898	8,246	9,037	(239 )	21,942
EBITDA	25,623	22,359	(35 )	1,182	49,129
EBITDA margin <sup>(1)</sup>	38 %	40 %	-438 %	—	43 %
Core income	5,757	7,810	9,861	(239 )	23,189

Increase (Decrease)

Revenues	(2,596 )	5,261	602	818	4,085
Expenses	(2,814 )	5,170	1,914	828	5,098
Other income (expenses)	664	220	(6,367)	(133 )	(5,616 )
Income (loss) before income tax	882	311	(7,679)	(143 )	(6,629 )
Provision for income tax	(530 )	(616 )	133	—	(1,013 )
Net income (loss)/Segment profit (loss)	1,412	927	(7,812)	(143 )	(5,616 )
EBITDA	(190 )	1,961	(1,191)	(10 )	570
Core income	3,757	1,172	(9,080)	(143 )	(4,294 )

<sup>(1)</sup>EBITDA margin for the period is measured as EBITDA divided by service revenues.

In the first quarter of 2018, we adopted PFRS 15 using the modified retrospective approach. i.e. contracts that are not completed by January 1, 2018 are accounted as if they were recognized in accordance with the new standard from the very beginning. The cumulative effect arising from the transition was recognized as an adjustment to the opening balance of the equity.

The following is the impact of PFRS 15 adoption in our profit and loss for the nine months ended September 30, 2018:

	PFRS 15 Impact			
	PAS 18	Wireless Line	Fixed	PFRS 15
	(amounts in million Php)			
Service revenues	117,741	(2,547)	(318)	114,876
Non-service revenues	5,995	2,115	165	8,275
Other income – interest income	1,088	200	108	1,396
Income before tax	21,564	(269 )	(46 )	21,249
Provision for income tax	5,018	(81 )	(14 )	4,923
Net income	16,546	(188 )	(32 )	16,326
EBITDA	50,321	(469 )	(153)	49,699
EBITDA margin	43 %	—	—	43 %
Core income	19,115	(188 )	(32 )	18,895

#### On a Consolidated Basis

##### Revenues

We reported consolidated revenues of Php123,151 million for the nine months ended September 30, 2018, an increase of Php4,085 million, or 3%, as compared with Php119,066 million in the same period in 2017, primarily due to higher revenues from data services in our fixed line business, as well as higher non-service revenues from our wireless and fixed line businesses, partially offset by lower revenues from mobile and home broadband services from our wireless business, and lower voice revenues from our fixed line business.

In compliance with Memorandum Circular No. 05-07-2018 issued by the National Telecommunications Commission, or NTC, the interconnection rates for our voice calls were reduced to Php0.50 per minute from Php2.50 per minute, and rates for SMS were down to Php0.05 per message from Php0.15 per message effective September 1, 2018.





The following table shows the breakdown of our consolidated revenues by services for the nine months ended September 30, 2018 and 2017:

	Wireless	Fixed Line	Others	Inter-segment Transactions	Consolidated
	(amounts in million Php)				
<b>For the nine months ended September 30, 2018</b>					
<b>Service Revenues</b>					
Wireless	62,269			(2,116 )	60,153
Mobile	60,518			(923 )	59,595
Home broadband	124			—	124
Digital platforms and mobile financial services	301			(4 )	297
MVNO and others	1,326			(1,189 )	137
Fixed Line		60,491		(6,349 )	54,142
Voice		18,818		(1,680 )	17,138
Data		40,440		(4,160 )	36,280
Home broadband		19,934		(197 )	19,737
Corporate data and ICT		20,506		(3,963 )	16,543
Miscellaneous		1,233		(509 )	724
Others			585	(4 )	581
<b>Total Service Revenues</b>	<b>62,269</b>	<b>60,491</b>	<b>585</b>	<b>(8,469 )</b>	<b>114,876</b>
<b>Non-Service Revenues</b>					
Sale of computers, phone units and mobile handsets	5,406	2,434	25	(7 )	7,858
Point-product sales	—	411	—	6	417
<b>Total Non-Service Revenues</b>	<b>5,406</b>	<b>2,845</b>	<b>25</b>	<b>(1 )</b>	<b>8,275</b>
<b>Total Revenues</b>	<b>67,675</b>	<b>63,336</b>	<b>610</b>	<b>(8,470 )</b>	<b>123,151</b>
<b>For the nine months ended September 30, 2017</b>					
<b>Service Revenues</b>					
Wireless	66,837			(966 )	65,871
Mobile	63,595			(947 )	62,648
Home broadband	1,930			(7 )	1,923
Digital platforms and mobile financial services	968			(10 )	958
MVNO and others	344			(2 )	342
Fixed Line		55,466		(8,311 )	47,155
Voice		21,468		(2,622 )	18,846
Data		32,570		(5,019 )	27,551
Home broadband		13,158		(181 )	12,977
Corporate data and ICT		19,412		(4,838 )	14,574
Miscellaneous		1,428		(670 )	758
Others			8	(5 )	3
<b>Total Service Revenues</b>	<b>66,837</b>	<b>55,466</b>	<b>8</b>	<b>(9,282 )</b>	<b>113,029</b>

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Non-Service Revenues						
Sale of computers, phone units and mobile handsets	3,434	1,985	—	(11	)	5,408
Point-product sales	—	624	—	5		629
Total Non-Service Revenues	3,434	2,609	—	(6	)	6,037
Total Revenues	70,271	58,075	8	(9,288	)	119,066

The following table shows the breakdown of our consolidated revenues by business segment for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Change	
	(amounts in million Php)					
Wireless	67,675	55	70,271	59	(2,596)	(4 )
Fixed line	63,336	51	58,075	49	5,261	9
Others <sup>(1)</sup>	610	1	8	—	602	7,525
Inter-segment transactions	(8,470 )	(7 )	(9,288 )	(8 )	818	9
Consolidated	123,151	100	119,066	100	4,085	3

<sup>(1)</sup> Other business segment includes revenues from digital platforms and mobile financial services, resulting from the transfer of VIH from Smart to PCEV in April 2018.

## Expenses

Consolidated expenses increased by Php5,098 million, or 5%, to Php101,593 million for the nine months ended September 30, 2018 from Php96,495 million in the same period in 2017, primarily due to higher depreciation and amortization, selling, general and administrative expenses, and provisions in our fixed line business, and higher cost of sales and services in our wireless business.

The following table shows the breakdown of our consolidated expenses by business segment for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Change	
	(amounts in million Php)					
	Amount		Amount		Amount	%
Wireless	58,558	58	61,372	64	(2,814)	(5 )
Fixed line	50,720	50	45,550	47	5,170	11
Others	1,957	2	43	—	1,914	4,451
Inter-segment transactions	(9,642 )	(10 )	(10,470)	(11 )	828	8
Consolidated	101,593	100	96,495	100	5,098	5

## Other Income (Expenses)

Consolidated other expenses amounted to Php309 million for the nine months ended September 30, 2018, a change of Php5,616 million, or 106%, as against other income of Php5,307 million in the same period in 2017, primarily due to gain on sale of Beacon Electric Holdings, Inc., or Beacon, shares in 2017 and lower equity share in net earnings of associates and joint ventures, partially offset by gain in fair value of Rocket Internet investment in 2018.

The following table shows the breakdown of our consolidated other income (expenses) by business segment for the nine months ended September 30, 2018 and 2017:

	2018	2017	Change	
	(amounts in million Php)			
	Amount	Amount	Amount	%
Wireless	(586 )	(1,250)	664	53
Fixed line	(960 )	(1,180)	220	19
Others	2,791	9,158	(6,367)	(70 )
Inter-segment transactions	(1,554)	(1,421)	(133 )	(9 )
Consolidated	(309 )	5,307	(5,616)	(106)

## Net Income (Loss)

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Consolidated net income decreased by Php5,616 million, or 26%, to Php16,326 million for the nine months ended September 30, 2018, from Php21,942 million in the same period in 2017, primarily due to lower net income from our other business, partly offset by higher net income from our wireless and fixed line businesses. Our consolidated basic and diluted EPS decreased to Php75.09 for the nine months ended September 30, 2018 from Php101.06 in the same period in 2017. Our weighted average number of outstanding common shares was approximately 216.06 million in each of the first nine months of 2018 and 2017.

The following table shows the breakdown of our consolidated net income by business segment for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Change	
	(amounts in million Php)				Amount	%
Wireless	6,310	39	4,898	22	1,412	29
Fixed line	9,173	56	8,246	38	927	11
Others	1,225	7	9,037	41	(7,812)	(86)
Inter-segment transactions	(382 )	(2 )	(239 )	(1 )	(143 )	(60)
Consolidated	16,326	100	21,942	100	(5,616)	(26)

## EBITDA

Our consolidated EBITDA amounted to Php49,699 million for the nine months ended September 30, 2018, an increase of Php570 million, or 1%, as compared with Php49,129 million in the same period in 2017, primarily due to improved EBITDA in our fixed line business, partially offset by lower EBITDA in our wireless and other businesses.

The following table shows the breakdown of our consolidated EBITDA by business segment for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Change	
	(amounts in million Php)				Amount	%
Wireless	25,433	51	25,623	52	(190 )	(1 )
Fixed line	24,320	49	22,359	46	1,961	9
Others	(1,226 )	(2 )	(35 )	—	(1,191)	(3,403)
Inter-segment transactions	1,172	2	1,182	2	(10 )	(1 )
Consolidated	49,699	100	49,129	100	570	1

## Core Income

Our consolidated core income amounted to Php18,895 million for the nine months ended September 30, 2018, a decrease of Php4,294 million, or 19%, as compared with Php23,189 million in the same period in 2017, primarily due to lower core income from our other business, partly offset by higher core income from our wireless and fixed line segments. Our consolidated basic and diluted core EPS decreased to Php87.25 for the nine months ended September 30, 2018 from Php107.12 in the same period in 2017.

The following table shows the breakdown of our consolidated core income by business segment for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Change	
	(amounts in million Php)				Amount	%
Wireless	9,514	50	5,757	25	3,757	65
Fixed line	8,982	48	7,810	34	1,172	15
Others	781	4	9,861	42	(9,080)	(92)
Inter-segment transactions	(382 )	(2 )	(239 )	(1 )	(143 )	(60)
Consolidated	18,895	100	23,189	100	(4,294)	(19)

## On a Business Segment Basis

## Wireless

## Revenues

We generated revenues of Php67,675 million from our wireless business for the nine months ended September 30, 2018, a decrease of Php2,596 million, or 4%, from Php70,271 million in the same period in 2017.

The following table summarizes our total revenues by service from our wireless business for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Increase (Decrease) Amount %	
	(amounts in million Php)					
<b>Service Revenues:</b>						
Mobile	60,518	89	63,595	91	(3,077)	(5 )
Home broadband	124	—	1,930	3	(1,806)	(94 )
Digital platforms and mobile financial services <sup>(1)</sup>	301	1	968	1	(667 )	(69 )
MVNO and others <sup>(2)</sup>	1,326	2	344	—	982	285
<b>Total Wireless Service Revenues</b>	<b>62,269</b>	<b>92</b>	<b>66,837</b>	<b>95</b>	<b>(4,568)</b>	<b>(7 )</b>
<b>Non-Service Revenues:</b>						
Sale of mobile handsets and broadband data modems	5,406	8	3,434	5	1,972	57
<b>Total Wireless Revenues</b>	<b>67,675</b>	<b>100</b>	<b>70,271</b>	<b>100</b>	<b>(2,596)</b>	<b>(4 )</b>

<sup>(1)</sup>Starting April 2018, revenues from digital platforms and mobile financial services are reported under other segment resulting from the transfer of VIH from Smart to PCEV.

(2) Includes service revenues generated by MVNOs of PLDT Global subsidiaries and facilities service fees.  
Service Revenues

Our wireless service revenues for the nine months ended September 30, 2018 decreased by Php4,568 million, or 7%, to Php62,269 million as compared with Php66,837 million in the same period in 2017, mainly as a result of lower revenues from mobile, home broadband, and digital platforms and mobile financial services, partially offset by higher revenues from MVNO and other services. As a percentage of our total wireless revenues, service revenues accounted for 92% and 95% for the nine months ended September 30, 2018 and 2017, respectively.

#### Mobile Services

Our mobile service revenues amounted to Php60,518 million for the nine months ended September 30, 2018, a decrease of Php3,077 million, or 5%, from Php63,595 million in the same period in 2017. Mobile service revenues accounted for 97% and 95% of our wireless service revenues for the nine months ended September 30, 2018 and 2017, respectively. In the third quarter of 2018, the revenue split allocation among voice, SMS and data for our mobile bundled plans was revised to reflect the result of a recent network study from our wireless business.

	2018	%	2017	%	Increase (Decrease) Amount	%
	(amounts in million Php)					
<b>Mobile Services:</b>						
Voice	21,548	36	23,248	36	(1,700)	(7)
SMS	10,490	17	19,702	31	(9,212)	(47)
Data	27,278	45	19,565	31	7,713	39
Inbound roaming and others <sup>(1)</sup>	1,202	2	1,080	2	122	11
Total	60,518	100	63,595	100	(3,077)	(5)

(1) Refers to other non-subscriber-related revenues consisting primarily of inbound international roaming fees.  
Voice Services

Mobile revenues from our voice services, which include all voice traffic, decreased by Php1,700 million, or 7%, to Php21,548 million for the nine months ended September 30, 2018 from Php23,248 million in the same period in 2017, mainly on account of lower international and domestic voice revenues due to subscribers' shift to digital lifestyle with access to alternative calling options and other over-the-top, or OTT, services, and the impact of adoption of PFRS 15, partly offset by the effect of the revised revenue split allocation. Mobile voice services accounted for 36% of our mobile service revenues in each of the nine months ended September 30, 2018 and 2017.

Domestic voice service revenues decreased by Php140 million, or 1%, to Php17,954 million for the nine months ended September 30, 2018 from Php18,094 million in the same period in 2017, due to lower domestic outbound and inbound voice service revenues.

International voice service revenues decreased by Php1,560 million, or 30%, to Php3,594 million for the nine months ended September 30, 2018 from Php5,154 million in the same period in 2017, primarily due to lower international



inbound and outbound voice service revenues as a result of lower international voice traffic, partially offset by the effect of higher weighted average rate of the Philippine peso relative to the U.S. dollar.

#### SMS Services

Mobile revenues from our SMS services, which include all SMS-related services, decreased by Php9,212 million, or 47%, to Php10,490 million for the nine months ended September 30, 2018 from Php19,702 million in the same period in 2017 mainly due to declining SMS volumes as a result of alternative text messaging options, such as OTT services and social media, and the impact of the revised revenue split allocation and adoption of PFRS 15. Mobile SMS services accounted for 17% and 31% of our mobile service revenues for the nine months ended September 30, 2018 and 2017, respectively.

#### Data Services

Mobile revenues from our data services, which include mobile internet, mobile broadband and other data services, increased by Php7,713 million, or 39%, to Php27,278 million for the nine months ended September 30, 2018 from Php19,565 million in the same period in 2017 as a result of continuous network improvement, LTE migration, enhanced data offers and increased mobile internet usage, as well as the impact of the revised revenue split

allocation, partially offset by lower revenues from mobile broadband and the impact of adoption of PFRS 15. Data services accounted for 45% and 31% of our mobile service revenues for the nine months ended September 30, 2018 and 2017, respectively.

The following table shows the breakdown of our mobile data service revenues for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Increase (Decrease) Amount %	
(amounts in million Php)						
<b>Data Services:</b>						
Mobile internet <sup>(1)</sup>	23,434	86	14,762	75	8,672	59
Mobile broadband	3,569	13	4,678	24	(1,109)	(24)
Other data <sup>(2)</sup>	275	1	125	1	150	120
<b>Total</b>	<b>27,278</b>	<b>100</b>	<b>19,565</b>	<b>100</b>	<b>7,713</b>	<b>39</b>

<sup>(1)</sup>Includes revenues from web-based services, net of discounts and content provider costs.

<sup>(2)</sup>Beginning third quarter of 2018, revenues from other data include value-added services, or VAS.

#### Mobile Internet

Mobile internet service revenues increased by Php8,672 million, or 59%, to Php23,434 million for the nine months ended September 30, 2018 from Php14,762 million in the same period in 2017 as a result of the increase in smartphone ownership, greater data adoption among our subscriber base with the growth in LTE subscribers, and increased usage of our existing data users, leading to the significant growth of mobile internet browsing and prevalent use of mobile apps, social networking and e-commerce sites, and other OTT services, combined with the impact of the revised revenue split allocation. Mobile internet services accounted for 39% and 23% of our mobile service revenues for the nine months ended September 30, 2018 and 2017, respectively.

#### Mobile Broadband

Mobile broadband revenues amounted to Php3,569 million for the nine months ended September 30, 2018, a decrease of Php1,109 million, or 24%, from Php4,678 million in the same period in 2017, primarily due to a decrease in the number of subscribers using pocket wifi as they move to using smartphones and fixed DSL/Fiber home broadband. Mobile broadband services accounted for 6% and 7% of our mobile service revenues for the nine months ended September 30, 2018 and 2017, respectively.

#### Other Data

Revenues from our other data services, which include VAS, domestic leased lines and share in revenue from PLDT WeRoam, increased by Php150 million, or 120%, to Php275 million for the nine months ended September 30, 2018 from Php125 million in the same period in 2017.

#### Inbound Roaming and Others

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Mobile revenues from inbound roaming and other services increased by Php122 million, or 11%, to Php1,202 million for the nine months ended September 30, 2018 from Php1,080 million in the same period in 2017.

The following table shows the breakdown of our mobile service revenues by service type for the nine months ended September 30, 2018 and 2017:

	2018	2017	Increase (Decrease) Amount	%
	(amounts in million Php)			
Mobile service revenues	60,518	63,595	(3,077)	(5 )
By service type				
Prepaid	44,712	45,007	(295 )	(1 )
Postpaid	14,604	17,508	(2,904)	(17)
Inbound roaming and others	1,202	1,080	122	11

#### Prepaid Revenues

Revenues generated from our mobile prepaid services amounted to Php44,712 million for the nine months ended September 30, 2018, a decrease of Php295 million, or 1%, as compared with Php45,007 million in the same period

in 2017. Mobile prepaid service revenues accounted for 74% and 71% of mobile service revenues for the nine months ended September 30, 2018 and 2017, respectively. The decrease in revenues from our mobile prepaid services was primarily driven by a lower mobile prepaid subscriber base resulting in lower voice and SMS revenues, partially offset by the sustained growth in mobile internet revenues.

#### Postpaid Revenues

Revenues generated from mobile postpaid service amounted to Php14,604 million for the nine months ended September 30, 2018, a decrease of Php2,904 million, or 17%, as compared with Php17,508 million in the same period in 2017, and accounted for 24% and 27% of mobile service revenues for the nine months ended September 30, 2018 and 2017, respectively. The decrease in our mobile postpaid service revenues was primarily due to a lower postpaid subscriber base and the impact of adoption of PFRS 15.

#### Subscriber Base, ARPU and Churn Rates

The following table shows our wireless subscriber base as at September 30, 2018 and 2017:

	2018	2017	Increase (Decrease) Amount	%
Mobile subscriber base				
Smart <sup>(1)</sup>	20,956,739	21,909,729	(952,990 )	(4 )
Prepaid	19,526,064	20,537,068	(1,011,004 )	(5 )
Postpaid	1,430,675	1,372,661	58,014	4
TNT	30,129,026	28,364,436	1,764,590	6
Sun <sup>(1)</sup>	6,948,242	7,943,869	(995,627 )	(13)
Prepaid	5,972,878	6,749,894	(777,016 )	(12)
Postpaid	975,364	1,193,975	(218,611 )	(18)
Total mobile subscribers	58,034,007	58,218,034	(184,027 )	—

<sup>(1)</sup>Includes mobile broadband subscribers.

Our current policy is to recognize a prepaid subscriber as active only when the subscriber activates and uses the SIM card. Beginning the second quarter of 2017, a prepaid mobile subscriber is considered inactive if the subscriber does not reload within 90 days after the full usage or expiry of the last reload, revised from the previous 120 days.

In compliance with Memorandum Circular (MC) No. 05-12-2017 issued jointly by the NTC, Department of Information and Communications Technology, and Department of Trade and Industry, Smart, TNT, and Sun extended the validity of prepaid loads to one year. Beginning January 2018, the one-year validity was implemented particularly on prepaid loads worth Php300 and above. In July 2018, the one-year validity was fully implemented for all prepaid loads, including denominations lower than Php300, regardless of the validity period printed on the physical cards already out in the market.

The average monthly churn rates for Smart Prepaid subscribers were 7.4% and 6.8% for the nine months ended September 30, 2018 and 2017, respectively, while the average monthly churn rates for TNT subscribers were 6.3% and 7.1% for the nine months ended September 30, 2018 and 2017, respectively. The average monthly churn rates for Sun Prepaid subscribers were 5.8% and 8.1% for the nine months ended September 30, 2018 and 2017, respectively.

The average monthly churn rates for Smart Postpaid subscribers were 2.1% and 2.4% for the nine months ended September 30, 2018 and 2017, respectively, and 3.3% and 3.6% for the nine months ended September 30, 2018 and 2017, respectively, for Sun Postpaid subscribers.

The following table summarizes our average monthly ARPUs for the nine months ended September 30, 2018 and 2017:

	Gross <sup>(1)</sup>		Increase (Decrease)		Net <sup>(2)</sup>		Increase (Decrease)	
	2018	2017	Amount	%	2018	2017	Amount	%
(amounts in Php)								
<b>Prepaid</b>								
Smart	128	118	10	8	116	107	9	8
TNT	79	80	(1 )	(1 )	72	74	(2 )	(3 )
Sun	89	87	2	2	81	81	—	—
<b>Postpaid</b>								
Smart	831	1,008	(177)	(18)	811	975	(164)	(17)
Sun	399	419	(20 )	(5 )	397	415	(18 )	(4 )

<sup>(1)</sup>Gross monthly ARPU is calculated by dividing gross mobile service revenues for the month, including interconnection income but excluding inbound roaming revenues, gross of discounts, and content provider costs, by the average number of subscribers in the month.

<sup>(2)</sup>Net monthly ARPU is calculated by dividing gross mobile service revenues for the month, including interconnection income, but excluding inbound roaming revenues, net of discounts and content provider costs, by the average number of subscribers in the month.

#### Home Broadband

Revenues from our Home Broadband services decreased by Php1,806 million, or 94%, to Php124 million for the nine months ended September 30, 2018 from Php1,930 million in the same period in 2017, mainly due to the transfer of Ultra and WiMAX businesses to PLDT.

#### Digital Platforms and Mobile Financial Services

Revenues from digital platforms and mobile financial services, as reported by Voyager, decreased by Php667 million, or 69%, to Php301 million for the nine months ended September 30, 2018 from Php968 million in the same period in 2017, mainly due to the transfer of VIH to PCEV.

#### MVNO and Others

Revenues from our MVNO and other services increased by Php982 million to Php1,326 million for the nine months ended September 30, 2018 from Php344 million in the same period in 2017, primarily due to facility service fees relating to Ultra, WiMAX and Shops.Work Unplugged, or SWUP, in 2018, partially offset by lower revenue contribution from MVNOs of PLDT Global.

#### Non-Service Revenues

Our wireless non-service revenues consist of sale of mobile handsets, mobile broadband data modems, tablets and accessories. Our wireless non-service revenues increased by Php1,972 million, or 57%, to Php5,406 million for the

nine months ended September 30, 2018 from Php3,434 million in the same period in 2017, primarily due to the impact of adoption of PFRS 15.

#### Expenses

Expenses associated with our wireless business amounted to Php58,558 million for the nine months ended September 30, 2018, a decrease of Php2,814 million, or 5%, from Php61,372 million in the same period in 2017.

A significant portion of the decrease was mainly attributable to lower selling, general and administrative expenses, interconnection costs, provisions, and noncurrent asset impairment in 2017, partially offset by higher cost of sales and services. As a percentage of our total wireless revenues, expenses associated with our wireless business accounted for 87% in each of the nine months ended September 30, 2018 and 2017.

The following table summarizes the breakdown of our total wireless-related expenses for the nine months ended September 30, 2018 and 2017 and the percentage of each expense item in relation to the total:

	2018	%	2017	%	Increase (Decrease) Amount	%
	(amounts in million Php)					
Selling, general and administrative expenses	29,341	50	32,082	52	(2,741)	(9)
Depreciation and amortization	15,710	27	15,713	26	(3)	—
Cost of sales and services	7,568	13	6,148	10	1,420	23
Interconnection costs	4,017	7	4,835	8	(818)	(17)
Provisions	1,922	3	2,205	3	(283)	(13)
Noncurrent asset impairment	—	—	389	1	(389)	(100)
Total	58,558	100	61,372	100	(2,814)	(5)

Selling, general and administrative expenses decreased by Php2,741 million, or 9%, to Php29,341 million, primarily due to lower expenses related to rent, professional and other contracted services, selling and promotions, taxes and licenses, and compensation and employee benefits, partly offset by higher repairs and maintenance expenses.

Depreciation and amortization charges of Php15,710 million, which include depreciation due to shortened life of certain data network platform and other technology equipment of Php4,511 million resulting from the transformation projects to improve and simplify the network and systems applications, decreased by Php3 million.

Cost of sales and services increased by Php1,420 million, or 23%, to Php7,568 million, primarily due to higher issuances of mobile handsets and cost of SIM packs.

Interconnection costs decreased by Php818 million, or 17%, to Php4,017 million, primarily due to lower interconnection cost on domestic and international voice and SMS services, as well as lower interconnection charges on international data roaming.

Provisions decreased by Php283 million, or 13%, to Php1,922 million, primarily due to lower provision for doubtful accounts and provision for inventory obsolescence.

#### Other Income (Expenses)

The following table summarizes the breakdown of our total wireless-related other income (expenses) for the nine months ended September 30, 2018 and 2017:

	2018	2017	Change Amount	%
	(amounts in million Php)			
Other Income (Expenses):				



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Financing costs – net	(1,346)	(1,819)	473	26
Foreign exchange losses – net	(496 )	(468 )	(28 )	(6 )
Equity share in net earnings (losses) of associates and joint ventures	62	(102 )	164	161
Interest income	436	237	199	84
Gain on derivative financial instruments – net	489	326	163	50
Other income – net	269	576	(307)	(53 )
Total	(586 )	(1,250)	664	53

Our wireless business' other expenses amounted to Php586 million for the nine months ended September 30, 2018, a decrease of Php664 million, or 53%, from Php1,250 million in the same period in 2017, primarily due to the combined effects of the following: (i) lower net financing costs by Php473 million mainly due to higher capitalized interest, lower financing charges and lower weighted average loan principal amount; (ii) higher interest income by Php199 million; (iii) equity share in net earnings of associates of Php62 million in the first nine months of 2018 as against equity share in net losses of Php102 million in the same period in 2017; (iv) higher net gains on derivative financial instruments by Php163 million; (v) higher net foreign exchange losses – net by Php28 million; and (vi) lower other income – net by Php307 million mainly due to lower income from consultancy and other miscellaneous income, partly offset by lower impairment on Smart's investment in AFPI.

### Provision for Income Tax

Provision for income tax amounted to Php2,221 million for the nine months ended September 30, 2018, a decrease of Php530 million, or 19%, from Php2,751 million in the same period in 2017.

### Net Income

As a result of the foregoing, our wireless business' net income increased by Php1,412 million, or 29%, to Php6,310 million for the nine months ended September 30, 2018 from Php4,898 million in the same period in 2017.

### EBITDA

Our wireless business' EBITDA decreased by Php190 million, or 1%, to Php25,433 million for the nine months ended September 30, 2018 from Php25,623 million in the same period in 2017. EBITDA margin increased to 41% for the nine months ended September 30, 2018 from 38% in the same period in 2017.

### Core Income

Our wireless business' core income increased by Php3,757 million, or 65%, to Php9,514 million for the nine months ended September 30, 2018 from Php5,757 million in the same period in 2017 on account of lower depreciation expense and net financing costs, partially offset by higher provision for income tax, and lower EBITDA and other miscellaneous income.

### Fixed Line

#### Revenues

Revenues generated from our fixed line business amounted to Php63,336 million for the nine months ended September 30, 2018, an increase of Php5,261 million, or 9%, from Php58,075 million in the same period in 2017.

The following table summarizes our total revenues by service from our fixed line business for the nine months ended September 30, 2018 and 2017:

	2018	%	2017	%	Increase (Decrease) Amount	%
	(amounts in million Php)					
<b>Service Revenues:</b>						
Voice	18,818	30	21,468	37	(2,650)	(12)
Data	40,440	64	32,570	56	7,870	24
Miscellaneous	1,233	2	1,428	2	(195 )	(14)
	60,491	96	55,466	95	5,025	9
<b>Non-Service Revenues:</b>						
Sale of computers, phone units and point-product sales	2,845	4	2,609	5	236	9
<b>Total Fixed Line Revenues</b>	<b>63,336</b>	<b>100</b>	<b>58,075</b>	<b>100</b>	<b>5,261</b>	<b>9</b>

## Service Revenues

Our fixed line service revenues increased by Php5,025 million, or 9%, to Php60,491 million for the nine months ended September 30, 2018 from Php55,466 million in the same period in 2017, due to higher revenues from our data services, partially offset by lower voice and miscellaneous service revenues. In the second quarter of 2018, the revenue split allocation between voice and data for our fixed line bundled plans was revised to reflect the result of a recent network usage study from our fixed line business.

## Voice Services

Revenues from our voice services decreased by Php2,650 million, or 12%, to Php18,818 million for the nine months ended September 30, 2018 from Php21,468 million in the same period in 2017, primarily due to lower revenues from local exchange, international and domestic services. The decline was partly due to the continued popularity of services such as Skype, Viber, Line, Facebook Messenger, Google Talk and WhatsApp, offering free OTT calling services, and other similar services, as well as the impact of the revised revenue split allocation. The percentage contribution of voice service revenues to our fixed line service revenues accounted for 31% and 39% for the nine months ended September 30, 2018 and 2017, respectively.

## Data Services

The following table shows information of our data service revenues for the nine months ended September 30, 2018 and 2017:

	2018	2017	Increase	
	(amounts in million Php)			
			Amount	%
Data service revenues	40,440	32,570	7,870	24
Home broadband	19,934	13,158	6,776	51
Corporate data and ICT	20,506	19,412	1,094	6

Our data services posted revenues of Php40,440 million for the nine months ended September 30, 2018, an increase of Php7,870 million, or 24%, from Php32,570 million in the same period in 2017, primarily due to higher home broadband revenues from DSL and Fibr, higher corporate data and leased lines, and higher data center and ICT revenues. The percentage contribution of this service segment to our fixed line service revenues accounted for 67% and 59% for the nine months ended September 30, 2018 and 2017, respectively.

## Home Broadband

Home broadband data revenues amounted to Php19,934 million for the nine months ended September 30, 2018, an increase of Php6,776 million, or 51%, from Php13,158 million in the same period in 2017. This growth is driven by increasing demand for broadband services which the company is providing through its existing copper network and a nationwide roll-out of its fiber-to-the-home, or FTTH, network, as well as the impact of the revised revenue split allocation. Home broadband revenues accounted for 49% and 40% of total data service revenues in the nine months ended September 30, 2018 and 2017, respectively. In the first nine months of 2018, PLDT's FTTH nationwide network rollout has passed 5.75 million homes.

## Corporate Data and ICT

Corporate data services amounted to Php17,505 million for the nine months ended September 30, 2018, an increase of Php599 million, or 4%, as compared with Php16,906 million in the same period in 2017. Corporate data revenues accounted for 43% and 52% of total data services in the nine months ended September 30, 2018 and 2017, respectively.

ICT revenues increased by Php495 million, or 20%, to Php3,001 million for the nine months ended September 30, 2018 from Php2,506 million in the same period in 2017 mainly due to higher revenues from colocation and managed IT services. The percentage contribution of this service segment to our total data service revenues accounted for 8% in each of the first nine months of 2018 and 2017.

## Miscellaneous Services

Miscellaneous service revenues are derived mostly from rentals and management fees. These service revenues decreased by Php195 million, or 14%, to Php1,233 million for the nine months ended September 30, 2018 from

Php1,428 million in the same period in 2017 mainly due to lower management fees. The percentage contribution of miscellaneous service revenues to our total fixed line service revenues accounted for 2% in each of the first nine months of 2018 and 2017.

#### Non-service Revenues

Non-service revenues increased by Php236 million, or 9%, to Php2,845 million for the nine months ended September 30, 2018 from Php2,609 million in the same period in 2017, primarily due to higher sale of computer bundles, Telpad units and Ultra devices, partially offset by lower sale of hardware and software, FabTab for myDSL retention, and TVolution units.

#### Expenses

Expenses related to our fixed line business totaled Php50,720 million for the nine months ended September 30, 2018, an increase of Php5,170 million, or 11%, as compared with Php45,550 million in the same period in 2017. The increase was primarily due to higher selling, general and administrative expenses, depreciation and amortization, and provisions. As a percentage of our total fixed line revenues, expenses associated with our fixed line business accounted for 80% and 78% for the nine months ended September 30, 2018 and 2017, respectively.

The following table shows the breakdown of our total fixed line-related expenses for the nine months ended September 30, 2018 and 2017 and the percentage of each expense item in relation to the total:

	2018	%	2017	%	Increase (Decrease)	
	(amounts in million Php)					
	Amount	%	Amount	%	Amount	%
Selling, general and administrative expenses	29,542	58	27,348	60	2,194	8
Depreciation and amortization	11,704	23	9,834	21	1,870	19
Cost of sales and services	3,620	7	3,561	8	59	2
Interconnection costs	3,612	7	3,596	8	16	—
Provisions	2,242	5	1,211	3	1,031	85
Total	50,720	100	45,550	100	5,170	11

Selling, general and administrative expenses increased by Php2,194 million, or 8%, to Php29,542 million primarily due to higher professional and other contracted services, rent, and repairs and maintenance expenses, partly offset by lower compensation and employee benefits, mainly as a result of lower MRP costs.

Depreciation and amortization charges increased by Php1,870 million, or 19%, to Php11,704 million mainly due to a higher depreciable asset base.

Cost of sales and services increased by Php59 million, or 2%, to Php3,620 million, primarily due to higher cost of services, partly offset by lower cost of hardware and software, Fabtab for myDSL retention, and TVolution units.

Interconnection costs increased by Php16 million to Php3,612 million, primarily due to higher international interconnection costs, as a result of an increase in international inbound calls that terminated to other domestic carriers, partly offset by lower data interconnection costs.

Provisions increased by Php1,031 million, or 85%, to Php2,242 million, primarily due to higher provision for doubtful accounts mainly due to lower collection efficiency, and higher provision for inventory obsolescence.

#### Other Income (Expenses)

The following table summarizes the breakdown of our total fixed line-related other income (expenses) for the nine months ended September 30, 2018 and 2017:

	2018	2017	Change	
	(amounts in million Php)			
	Amount	Amount	Amount	%
Other Income (Expenses):				
Financing costs – net	(3,941)	(3,846)	(95)	(2)
Foreign exchange losses	(36)	(76)	40	53

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Equity share in net earnings of associates	152	145	7	5
Gains on derivative financial instruments – net	282	324	(42)	(13)
Interest income	649	535	114	21
Other income – net	1,934	1,738	196	11
Total	(960 )	(1,180)	220	19

Our fixed line business' other expenses amounted to Php960 million for the nine months ended September 30, 2018, a decrease of Php220 million, or 19%, from Php1,180 million in the same period in 2017, mainly due to the combined effects of the following: (i) higher other income – net by Php196 million; (ii) higher interest income by Php114 million; (iii) lower foreign exchange losses by Php40 million; (iv) higher equity share in net earnings of associates by Php7 million; (v) lower net gains on derivative financial instruments by Php42 million; and (vi) higher net financing costs by Php95 million.

Provision for Income Tax

Provision for income tax amounted to Php2,483 million for the nine months ended September 30, 2018, a decrease of Php616 million, or 20%, from Php3,099 million in the same period in 2017.

## Net Income

As a result of the foregoing, our fixed line business registered a net income of Php9,173 million for the nine months ended September 30, 2018, an increase of Php927 million, or 11%, as compared with Php8,246 million in the same period in 2017.

## EBITDA

Our fixed line business' EBITDA increased by Php1,961 million, or 9%, to Php24,320 million for the nine months ended September 30, 2018 from Php22,359 million in the same period in 2017. EBITDA margin remained stable at 40% in the first nine months in 2018 and 2017.

## Core Income

Our fixed line business' core income increased by Php1,172 million, or 15%, to Php8,982 million for the nine months ended September 30, 2018 from Php7,810 million in the same period in 2017, primarily as a result of higher EBITDA and lower provision for income tax, partially offset by higher depreciation expense.

## Others

### Revenues

Revenues generated from our other business amounted to Php610 million for the nine months ended September 30, 2018, an increase of Php602 million from Php8 million in the same period in 2017, primarily due to the transfer of VIH from Smart to PCEV in April 2018.

### Expenses

Expenses related to our other business totaled Php1,957 million for the nine months ended September 30, 2018, an increase of Php1,914 million from Php43 million in the same period in 2017, due to higher selling, general and administrative expenses, as well as depreciation expenses, resulting from the transfer of VIH to PCEV.

### Other Income (Expenses)

The following table summarizes the breakdown of other income (expenses) for other business segment for the nine months ended September 30, 2018 and 2017:

	2018	2017	Change Amount	%
	(amounts in million Php)			
<b>Other Income (Expenses):</b>				
Interest income	419	436	(17 )	(4 )
Gain on derivative financial instruments – net	282	—	282	100
Equity share in net earnings (losses) of associates and joint ventures	(15 )	2,691	(2,706)	(101)
Financing costs – net	(113 )	(148 )	35	24



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Foreign exchange losses – net	(359 )	(243 )	(116 )	(48 )
Other income – net	2,577	6,422	(3,845)	(60 )
Total	2,791	9,158	(6,367)	(70 )

Our other business' other income decreased by Php6,367 million, or 70%, to Php2,791 million for the nine months ended September 30, 2018 from Php9,158 million in the same period in 2017, primarily due to the combined effects of the following: (i) lower other income – net by Php3,845 million mainly due to gain on sale of Beacon shares in 2017, partly offset by gain in fair value of Rocket Internet investment in 2018; (ii) equity share in net losses of associates and joint ventures of Php15 million in the first nine months of 2018 as against equity share in net earnings of associates and joint ventures of Php2,691 million in the same period in 2017 mainly due to sale of Beacon shares and SPi Global in 2017; (iii) higher net foreign exchange losses by Php116 million; (iv) lower interest income by Php17 million; and (v) net gains on derivative financial instruments of Php282 million in the first nine months of 2018 as against nil in the same period in 2017.

## Net Income

As a result of the foregoing, our other business segment registered a net income of Php1,225 million for the nine months ended September 30, 2018, a decrease of Php7,812 million, or 86%, from Php9,037 million in the same period in 2017.

## Core Income

Our other business segment's core income amounted to Php781 million for the nine months ended September 30, 2018, a decrease of Php9,080 million, or 92%, as compared with Php9,861 million in the same period in 2017, primarily due to lower other income and equity share in net losses of associates and joint ventures in 2018, as well as lower EBITDA, mainly from VIH.

## Liquidity and Capital Resources

The following table shows our consolidated cash flows for the nine months ended September 30, 2018 and 2017, as well as our consolidated capitalization and other consolidated selected financial data as at September 30, 2018 and December 31, 2017:

	Nine Months ended September 30, 2018	2017
	(amounts in million Php)	
<b>Cash Flows</b>		
Net cash flows provided by operating activities	42,622	27,355
Net cash flows used in investing activities	(17,988 )	(4,843 )
Payment for purchase of property and equipment, including capitalized interest	40,484	10,993
Net cash flows used in financing activities	(14,038 )	(36,247 )
Net increase (decrease) in cash and cash equivalents	12,301	(13,354 )

	September 30, 2018	December 31, 2017
(amounts in million Php)		
<b>Capitalization</b>		
Long-term portion of interest-bearing financial liabilities – net of current portion:		
Long-term debt	164,965	157,654
Current portion of interest-bearing financial liabilities:		
Long-term debt maturing within one year	14,258	14,957
Total interest-bearing financial liabilities	179,223	172,611
Total equity attributable to equity holders of PLDT	109,478	106,842
	288,701	279,453
<b>Other Selected Financial Data</b>		
Total assets	470,841	459,444
Property and equipment	194,748	186,907
Cash and cash equivalents	45,206	32,905
Short-term investments	4,846	1,074

Our consolidated cash and cash equivalents and short-term investments totaled Php50,052 million as at September 30, 2018. Principal sources of consolidated cash and cash equivalents for the nine months ended September 30, 2018 were cash flows from operating activities amounting to Php42,622 million, proceeds from availment of long-term debt of Php20,500 million, proceeds from disposal of Rocket Internet shares of Php11,400 million, proceeds from sale of Metro Pacific Investments Corporation, or MPIC, receivables of Php6,976 million, collection of receivables from MPIC of Php4,731 million, proceeds from disposal of Hastings PDRs to PLDT Beneficial Trust Fund, or BTF, of Php1,664 million and interest received of Php904 million. These funds were used principally for: (1) payment for purchase of property and equipment, including capitalized interest, of Php40,484 million; (2) debt principal and interest payments of Php16,458 million and Php4,802 million, respectively; (3) cash dividend payments of Php13,798 million; and (4) net payment for purchase of short-term investments of Php3,450 million.

Our consolidated cash and cash equivalents and short-term investments totaled Php34,037 million as at September 30, 2017. Principal sources of consolidated cash and cash equivalents in the first nine months of 2017 were cash flows from operating activities amounting to Php27,355 million, proceeds from availment of long-term debt of Php25,255 million, proceeds from disposal of remaining Beacon shares of Php12,000 million, proceeds from issuance of perpetual notes of Php4,200 million, collection of receivable from MPIC of Php2,001 million, proceeds from disposal of investments available-for-sale of Php1,000 million, interest received of Php953 million, dividends received of Php833 million, proceeds from disposal of property and equipment of Php445 million, and proceeds from disposal of investment properties of Php319 million. These funds were used principally for: (1) debt principal and interest payments of Php36,500 million and Php5,402 million, respectively; (2) cash dividend payments of Php16,464 million; (3) capital expenditures, including capitalized interest, of Php10,993 million; (4) net reduction in capital expenditures under long-term financing of Php7,246 million; (5) net payment for purchase of short-term investments of Php5,762 million; and (6) payment for purchase of investment in associates and joint ventures, mainly payment to VTI and Bow Arken of Php5,494 million and Php100 million additional funding to AFPI.

#### Operating Activities

Our consolidated net cash flows provided by operating activities increased by Php15,267 million, or 56%, to Php42,622 million for the nine months ended September 30, 2018 from Php27,355 million in the same period in 2017, primarily due to lower level of settlement of accounts payable and other liabilities, higher operating income, lower corporate taxes paid and lower pension contribution, partially offset by lower collection of receivables and higher inventories.

Cash flows provided by operating activities of our wireless business increased by Php15,492 million, or 114%, to Php29,131 million for the nine months ended September 30, 2018 from Php13,639 million in the same period in 2017, primarily due to lower level of settlement of accounts payable and other liabilities and lower corporate taxes paid, partially offset by lower operating income. Cash flows provided by operating activities of our fixed line business increased by Php2,677 million, or 19%, to Php16,420 million for the nine months ended September 30, 2018 from Php13,743 million in the same period in 2017, primarily due to lower level of settlement of accounts payable and other liabilities, higher operating income and lower pension contribution, partly offset by lower collection of receivables, higher inventories and higher corporate taxes paid. Cash flows used in operating activities of our other business increased by Php1,777 million to Php2,598 million for the nine months ended September 30, 2018 from Php821 million in the same period in 2017 mainly due to lower collection of receivables and higher operating loss, partly offset by lower level of settlement of accounts payable.

#### Investing Activities

Consolidated net cash flows used in investing activities amounted to Php17,988 million for the nine months ended September 30, 2018, an increase of Php13,145 million from Php4,843 million in the same period in 2017, primarily due to the combined effects of the following: (1) higher payment for purchase of property and equipment, including capitalized interest, by Php29,491 million; (2) lower proceeds from disposal of investment in associates and joint ventures by Php11,954 million mainly due to proceeds from disposal of the remaining Beacon shares in 2017; (3) proceeds from redemption of Beacon's Class B Preferred Shares of Php1,000 million in 2017; (4) dividends received of Php833 million in 2017; (5) proceeds from disposal of Hastings PDRs to PLDT BTF of Php1,664 million; (6) lower net payment for purchase of short-term investments by Php2,312 million; (7) higher collection of receivables from MPIC by Php2,730 million; (8) lower payment for purchase of investments in associates and joint

ventures by Php5,483 million; (9) proceeds from sale of MPIC receivables of Php6,976 million; and (10) proceeds from sale of Rocket Internet shares of Php11,400 million in 2018.

Our consolidated payment for purchase of property and equipment, including capitalized interest, for the nine months ended September 30, 2018 totaled Php40,484 million, an increase of Php29,491 million as compared with Php10,993 million in the same period in 2017. Smart Group's capital spending increased by Php21,989 million to Php28,004 million for the nine months ended September 30, 2018 from Php6,015 million in the same period in 2017. Smart Group's capex spending was primarily focused on expansion of LTE (4G) coverage and capacity. PLDT's capital spending increased by Php6,914 million to Php11,282 million for the nine months ended September 30, 2018 from Php4,368 million in the same period in 2017. PLDT's capex spending was used to finance the modernization program and the continuous facility roll-out and expansion of our domestic fiber optic network, as well as expansion of our data center business. The balance represents other subsidiaries' capital spending.

As part of our growth strategy, we may from time to time, continue to make acquisitions and investments in companies or businesses.

## Financing Activities

On a consolidated basis, cash flows used in financing activities amounted to Php14,038 million for the nine months ended September 30, 2018, a decrease of Php22,209 million, or 61%, from Php36,247 million in the same period in 2017, resulting largely from the combined effects of the following: (1) lower payments of long-term debt and interest by Php20,042 million and Php600 million, respectively; (2) net settlement of capital expenditures under long-term financing of Php7,246 million in 2017; (3) lower cash dividend payments by Php2,666 million; (4) proceeds from issuance of perpetual notes of Php4,200 million in 2017; and (5) lower proceeds from availment of long-term debt by Php4,755 million.

## Debt Financing

Proceeds from availment of long-term debt for the nine months ended September 30, 2018 amounted to Php20,500 million, mainly from PLDT's and Smart's drawings related to the financing of capital expenditure requirements and refinancing of maturing loan obligations. Payments of principal and interest on our total debt amounted to Php16,458 million and Php4,802 million, respectively, for the nine months ended September 30, 2018.

Our consolidated long-term debt increased by Php6,612 million, or 4%, to Php179,223 million as at September 30, 2018 from Php172,611 million as at December 31, 2017, primarily due to drawings from our long-term facilities and the depreciation of the Philippine peso relative to the U.S. dollar, partly offset by debt amortizations. As at September 30, 2018, the long-term debt level of Smart increased by 9% to Php68,289 million from Php62,388 as at December 31, 2017, and PLDT's long-term debt level increased by 1% to Php110,934 million from Php110,223 million as at December 31, 2017.

See Note 20 – Interest-bearing Financial Liabilities – Long-term Debt to the accompanying unaudited consolidated financial statements for a more detailed discussion of our long-term debt.

## Debt Covenants

Our consolidated debt instruments contain restrictive covenants, including covenants that require us to comply with specified financial ratios and other financial tests, calculated in conformity with PFRS, at relevant measurement dates, principally at the end of each quarterly period. We have complied with all of our maintenance financial ratios as required under our loan covenants and other debt instruments.

As at September 30, 2018 and 2017, we are in compliance with all of our debt covenants.

See Note 20 – Interest-bearing Financial Liabilities – Compliance with Debt Covenants to the accompanying unaudited consolidated financial statements for a more detailed discussion of our debt covenants.

## Financing Requirements

We believe that our available cash, including cash flow from operations, will provide sufficient liquidity to fund our projected operating, investment, capital expenditures and debt service requirements for the next 12 months; however, we may finance a portion of these costs from external sources if we consider it prudent to do so.

The following table shows the dividends declared to shareholders from the earnings for the nine months ended September 30, 2018 and 2017:

Earnings	Date			Amount Per share Total (in million Php, except per share amount)
	Approved <sup>(1)</sup>	Record	Payable	
<b>2018</b>				
<b>Common</b>				
Regular Dividend	March 27, 2018	April 13, 2018	April 27, 2018	28 6,050
	August 9, 2018	August 28, 2018	September 11, 2018	36 7,778
<b>Preferred</b>				
<b>Series IV Cumulative Non-convertible</b>				
Redeemable Preferred Stock <sup>(1)</sup>	January 22, 2018	February 21, 2018	March 15, 2018	— 12
	May 10, 2018	May 25, 2018	June 15, 2018	— 12
	August 9, 2018	August 28, 2018	September 15, 2018	— 13
	November 8, 2018	November 23, 2018	December 15, 2018	— 12
Voting Preferred Stock	March 8, 2018	March 28, 2018	April 15, 2018	— 3
	June 13, 2018	June 29, 2018	July 15, 2018	— 2
	September 25, 2018	October 9, 2018	October 15, 2018	— 2
Charged to Retained Earnings				13,884
<b>2017</b>				
<b>Common</b>				
Regular Dividend	March 7, 2017	March 21, 2017	April 6, 2017	28 6,050
	August 10, 2017	August 25, 2017	September 8, 2017	48 10,371
<b>Preferred</b>				
<b>Series IV Cumulative Non-convertible</b>				
Redeemable Preferred Stock <sup>(1)</sup>	February 7, 2017	February 24, 2017	March 15, 2017	— 12
	May 12, 2017	May 26, 2017	June 15, 2017	— 12
	August 10, 2017	August 25, 2017	September 15, 2017	— 13
	November 9, 2017	November 23, 2017	December 15, 2017	— 12
Voting Preferred Stock	March 7, 2017	March 30, 2017	April 15, 2017	— 3
	June 13, 2017	June 27, 2017	July 15, 2017	— 2
	September 26, 2017	October 10, 2017	Octoberber 15, 2017	— 2
Charged to Retained Earnings				16,477

<sup>(1)</sup>Dividends were declared based on total amount paid up.

See Note 19 – Equity to the accompanying unaudited consolidated financial statements for further details.

#### Changes in Financial Conditions

Our total assets amounted to Php470,841 million as at September 30, 2018, an increase of Php11,397 million, or 2%, from Php459,444 million as at December 31, 2017, primarily due to higher cash and cash equivalents and short-term investments, property and equipment, and trade and other receivables, partially offset by lower financial assets at fair value through profit and loss, mainly due to sale of Rocket Internet shares, and lower financial assets at fair value through other comprehensive income, mainly on account of sale of MPIC receivables. Starting 2018, available-for-sale financial investments are presented as financial assets at fair value through profit or loss according to PFRS 9.

Our total liabilities amounted to Php357,065 million as at September 30, 2018, an increase of Php8,804 million, or 3%, from Php348,261 million as at December 31, 2017 significantly due to higher interest-bearing financial liabilities, combined with higher accounts payable, and accrued expenses and other liabilities.



### Off-Balance Sheet Arrangements

There are no off-balance sheet arrangements that have or are reasonably likely to have any current or future effect on our financial position, results of operations, cash flows, changes in stockholders' equity, liquidity, capital expenditures or capital resources that are material to investors.

### Equity Financing

On August 2, 2016, the PLDT Board of Directors approved the amendment of our dividend policy, reducing our dividend payout rate to 60% of our core earnings per share as regular dividends. This was in view of the elevated capital expenditures to support the build-out of a resilient and reliable data network, lower EBITDA primarily due to higher subsidies to grow the data business and defend market share, and the resources required to support the acquisition of SMC's telecommunications business. In declaring dividends, we take into consideration the interest of our shareholders, as well as our working capital, capital expenditures and debt servicing requirements. The retention of earnings may be necessary to meet the funding requirements of our business expansion and development programs. However, in the event that no investment opportunities arise, we may consider the option of returning additional cash to our shareholders in the form of special dividends of up to the balance of our core earnings or to undertake share buybacks. We were able to pay out approximately 100% of our core earnings for seven consecutive years from 2007 to 2013, approximately 90% of our core earnings for 2014, 75% of our core earnings for 2015 and 60% of our core earnings for 2016 and 2017. The accumulated equity in the net earnings of our subsidiaries, which form part of our retained earnings, are not available for distribution unless realized in the form of dividends from such subsidiaries. Dividends are generally paid in Philippine pesos. In the case of shareholders residing outside the Philippines, PLDT's transfer agent in Manila, Philippines, as the dividend-disbursing agent, converts the Philippine peso dividends into U.S. dollars at the prevailing exchange rate and remits the dollar dividends abroad, net of any applicable withholding tax.

Our subsidiaries pay dividends subject to the requirements of applicable laws and regulations and availability of unrestricted retained earnings, without any restriction imposed by the terms of contractual agreements. Notwithstanding the foregoing, the subsidiaries of PLDT may, at any time, declare and pay such dividends depending upon the results of operations and future projects and plans, the respective subsidiary's earnings, cash flow, financial condition, capital investment requirements and other factors.

Consolidated cash dividend payments for the nine months ended September 30, 2018 amounted to Php13,798 million as compared with Php16,464 million paid to shareholders in the same period in 2017.

### Contractual Obligations and Commercial Commitments

#### Contractual Obligations

For a detailed discussion of our consolidated contractual undiscounted obligations as at September 30, 2018 and 2017, see Note 27 – Financial Assets and Liabilities to the accompanying unaudited consolidated financial statements.

#### Commercial Commitments

Our outstanding consolidated commercial commitments, in the form of letters of credit, amounted to nil and Php88 million as at September 30, 2018 and December 31, 2017, respectively. These commitments will expire within one year.

Quantitative and Qualitative Disclosures about Market Risks

Our operations are exposed to various risks, including liquidity risk, foreign currency exchange risk, interest rate risk, credit risk and capital management risk. The importance of managing these risks has significantly increased in light of considerable change and continuing volatility in both the Philippine and international financial markets. With a view to managing these risks, we have incorporated financial risk management functions in our organization, particularly in our treasury operations, equity issuances and sale of certain assets.

For further discussions of these risks, see Note 27 – Financial Assets and Liabilities to the accompanying unaudited consolidated financial statements.

The following table sets forth the estimated consolidated fair values of our financial assets and liabilities recognized as at September 30, 2018 and June 30, 2018 other than those whose carrying amounts are reasonable approximations of fair values:

	Fair Values	
	September	June 30,
	30,	2018
	2018	
	(amounts in million	
	Php)	
<b>Noncurrent Financial Assets</b>		
Debt instruments at amortized cost – net of current portion	146	150
Financial assets at fair value through other comprehensive income – net of current portion	2,771	2,806
Other financial assets – net of current portion	2,009	2,257
<b>Total noncurrent financial assets</b>	<b>4,926</b>	<b>5,213</b>
<b>Noncurrent Financial Liabilities</b>		
Interest-bearing financial liabilities	146,719	160,046
Customers' deposits	1,527	1,597
Deferred credits and other noncurrent liabilities	1,261	5,056
<b>Total noncurrent financial liabilities</b>	<b>149,507</b>	<b>166,699</b>

The following table sets forth the amount of gains (losses) recognized for the financial assets and liabilities for the nine months ended September 30, 2018 and the six months ended June 30, 2018:

	September	June
	30,	30,
	2018	2018
	(amounts in	
	million Php)	
<b>Profit and Loss</b>		
Interest income	1,396	916
Gains on derivative financial instruments – net	1,053	1,011
Accretion on financial liabilities	(108 )	(73 )
Interest on loans and other related items	(6,169)	(4,013)
<b>Other Comprehensive Income</b>		
Net fair value losses on cash flow hedges – net of tax	(146 )	(136 )
Net gains (losses) on available-for-sale financial investments – net of tax	10	(4,327)

Impact of Inflation and Changing Prices

Inflation can be a significant factor in the Philippine economy, and we are continually seeking ways to minimize its impact. The average inflation rate in the Philippines for the nine months ended September 30, 2018 and 2017 were 5.0% and 2.8%, respectively. We expect inflation to be high given the outlook of the government of 4.8% to 5.2%.

## PART II – OTHER INFORMATION

### External Funding in VIH

On October 4, 2018, PLDT, as the ultimate Parent Company of PCEV, VIH, Vision Investment Holdings Pte. Ltd., or Vision, an entity indirectly controlled by KKR & Co., Inc., or KKR, and Cerulean Investment Limited, or Cerulean, an entity indirectly owned and controlled by Tencent Holdings Limited, or Tencent, entered into subscription agreements under which Vision and Cerulean, or the Lead Investors, will separately subscribe to and VIH will allot and issue to the Lead Investors a total of up to US\$175 million Convertible Class A Preferred Shares of VIH, with an option for VIH to allot and issue up to US\$50 million Convertible Class A Preferred Shares to such follower investors as may be agreed among VIH, PLDT and the Lead Investors, or the upsize option.

Upon the closing of the transaction, which is expected within the fourth quarter of 2018, PLDT will remain as the majority shareholder of VIH and will continue to be involved in VIH's digital payments, Lendr and freenet businesses, amongst others. However, if VIH were to issue additional shares to the follower investors pursuant to its upsize option, PLDT's ownership in VIH would be reduced to less than 50% while still remaining as the largest shareholder.

The foregoing investment in VIH is not subject to the compulsory merger notification regime under the Philippine Competition Act and its implementing rules and regulations. In addition, the Bangko Sentral ng Pilipinas confirmed that it interposes no objection to the investment.

### ePLDT's Additional Investment in ePDS

On August 7, 2018, the Board of Directors of ePLDT approved the additional investment in ePDS amounting to Php66 million, thereby increasing its equity interest in ePDS from 67% to 95%.

### Sale of Rocket Internet Shares

On April 16, 2018, Rocket Internet announced the buyback of up to 15.5 million Rocket Internet shares through a public share purchase offer, or the Offer, against payment of an offer price in the amount of €24 per share. PLDT Online Investments Pte. Ltd., or PLDT Online, committed to accept the Offer of Rocket Internet for at least 6.8 million shares, or approximately 67.4% of the total number of Rocket Internet shares directly held by PLDT Online.

On May 4, 2018, Rocket Internet accepted the tender of PLDT Online of 6.8 million shares, for a total consideration of €163.2 million, or Php10,059 million, which was settled on May 9, 2018, reducing the equity ownership in Rocket Internet from 6.1% to 2.0%.

On May 23, 2018, Rocket Internet redeemed 10.8 million shares, reducing its share capital of the company to €154 million. As a result of the redemption of shares, PLDT Online's equity ownership in Rocket Internet increased from 2.0% to 2.1%.

On various dates in the third quarter of 2018, PLDT Online sold 0.7 million Rocket Internet shares for an aggregate amount of €22 million, or Php1,346 million, reducing the equity ownership in Rocket Internet from 2.1% to 1.7%.

#### iCommerce's Investment in Philippines Internet Holding S.à.r.l., or PHIH

On January 20, 2015, PLDT and Rocket Internet entered into a joint venture agreement designed to foster the development of internet-based businesses in the Philippines. PLDT, through its subsidiary, Voyager, and Asia Internet Holding S.à r.l., or AIH, which is 50%-owned by Rocket Internet, were the initial shareholders of the joint venture company PHIH. iCommerce, former subsidiary of Voyager, replaced the latter as shareholder of PHIH on October 14, 2015 and held a 33.33% equity interest in PHIH.

The objective of PHIH was the creation and development of online businesses in the Philippines, the leveraging of local market and business model insights, the facilitation of commercial, strategic and investment partnerships, and the acceleration of the rollout of online startups in the Philippines. In accordance with the underlying agreements, iCommerce paid approximately €7.4 million to PHIH as contribution to capital. Payment of another contribution by iCommerce to the PHIH capital of approximately €2.6 million was requested in 2016 and remained outstanding.

On September 5, 2017, AIH initiated arbitral proceedings via the German Arbitration Institute (DIS) against iCommerce for not settling the €2.6 million contribution. AIH required the payment of €2.6 million plus interest and all costs of the arbitral proceedings.

On December 14, 2017, the management and operations of iCommerce was transferred from VIH to PLDT Online. As a result, VIH ceased to have any direct interest in iCommerce and any indirect interest in PHIH. See Note 2 – Summary of Significant Accounting Policies – Transfer of iCommerce to PLDT Online.

On April 19, 2018, iCommerce, together with PLDT and Voyager, executed a Settlement Agreement with AIH to terminate the arbitral proceedings and to settle disputes over rights and obligations in connection with the PHIH agreements. On the same date, iCommerce executed a Share Transfer Agreement with AIH to transfer its PHIH shares to AIH. As a result, iCommerce gave up its 33.33% equity interest for zero value and its claims over the remaining cash of PHIH. iCommerce, AIH and PHIH waived all other claims in connection with PHIH, including any claims against iCommerce.

In separate letters dated April 26, 2018, iCommerce and AIH informed the DIS that both parties have concluded an out-of-court settlement with AIH requesting for the termination of the arbitral proceedings.

On May 7, 2018, iCommerce received the order of the DIS for the termination of the arbitral proceedings and the administrative fees to be paid in relation to the arbitral proceedings. With the foregoing, iCommerce has completed the exit from the joint venture.

#### Consolidation of the Digital Investments of Smart under PCEV

On February 27, 2018, the Board of Directors of PCEV approved the consolidation of the various digital investments under PCEV.

On March 14, 2018, PCEV entered into a Share Purchase Agreement with Voyager to purchase 53 million ordinary shares of VIH, representing 100% of the issued and outstanding ordinary shares of VIH, for a total consideration of Php465 million. The total consideration was settled on March 15, 2018, while the transfer of shares to PCEV was completed on April 6, 2018.

On March 14, 2018, VIH entered into Share Purchase Agreement with Smart to purchase all of its 170 million common shares of Voyager for a total consideration of Php3,527 million. The total consideration was settled on April 16, 2018.

On April 12, 2018, PCEV entered into a Subscription Agreement with VIH to subscribe to additional 96 million ordinary shares of VIH with a par value of SG\$1.00 per ordinary shares, for a total subscription price of SG\$96 million, or Php3,806 million, which was settled on April 13, 2018.

#### PCEV's Sale of Receivables from MPIC

On March 2, 2018, PCEV entered into a Receivables Purchase Agreement, or RPA, with various financial institutions, or the Purchasers, to sell a portion of its receivables from MPIC due in 2019 to 2021 amounting to Php5,550 million for a total consideration of Php4,852 million, which was settled on March 5, 2018. Under the terms of the RPA, the Purchasers will have exclusive ownership of the purchased receivables and all of its rights, title, and interest.

On March 23, 2018, PCEV entered into another RPA with a financial institution to sell a portion of its receivables from MPIC due in 2019 amounting to Php2,230 million for a total consideration of Php2,124 million, which was settled on April 2, 2018.

Agreement between PLDT and Smart and Amdocs

On January 24, 2018, PLDT and Smart entered into a seven-year, US\$300 million Managed Transformation Agreement with Amdocs, a leading provider of software and services to communications and media companies, to upgrade PLDT's business IT systems and improve its business processes and services, aimed at enhancing consumer satisfaction, reducing costs and generating increased revenues.



On September 28, 2018, PLDT and Amdocs expanded their strategic partnership under a new six-year service agreement to consolidate, modernize and manage PLDT and Smart's IT Infrastructure, to further enhance customer experience and engagement.

#### Transfer of Hastings PDRs to PLDT Beneficial Trust Fund

On January 22, 2018, ePLDT's Board of Directors approved the assignment of the Hastings PDRs, representing 70% economic interest in Hastings Holdings, Inc., to the PLDT Beneficial Trust Fund for a total consideration of Php1,664 million. The assignment was completed on February 15, 2018 and ePLDT subsequently ceased to have any economic interest in Hastings.

#### Divestment of CURE

On October 26, 2011, PLDT received the Order issued by the NTC approving the application jointly filed by PLDT and Digital for the sale and transfer of approximately 51.6% of the outstanding common stock of Digital to PLDT. The approval of the application was subject to conditions which included the divestment by PLDT of CURE, in accordance with the Divestment Plan.

In a letter dated July 26, 2012, Smart informed the NTC that it has complied with the terms and conditions of the divestment plan as CURE had rearranged its assets, such that, except for assets necessary to pay off obligations due after June 30, 2012 and certain tax assets, CURE's only remaining assets as at June 30, 2012 were its congressional franchise, the 10MHz of 3G frequency in the 2100 band and related permits.

In a letter dated September 10, 2012, Smart informed the NTC that the minimum Cost Recovery Amount, or CRA, to enable PLDT to recover its investment in CURE includes, among others, the total cost of equity investments in CURE, advances from Smart for operating requirements, advances from stockholders and associated funding costs. In a letter dated January 21, 2013, the NTC referred the computation of the CRA to the Commissioners of the NTC.

In a letter dated March 5, 2018, PLDT informed the NTC that it is waiving its right to recover any and all costs related to the 10MHz of 3G radio frequency previously assigned to CURE. Accordingly, CURE will not claim any cost associated with it in the event of subsequent assignment by the NTC to another qualified telecommunications company. With the foregoing, PLDT is deemed to have fully complied with its obligation to divest from CURE as a condition to the sale and transfer of DTPI shares to PLDT.

See Note 2 – Summary of Significant Accounting Policies – Divestment of CURE to the accompanying unaudited consolidated financial statements for further details.

For updates on matters relating to the (1) Department of Labor and Employment, or DOLE, Compliance Order to PLDT, see Note 26 – Provisions and Contingencies; (2) Petition against the Philippine Competition Commission, see Note 10 – Investment in Associates and Joint Ventures; and (3) Wilson Gamboa and Jose M. Roy III Petition, see Note 26 – Provisions and Contingencies, to the accompanying unaudited consolidated financial statements.

#### Related Party Transactions

For a detailed discussion of the related party transactions, see Note 24 – Related Party Transactions to the accompanying unaudited consolidated financial statements.

## ANNEX I – AGING OF ACCOUNTS RECEIVABLE

The following table shows the aging of our consolidated receivables as at September 30, 2018:

Type of Accounts Receivable	Total	Current	31-60 Days	61-90 Days	Over 91 Days
	(amounts in million Php)				
Retail subscribers	19,692	10,971	1,213	249	7,259
Corporate subscribers	9,896	2,551	2,383	885	4,077
Foreign administrations	4,428	1,672	268	237	2,251
Domestic carriers	378	12	216	27	123
Dealers, agents and others	19,959	6,694	1,183	1,351	10,731
Total	54,353	21,900	5,263	2,749	24,441
Less: Allowance for doubtful accounts	15,394				
Total Receivables - net	38,959				

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## ANNEX II – Financial Soundness Indicators

The following table shows our financial soundness indicators as at September 30, 2018 and 2017:

	2018	2017
Current Ratio <sup>(1)</sup>	0.66:1.0	0.55:1.0
Net Debt to Equity Ratio <sup>(2)</sup>	1.18:1.0	1.19:1.0
Net Debt to EBITDA Ratio <sup>(3)</sup>	1.94:1.0	2.18:1.0
Total Debt to EBITDA Ratio <sup>(4)</sup>	2.69:1.0	2.71:1.0
Asset to Equity Ratio <sup>(5)</sup>	4.30:1.0	3.81:1.0
Interest Coverage Ratio <sup>(6)</sup>	2.09:1.0	4.63:1.0
Profit Margin <sup>(7)</sup>	14 %	18 %
Return on Assets <sup>(8)</sup>	2 %	6 %
Return on Equity <sup>(9)</sup>	7 %	23 %
EBITDA Margin <sup>(10)</sup>	43 %	43 %

<sup>(1)</sup>Current ratio is measured as current assets divided by current liabilities (including current portion – LTD, unearned revenues and mandatory tender option liability.)

<sup>(2)</sup>Net Debt to equity ratio is measured as total debt (long-term debt, including current portion) less cash and cash equivalent and short-term investments divided by total equity attributable to equity holders of PLDT.

<sup>(3)</sup>Net Debt to EBITDA ratio is measured as total debt (long-term debt, including current portion) less cash and cash equivalent and short-term investments divided by EBITDA for the 12 months average period.

<sup>(4)</sup>Total Debt to EBITDA ratio is measured as total debt (long-term debt, including current portion) divided by EBITDA for the 12 months average period.

<sup>(5)</sup>Asset to equity ratio is measured as total assets divided by total equity attributable to equity holders of PLDT.

<sup>(6)</sup>Interest coverage ratio is measured by EBIT, or earnings before interest and taxes for the 12 months average period, divided by total financing cost for the 12 months average period.

<sup>(7)</sup>Profit margin is derived by dividing net income for the period with total revenues for the period.

<sup>(8)</sup>Return on assets is measured as net income for the 12 months average period divided by average total assets.

<sup>(9)</sup>Return on Equity is measured as net income for the 12 months average period divided by average total equity attributable to equity holders of PLDT.

<sup>(10)</sup>EBITDA margin is measured as EBITDA for the period divided by service revenues for the period.

EBITDA for the period is measured as net income excluding depreciation and amortization, amortization of intangible assets, asset impairment on noncurrent assets, financing cost, interest income, equity share in net earnings (losses) of associates and joint ventures, foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net, provision for (benefit from) income tax and other income (expenses) – net for the period.

SIGNATURES

Pursuant to the requirements of the Securities Regulation Code, the registrant has duly caused this report for the nine months of 2018 to be signed on its behalf by the undersigned thereunto duly authorized.

Registrant: PLDT Inc.

Signature and Title: /s/ Manuel V. Pangilinan  
Manuel V. Pangilinan  
Chairman of the Board  
President and Chief Executive Officer

Signature and Title: /s/ Anabelle Lim-Chua  
Anabelle Lim-Chua  
Senior Vice President  
(Principal Financial Officer)

Signature and Title: /s/ June Cheryl A. Cabal-Revilla  
June Cheryl A. Cabal-Revilla  
Senior Vice President  
(Principal Accounting Officer)

Date: November 8, 2018

PLDT INC. AND SUBSIDIARIES

CONSOLIDATED FINANCIAL STATEMENTS

AS AT SEPTEMBER 30, 2018 (UNAUDITED) AND DECEMBER 31, 2017 (AUDITED)

AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2018 AND 2017 (UNAUDITED)

## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(in million pesos)

	September 30, December 31,	
	2018 (Unaudited)	2017 (Audited)
<b>ASSETS</b>		
<b>Noncurrent Assets</b>		
Property and equipment (Notes 9 and 21)	194,748	186,907
Investments in associates and joint ventures (Note 10)	43,074	46,130
Available-for-sale financial investments (Notes 6 and 11)	—	15,165
Financial assets at fair value through profit or loss (Note 11)	6,733	—
Investment in debt securities and other long-term investments – net of current portion (Note 12)	—	150
Debt instruments at amortized cost (Note 12)	150	—
Investment properties (Notes 6 and 13)	1,943	1,635
Goodwill and intangible assets (Note 14)	68,963	69,583
Deferred income tax assets – net (Note 7)	28,589	30,466
Derivative financial assets – net of current portion (Note 27)	235	215
Prepayments – net of current portion (Note 18)	6,381	5,370
Advances and other noncurrent assets – net of current portion (Note 24)	—	14,154
Financial assets at fair value through other comprehensive income – net of current portion (Notes 6 and 24)	2,771	—
Other financial assets – net of current portion (Note 27)	2,276	—
Other non-financial assets – net of current portion	370	—
<b>Total Noncurrent Assets</b>	<b>356,233</b>	<b>369,775</b>
<b>Current Assets</b>		
Cash and cash equivalents (Note 15)	45,206	32,905
Short-term investments (Note 27)	4,846	1,074
Trade and other receivables (Note 16)	38,959	33,761
Inventories and supplies (Note 17)	5,218	3,933
Contract assets (Note 27)	3,487	—
Current portion of derivative financial assets (Note 27)	302	171
Current portion of investment in debt securities and other long-term investments (Note 12)	—	100
Current portion of prepayments (Note 18)	7,163	9,633
Current portion of advances and other noncurrent assets (Note 19)	—	8,092
Current portion of financial assets at fair value through other comprehensive income	1,548	—

(Notes 6 and 24)		
Current portion of other financial assets (Notes 19 and 27)	7,054	—
Current portion of other non-financial assets	825	—
Total Current Assets	114,608	89,669
<b>TOTAL ASSETS</b>	<b>470,841</b>	<b>459,444</b>
<b>EQUITY AND LIABILITIES</b>		
Equity		
Non-voting serial preferred stock (Notes 8 and 19)	360	360
Voting preferred stock (Note 19)	150	150
Common stock (Notes 8 and 19)	1,093	1,093
Treasury stock (Notes 8 and 19)	(6,505)	(6,505)
Treasury shares under employee benefit trust (Note 25)	(854)	(940)
Capital in excess of par value (Note 19)	130,399	130,374
Other equity reserves (Note 25)	616	827
Retained earnings (Note 19)	9,907	634
Other comprehensive loss (Note 6)	(25,688)	(19,151)
Total Equity Attributable to Equity Holders of PLDT (Note 27)	109,478	106,842
Noncontrolling interests (Note 6)	4,298	4,341
<b>TOTAL EQUITY</b>	<b>113,776</b>	<b>111,183</b>

See accompanying Notes to Consolidated Financial Statements.



## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (continued)

(in million pesos)

	September 30,	December 31,
	2018 (Unaudited)	2017 (Audited)
<b>Noncurrent Liabilities</b>		
Interest-bearing financial liabilities – net of current portion (Notes 20 and 24)	164,965	157,654
Deferred income tax liabilities – net (Note 7)	3,482	3,366
Derivative financial liabilities – net of current portion (Note 27)	—	8
Customers' deposits (Note 27)	2,464	2,443
Pension and other employee benefits (Note 25)	8,741	8,997
Deferred credits and other noncurrent liabilities (Note 21)	3,640	7,702
<b>Total Noncurrent Liabilities</b>	<b>183,292</b>	<b>180,170</b>
<b>Current Liabilities</b>		
Accounts payable (Note 22)	63,102	60,445
Accrued expenses and other current liabilities (Notes 23 and 26)	93,641	90,740
Current portion of interest-bearing financial liabilities (Notes 20 and 24)	14,258	14,957
Dividends payable (Note 19)	1,649	1,575
Current portion of derivative financial liabilities (Note 27)	29	141
Income tax payable	1,094	233
<b>Total Current Liabilities</b>	<b>173,773</b>	<b>168,091</b>
<b>TOTAL LIABILITIES</b>	<b>357,065</b>	<b>348,261</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>470,841</b>	<b>459,444</b>

See accompanying Notes to Consolidated Financial Statements.

## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED INCOME STATEMENTS

For the Nine Months Ended September 30, 2018 and 2017

(in million pesos, except earnings per common share amounts which are in pesos)

	Nine Months Ended September 30, 2018      2017		Three Months Ended September 30, 2018      2017	
	(Unaudited)			
<b>REVENUES</b>				
Service revenues	114,876	113,029	38,515	37,646
Non-service revenues (Note 5)	8,275	6,037	2,397	2,405
	123,151	119,066	40,912	40,051
<b>EXPENSES</b>				
Selling, general and administrative expenses (Note 5)	53,010	51,731	17,758	17,187
Depreciation and amortization (Note 9)	27,500	25,547	9,611	10,218
Cost of sales and services (Note 5)	11,070	9,700	3,560	3,228
Interconnection costs	5,849	5,712	1,941	1,559
Asset impairment (Note 5)	4,164	3,805	1,352	1,557
	101,593	96,495	34,222	33,749
	21,558	22,571	6,690	6,302
<b>OTHER INCOME (EXPENSES) (Note 5)</b>	(309 )	5,307	(1,003 )	839
<b>INCOME BEFORE INCOME TAX</b>	21,249	27,878	5,687	7,141
<b>PROVISION FOR INCOME TAX (Note 7)</b>	4,923	5,936	1,166	1,760
<b>NET INCOME</b>	16,326	21,942	4,521	5,381
<b>ATTRIBUTABLE TO:</b>				
Equity holders of PLDT (Note 8)	16,269	21,878	4,507	5,360
Noncontrolling interests	57	64	14	21
	16,326	21,942	4,521	5,381
<b>Earnings Per Share Attributable to Common Equity Holders</b>				
<b>of PLDT (Note 8)</b>				
Basic	75.09	101.06	20.78	24.74
Diluted	75.09	101.06	20.78	24.74

See accompanying Notes to Consolidated Financial Statements.



## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

For the Nine Months Ended September 30, 2018 and 2017

(in million pesos)

	Nine Months Ended September 30, 2018 2017 (Unaudited)		Three Months Ended September 30, 2018 2017	
NET INCOME	16,326	21,942	4,521	5,381
OTHER COMPREHENSIVE INCOME (LOSS) – NET OF TAX				
(Note 6)				
Foreign currency translation differences of subsidiaries	299	33	50	9
Net gains on available-for-sale financial investments:	10	3,669	4,337	2,234
Unrealized gains from changes in fair value				
adjustments recognized during the period (Note 11)	—	3,130	4,337	2,235
Impairment recognized in profit or loss (Note 11)	—	540	—	—
Income tax related to fair value adjustments charged directly				
to equity (Note 7)	10	(1 )	—	(1 )
Financial instrument at fair value through other comprehensive				
income	(128 )	—	(128 )	—
Net transactions on cash flow hedges:	(146 )	(384 )	(10 )	(176 )
Net fair value losses on cash flow hedges (Note 27)	(132 )	(447 )	(15 )	(209 )
Income tax related to fair value adjustments charged directly				
to equity (Note 7)	(14 )	63	5	33
Share in the other comprehensive loss (income) of associates and				
joint ventures accounted for using the equity method (Note 10)	—	(70 )	182	—
Net other comprehensive income to be reclassified to profit				
or loss in subsequent periods	35	3,248	4,431	2,067
Revaluation increment on investment properties:	(2 )	(1 )	(1 )	—
Depreciation of revaluation increment in investment properties				
transferred to property and equipment (Note 9)	(2 )	(2 )	(1 )	(1 )
Income tax related to revaluation increment charged directly to				
equity (Note 7)	—	1	—	1

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Actuarial losses on defined benefit obligations:	(2,062 )	(2,394 )	(246 )	(1,129)
Remeasurement in actuarial losses on defined benefit obligations (Note 25)	(2,947 )	(3,409 )	(352 )	(1,613)
Income tax related to remeasurement adjustments (Note 7)	885	1,015	106	484
Share in the other comprehensive income of associates and joint ventures accounted for using the equity method (Note 10)	—	194	—	—
Net other comprehensive loss not to be reclassified to profit or loss in subsequent periods	(2,064 )	(2,201 )	(247 )	(1,129)
Total Other Comprehensive Income (Loss) – Net of Tax	(2,029 )	1,047	4,184	938
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>14,297</b>	<b>22,989</b>	<b>8,705</b>	<b>6,319</b>
<b>ATTRIBUTABLE TO:</b>				
Equity holders of PLDT	14,232	22,920	8,689	6,299
Noncontrolling interests	65	69	16	20
	14,297	22,989	8,705	6,319

See accompanying Notes to Consolidated Financial Statements.

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## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

For the Nine Months Ended September 30, 2018 and 2017

(in million pesos)

	Preferred Stock	Common Stock	Treasury Stock	Treasury Benefit Trust	Capital Par Value	Reserves Equity	Retained Earnings	Other Comprehensive Income (Loss)	Total Equity Attributable to Equity Holders of PLDT	Noncontrolling Interests	Total Equity
Balances as at January 1, 2018 PFRS 15 and PFRS 9 adjustments	510	1,093	(6,505)	(940)	130,374	827	634	(19,151)	106,842	4,341	111,183
(Note 2)	—	—	—	—	—	—	7,053	(4,500 )	2,553	—	2,553
Total comprehensive income (loss):	—	—	—	—	—	—	16,269	(2,037 )	14,232	65	14,297
Net income (Note 8)	—	—	—	—	—	—	16,269	—	16,269	57	16,326
Other comprehensive (loss) income (Note 6)	—	—	—	—	—	—	—	(2,037 )	(2,037 )	8	(2,029 )
Cash dividends (Note 19)	—	—	—	—	—	—	(13,872)	—	(13,872 )	(15 )	(13,887 )
Distribution charges on perpetual notes (Note 19)	—	—	—	—	—	—	(177 )	—	(177 )	—	(177 )
Other equity reserves (Note 3)	—	—	—	—	—	(211)	—	—	(211 )	—	(211 )
	—	—	—	86	—	—	—	—	86	—	86

Treasury shares under employee benefit trust												
Acquisition and dilution of noncontrolling interests					25				25	(93 )	(68 )	
Balances as at September 30, 2018												
(Unaudited)	510	1,093	(6,505)	(854)	130,399	616	9,907	(25,688)	109,478	4,298	113,776	
Balances as at January 1, 2017	510	1,093	(6,505)	—	130,488	—	3,483	(20,894)	108,175	362	108,537	
Total comprehensive income:							22,314	606	22,920	69	22,989	
Net income (Note 8)							21,878	—	21,878	64	21,942	
Other comprehensive income (Note 6)							436	606	1,042	5	1,047	
Cash dividends (Note 19)							(16,465)	—	(16,465 )	(33 )	(16,498 )	
Perpetual notes (Note 19)										4,200	4,200	
Distribution charges on perpetual notes (Note 19)							(118 )	—	(118 )	—	(118 )	
Equity reserves					(127 )				(127 )	—	(127 )	
Acquisition and dilution of noncontrolling interests										(99 )	(99 )	
Balances as at September 30, 2017												
(Unaudited)	510	1,093	(6,505)	—	130,361	—	9,214	(20,288)	114,385	4,499	118,884	

See accompanying Notes to Consolidated Financial Statements.

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## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Nine Months Ended September 30, 2018 and 2017

(in million pesos)

	2018	2017
	(Unaudited)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Income before income tax	21,249	27,878
Adjustments for:		
Depreciation and amortization (Note 9)	27,500	25,547
Interest on loans and other related items – net (Note 5)	5,049	5,332
Asset impairment (Note 5)	4,164	3,805
Pension benefit costs (Notes 5 and 25)	1,352	1,306
Foreign exchange losses – net (Notes 5 and 9)	891	787
Amortization of intangible assets (Notes 5 and 14)	641	622
Incentive plans (Notes 5 and 25)	127	638
Accretion on financial liabilities – net (Note 5)	108	169
Impairment of investments (Notes 10 and 11)	60	778
Losses (gains) on disposal of property and equipment (Note 9)	(8 )	39
Equity share in net earnings of associates and joint ventures (Notes 5 and 10)	(199 )	(2,734 )
Gains on derivative financial instruments – net (Notes 5 and 27)	(1,053 )	(650 )
Interest income (Note 5)	(1,396 )	(1,023 )
Gain on disposal of financial assets at fair value through profit or loss	(144 )	(6,614 )
Others	(3,200 )	(1,503 )
Operating income before changes in assets and liabilities	55,141	54,377
Decrease (increase) in:		
Prepayments	837	1,163
Advances and other noncurrent assets	243	1,045
Trade and other receivables	(12,385)	(5,462 )
Inventories and supplies	(1,686 )	(333 )
Contract assets	356	—
Increase (decrease) in:		
Customers' deposits	20	7
Pension and other employee benefits	(4,849 )	(5,417 )
Other noncurrent liabilities	30	30
Accounts payable	4,977	(11,352)
Accrued expenses and other current liabilities	1,624	(3,160 )
Net cash flows generated from operations	44,308	30,898
Income taxes paid	(1,686 )	(3,543 )
Net cash flows from operating activities	42,622	27,355
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		

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Interest received	904	953
Proceeds from:		
Notes receivable	11,707	2,001
Disposal of financial assets at fair value through profit or loss	11,400	—
Proceeds from maturity of short-term investments	5,249	12,053
Disposal of investments	1,664	—
Disposal of property and equipment (Note 9)	276	445
Redemption of investment in debt securities	105	200
Disposal of investments in associates and joint ventures	46	12,000
Disposal of available-for-sale financial investments	—	1,000
Disposal of investment properties	—	319
Payments for:		
Acquisition of intangible assets (Note 14)	(12 )	(105 )
Purchase of investments in associates and joint ventures (Note 10)	(111 )	(5,594 )
Interest capitalized to property and equipment (Notes 5 and 9)	(1,120 )	(579 )
Purchase of short-term investments	(8,699 )	(17,815 )
Purchase of property and equipment (Note 9)	(39,364 )	(10,414 )
Purchase of available-for-sale financial investments	—	(75 )
Dividends received (Note 10)	—	833
Increase in advances and other noncurrent assets	(33 )	(65 )
Net cash flows used in investing activities	(17,988)	(4,843 )

See accompanying Notes to Consolidated Financial Statements.

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## PLDT INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CASH FLOWS (continued)

For the Nine Months Ended September 30, 2018 and 2017

(in million pesos)

	2018	2017
	(Unaudited)	
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from:		
Availments of long-term debt (Note 20)	20,500	25,255
Derivative financial instruments (Note 27)	709	185
Issuance of perpetual notes (Note 19)	—	4,200
Payments for:		
Debt issuance costs (Note 20)	(38 )	(157 )
Distribution charges on perpetual notes (Note 19)	(177 )	(118 )
Interest – net of capitalized portion (Notes 5 and 20)	(4,802 )	(5,402 )
Cash dividends (Note 19)	(13,798)	(16,464)
Long-term debt (Note 20)	(16,458)	(36,500)
Long-term financing for capital expenditures	—	(7,246 )
Decrease in treasury shares under employee benefit trust	26	—
Net cash flows used in financing activities	(14,038)	(36,247)
<b>NET EFFECT OF FOREIGN EXCHANGE RATE CHANGES ON CASH</b>		
<b>AND CASH EQUIVALENTS</b>	1,705	381
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	12,301	(13,354)
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD (Note 15)</b>	32,905	38,722
<b>CASH AND CASH EQUIVALENTS AT END OF THE PERIOD (Note 15)</b>	45,206	25,368

See accompanying Notes to Consolidated Financial Statements.

## PLDT INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Corporate Information

PLDT Inc. (formerly Philippine Long Distance Telephone Company), which we refer to as PLDT or the Parent Company, was incorporated under the old Corporation Law of the Philippines (Act 1459, as amended) on November 28, 1928, following the merger of four telephone companies under common U.S. ownership. Under its amended Articles of Incorporation, PLDT's corporate term is currently limited through 2028. In 1967, effective control of PLDT was sold by the General Telephone and Electronics Corporation, then a major shareholder since PLDT's incorporation, to a group of Filipino businessmen. In 1981, in furtherance of the then existing policy of the Philippine government to integrate the Philippine telecommunications industry, PLDT purchased substantially all of the assets and liabilities of the Republic Telephone Company, which at that time was the second largest telephone company in the Philippines. In 1998, certain subsidiaries of First Pacific Company Limited, or First Pacific, and its Philippine affiliates (collectively the First Pacific Group and its Philippine affiliates), acquired a significant interest in PLDT. On March 24, 2000, NTT Communications Corporation, or NTT Communications, through its wholly-owned subsidiary NTT Communications Capital (UK) Ltd., became PLDT's strategic partner with approximately 15% economic and voting interest in the issued and outstanding common stock of PLDT at that time. Simultaneous with NTT Communications' investment in PLDT, the latter acquired 100% of Smart Communications, Inc., or Smart. On March 14, 2006, NTT DOCOMO, Inc., or NTT DOCOMO, acquired from NTT Communications approximately 7% of PLDT's then outstanding common shares held by NTT Communications with NTT Communications retaining ownership of approximately 7% of PLDT's common shares. Since March 14, 2006, NTT DOCOMO has made additional purchases of shares of PLDT, and together with NTT Communications beneficially owned approximately 20% of PLDT's outstanding common stock as at September 30, 2018. NTT Communications and NTT DOCOMO are subsidiaries of NTT Holding Company. On February 28, 2007, Metro Pacific Asset Holdings, Inc., a Philippine affiliate of First Pacific, completed the acquisition of an approximately 46% interest in Philippine Telecommunications Investment Corporation, or PTIC, a shareholder of PLDT. This investment in PTIC represented an attributable interest of approximately 6% of the then outstanding common shares of PLDT and thereby raised First Pacific Group's and its Philippine affiliates' beneficial ownership to approximately 28% of PLDT's outstanding common stock as at that date. Since then, First Pacific Group's beneficial ownership interest in PLDT decreased by approximately 2%, mainly due to the holders of Exchangeable Notes, which were issued in 2005 by a subsidiary of First Pacific and exchangeable into PLDT shares owned by First Pacific Group, who fully exchanged their notes. First Pacific Group and its Philippine affiliates had beneficial ownership of approximately 26% in PLDT's outstanding common stock as at September 30, 2018. On October 26, 2011, PLDT completed the acquisition of a controlling interest in Digital Telecommunications Phils., Inc., or Digitel, from JG Summit Holdings, Inc., or JGSHI, and its affiliates, or JG Summit Group. As payment for the assets acquired from JGSHI, PLDT issued approximately 27.7 million common shares. In November 2011, JGSHI sold 5.81 million and 4.56 million PLDT shares to a Philippine affiliate of First Pacific and NTT DOCOMO, respectively, pursuant to separate option agreements that JGSHI had entered into with a Philippine affiliate of First Pacific and NTT DOCOMO, respectively. As at September 30, 2018, the JG Summit Group beneficially owned approximately 8% of PLDT's outstanding common shares.

On October 16, 2012, BTF Holdings, Inc., or BTFHI, a wholly-owned company of the Board of Trustees for the Account of the Beneficial Trust Fund, or PLDT Beneficial Trust Fund, created pursuant to PLDT's Benefit Plan, subscribed to 150 million newly issued shares of Voting Preferred Stock of PLDT, or Voting Preferred Shares, at a subscription price of Php1.00 per share for a total subscription price of Php150 million pursuant to a subscription agreement between BTFHI and PLDT dated October 15, 2012. As a result of the issuance of Voting Preferred Shares, the voting power of the NTT Group (NTT DOCOMO and NTT Communications), First Pacific Group and its

Philippine affiliates, and JG Summit Group was reduced to 12%, 15% and 5%, respectively, as at September 30, 2018. See Note 19 – Equity – Voting Preferred Stock and Note 26 – Provisions and Contingencies – In the Matter of the Wilson Gamboa Case and Jose M. Roy III Petition.

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The common shares of PLDT are listed and traded on the Philippine Stock Exchange, Inc., or PSE. On October 19, 1994, an American Depositary Receipt, or ADR, facility was established, pursuant to which Citibank N.A., as the depository, issued American Depositary Shares, or ADSs, with each ADS representing one PLDT common share with a par value of Php5.00 per share. Effective February 10, 2003, PLDT appointed JP Morgan Chase Bank as successor depository for PLDT's ADR facility. The ADSs are listed on the New York Stock Exchange, or NYSE, in the United States and are traded on the NYSE under the symbol "PHI". There were approximately 25.8 million ADSs outstanding as at September 30, 2018.

PLDT and our Philippine-based fixed line and wireless subsidiaries operate under the jurisdiction of the Philippine National Telecommunications Commission, or NTC, which jurisdiction extends, among other things, to approving major services offered and certain rates charged to customers.

We are the largest and most diversified telecommunications company in the Philippines which delivers data and multi-media services nationwide. We have organized our business into business units based on our products and services and have three reportable operating segments which serve as the bases for management's decision to allocate resources and evaluate operating performance. Our principal activities are discussed in Note 4 – Operating Segment Information.

Our registered office address is Ramon Cojuangco Building, Makati Avenue, Makati City, Philippines.

## 2. Summary of Significant Accounting Policies

### Basis of Preparation

Our consolidated financial statements have been prepared in accordance with Philippine Financial Reporting Standards, or PFRSs, as issued by the Philippine Financial Reporting Standards Council, or FRSC.

Our consolidated financial statements have been prepared under the historical cost basis, except for derivative financial assets, financial assets at fair value through profit or loss, or FVPL, financial assets at fair value through other comprehensive, or FVOCI, certain available-for-sale financial investments, certain short-term investments and investment properties that are measured at fair values.

Our consolidated financial statements include adjustments consisting only of normal recurring adjustments, necessary to present fairly the results of operations for the interim periods. The results of operations for the nine months ended September 30, 2018 are not necessarily indicative of the results of operations that may be expected for the full year.

Our consolidated financial statements are presented in Philippine peso, PLDT's functional currency, and all values are rounded to the nearest million, except when otherwise indicated.

## Basis of Consolidation

Our consolidated financial statements include the financial statements of PLDT and the following subsidiaries (collectively, the “PLDT Group”) as at September 30, 2018 and December 31, 2017:

Name of Subsidiary	Place of Incorporation	Principal Business Activity	Percentage of Ownership			
			September 30, 2018 (Unaudited)		December 31, 2017 (Audited)	
			Direct	Indirect	Direct	Indirect
Wireless						
Smart:	Philippines	Cellular mobile services	100.0	—	100.0	—
Smart Broadband, Inc., or SBI,	Philippines	Internet broadband	—	100.0	—	100.0
and Subsidiary		distribution services				
Primeworld Digital Systems, Inc.,	Philippines	Internet broadband	—	100.0	—	100.0
or PDSI		distribution services				
I-Contacts Corporation	Philippines	Operations support servicing	—	100.0	—	100.0
		business				
Smart Money Holdings Corporation,	Cayman Islands	Investment company	—	100.0	—	100.0
or SMHC						
Far East Capital Limited, or	Cayman Islands	Cost effective offshore	—	100.0	—	100.0
FECL, and Subsidiary, or FECL		financing and risk				
Group		management activities				
		for Smart				
PH Communications Holdings Corporation,	Philippines	Investment company	—	100.0	—	100.0
or PHC						
Connectivity Unlimited Resource Enterprise, or CURE	Philippines	Cellular mobile services	—	100.0	—	100.0
Francom Holdings, Inc., or FHI:	Philippines	Investment company	—	100.0	—	100.0
Chikka Holdings Limited, or	British Virgin Islands	Content provider, mobile	—	100.0	—	100.0
Chikka, and Subsidiaries, or	Islands	applications development				
Chikka Group		and services				
Wifun, Inc., or Wifun	Philippines		—	100.0	—	100.0

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		Software developer and selling					
		of WiFi access equipment					
Telesat, Inc. <sup>(a)</sup>	Philippines	Satellite communications	100.0	—	100.0	—	
		services					
ACeS Philippines Cellular Satellite Corporation, or ACeS Philippines	Philippines	Satellite information and	88.5	11.5	88.5	11.5	
Digitel Mobile Philippines, Inc., or DMPI,	Philippines	messaging services					
(a wholly-owned subsidiary of Digitel)		Cellular mobile services	—	99.6	—	99.6	
Fixed Line							
PLDT Clark Telecom, Inc., or ClarkTel	Philippines	Telecommunications services	100.0	—	100.0	—	
PLDT Subic Telecom, Inc., or SubicTel	Philippines	Telecommunications services	100.0	—	100.0	—	
PLDT Global Corporation, or PLDT Global,	British Virgin Islands	Telecommunications services	100.0	—	100.0	—	
and Subsidiaries							
Smart-NTT Multimedia, Inc. <sup>(a)</sup>	Philippines	Data and network services	100.0	—	100.0	—	
PLDT-Philcom, Inc., or Philcom, and Subsidiaries, or Philcom Group	Philippines	Telecommunications services	100.0	—	100.0	—	
Talas Data Intelligence, Inc., or Talas	Philippines	Business infrastructure and solutions; intelligent data processing and implementation services and data analytics insight generation	100.0	—	100.0	—	
ePLDT, Inc., or ePLDT:	Philippines	Information and communications infrastructure for internet-based services, e-commerce, customer relationship management	100.0	—	100.0	—	



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		and IT related services				
IP Converge Data Services, Inc., or IPCDSI, and Subsidiary, or IPCDSI Group	Philippines	Information and communications infrastructure for internet-based services, e-commerce, customer relationship management	—	100.0	—	100.0
		and IT related services				
Curo Teknika, Inc., or Curo	Philippines	Managed IT outsourcing	—	100.0	—	100.0
ABM Global Solutions, Inc., or AGS, and Subsidiaries, or AGS Group	Philippines	Internet-based purchasing, IT consulting and professional services	—	100.0	—	100.0
ePDS, Inc., or ePDS	Philippines	Bills printing and other related value-added services, or VAS	—	95.0	—	67.0
netGames, Inc. <sup>(b)</sup>	Philippines	Gaming support services	—	57.5	—	57.5
Digitel:	Philippines	Telecommunications services	99.6	—	99.6	—
Digitel Information Technology Services, Inc. <sup>(a)</sup>	Philippines	Internet services	—	99.6	—	99.6
PLDT-Maratel, Inc., or Maratel Bonifacio Communications Corporation, or BCC	Philippines	Telecommunications services	98.0	—	98.0	—
	Philippines	Telecommunications, infrastructure and related VAS	75.0	—	75.0	—
Pacific Global One Aviation Company, Inc., or PG1	Philippines	Air transportation business	65.0	—	65.0	—
Pilipinas Global Network Limited, or PGNL, and Subsidiaries	British Virgin Islands	Internal distributor of Filipino channels and content	64.6	—	64.6	—

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Name of Subsidiary	Place of Incorporation	Principal Business Activity	September 30,		December 31,	
			2018 (Unaudited)	2017 (Audited)	2018 (Unaudited)	2017 (Audited)
			Percentage of Ownership			
			Direct	Indirect	Direct	Indirect
Others						
PLDT Global Investments Holdings, Inc., or PGIH	Philippines	Investment company	100.0	—	100.0	—
PLDT Digital Investments Pte. Ltd., or PLDT Digital, and Subsidiaries	Singapore	Investment company	100.0	—	100.0	—
Mabuhay Investments Corporation, or MIC <sup>(a)</sup>	Philippines	Investment company	67.0	—	67.0	—
PLDT Global Investments Corporation, or PGIC	British Virgin Islands	Investment company	—	100.0	—	100.0
PLDT Communications and Energy Ventures, Inc., or PCEV	Philippines	Investment company	—	99.9	—	99.9
Voyager Innovations Holdings, Pte. Ltd., or VIH, (formerly eInnovations Holdings Pte. Ltd.) <sup>(c)</sup> :	Singapore	Investment company	—	99.9	—	100.0
Voyager Innovations Investments Pte. Ltd., or VII, (formerly Takatack Holdings Pte. Ltd.) <sup>(d)</sup>	Singapore	Investment company	—	99.9	—	100.0
Voyager Innovations Singapore Pte. Ltd., or VIS, (formerly Takatack Technologies Pte. Ltd.) <sup>(e)</sup>	Singapore	Development and maintenance of IT-based solutions for communications and e-Commerce platforms	—	99.9	—	100.0
Takatack Malaysia Sdn. Bhd., or Takatack	Malaysia	Development, maintenance and support services to	—	99.9	—	100.0

Malaysia		enable the digital commerce ecosystem				
Voyager Innovations, Inc., or Voyager Philippines	Philippines	Mobile applications and digital platform developer	—	99.9	—	100.0
Voyager Innovations Pte. Ltd., or VIP, (formerly ePay Investments Pte. Ltd.) <sup>(f)</sup>	Singapore	Investment company	—	99.9	—	100.0
PayMaya Philippines, Inc. or PayMaya	Philippines	Provide and market certain mobile payment services	—	99.9	—	100.0
PayMaya Operations	Philippines	Market, sell and distribute payment solutions and other related services	—	99.9	—	100.0
Philippines, Inc., or PayMaya Ops						
ePay Investments Myanmar, Ltd., or ePay Myanmar <sup>(g)</sup>	Myanmar	Investment company	—	99.9	—	100.0
3rd Brand Pte. Ltd., or 3rd Brand <sup>(h)</sup>	Singapore	Solutions and systems integration services	—	99.9	—	85.0
Voyager Fintech Ventures Pte. Ltd., or Fintech Ventures	Singapore	Investment company	—	99.9	—	100.0
Fintq Inventions Corporation, or FINTQ	Philippines	Development of financial technology innovations	—	99.9	—	100.0
Fintq Inventions Insurance Agency Corporation	Philippines	Insurance company	—	99.9	—	100.0

(a) Ceased commercial operations.

(b) Ceased commercial operations and under liquidation due to shortened corporate life to August 31, 2015.

(c) On July 11, 2017, the Accounting and Corporate Regulatory Authority, or ACRA, of Singapore approved the change in business name of eInnovations Holdings Pte. Ltd. to Voyager Innovations Holdings Pte. Ltd. On April 16, 2018, the ACRA of Singapore approved the transfer of VIH to PCEV.

(d) On December 29, 2017, the ACRA of Singapore approved the change in business name of Takatack Holdings Pte. Ltd. to Voyager Innovations Investments Pte. Ltd.

(e) On March 6, 2018, the ACRA of Singapore approved the change in business name of Takatack Technologies Pte. Ltd. to Voyager Innovations Singapore Pte. Ltd.

(f)

On January 25, 2018, the ACRA of Singapore approved the change in business name of ePay Investments Pte. Ltd. to Voyager Innovations Pte. Ltd.

- (g) On July 25, 2017, ePay Investments Myanmar, Ltd. was incorporated in Myanmar to engage in the business of providing support services on the development and provision of digital technology.
- (h) On January 15, 2018, VIH purchased from Phonix Investment Management Ltd. (formerly Kolipri Communications Ltd.) its 15% minority interest of 3<sup>rd</sup> Brand for a consideration of SG\$1.00.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which PLDT obtains control, and continue to be consolidated until the date that such control ceases. We control an investee when we are exposed, or have rights, to variable returns from our involvement with the investee and when we have the ability to affect those returns through our power over the investee.

The financial statements of our subsidiaries are prepared for the same reporting period as PLDT. We prepare our consolidated financial statements using uniform accounting policies for like transactions and other events with similar circumstances. All intra-group balances, income and expenses, unrealized gains and losses and dividends resulting from intra-group transactions are eliminated in full.

Noncontrolling interests share in losses even if the losses exceed the noncontrolling equity interest in the subsidiary.

A change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction and impact is presented as part of other equity reserves.

If PLDT loses control over a subsidiary, it: (a) derecognizes the assets (including goodwill) and liabilities of the subsidiary; (b) derecognizes the carrying amount of any noncontrolling interest; (c) derecognizes the cumulative translation differences recorded in equity; (d) recognizes the fair value of the consideration received; (e) recognizes the fair value of any investment retained; (f) recognizes any surplus or deficit in profit or loss; and (g) reclassifies the parent's share of components previously recognized in other comprehensive income to profit or loss or retained earnings, as appropriate.

#### Divestment of CURE

On October 26, 2011, PLDT received the Order issued by the NTC approving the application jointly filed by PLDT and Digital for the sale and transfer of approximately 51.6% of the outstanding common stock of Digital to PLDT. The approval of the application was subject to conditions which included the divestment by PLDT of CURE, in accordance with the Divestment Plan, as follows:

• CURE is obligated to sell its Red Mobile business to Smart consisting primarily of its subscriber base, brand and fixed assets; and

• Smart is obligated to sell all of its rights and interests in CURE whose remaining assets will consist of its congressional franchise, 10 Megahertz, or MHz, of 3G frequency in the 2100 band and related permits.

In compliance with the commitments in the divestment plan, CURE completed the sale and transfer of its Red Mobile business to Smart on June 30, 2012 for a total consideration of Php18 million through a series of transactions, which included: (a) the sale of CURE's Red Mobile trademark to Smart; (b) the transfer of CURE's existing Red Mobile subscriber base to Smart; and (c) the sale of CURE's fixed assets to Smart at net book value.

In a letter dated July 26, 2012, Smart informed the NTC that it has complied with the terms and conditions of the divestment plan as CURE had rearranged its assets, such that, except for assets necessary to pay off obligations due after June 30, 2012 and certain tax assets, CURE's only remaining assets as at June 30, 2012 were its congressional franchise, the 10 MHz of 3G frequency in the 2100 band and related permits.

In a letter dated September 10, 2012, Smart informed the NTC that the minimum Cost Recovery Amount, or CRA, to enable PLDT to recover its investment in CURE includes, among others, the total cost of equity investments in CURE, advances from Smart for operating requirements, advances from stockholders and associated funding costs. In a letter dated January 21, 2013, the NTC referred the computation of the CRA to the Commissioners of the NTC.

In a letter dated March 5, 2018, PLDT informed the NTC that it is waiving its right to recover any and all cost related to the 10MHz of 3G radio frequency previously assigned to CURE. Accordingly, CURE will not claim any cost associated with it in the event of subsequent assignment by the NTC to another qualified telecommunication company. With the foregoing, PLDT is deemed to have fully complied with its obligation to divest from CURE as a condition to the sale and transfer of Digital shares to PLDT.

In 2018, Smart recognized full impairment of its receivable from CURE, due to uncertainty of collectability, and its investments in PHC and FHI, which holds the 97% and 3% interest in CURE, respectively. These transactions were eliminated in our consolidated financial statements.

#### Incorporation of Talas

On June 9, 2015, the PLDT's Board of Directors approved the incorporation of Talas, a wholly-owned subsidiary of PLDT. Total subscription in Talas amounted to Php250 million, of which Php62.5 million was paid on May 25, 2015, for purposes of incorporation, and the balance of Php187.5 million was paid on May 16, 2016. PLDT provided Talas an additional equity investment of Php120 million, Php150 million and Php115 million on January 31, 2017, February

28, 2017 and March 31, 2017, respectively, as approved by PLDT's Board of Directors in June 2016.

Talas is tasked with unifying the digital data assets of the PLDT Group which involves the implementation of the Intelligent Data Fabric, exploration of revenue opportunities and the delivery of the big data capability platform.

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#### Extension of Smart's Congressional Franchise

On March 27, 1992, Philippine Congress granted a legislative franchise to Smart under Republic Act, or R.A., No. 7294 to establish, install, maintain, lease and operate integrated telecommunications, computer, electronic services, and stations throughout the Philippines for public domestic and international telecommunications, and for other purposes. R.A. No. 7294 took effect on April 15, 1992, or 15 days from the date of its publication in at least two newspapers of general circulation in the Philippines.

On April 21, 2017, R.A. No. 10926, which effectively extends Smart's franchise until 2042, was signed into law by the President of the Republic of the Philippines. The law was published in a newspaper of general circulation on May 4, 2017 and took effect on May 19, 2017.

#### Decrease in Authorized Capital Stock and Amendment of the Articles of Incorporation of MIC

On May 30, 2017, the Board of Directors of MIC approved the (a) reduction of MIC's authorized capital stock from Php2,028 million divided into 20 million shares to Php1,602 million by decreasing the par value per share from Php100.00 to Php79.00, or the Decrease in Capital, and (b) the corresponding amendment to the Seventh Article of the Articles of Incorporation of MIC, or the Amendment of Articles. On the same date, the Decrease in Capital and Amendment of Articles were approved by the stockholders representing at least two thirds of the outstanding shares of MIC. The application for approval of the Decrease in Capital and Amendment of Articles was filed with the Philippine Securities and Exchange Commission, or Philippine SEC, on July 11, 2017 and was approved on December 18, 2017.

#### Transfer of SBI's Home Broadband Subscription Assets to PLDT

On September 26, 2017, the Board of Directors of PLDT and SBI, a subsidiary providing wireless broadband services, approved the sale and transfer of SBI's trademark and subscribers, and all of SBI's assets, rights and obligations directly or indirectly connected to its HOME Ultera and HOMEBRO Wimax businesses to PLDT. The transfer was effective January 1, 2018. Subscription assets and trademark are amortized over two years and 10 years, respectively, using the straight-line method of accounting.

SBI's businesses are currently being managed by PLDT pursuant to the Operations Maintenance and Management Agreement between PLDT and SBI effective October 1, 2012. Subsequent to the transfer, SBI will continue to provide broadband services to its existing Canopy subscribers using a portion of Smart's network. The transfer is in accordance with the said agreement and in order to achieve the expected benefits, as follows:

- Seamless upgrades of PLDT products;
- Flexibility for business in cross-selling of PLDT products; and
- Enhanced customer experience.

On December 18, 2017, PLDT settled the partial consideration to SBI amounting to Php1,294 million. The remaining balance of Php1,152 million was fully paid on July 31, 2018.

This transaction was eliminated in our consolidated financial statements.

#### Transfer of iCommerce Pte. Ltd., or iCommerce, to PLDT Online

On December 14, 2017, VIH and PLDT Online entered into a Sale and Purchase Agreement, or SPA, whereby VIH sold all of its 10 thousand ordinary shares in iCommerce to PLDT Online for a total purchase price of SG\$1.00. On the same date, VIH assigned its loans receivables from iCommerce to PLDT Online amounting to US\$8.6 million. In

consideration, a total of US\$8.9 million, inclusive of interest, was fully paid by PLDT Online to VIH in February 2018. See Note 10 – Investments in Associates and Joint Ventures – Investments in Joint Ventures – iCommerce’s Investment in PHIH.

#### Issuance of Perpetual Notes

In 2017, Smart issued various perpetual notes, including Php1,100 million perpetual notes to Rizal Commercial Banking Corporation, or RCBC, Trustee of PLDT’s Redemption Trust Fund. See Note 19 – Equity – Perpetual Notes.

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#### Agreement between PLDT, Smart and Amdocs Philippines, Inc., or Amdocs

On January 24, 2018, PLDT and Smart entered into a seven-year, US\$300 million Managed Transformation Agreement with Amdocs, a leading provider of software and services to communications and media companies, to upgrade PLDT's business IT systems and improve its business processes and services, aimed at enhancing consumer satisfaction, reducing costs and generating increased revenues.

On September 28, 2018, PLDT and Amdocs expanded their strategic partnership under a new six-year service agreement to consolidate, modernize and manage PLDT and Smart's IT Infrastructure, to further enhance customer experience and engagement.

#### Consolidation of the Digital Investments of Smart under PCEV

On February 27, 2018, the Board of Directors of PCEV approved the consolidation of the various Digital Investments under PCEV, which was carried out through the following transactions:

- (i) PCEV entered into a Share Purchase Agreement with Voyager to purchase 53 million ordinary shares of VIH, representing 100% of the issued and outstanding ordinary shares of VIH, for a total consideration of Php465 million. The total consideration was settled on March 15, 2018, while the transfer of shares to PCEV was completed on April 6, 2018;
- (ii) VIH entered into a Share Purchase Agreement with Smart to purchase all of its 170 million common shares of Voyager for a total consideration of Php3,527 million. The total consideration was settled on April 16, 2018; and
- (iii) PCEV entered into a Subscription Agreement with VIH to subscribe to additional 96 million ordinary shares of VIH, with a par value of SG\$1.00 per ordinary share, for a total subscription price of SG\$96 million, or Php3,806 million, which was settled on April 13, 2018.

PCEV continues to provide additional funding to VIH for its ongoing business operations and expansion requirements, including its operating subsidiaries. These transactions were eliminated in our consolidated financial statements.

#### ePLDT's Additional Investment in ePDS

On August 7, 2018, the Board of Directors of ePLDT approved the additional investment in ePDS amounting to Php66 million, thereby increasing its equity interest in ePDS from 67% to 95%.

#### External Funding in VIH

On October 4, 2018, PLDT, as the ultimate Parent Company of PCEV, VIH, Vision Investment Holdings Pte. Ltd., or Vision, an entity indirectly controlled by KKR & Co., Inc., or KKR, and Cerulean Investment Limited, or Cerulean, an entity indirectly owned and controlled by Tencent Holdings Limited, or Tencent, entered into subscription agreements under which Vision and Cerulean, or the Lead Investors, will separately subscribe to and VIH will allot and issue to the Lead Investors a total of up to US\$175 million Convertible Class A Preferred Shares of VIH, with an option for VIH to allot and issue up to US\$50 million Convertible Class A Preferred Shares to such follower investors as may be agreed among VIH, PLDT and the Lead Investors, or the upsize option.

Upon the closing of the transaction, which is expected within the fourth quarter of 2018, PLDT will remain as the majority shareholder of VIH and will continue to be involved in VIH's digital payments, Lendr and freenet businesses, amongst others. However, if VIH were to issue additional shares to the follower investors pursuant to its upsize option, PLDT's ownership in VIH will be reduced to less than 50% while still remaining as the largest shareholder.

The foregoing investment in VIH is not subject to the compulsory merger notification regime under the Philippine Competition Act and its implementing Rules and Regulations. In addition, the Bangko Sentral ng Pilipinas confirmed that it interposes no objection to the investment.

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## New and Amended Standards and Interpretations

The accounting policies adopted are consistent with those of the previous financial year, except that the PLDT Group has adopted the following amendments starting January 1, 2018. Except for amendments to PFRS 9, Financial Instruments, and PFRS 15, Revenue from Contracts with Customers, the adoption of these amendments did not have any significant impact on PLDT Group's financial position or performance.

- Amendments to PFRS 4, Insurance Contracts, Applying PFRS 9, Financial Instruments, with PFRS 4
  - Amendments to Philippine Accounting Standards, or PAS, 28, Measuring an Associate or Joint Venture at Fair Value (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)
- Amendments to PAS 40, Investment Property, Transfers of Investment Property
- Philippine Interpretation to International Financial Reporting Interpretations Committee, or IFRIC, 22, Foreign Currency Transactions and Advance Consideration
- PFRS 1, First-time Adoption of International Financial Reporting Standards (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)
- PFRS 9

In July 2014, the FRSC issued the final version of PFRS 9 that replaces PAS 39, Financial Instruments: Recognition and Measurement and all previous versions of PFRS 9. PFRS 9 brings together all three aspects of the accounting for financial instruments project: classification and measurement, impairment and hedge accounting. PFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. Except for hedge accounting, retrospective application is required but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions.

We have initially adopted the new standard on the required effective date and will not restate comparative information. Therefore, the comparative information for 2017 is reported under PAS 39 and is not comparable to the information presented for 2018. Differences arising from the adoption of PFRS 9 have been recognized directly in retained earnings as at January 1, 2018.

### Classification and measurement

Except for certain trade receivables, under PFRS 9, we initially measure a financial asset at its fair value plus, in the case of a financial asset not at FVPL, transaction costs that are directly attributable to the acquisition or issue of the financial asset.

Under PFRS 9, debt financial instruments are subsequently measured at FVPL, amortized cost, or FVOCI with recycling of gains or losses to profit or loss upon derecognition. The classification is based on two criterias: (1) whether the instruments' contractual cash flows represent 'solely payments of principal and interest' on the principal amount outstanding, or the SPPI criterion; and (2) our business model for managing the financial assets.

A debt instrument is measured at amortized cost if it meets both criteria, which business model's objective is to hold assets to collect contractual cash flows, and is not designated as at FVPL. This category includes trade and other receivables, and loans included under other financial assets – net of current portion.

A debt instrument is measured at FVOCI if it meets both criteria which business model's objective is achieved by both collecting contractual cash flows and selling financial assets, and is not designated as at FVPL.

On initial recognition of equity instruments that are not held for trading, we may irrevocably elect to present subsequent changes in the investment's fair value in other comprehensive income. This election is made on an investment-by-investment basis.

All financial assets not classified as measured at amortized cost or FVOCI as described above are measured at FVPL. Financial assets at FVPL include all derivative instruments, equity instruments that are held for trading and equity instruments that are not held for trading which we have not irrevocably elected, at initial recognition or transition, to classify at FVOCI. This category would also include debt instruments whose cash flow characteristic meet the SPPI criterion, but business model is neither hold assets to collect contractual cash flows nor collecting contractual cash flows and selling financial assets.

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Under PAS 39, our quoted and unquoted equity securities were classified as available-for-sale financial assets. Upon transition, the available-for-sale reserve relating to these equity securities, which had been previously accumulated under other comprehensive income, was reclassified to retained earnings.

The assessment of our business models was made as at the date of initial application, January 1, 2018, and applied modified retrospectively to those financial assets that were not derecognized before January 1, 2018. The assessment of whether contractual cash flows on debt instruments are solely payments of principal and interest was made based on the facts and circumstances as at the initial recognition of the assets.

The following summarizes the impact of transition to PFRS 9 on available-for-sale reserves and retained earnings as at January 1, 2018:

	(in million pesos)
<b>Reserve</b>	
Reclassification of investment securities from available-for-sale to FVPL (Note 6)	(4,500 )
<b>Retained Earnings</b>	
Investment securities from available-for-sale to FVPL	4,500

#### Impairment

PFRS 9 requires recording of expected credit losses, or ECL, for all debt securities not classified as at FVPL, together with contract assets, loan commitments and financial guarantee contracts. ECL represents credit losses that reflect an unbiased and probability-weighted amount which is determined by evaluating a range of possible outcomes, the time value of money and reasonable and supportable information about past events, current conditions and forecasts of future economic conditions. In comparison, the present incurred loss model recognizes lifetime credit losses only when there is objective evidence of impairment. The ECL model eliminates the threshold or trigger event required under the incurred loss model, and lifetime ECL is recognized earlier under PFRS 9.

The objective of the new impairment model is to record lifetime losses on all financial assets which have experienced a significant increase in credit risk from initial recognition. As a result, ECL allowances will be measured at amounts equal to either: (i) 12-month ECL; or (ii) lifetime ECL for those financial instruments which have experienced a significant increase in credit risk since initial recognition (General Approach). The 12-month ECL is the portion of lifetime ECL that results from default events on a financial instrument that are possible within the 12 months after the reporting date. Lifetime ECL are credit losses that results from all possible default events over the expected life of a financial instrument. The credit risk of a particular exposure is deemed to have increased significantly since initial recognition if, based on our internal credit assessment, the counterparty is determined to require close monitoring or with well-defined credit weakness.

Financial assets have the following staging assessment, depending on the quality of the credit exposures:

For non-credit-impaired financial assets:

• **Stage 1** financial assets are comprised of all non-impaired financial instruments which have not experienced a significant increase in credit risk since initial recognition. We recognize a 12-month ECL for Stage 1 financial assets.

• **Stage 2** financial assets are comprised of all non-impaired financial assets which have experienced a significant increase in credit risk since initial recognition. We recognize a lifetime ECL for Stage 2 financial assets.

For credit-impaired financial assets:

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Financial assets are classified as Stage 3 when there is objective evidence of impairment as a result of one or more loss events that have occurred after initial recognition with a negative impact on the estimated future cash flows of a loan or a portfolio of loans. The ECL model requires that lifetime ECL be recognized for impaired financial assets. PFRS 9 provides some operational simplifications for short-term trade receivables, lease receivables and contract assets by introducing an alternative simplified approach. Under the simplified approach, there is no more requirement to determine at reporting date whether a credit exposure has significantly increased in credit risk or not. Credit exposures under the simplified approach will be subject only to lifetime ECL. In addition, PFRS 9 allows the use of a provision matrix approach or a loss rate approach as a practical expedient when measuring ECL, so long as these methodologies reflects a probability-weighted outcome, the time value of money and reasonable and supportable information that is available without undue cost or effort at the reporting date, about past events, current conditions and forecasts of future economic conditions.

ECL is a function of the risk of a default occurring and the magnitude of default, with the timing of the loss also considered, and is estimated by incorporating forward-looking economic information and through the use of experienced credit judgment.

The risk of a default occurring represents the likelihood that a credit exposure will not be repaid and will go into default in either a 12-month horizon for Stage 1 assets or lifetime horizon for Stages 2 and 3 assets. The risk of a default occurring for each individual instrument is modelled based on historical data and is estimated based on current market conditions and reasonable and supportable information about future economic conditions. We segmented the credit exposures based on homogenous risk characteristics and applied a specific ECL methodology for each. The methodology for each relevant portfolio is determined based on the underlying nature or characteristic of the portfolio, behavior of the accounts and materiality of the segment as compared to the total portfolio.

The magnitude of default represents the amount that may not be recovered in the event of default and is determined based on the historical cash flow recoveries and reasonable and supportable information about future economic conditions, where appropriate.

We have incorporated forward-looking information into both assessment of whether the credit risk of an instrument has increased significantly since its initial recognition and measurement of ECL. A broad range of forward-looking information will be considered as economic inputs such as the Philippine Gross Domestic Product, Retail Price Index, Unemployment Rates and other economic indicators. Based on our assessment, the impact was not material taken as a whole.

We plan to apply the simplified approach and record lifetime ECL on all trade receivables and contract assets. For other debt financial assets measured at amortized cost, the general approach will be applied, measuring either a 12-month or lifetime ECL, depending on the extent of the deterioration of the credit quality from origination. The new impairment requirements will impact the current impairment methodologies of the debt securities classified as at amortized cost or at FVOCI and the corresponding impairment allowance levels.

#### Hedge accounting

The new hedge accounting model under PFRS 9 aims to simplify hedge accounting, align the accounting for hedge relationships more closely with an entity's risk management activities and permit hedge accounting to be applied more broadly to a greater variety of hedging instruments and risks eligible for hedge accounting.

We determined that all existing hedge relationships that are currently designated in effective hedging relationships will continue to qualify for hedge accounting under PFRS 9. We have chosen not to retrospectively apply PFRS 9 on transition to the hedges where we excluded the forward points from the hedge designation under PAS 39. As PFRS 9

does not change the general principles of how an entity accounts for effective hedges, applying the hedging requirements of PFRS 9 will not have a significant impact on the consolidated financial statements.

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We have implemented existing governance framework, ensuring appropriate controls and validations are in place over key processes and judgments in implementing PFRS 9. We are continuously refining our internal controls and processes which are relevant in the proper implementation of PFRS 9.

•PFRS 15

We have initially adopted PFRS 15 from January 1, 2018. The effect of initially applying these standards is mainly attributed to the following:

- Earlier recognition of revenue from non-service component
- Recognition of financing component of existing contracts

PFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognized. It replaced PAS 18, Revenue Recognition, PAS 11, Construction Contracts, and related interpretations. We have adopted PFRS 15 using the cumulative effect method (without practical expedients), with the effect of initially applying this standard recognized at the date of initial application (i.e. January 1, 2018). Accordingly, the information presented for 2017 has not been restated – i.e. it is presented, as previously reported, under PAS 18, PAS 11 and related interpretations. The following table summarizes the impact, net of tax, of transition to PFRS 15 on retained earnings at January 1, 2018.

	(in million pesos)
Retained Earnings	
Early adoption of non-service component	2,944
Contracts without subsidies	(125 )
Financing component	(266 )
Impact at January 1, 2018	2,553

The details of the new significant accounting policies and the nature of the changes to previous accounting policies in relation to various goods and services are set out below. Under PFRS 15, revenue is recognized when a customer obtains control of the goods or services. Determining the timing of the transfer of control – at a point in time or over time – requires judgment.

Type of product/ service	Nature, timing of satisfaction of	Nature of change in accounting policy
Bundled plans	performance obligations,  significant payment terms Revenues are recognized based on the allocation of the transaction price to the different performance obligations based on their stand-alone selling prices. The stand-alone selling prices will be determined based on the list prices at which we sell the non-service component or rendering of the service component in separate transactions.	PFRS 15 did not have significant impact on our accounting policies as this only entails reclassification between service and non-service revenues.
Sale of handset/equipment	Customers obtain control when the goods are delivered to and have been accepted at their premises.	Under PAS 18, revenue for some contracts was based on the cash payment received. Revenue recognition was deferred over the contract period.
		Under PFRS 15, revenue shall be recognized as the performance obligations are satisfied by transferring a promised good or service.
		The impact of these changes on items other than revenue are an increase in trade receivable and new contract asset.
Significant financing component	We assessed that the handset component included in contracts with customers have significant financing component considering the period between the customer’s payment of the price of the handset and time of the transfer of control over the handset, which is more than one year.	Under PFRS 15, an entity shall adjust the promised amount of consideration for the effects of the time value of money if the timing of payments agreed to by the parties to the contract (either explicitly or implicitly) provides the customer or the entity with a significant benefit of financing the transfer of goods or services to the customer.
		The impact of these changes on items other than revenue are a decrease in contract asset and increase in interest income.

Summary of Significant Accounting Policies

The following is the summary of significant accounting policies we applied in preparing our consolidated financial statements:

#### Business Combinations and Goodwill

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value, and the amount of any noncontrolling interest in the acquiree. For each business combination, we elect whether to measure the components of the noncontrolling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition-related costs are expensed as incurred.

When we acquire a business, we assess the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognized in profit or loss. The fair value of previously held equity interest is then included in the amount of total consideration transferred.

Any contingent consideration to be transferred by the acquirer will be recognized at fair value at the acquisition date. Contingent consideration classified as an asset or liability is measured at fair value with changes in fair value recognized in profit or loss. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

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Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred and the amount recognized for noncontrolling interests and any previous interest held, over the net identifiable assets acquired and liabilities assumed. If the fair value of the net assets acquired is in excess of the aggregate consideration transferred, we reassess whether we correctly identified all of the assets acquired and all of the liabilities assumed and review the procedures used to measure the amounts to be recognized at the acquisition date. If the reassessment still results in an excess of the fair value of net assets acquired over the aggregate consideration transferred, then the gain on a bargain purchase is recognized in profit or loss.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, we report in our consolidated financial statements provisional amounts for the items for which the accounting is incomplete. During the measurement period, which is no longer than one year from the acquisition date, the provisional amounts recognized at acquisition date are retrospectively adjusted to reflect new information obtained about facts and circumstances that existed as of the acquisition date and, if known, would have affected the measurement of the amounts recognized as of that date. During the measurement period, we also recognize additional assets or liabilities if new information is obtained about facts and circumstances that existed as of the acquisition date and, if known, would have resulted in the recognition of those assets and liabilities as of that date.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of our cash-generating units, or CGUs, that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

Where goodwill acquired in a business combination has yet to be allocated to identifiable CGUs because the initial accounting is incomplete, such provisional goodwill is not tested for impairment unless indicators of impairment exist and we can reliably allocate the carrying amount of goodwill to a CGU or group of CGUs that are expected to benefit from the synergies of the business combination.

Where goodwill has been allocated to a CGU and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the disposed operation and the portion of the CGU retained.

#### Investments in Associates

An associate is an entity in which we have significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee but has no control nor joint control over those policies. The existence of significant influence is presumed to exist when we hold 20% or more, but less than 50% of the voting power of another entity. Significant influence is also exemplified when we have one or more of the following: (a) a representation on the board of directors or the equivalent governing body of the investee; (b) participation in policy-making processes, including participation in decisions about dividends or other distributions; (c) material transactions with the investee; (d) interchange of managerial personnel with the investee; or (e) provision of essential technical information.

Investments in associates are accounted for using the equity method of accounting and are initially recognized at cost. The cost of the investments includes directly attributable transaction costs. The details of our investments in associates are disclosed in Note 10 – Investments in Associates and Joint Ventures – Investments in Associates.

Under the equity method, an investment in an associate is carried at cost plus post acquisition changes in our share of net assets of the associate. Goodwill relating to an associate is included in the carrying amount of the investment and

is not amortized nor individually tested for impairment. Our consolidated income statement reflects our share in the financial performance of our associates. Where there has been a change recognized directly in the equity of the associate, we recognize our share in such change and disclose this, when applicable, in our consolidated statement of comprehensive income and consolidated statement of changes in equity. Unrealized gains and losses resulting from our transactions with and among our associates are eliminated to the extent of our interests in those associates.

Our share in the profits or losses of our associates is included under “Other income (expenses)” in our consolidated income statement. This is the profit or loss attributable to equity holders of the associate and therefore is profit or loss after tax and net of noncontrolling interest in the subsidiaries of the associate.

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When our share of losses exceeds our interest in an associate, the carrying amount of the investment, including any long-term interests that form part thereof, is reduced to zero, and the recognition of further losses is discontinued except to the extent that we have an obligation or have made payments on behalf of the investee.

Our reporting dates and that of our associates are identical and our associates' accounting policies conform to those used by us for like transactions and events in similar circumstances. When necessary, adjustments are made to bring such accounting policies in line with our policies.

After application of the equity method, we determine whether it is necessary to recognize an additional impairment loss on our investments in associates. We determine at the end of each reporting period whether there is any objective evidence that our investment in associate is impaired. If this is the case, we calculate the amount of impairment as the difference between the recoverable amount of our investment in the associate and its carrying value and recognize the amount in our consolidated income statement.

Upon loss of significant influence over the associate, we measure and recognize any retained investment at its fair value. Any difference between the carrying amounts of our investment in the associate upon loss of significant influence and the fair value of the remaining investment and proceeds from disposal is recognized in our consolidated financial statements.

#### Joint Arrangements

Joint arrangements are arrangements with respect to which we have joint control, established by contracts requiring unanimous consent from the parties sharing control for decisions about the activities that significantly affect the arrangements' returns. They are classified and accounted for as follows:

• **Joint operation** – when we have rights to the assets, and obligations for the liabilities, relating to an arrangement, we account for each of our assets, liabilities and transactions, including our share of those held or incurred jointly, in relation to the joint operation in accordance with the PFRS applicable to the particular assets, liabilities and transactions.

• **Joint venture** – when we have rights only to the net assets of the arrangements, we account for our interest using the equity method, the same as our accounting for investments in associates.

The financial statements of the joint venture are prepared for the same reporting period as our consolidated financial statements. Where necessary, adjustments are made to bring the accounting policies of the joint venture in line with our policies. The details of our investments in joint ventures are disclosed in Note 10 – Investments in Associates and Joint Ventures – Investments in Joint Ventures.

Adjustments are made in our consolidated financial statements to eliminate our share of unrealized gains and losses on transactions between us and our joint venture. Our investment in the joint venture is carried at equity method until the date on which we cease to have joint control over the joint venture.

Upon loss of joint control over the joint venture, we measure and recognize our retained investment at fair value. Any difference between the carrying amount of the former joint venture upon loss of joint control and the fair value of the remaining investment and proceeds from disposal is recognized in profit or loss. When the remaining investment constitutes significant influence, it is accounted for as an investment in an associate with no remeasurement.

#### Current Versus Noncurrent Classifications

We present assets and liabilities in our consolidated statements of financial position based on current or noncurrent classification.

An asset is current when it is:

- Expected to be realized or intended to be sold or consumed in the normal operating cycle;
- Held primarily for the purpose of trading;

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Expected to be realized within twelve months after the reporting period; or  
Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as noncurrent.

A liability is current when:

It is expected to be settled in the normal operating cycle;  
It is held primarily for the purpose of trading;  
It is due to be settled within twelve months after the reporting period; or  
There is no unconditional right to defer the settlement of the liability for at least twelve months after the period.

We classify all other liabilities as noncurrent.

Deferred income tax assets and liabilities are classified as noncurrent assets and liabilities, respectively.

#### Foreign Currency Transactions and Translations

Our consolidated financial statements are presented in Philippine peso, which is also the Parent Company's functional currency. The Philippine peso is the currency of the primary economic environment in which we operate. This is also the currency that mainly influences the revenue from and cost of rendering products and services. Each entity in our Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

The functional and presentation currency of the entities under PLDT Group (except for the subsidiaries discussed below) is the Philippine peso.

Transactions in foreign currencies are initially recorded by entities under our Group at the respective functional currency rates prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency closing rate of exchange prevailing at the end of the reporting period. All differences arising on settlement or translation of monetary items are recognized in our consolidated income statement except for foreign exchange differences that qualify as capitalizable borrowing costs for qualifying assets. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. The gain or loss arising from transactions of non-monetary items measured at fair value is treated in line with the recognition of this gain or loss on the change in fair value of the items (i.e., translation differences on items whose fair value gain or loss is recognized in other comprehensive income or profit or loss are also recognized in other comprehensive income or profit or loss, respectively).

The functional currency of SMHC, FECL Group, PLDT Global and certain of its subsidiaries, Digital Capital Philippines Ltd., or DCPL, PGNL and certain of its subsidiaries, Chikka and certain of its subsidiaries and PGIC is the U.S. dollar; the functional currency of VIP, VIH, VII, VIS, iCommerce, Fintech Ventures, 3<sup>rd</sup> Brand, Chikka Pte. Ltd., or CPL, and ABM Global Solutions Pte. Ltd., or AGSPL, is the Singaporean dollar; the functional currency of Chikka Communications Consulting (Beijing) Co. Ltd., or CCCBL, is the Chinese renminbi; the functional currency of ABMGS Sdn. Bhd., or AGS Malaysia, and Takatack Malaysia, is the Malaysian ringgit; the functional currency of PT Advance Business Microsystems Global Solutions, or AGS Indonesia, is the Indonesian rupiah; and the functional currency of ePay Myanmar is the Myanmar kyat. As at the reporting date, the assets and liabilities of these subsidiaries are translated into Philippine peso at the rate of exchange prevailing at the end of the reporting period, and income and expenses of these subsidiaries are translated monthly using the weighted average exchange rate for



the month. The exchange differences arising on translation are recognized as a separate component of other comprehensive income as cumulative translation adjustments. Upon disposal of these subsidiaries, the amount of deferred cumulative translation adjustments recognized in other comprehensive income relating to subsidiaries is recognized in our consolidated income statement.

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When there is a change in an entity's functional currency, the entity applies the translation procedures applicable to the new functional currency prospectively from the date of the change. The entity translates all assets and liabilities into the new functional currency using the exchange rate at the date of the change. The resulting translated amounts for non-monetary items are treated as the new historical cost. Exchange differences arising from the translation of a foreign operation previously recognized in other comprehensive income are not reclassified from equity to profit or loss until the disposal of the operation.

Foreign exchange gains or losses of the Parent Company and our Philippine-based subsidiaries are treated as taxable income or deductible expenses in the period such exchange gains or losses are realized.

Any goodwill arising on the acquisition of a foreign operation and any fair value adjustments to the carrying amounts of assets and liabilities arising on the acquisition are treated as assets and liabilities of the foreign operation and translated at the closing rate.

#### Financial Instruments – Initial recognition and subsequent measurement

##### Financial Assets

##### Initial recognition and measurement

Financial assets within the scope of PAS 39 are classified as financial assets at FVPL, loans and receivables, held-to-maturity, or HTM, investments, available-for-sale financial investments, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. We determine the classification of financial assets at initial recognition and, where allowed and appropriate, re-evaluate the designation of such assets at each reporting date.

Financial assets are recognized initially at fair value plus transaction costs that are attributable to the acquisition of the financial asset, except in the case of financial assets recorded at FVPL.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way purchases or sales) are recognized on the trade date, i.e., the date that we commit to purchase or sell the asset.

From January 1, 2018, under PFRS 9, the classification of financial instruments at initial recognition depends on their contractual terms and the business model for managing the instruments. Financial instruments are initially measured at their fair value. Except in the case of financial assets not recorded at FVPL, transaction costs that are directly attributable to the acquisition or issue are added to this amount. Trade receivables are measured at the transaction price.

We classify all of the financial assets based on the business model for managing the assets and the assets' contractual terms, measured at either:

- Amortized cost
- FVOCI
- FVPL

We classify and measure the derivative at FVPL. We may designate financial instruments at FVPL, if so doing eliminates or significantly reduces measurement or recognition inconsistencies.

##### Subsequent measurement

The subsequent measurement of financial assets depends on the classification as described below:

Financial assets at amortized cost

From January 1, 2018, we measure financial assets at amortized cost if both of the following conditions are met:

- The characteristics of the contractual cash flows are that of solely payments of the principal amount and interest.
- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows

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The details of these conditions are outlined below.

#### The SPPI test

As a second step of the classification process, we assess the contractual terms of financial assets to identify whether they meet the SPPI test.

‘Principal’ for the purpose of this test is defined as the fair value of the financial asset at initial recognition and may change over the life of the financial asset (for example, if there are repayments of principal or amortization of the premium/discount).

The most significant elements of interest within a lending arrangement are typically the consideration for the time value of money and credit risk. To make the SPPI assessment, we apply judgment and consider relevant factors such as the currency in which the financial asset is denominated, and the period for which the interest rate is set.

In contrast, contractual terms that introduce a more than de minimis exposure to risks or volatility in the contractual cash flows that are unrelated to a basic lending arrangement do not give rise to contractual cash flows that are solely payments of principal and interest on the amount outstanding. In such cases, the financial asset is required to be measured at FVPL.

#### Business model assessment

We determine the business model at the level that best reflects how we manage groups of financial assets to achieve our business objective.

Our business model is not assessed on an instrument-by-instrument basis, but at a higher level of aggregated portfolios and is based on observable factors such as:

- How the performance of the business model and the financial assets held within that business model are evaluated and reported to the entity's key management personnel.
- The risks that affect the performance of the business model (and the financial assets held within that business model) and, in particular, the way those risks are managed.
- How managers of the business are compensated (for example, whether the compensation is based on the fair value of the assets managed or on the contractual cash flows collected).
- The expected frequency, value and timing of sales are also important aspects of our assessment.

The business model assessment is based on reasonably expected scenarios without taking ‘worst case’ or ‘stress case’ scenarios into account. If cash flows after initial recognition are realized in a way that is different from our original expectations, we do not change the classification of the remaining financial assets held in that business model but incorporates such information when assessing newly originated or newly purchased financial assets going forward.

Our financial assets at amortized cost include debt instruments at amortized cost, cash and cash equivalents, short-term investments, trade and other receivables, contract assets and other current financial assets as at September 30, 2018. See Note 12 – Debt Instruments at Amortized Cost/Investments in Debt Securities and Other Long-term Investments, Note 15 – Cash and Cash Equivalents, Note 16 – Trade and Other Receivables and Note 27 – Financial Assets and Liabilities.

#### Financial assets at FVOCI

From January 1, 2018, financial assets in this category include debt instruments that meet the SPPI criterion and are held within a business model whose objective are both to collect cash flows and to sell the financial assets. These assets are subsequently measured at fair value. Interest income calculated using the effective interest method, foreign exchange gains and losses and impairment are recognized in profit or loss. Other net gains and losses are recognized in other comprehensive income. On derecognition, gains and losses accumulated in other comprehensive income are reclassified to profit or loss.

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Our financial asset at FVOCI include portions of derivative financial assets and Metro Pacific Investments Corporation, or MPIC, receivables as at September 30, 2018. See Note 24 – Related Party Transactions and Note 27 – Financial Assets and Liabilities.

#### Financial assets at FVPL

From January 1, 2018, financial assets in this category comprise derivative instruments and quoted equity instruments which the management had not irrevocably elected, at initial recognition or transition, to classify at FVOCI. This category would also include debt instruments whose cash flow characteristics fail the SPPI criterion or are not held within a business model whose objective is either to collect contractual cash flows, or to both collect contractual cash flows and sell. This category would also include, upon initial recognition, when the management irrevocably designates, the debt instrument that otherwise meets the requirements to be measured at amortized cost or at FVOCI.

Financial assets at FVPL are recorded in the statement of financial position at fair value. Changes in fair value are recorded in profit and loss. Interest earned or incurred on instruments designated at FVPL is accrued in interest income or interest expense, respectively, using the effective interest rate, or EIR, taking into account any discount/premium and qualifying transaction costs being an integral part of instrument. Interest earned on assets mandatorily required to be measured at FVPL is recorded using contractual interest rate. Dividend income from equity instruments measured at FVPL is recorded in profit or loss as other operating income when the right to the payment has been established.

A derivative is a financial instrument or other contract with all three of the following characteristics:

¶ Its value changes in response to the change in a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index, or other variable, provided that, in the case of a non-financial variable, it is not specific to a party to the contract (i.e., the ‘underlying’).

¶ It requires no initial net investment or an initial net investment that is smaller than would be required for other types of contracts expected to have a similar response to changes in market factors.

¶ It is settled at a future date.

Our financial assets at FVPL include derivative financial assets and equity investments as at September 30, 2018. See Note 11 – Financial Assets at FVPL/Available-for-Sale Financial Investments and Note 27 – Financial Assets and Liabilities.

Financial assets at FVPL include financial assets held-for-trading and financial assets designated upon initial recognition at FVPL. Financial assets are classified as held-for-trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivative assets, including separated embedded derivatives, are also classified as held-for-trading unless they are designated as effective hedging instruments as defined by PAS 39. Financial assets at FVPL are carried in our consolidated statement of financial position at fair value with net changes in fair value recognized in our consolidated income statement under “Other income (expenses) – Gains (losses) on derivative financial instruments – net” for derivative instruments and “Other income (expenses) – Others” for non-derivative financial assets. Interest earned and dividends received from financial assets at FVPL are recognized in our consolidated income statement under “Other income (expenses) – Interest income” and “Other income (expenses) – Others”, respectively.

Financial assets may be designated at initial recognition as at FVPL if any of the following criteria are met:

(i) the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or recognizing gains or losses on them on different bases; (ii) the assets are part of a group of financial assets which are managed and their performance are evaluated on a fair value basis, in accordance with a documented risk management strategy and information about the group of financial assets is provided internally on that basis to the entity’s key management personnel; or (iii) the financial assets contain an embedded derivative, unless

the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

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An embedded derivative is separated from the host contract and accounted for as a derivative if all of the following conditions are met: (a) the economic characteristics and risks of the embedded derivatives are not closely related to the economic characteristics and risks of the host contract; (b) a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and (c) the hybrid or combined instrument is not recognized at FVPL. These embedded derivatives are measured at fair value with gains or losses arising from changes in fair value recognized in our consolidated income statement. Reassessment only occurs if there is a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required.

Our financial assets at FVPL include listed and unlisted equity securities and portions of derivative financial assets as at December 31, 2017. See Note 27 – Financial Assets and Liabilities.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments which are not quoted in an active market. After initial measurement, such financial assets are carried at amortized cost using the EIR method less impairment. This method uses an EIR that exactly discounts the estimated future cash payments or receipts over the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset. Gains and losses are recognized in our consolidated income statement when the loans and receivables are derecognized or impaired, as well as through the amortization process. Interest earned is recorded in “Other income (expenses) – Interest income” in our consolidated income statement. Assets in this category are included in the current assets except for those with maturities greater than 12 months after the end of the reporting period, which are classified as noncurrent assets.

Our loans and receivables include portions of investment in debt securities and other long-term investments, cash and cash equivalents, short-term investments, trade and other receivables, and portions of advances and other noncurrent assets as at December 31, 2017. See Note 12 – Debt Instruments at Amortized Cost/ Investment in Debt Securities and Other Long-term Investments, Note 15 – Cash and Cash Equivalents, Note 16 – Trade and Other Receivables and Note 27 – Financial Assets and Liabilities.

#### HTM investments

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as HTM when we have the positive intention and ability to hold it to maturity. After initial measurement, HTM investments are measured at amortized cost using the EIR method. Gains or losses are recognized in our consolidated income statement when the investments are derecognized or impaired, as well as through the amortization process. Interest earned is recorded in “Other income (expenses) – Interest income” in our consolidated income statement. Assets in this category are included in current assets except for those with maturities greater than 12 months after the end of the reporting period, which are classified as noncurrent assets.

Our HTM investments include portions of investment in debt securities and other long-term investments as at December 31, 2017. See Note 12 – Debt Instruments at Amortized Cost/Investment in Debt Securities and Other Long-term Investments and Note 27 – Financial Assets and Liabilities.

#### Available-for-sale financial investments

Available-for-sale financial investments include equity investments and debt securities. Equity investments classified as available-for-sale are those that are neither classified as held-for-trading nor designated at FVPL. Debt securities in this category are those that are intended to be held for an indefinite period of time and that may be sold in response to liquidity requirements or in response to changes in the market conditions.



After initial measurement, available-for-sale financial investments are subsequently measured at fair value with unrealized gains or losses recognized in other comprehensive income in the “Net gains (losses) on available-for-sale financial investments – net of tax” account until the investment is derecognized, at which time the cumulative gain or loss recorded in other comprehensive income is recognized in our consolidated income statement; or the investment is determined to be impaired, at which time the cumulative loss recorded in other comprehensive income is recognized in “Other income (expense) – net” in our consolidated income statement. Available-for-sale investments in equity instruments that do not have a quoted price in an active market and whose fair value cannot be reliably measured shall be measured at cost.

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Interest earned on holding available-for-sale financial investments are included under “Other income (expenses) – Interest income” using the EIR method in our consolidated income statement. Dividends earned on holding available-for-sale equity investments are recognized in our consolidated income statement under “Other income (expenses) – net” when the right to receive payment has been established. These financial assets are included under noncurrent assets unless we intend to dispose of the investment within 12 months from the end of the reporting period.

We evaluate whether the ability and intention to sell our available-for-sale financial investments in the near term is still appropriate. When, in rare circumstances, we are unable to trade these financial investments due to inactive markets and management’s intention to do so significantly changes in the foreseeable future, we may elect to reclassify these financial investments. Reclassification to loans and receivables is permitted when the financial investments meet the definition of loans and receivables and we have the intent and ability to hold these assets for the foreseeable future. Reclassification to the held-to-maturity category is permitted only when the entity has the ability and intention to hold the financial investment to maturity accordingly.

For a financial investment reclassified from the available-for-sale category, the fair value at the date of reclassification becomes its new amortized cost and any previous gain or loss on the asset that has been recognized in other comprehensive income is amortized to profit or loss over the remaining life of the investment using the EIR method. Any difference between the new amortized cost and the maturity amount is also amortized over the remaining life of the asset using the EIR method. If the asset is subsequently determined to be impaired, then the amount recorded in other comprehensive income is reclassified to our consolidated income statement.

Our available-for-sale financial investments include listed and unlisted equity securities as at December 31, 2017. See Note 11 – Financial Assets at FVPL/Available-for-Sale Financial Investments and Note 27 – Financial Assets and Liabilities.

## Financial Liabilities

### Initial recognition and measurement

Financial liabilities are classified as financial liabilities at FVPL, other financial liabilities or as derivatives designated as hedging instruments in an effective hedge, as appropriate. We determine the classification of our financial liabilities at initial recognition.

Financial liabilities are recognized initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

### Subsequent measurement

The subsequent measurement of financial liabilities depends on their classification as described below:

#### Financial liabilities at FVPL

Financial liabilities at FVPL include financial liabilities held-for-trading and financial liabilities designated upon initial recognition as at FVPL. Financial liabilities are classified as held-for-trading if they are acquired for the purpose of selling in the near term. Derivative liabilities, including separated embedded derivatives are also classified as at FVPL unless they are designated as effective hedging instruments as defined by PAS 39. Financial liabilities at FVPL are carried in our consolidated statement of financial position at fair value with gains or losses on liabilities held-for-trading recognized in our consolidated income statement under “Gains (losses) on derivative financial instruments – net” for derivative instruments and “Other income (expenses) – net” for non-derivative financial liabilities.



Financial liabilities may be designated at initial recognition as at FVPL if any of the following criteria are met: (i) the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the liabilities or recognizing gains or losses on them on different bases; (ii) the liabilities are part of a group of financial liabilities which are managed and their performance are evaluated on a fair value basis, in accordance with a documented risk management strategy and information about the group of financial liabilities is provided internally on that basis to the entity's key management personnel; or (iii) the financial liabilities contain an embedded derivative, unless the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

Our financial liabilities at FVPL include long-term principal only-currency swaps and interest rate swaps as at September 30, 2018 and December 31, 2017. See Note 27 – Financial Assets and Liabilities.

#### Other financial liabilities

After initial recognition, other financial liabilities are subsequently measured at amortized cost using the EIR method.

Gains and losses are recognized in our consolidated income statement when the liabilities are derecognized as well as through the EIR amortization process. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included under “Other income (expense) – Financing costs – net” in our consolidated income statement.

Our other financial liabilities include interest-bearing financial liabilities, customers' deposits, dividends payable, and accrual for long-term capital expenditures, accounts payable, and accrued expenses and other current liabilities (except for statutory payables) as at September 30, 2018 and December 31, 2017. See Note 20 – Interest-bearing Financial Liabilities, Note 21 – Deferred Credits and Other Noncurrent Liabilities, Note 22 – Accounts Payable and Note 23 – Accrued Expenses and Other Current Liabilities.

#### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in our consolidated statement of financial position if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

#### Amortized cost of financial instruments

Amortized cost is computed using the EIR method less any allowance for impairment and principal repayment or reduction. The calculation takes into account any premium or discount on acquisition and includes transaction costs and fees that are an integral part of the EIR.

#### “Day 1” difference

Where the transaction price in a non-active market is different from the fair value of other observable current market transactions in the same instrument or based on a valuation technique which variables include only data from observable market, we recognize the difference between the transaction price and fair value (a “Day 1” difference) in our consolidated income statement unless it qualifies for recognition as some other type of asset or liability. In cases where data used are not observable, the difference between the transaction price and model value is only recognized in our consolidated income statement when the inputs become observable or when the instrument is derecognized. For each transaction, we determine the appropriate method of recognizing the “Day 1” difference amount.

## Impairment of Financial Assets

We assess at the end of each reporting period whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (an incurred “loss event”) and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtor or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that the debtor will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

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## Impairment of Trade and Other Receivables

### Individual impairment

#### Retail subscribers

We recognize impairment losses for the whole amount of receivables from permanently disconnected wireless and fixed line subscribers. Subscribers are permanently disconnected after a series of collection steps following nonpayment by postpaid subscribers. Such permanent disconnection usually occurs within a predetermined period from the last statement date.

We also recognize impairment losses for accounts with extended credit arrangements or promissory notes.

#### Corporate subscribers

Receivables from corporate subscribers are provided with impairment losses when they are specifically identified as impaired. Full allowance is generally provided for the whole amount of receivables from corporate accounts based on aging of individual account balances. In making this assessment, we take into account normal payment cycle, payment history and status of the account.

#### Foreign administrations and domestic carriers

For receivables from foreign administration and domestic carriers, impairment losses are recognized when they are specifically identified as impaired regardless of the age of balances. Full allowance is generally provided after quarterly review of the status of settlement with the carriers. In making this assessment, we take into account normal payment cycle, counterparty carrier's payment history and industry-observed settlement periods.

#### Dealers, agents and others

Similar to carrier accounts, we recognize impairment losses for the full amount of receivables from dealers, agents and other parties based on our specific assessment of individual balances based on age and payment habits, as applicable.

### Collective impairment

#### Postpaid wireless and fixed line subscribers

We estimate impairment losses for temporarily disconnected accounts for both wireless and fixed line subscribers based on the historical trend of temporarily disconnected accounts which eventually become permanently disconnected. Temporary disconnection is initiated after a series of collection activities is implemented, including the sending of a collection letter, call-out reminders and collection messages via text messaging. Temporary disconnection generally happens 90 days after the due date of the unpaid balance. If the account is not settled within 60 days from temporary disconnection, the account is permanently disconnected.

We recognize impairment losses on our postpaid wireless and fixed line subscribers through net flow-rate methodology which is derived from account-level monitoring of subscriber accounts between different age brackets, from current to 120 days past due. The criterion adopted for making the allowance for doubtful accounts takes into consideration the calculation of the actual percentage of losses incurred on each range of accounts receivable.

#### Other subscribers

Receivables that have been assessed individually and found not to be impaired are then assessed collectively based on similar credit risk characteristics to determine whether provision should be made due to incurred loss events for which there is objective evidence but whose effects are not yet evident in the individual impairment assessment. Retail subscribers are provided with collective impairment based on a certain percentage derived from historical data/statistics.

See Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Estimating Allowance for Doubtful Accounts, Note 16 – Trade and Other Receivables and Note 27 – Financial Assets and Liabilities – Impairment Assessments for further disclosures relating to impairment of financial assets.

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#### Financial assets at amortized cost

For financial assets at amortized cost, we first assess whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If we determine that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, we include the asset in a group of financial assets with similar credit risk characteristics and collectively assess them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses, or ECL, that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original EIR. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current EIR.

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognized under "Asset impairment" in our consolidated income statement. Interest income continues to be accrued on the reduced carrying amount based on the original EIR of the asset. The financial asset together with the associated allowance are written-off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to us. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. Any subsequent reversal of an impairment loss is recognized in our consolidated income statement, to the extent that the carrying value of the asset does not exceed its original amortized cost at the reversal date. If a write-off is later recovered, the recovery is recognized in profit or loss.

#### Available-for-sale financial investments

For available-for-sale financial investments, we assess at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as available-for-sale financial investments, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. The determination of what is "significant" or "prolonged" requires judgment. We treat "significant" generally as decline of 20% or more below the original cost of investment, and "prolonged" as greater than 12 months assessed against the period in which the fair value has been below its original cost. When a decline in the fair value of an available-for-sale financial investment has been recognized in other comprehensive income and there is objective evidence that the asset is impaired, the cumulative loss that had been recognized in other comprehensive income is reclassified to profit or loss as a reclassification adjustment even though the financial asset has not been derecognized. The amount of the cumulative loss that is reclassified from other comprehensive income to profit or loss is the difference between the acquisition cost (net of any principal repayment and amortization) and the current fair value, less any impairment loss on that financial asset previously recognized in profit or loss. If available-for-sale equity security is impaired, any further decline in the fair value at subsequent reporting date is recognized as impairment. Therefore, at each reporting period, for an equity security that was determined to be impaired, additional impairments are recognized for the difference between fair value and the original cost, less any previously recognized impairment. Impairment losses on equity investments are not reversed in profit or loss. Subsequent increases in the fair value after impairment are recognized in other comprehensive income.





In the case of debt instruments classified as available-for-sale financial investments, impairment is assessed based on the same criteria as financial assets carried at amortized cost. However, the amount recorded for impairment is the cumulative loss measured as the difference between the amortized cost and the current fair value, less any impairment loss on that investment previously recognized in our consolidated income statement. Future interest income continues to be accrued based on the reduced carrying amount of the asset, using the rate of interest used to discount future cash flows for the purpose of measuring impairment loss. Such accrual is recorded as part of “Other income (expense) – Interest income” in our consolidated income statement. If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in our consolidated income statement, the impairment loss is reversed in profit or loss.

#### Derecognition of Financial Assets and Liabilities

##### Financial assets

A financial asset (or where applicable as part of a financial asset or part of a group of similar financial assets) is primarily derecognized when: (1) the right to receive cash flows from the asset has expired; or (2) we have transferred the right to receive cash flows from the asset or have assumed an obligation to pay the received cash flows in full without material delay to a third party under a “pass-through” arrangement; and either: (a) we have transferred substantially all the risks and rewards of the asset; or (b) we have neither transferred nor retained substantially all the risks and rewards of the asset, but have transferred control of the asset.

When we have transferred the right to receive cash flows from an asset or have entered into a “pass-through” arrangement and have neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, a new asset is recognized to the extent of our continuing involvement in the asset.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that we could be required to repay.

When continuing involvement takes the form of a written and/or purchased option (including a cash-settled option or similar provision) on the transferred asset, the extent of our continuing involvement is the amount of the transferred asset that we may repurchase, except that in the case of a written put option (including a cash-settled option or similar provision) on an asset measured at fair value, the extent of our continuing involvement is limited to the lower of the fair value of the transferred asset and the option exercise price.

##### Financial liabilities

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or has expired.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the carrying amount of a financial liability extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognized in profit or loss.

The financial liability is also derecognized when equity instruments are issued to extinguish all or part of the financial liability. The equity instruments issued are recognized at fair value if it can be reliably measured, otherwise, it is recognized at the fair value of the financial liability extinguished. Any difference between the fair value of the equity instruments issued and the carrying value of the financial liability extinguished is recognized in profit or loss.



## Derivative Financial Instruments and Hedge Accounting

### Initial recognition and subsequent measurement

We use derivative financial instruments, such as long-term currency swaps, foreign currency options, forward currency contracts and interest rate swaps to hedge our risks associated with foreign currency fluctuations and interest rates. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. Derivatives are carried as financial assets when the fair value is positive and as financial liabilities when the fair value is negative.

The fair value of forward currency contracts is calculated by reference to current forward exchange rates for contracts with similar maturity profiles. The fair value of long-term currency swaps, foreign currency options, forward currency contracts and interest rate swap contracts is determined using applicable valuation techniques. See Note 27 – Financial Assets and Liabilities.

Any gains or losses arising from changes in fair value on derivatives during the period that do not qualify for hedge accounting are taken directly to the “Other income (expense) – Gains (losses) on derivative financial instruments – net” in our consolidated income statement.

For the purpose of hedge accounting, hedges are classified as: (1) fair value hedges when hedging the exposure to changes in the fair value of a recognized financial asset or liability or an unrecognized firm commitment (except for foreign currency risk); or (2) cash flow hedges when hedging exposure to variability in cash flows that is either attributable to a particular risk associated with a recognized financial asset or liability, a highly probable forecast transaction or the foreign currency risk in an unrecognized firm commitment; or (3) hedges of a net investment in a foreign operation.

At the inception of a hedge relationship, we formally designate and document the hedge relationship to which we wish to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. The documentation includes identification of the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and how we will assess the hedging instrument’s effectiveness in offsetting the exposure to changes in the hedged item’s fair value or cash flows attributable to the hedged risk. Such hedges are expected to be highly effective in achieving offsetting changes in fair value or cash flows and are assessed on an on-going basis to determine that they actually have been highly effective throughout the financial reporting periods for which they are designated. In a situation when that hedged item is a forecast transaction, we assess whether the transaction is highly probable and presents an exposure to variations in cash flows that could ultimately affect our consolidated income statement.

Hedges which meet the criteria for hedge accounting are accounted for as follows:

#### Fair value hedges

The change in the fair value of a hedging instrument is recognized in the consolidated income statement as financing cost. The change in the fair value of the hedged item attributable to the risk hedged is recorded as part of the carrying value of the hedged item and is also recognized in the consolidated income statement.

For fair value hedges relating to items carried at amortized cost, any adjustment to carrying value is amortized through profit or loss over the remaining term of the hedge using the EIR method. EIR amortization may begin as soon as adjustment exists and no later than when the hedged item ceases to be adjusted for changes in its fair value attributable to the risk being hedged.

If the hedged item is derecognized, the unamortized fair value is recognized immediately in the consolidated income statement.

When an unrecognized firm commitment is designated as a hedged item, the subsequent cumulative change in the fair value of the firm commitment attributable to the hedged risk is recognized as an asset or liability with a corresponding gain or loss recognized in the consolidated income statement.

#### Cash flow hedges

The effective portion of the gain or loss on the hedging instrument is recognized in other comprehensive income, while any ineffective portion is recognized immediately in our consolidated income statement. See Note 27 – Financial Assets and Liabilities for more details.

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Amounts taken to other comprehensive income are transferred to our consolidated income statement when the hedged transaction affects our consolidated income statement, such as when the hedged financial income or financial expense is recognized or when a forecast transaction occurs. Where the hedged item is the cost of a non-financial asset or non-financial liability, the amounts taken to other comprehensive income are transferred to the initial carrying amount of the non-financial asset or liability.

If the forecast transaction or firm commitment is no longer expected to occur, amounts previously recognized in other comprehensive income are transferred to our consolidated income statement. If the hedging instrument expires or is sold, terminated or exercised without replacement or rollover, or if its designation as a hedge is revoked, amounts previously recognized in other comprehensive income remain in other comprehensive income until the forecast transaction or firm commitment occurs.

We use an interest rate swap agreement to hedge our interest rate exposure and a long-term principal only-currency swap agreement to hedge our foreign exchange exposure on certain outstanding loan balances. See Note 27 – Financial Assets and Liabilities.

#### Current versus noncurrent classification

Derivative instruments that are not designated as effective hedging instruments are classified as current or noncurrent or separated into a current and noncurrent portion based on an assessment of the facts and circumstances (i.e., the underlying contracted cash flows).

Where we expect to hold a derivative as an economic hedge (and does not apply hedge accounting) for a period beyond 12 months after the reporting date, the derivative is classified as noncurrent (or separated into current and noncurrent portions) consistent with the classification of the underlying item.

Embedded derivatives that are not closely related to the host contract are classified consistent with the cash flows of the host contract.

Derivative instruments that are designated as effective hedging instruments are classified consistently with the classification of the underlying hedged item. The derivative instrument is separated into a current portion and a noncurrent portion only if a reliable allocation can be made.

We recognize transfers into and transfers out of fair value hierarchy levels as at the date of the event or change in circumstances that caused the transfer.

#### Property and Equipment

Property and equipment, except for land, is stated at cost less accumulated depreciation and amortization and any accumulated impairment losses. Land is stated at cost less any impairment in value. The initial cost of property and equipment comprises its purchase price, including import duties and non-refundable purchase taxes and any directly attributable costs of bringing the property and equipment to its working condition and location for its intended use. Such cost includes the cost of replacing component parts of the property and equipment when the cost is incurred, if the recognition criteria are met. When significant parts of property and equipment are required to be replaced at intervals, we recognize such parts as individual assets with specific useful lives and depreciate them accordingly. Likewise, when a major inspection is performed, its cost is recognized in the carrying amount of the property and equipment as a replacement if the recognition criteria are satisfied. All other repairs and maintenance costs are recognized as expense as incurred. The present value of the expected cost for the decommissioning of the asset after use is included in the cost of the asset if the recognition criteria for a provision are met.

Depreciation and amortization commence once the property and equipment are available for their intended use and are calculated on a straight-line basis over the estimated useful lives of the assets. The estimated useful lives used in depreciating our property and equipment are disclosed in Note 9 – Property and Equipment.

The residual values, estimated useful lives, and methods of depreciation and amortization are reviewed at least at each financial year-end and adjusted prospectively, if appropriate.

An item of property and equipment and any significant part initially recognized are derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss when the asset is derecognized.

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Property under construction is stated at cost less any impairment in value. This includes cost of construction, plant and equipment, capitalizable borrowing costs and other direct costs associated to construction. Property under construction is not depreciated until such time that the relevant assets are completed and available for its intended use.

Property under construction is transferred to the related property and equipment when the construction or installation and related activities necessary to prepare the property and equipment for their intended use have been completed, and the property and equipment are ready for operational use.

#### Borrowing Costs

Borrowing costs are capitalized if they are directly attributable to the acquisition, construction or production of a qualifying asset. Qualifying assets are assets that necessarily take a substantial period of time to get ready for their intended use or sale. Capitalization of borrowing costs commences when the activities to prepare the asset for its intended use or sale are in progress and the expenditures and borrowing costs are incurred. Borrowing costs are capitalized until the assets are substantially completed for their intended use or sale.

All other borrowing costs are expensed as incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

#### Asset Retirement Obligations

We are legally required under various lease agreements to dismantle the installation in leased sites and restore such sites to their original condition at the end of the lease contract term. We recognize the liability measured at the present value of the estimated costs of these obligations and capitalize such costs as part of the balance of the related item of property and equipment. The amount of asset retirement obligations is accreted and such accretion is recognized as interest expense. See Note 9 – Property and Equipment and Note 21 – Deferred Credits and Other Noncurrent Liabilities.

#### Investment Properties

Investment properties are initially measured at cost, including transaction costs. Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the reporting date. Gains or losses arising from changes in the fair values of investment properties are included in our consolidated income statement in the period in which they arise, including the corresponding tax effect. Fair values are determined based on an amount evaluation performed by a Philippine SEC accredited external independent valuer applying a valuation model recommended by the International Valuation Standards Committee.

Investment properties are derecognized when they are disposed of or when they are permanently withdrawn from use and no future economic benefit is expected from their disposal. Any gain or loss on the retirement or disposal of an investment property is recognized in our consolidated income statement in the year of retirement or disposal.

Transfers are made to or from investment property only when there is a change in use. For a transfer from investment property to owner-occupied property, the deemed cost for subsequent accounting is the fair value at the date of change in use. If owner-occupied property becomes an investment property, we account for such property in accordance with the policy stated under property and equipment up to the date of change in use. The difference between the carrying amount of the owner-occupied property and its fair value at the date of change is accounted for as revaluation increment recognized in other comprehensive income. On subsequent disposal of the investment property, the revaluation increment recognized in other comprehensive income is transferred to retained earnings.



No assets held under operating lease have been classified as investment properties.

#### Intangible Assets

Intangible assets acquired separately are measured at cost on initial recognition. The cost of intangible assets acquired from business combinations is initially recognized at fair value on the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortization and accumulated impairment losses. The useful lives of intangible assets are assessed at the individual asset level as either finite or indefinite.

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Intangible assets with finite lives are amortized over the economic useful life using the straight-line method and assessed for impairment whenever there is an indication that the intangible assets may be impaired. At the minimum, the amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in our consolidated income statement.

Intangible assets with indefinite useful lives are not amortized but are tested for impairment annually either individually or at the CGU level. The useful life of an intangible asset with an indefinite life is reviewed annually to determine whether the indefinite life assessment continues to be supportable. If not, the change in the useful life assessment from indefinite to finite is made on a prospective basis.

The estimated useful lives used in amortizing our intangible assets are disclosed in Note 14 – Goodwill and Intangible Assets.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in our consolidated income statement when the asset is derecognized.

Internally generated intangibles are not capitalized, and the related expenditures are charged against operations in the period in which the expenditures are incurred.

#### Inventories and Supplies

Inventories and supplies, which include cellular and landline phone units, materials, spare parts, terminal units and accessories, are valued at the lower of cost and net realizable value.

Costs incurred in bringing inventories and supplies to its present location and condition are accounted for using the weighted average cost method. Net realizable value is determined by either estimating the selling price in the ordinary course of business, less the estimated cost to sell or determining the prevailing replacement costs.

#### Impairment of Non-Financial Assets

We assess at each reporting period whether there is an indication that an asset may be impaired. If any indication exists, or when the annual impairment testing for an asset is required, we make an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or CGU's fair value less costs of disposal and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent from those of other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing the value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining the fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. Impairment losses are recognized in our consolidated income statement.

For assets, excluding goodwill, an assessment is made at each reporting date to determine whether there is an indication that previously recognized impairment losses no longer exist or have decreased. If such indication exists, we make an estimate of the recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. If this is the case, the carrying amount of the asset is increased to its recoverable amount. The increased amount cannot exceed the carrying amount that would have been determined, net of depreciation and amortization, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in our consolidated income statement. After such reversal, the depreciation and amortization charges are adjusted in future years to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining economic useful life.

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The following assets have specific characteristics for impairment testing:

#### Property and equipment and intangible assets with definite useful lives

For property and equipment, we also assess for impairment on the basis of impairment indicators such as evidence of internal obsolescence or physical damage. See Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Impairment of non-financial assets, Note 9 – Property and Equipment and Note 14 – Goodwill and Intangible Assets for further disclosures relating to impairment of non-financial assets.

#### Investments in associates and joint ventures

We determine at the end of each reporting period whether there is any objective evidence that our investments in associates and joint ventures are impaired. If this is the case, the amount of impairment is calculated as the difference between the recoverable amount of the investments in associates and joint ventures, and its carrying amount. The amount of impairment loss is recognized in our consolidated income statement. See Note 10 – Investments in Associates and Joint Ventures for further disclosures relating to impairment of non-financial assets.

#### Goodwill

Goodwill is tested for impairment annually as at December 31 and when circumstances indicate that the carrying value may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each CGU, or group of CGUs, to which the goodwill relates. When the recoverable amount of the CGU, or group of CGUs, is less than the carrying amount of the CGU, or group of CGUs, to which goodwill has been allocated, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods.

#### Intangible asset with indefinite useful life

Intangible asset with indefinite useful life is not amortized but is tested for impairment annually either individually or at the CGU level, as appropriate. We calculate the amount of impairment as being the difference between the recoverable amount of the intangible asset or the CGU, and its carrying amount and recognize the amount of impairment in our consolidated income statement. Impairment losses relating to intangible assets can be reversed in future periods.

See Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Impairment of non-financial assets and Note 14 – Goodwill and Intangible Assets – Impairment testing of goodwill and intangible assets with indefinite useful life for further disclosures relating to impairment of non-financial assets.

#### Investment in Debt Securities

Investment in debt securities consists of time deposits and government securities which are carried at amortized cost using the EIR method. Interest earned from these securities is recognized under “Other income (expense) – Interest income” in our consolidated income statement.

#### Cash and Cash Equivalents

Cash includes cash on hand and in banks. Cash equivalents, which include temporary cash investments, are short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three months or less from the date of acquisition, and for which there is an insignificant risk of change in value.

Short-term Investments

Short-term investments are money market placements, which are highly liquid with maturities of more than three months but less than one year from the date of acquisition.

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## Fair Value Measurement

We measure financial instruments such as derivatives, available-for-sale financial investments and certain short-term investments and non-financial assets such as investment properties, at fair value at each reporting date. The fair values of financial instruments measured at amortized cost are disclosed in Note 27 – Financial Assets and Liabilities. The fair values of investment properties are disclosed in Note 13 – Investment Properties.

Fair value is the estimated price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either: (i) in the principal market for the asset or liability; or (ii) in the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible to us.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

We use valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in our consolidated financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole: (i) Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities; (ii) Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable; and (iii) Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognized in our consolidated financial statements on a recurring basis, we determine whether transfers have occurred between levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

We determine the policies and procedures for both recurring fair value measurement, such as investment properties and unquoted available-for-sale financial assets, and for non-recurring measurement, such as assets held for distribution in discontinued operation.

External valuers are involved for valuation of significant assets, such as certain short-term investments and investment properties. Involvement of external valuers is decided upon annually. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained. At each reporting date, we analyze the movements in the values of assets and liabilities which are required to be re-measured or re-assessed as per our accounting policies. For this analysis, we verify the major inputs applied in the latest valuation by agreeing the information in the valuation computation to contracts and other relevant documents.

We, in conjunction with our external valuers, also compare the changes in the fair value of each asset and liability with relevant external sources to determine whether the change is reasonable. This includes a discussion of the major

assumptions used in the valuations. For the purpose of fair value disclosures, we have determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

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## Revenue Recognition

Revenue is recognized to depict the transfer of promised goods or services to customers in an amount that reflects the consideration which we expect to be entitled to in exchange for those goods or services. PFRS 15 prescribes a five-step model to be followed in the recognition of revenue, wherein we take into consideration the performance obligations which we need to perform in the agreements we have entered into with our customers. Revenue is measured by allocating the transaction price, which includes variable considerations, to each performance obligation on a relative stand-alone selling price basis, taking into account contractually defined terms of payment and excluding value-added tax, or VAT, or overseas communication tax, or OCT, where applicable. Transaction prices are based on third-party pricing, arm's length pricing and cost-plus arrangement, as applicable. These are further adjusted by inputting the related time value of money on contract assets with more than one year of amortization. When determining our performance obligations, we assess our revenue arrangements against specific criteria to determine if we are acting as principal or agent. We consider both the legal form and the substance of our agreement, to determine each party's respective roles in the agreement. We are acting as a principal when we have control over the respective telecommunication services before we render those. When our role in a transaction is that of principal, revenue is presented on a gross basis, otherwise, revenue is presented on a net basis.

## Service revenues

Our revenues are principally derived from providing the following telecommunications services: cellular voice and data services in the wireless business; and local exchange, international and national long distance, data and other network, and information and communications services in the fixed line business. When determining the amount of revenue to be recognized in any period, the overriding principle followed is to identify the performance obligations in a contract with customer by exercising judgment and considering all relevant facts and circumstances. Services may be rendered separately or bundled with goods or other services. The specific recognition criteria are as follows:



## Subscribers

We provide telephone, cellular and data communication services under prepaid and postpaid payment arrangements as follows:

Postpaid service arrangements include fixed monthly charges (including excess of consumable fixed monthly service fees) generated from voice, short messaging services, or SMS, and data services through the postpaid plans of Smart, Sun Cellular and Infinity brands, from cellular and local exchange services primarily through wireless, landline and related services, and from data and other network services primarily through broadband and leased line services, which we recognize on a straight-line basis over the customer's subscription period. Services provided to postpaid subscribers are billed throughout the month according to the billing cycles of subscribers. Services availed by subscribers in addition to these fixed fee arrangements are charged separately and recognized as the additional service is provided or as availed by the subscribers.

Our prepaid service revenues arise from the usage of airtime load from channels and prepaid cards provided by Smart, Sun Cellular, TNT, SmartBro and Sun brands. Proceeds from over-the-air reloading channels and prepaid cards are initially recognized as contract liability and realized upon actual usage of the airtime value for voice, SMS, mobile data and other VAS, prepaid unlimited and bucket-priced SMS and call subscriptions, net of free SMS allocation and bonus credits (load package purchased, i.e., free additional SMS or minute calls or Peso credits), or upon expiration of the usage period, whichever comes earlier. Interconnection fees and charges arising from the actual usage of airtime value or subscriptions are recorded as incurred.

Revenue from international and national long distance calls carried via our network is generally based on rates which vary with distance and type of service (direct dial or operator-assisted, paid or collect, etc.). Revenue from both wireless and fixed line long distance calls is recognized as the service is provided.

Non-recurring upfront fees such as activation fees charged to subscribers for connection to our network are recognized as outright revenue. Installation costs, on the other hand, are considered as a separate performance obligation with revenue recognized once the installation has been completed. The related incremental costs are similarly deferred and recognized over the same period in our consolidated income statement, if such costs are expected to be recovered.

## Connecting carriers

Interconnection revenues for call termination, call transit and network usages are recognized in the period in which the traffic occurs. Revenues related to local, long distance, network-to-network, roaming and international call connection services are recognized when the call is placed, or connection is provided, and the equivalent amounts charged to us by other carriers are recorded under interconnection costs in our consolidated income statement. Inbound revenue and outbound charges are based on agreed transit and termination rates with other foreign and local carriers.

## VAS

Revenues from VAS include MMS, downloading and streaming of content, applications and other digital services and infotext services. The amount of revenue recognized is net of payout to content provider's share in revenue. Revenue is recognized upon service availment.

## Incentives

We operate customer engagement and loyalty programs which allows customers to accumulate points when they pay their bills on time and full, purchase products or services, and load or top-up for prepaid customers. Customers may avail of the “MVP Reward Card” for free, powered by PayMaya, which allows for instant conversion of points into the PayMaya wallet coupled with exclusive offers and deals when used at partner establishments.

The credits to PayMaya wallet are considered as rebates and accounted as reduction to service revenues.

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#### Multiple-deliverable arrangements

In revenue arrangements, which involve bundled sales of mobile devices, accessories (non-service component) and telecommunication services (service component), the total arrangement consideration is allocated based on the relative stand-alone selling prices of each distinct performance obligation. Stand-alone selling price is the price at which we sell the good or service separately to a customer. However, if goods or services are not currently offered separately, we use the cost-plus margin method to determine the stand-alone selling price to be used in the revenue allocation. We adjust the transaction price for the effects of the time value of money if the timing of the payment and delivery of goods or services does not coincide, effects of which are considered as containing a significant financing component.

Revenues from the sale of non-service component are recognized at the point in time when the goods are delivered while revenues from telecommunication services component are recognized over time when the services are provided to subscribers.

#### Other services

Revenue from server hosting, co-location services and customer support services are recognized as the service are performed.

#### Non-service revenues

Revenues from handset and equipment sales are recognized when the control over the goods have been passed to the buyer, usually upon delivery of the goods. The related cost or net realizable value of handsets or equipment sold to customers is presented as "Cost of sales" in our consolidated income statement.

#### Interest income

Interest income is recognized as it accrues on a time proportion basis taking into account the principal amount outstanding and the EIR.

#### Dividend income

Revenue is recognized when our right to receive the payment is established.

#### Expenses

Expenses are recognized as incurred.

#### Provisions

We recognize a provision when we have a present obligation, legal or constructive, as a result of a past event, and when it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When we expect some or all of a provision to be reimbursed, the reimbursement is recognized as a separate asset, but only when the reimbursement is virtually certain to be received if the entity settles the obligation. The expense relating to any provision is presented in our consolidated income statement, net of any reimbursements. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest

expense in our consolidated income statement.

#### Retirement Benefits

PLDT and certain of its subsidiaries are covered under R.A. 7641 otherwise known as “The Philippine Retirement Law”.

#### Defined benefit pension plans

PLDT has separate and distinct retirement plans for itself and majority of its Philippine-based operating subsidiaries, administered by the respective Funds’ Trustees, covering permanent employees. Retirement costs are separately determined using the projected unit credit method. This method reflects services rendered by employees to the date of valuation and incorporates assumptions concerning employees’ projected salaries.

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Retirement costs consist of the following:

- Service cost;
- Net interest on the net defined benefit asset or obligation; and
- Remeasurements of net defined benefit asset or obligation.

Service cost (which includes current service costs, past service costs and gains or losses on curtailments and non-routine settlements) is recognized as part of “Selling, general and administrative expenses – Compensation and employee benefits” account in our consolidated income statement. These amounts are calculated periodically by an independent qualified actuary.

Net interest on the net defined benefit asset or obligation is the change during the period in the net defined benefit asset or obligation that arises from the passage of time which is determined by applying the discount rate based on the government bonds to the net defined benefit asset or obligation. Net deferred benefit asset is recognized as part of advances and other noncurrent assets and net defined benefit obligation is recognized as part of pension and other employee benefits in our consolidated statement of financial position.

Remeasurements, comprising actuarial gains and losses, return on plan assets and any change in the effect of the asset ceiling (excluding net interest on defined benefit obligation) are recognized immediately in other comprehensive income in the period in which they occur. Remeasurements are not classified to profit or loss in subsequent periods.

The net defined benefit asset or obligation comprises the present value of the defined benefit obligation (using a discount rate based on government bonds, as explained in Note 3 – Management’s Use of Accounting Judgments, Estimates and Assumptions – Estimating pension benefit costs and other employee benefits), net of the fair value of plan assets out of which the obligations are to be settled directly. Plan assets are assets held by a long-term employee benefit fund or qualifying insurance policies and are not available to our creditors nor can they be paid directly to us. Fair value is based on market price information and in the case of quoted securities, the published bid price and in the case of unquoted securities, the discounted cash flow using the income approach. The value of any defined benefit asset recognized is restricted to the asset ceiling which is the present value of any economic benefits available in the form of refunds from the plan or reductions in the future contributions to the plan. See Note 25 – Employee Benefits – Defined Benefit Pension Plans for more details.

#### Defined contribution plans

Smart and certain of its subsidiaries maintain a defined contribution plan that covers all regular full-time employees under which it pays fixed contributions based on the employees’ monthly salaries and provides for qualified employees to receive a defined benefit minimum guarantee. The defined benefit minimum guarantee is equivalent to a certain percentage of the monthly salary payable to an employee at normal retirement age with the required credited years of service based on the provisions of R.A. 7641.

Accordingly, Smart and certain of its subsidiaries account for their retirement obligation under the higher of the defined benefit obligation related to the minimum guarantee and the obligation arising from the defined contribution plan.

For the defined benefit minimum guarantee plan, the liability is determined based on the present value of the excess of the projected defined benefit obligation over the projected defined contribution obligation at the end of the reporting period. The defined benefit obligation is calculated annually by a qualified independent actuary using the projected unit credit method. Smart and certain of its subsidiaries determines the net interest expense (income) on the net defined benefit liability (asset) for the period by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the then net defined benefit liability (asset), taking into account any

changes in the net defined benefit liability (asset) during the period as a result of contributions and benefit payments. Net interest expense (income) and other expenses (income) related to the defined benefit plan are recognized in our profit or loss.

The defined contribution liability, on the other hand, is measured at the fair value of the defined contribution assets upon which the defined contribution benefits depend, with an adjustment for margin on asset returns, if any, where this is reflected in the defined contribution benefits.

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Remeasurements of the net defined benefit liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognized immediately in our other comprehensive income.

When the benefits of the plan are changed or when the plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognized immediately in our profit or loss. Gains or losses on the settlement of the defined benefit plan are recognized when the settlement occurs. See Note 25 – Employee Benefits – Defined Contribution Plans for more details.

#### Other Long-term Employee Benefits

Employee benefit costs include current service cost, net interest on the net defined benefit obligation, and remeasurements of the net defined benefit obligation. Past service costs and actuarial gains and losses are recognized immediately in our profit or loss.

The long-term employee benefit liability comprises the present value of the defined benefit obligation (using a discount rate based on government bonds) at the end of the reporting period and is determined using the projected unit credit method. See Note 25 – Employee Benefits – Other Long-term Employee Benefits for more details.

#### Leases

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at inception date. The arrangement is assessed for whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in an arrangement. A reassessment is made after the inception of the lease only if one of the following applies: (a) there is a change in contractual terms, other than a renewal or extension of the agreement; (b) a renewal option is exercised or extension granted, unless the term of the renewal or extension was initially included in the lease term; (c) there is a change in the determination of whether the fulfillment is dependent on a specified asset; or (d) there is a substantial change to the asset.

Where a reassessment is made, lease accounting shall commence or cease from the date when the change in circumstances gave rise to the reassessment for scenarios (a), (c) or (d) and the date of renewal or extension period for scenario (b).

As a Lessor. Leases where we retain substantially all the risks and benefits of ownership of the asset are classified as operating leases. Any initial direct costs incurred in negotiating an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on the same bases as rental income. Rental income is recognized in our consolidated income statement on a straight-line basis over the lease term.

All other leases are classified as finance leases. At the inception of the finance lease, the asset subject to lease agreement is derecognized and lease receivable is recognized. Interest income is accrued over the lease term using the EIR and lease amortization is accounted for as reduction of lease receivable.

As a Lessee. Leases where the lessor retains substantially all the risks and benefits of ownership of the assets are classified as operating leases. Operating lease payments are recognized as expense in our consolidated income statement on a straight-line basis over the lease term.

All other leases are classified as finance leases. A finance lease gives rise to the recognition of a leased asset and finance lease liability. Capitalized leased assets are depreciated over the shorter of the estimated useful life of the

asset or the lease term, if there is no reasonable certainty that we will obtain ownership of the leased asset at the end of the lease term. Interest expense is recognized over the lease term using the EIR.

#### Income Taxes

##### Current income tax

Current income tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted as at the end of the reporting period where we operate and generate taxable income.

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## Deferred income tax

Deferred income tax is provided on all temporary differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at the end of the reporting period.

Deferred income tax liabilities are recognized for all taxable temporary differences except: (1) when the deferred income tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and (2) with respect to taxable temporary differences associated with investments in subsidiaries, associates and interest in joint ventures, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred income tax assets are recognized for all deductible temporary differences, the carryforward benefits of unused tax credits from excess minimum corporate income tax, or MCIT, over regular corporate income tax, or RCIT, and unused net operating loss carry over, or NOLCO. Deferred income tax assets are recognized to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and carryforward benefits of unused tax credits and unused tax losses can be utilized, except: (1) when the deferred income tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and (2) with respect to deductible temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, deferred income tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.

The carrying amount of deferred income tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax assets to be utilized. Unrecognized deferred income tax assets are reassessed at the end of each reporting period and are recognized to the extent that it has become probable that future taxable profit will allow the deferred income tax assets to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted as at the end of the reporting period.

Deferred income tax relating to items recognized in “Other comprehensive income” account is included in our consolidated statement of comprehensive income and not in our consolidated income statement.

Deferred income tax assets and liabilities are offset, if a legally enforceable right exists to offset current income tax assets against current income tax liabilities and the deferred income taxes relate to the same taxable entity and the same taxation authority.

Tax benefits acquired as part of a business combination, but not satisfying the criteria for separate recognition at that date, would be recognized subsequently if new information about facts and circumstances changed. The adjustment would either be treated as a reduction to goodwill (as long as it does not exceed goodwill) if it is incurred during the measurement period or in our profit or loss.

VAT

Revenues, expenses and assets are recognized net of the amount of VAT, if applicable. When VAT from sales of goods and/or services (output VAT) exceeds VAT passed on from purchases of goods or services (input VAT), the excess is recognized as payable in the consolidated statement of financial position. When VAT passed on from purchases of goods or services (input VAT) exceeds VAT from sales of goods and/or services (output VAT), the excess is recognized as an asset in the consolidated statement of financial position to the extent of the recoverable amount.

#### Contingencies

Contingent liabilities are not recognized in our consolidated financial statements. They are disclosed in the notes to our consolidated financial statements unless the possibility of an outflow of resources embodying economic benefits is remote. Contingent assets are not recognized in our consolidated financial statements but are disclosed in the notes to our consolidated financial statements when an inflow of economic benefits is probable.

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## Events After the End of the Reporting Period

Post period-end events up to the date of approval of the Board of Directors that provide additional information about our financial position at the end of the reporting period (adjusting events) are reflected in our consolidated financial statements. Post period-end events that are not adjusting events are disclosed in the notes to our consolidated financial statements when material.

## Equity

Preferred and common stocks are measured at par value for all shares issued. Incremental costs incurred directly attributable to the issuance of new shares are shown in equity as a deduction from proceeds, net of tax. Proceeds and/or fair value of considerations received in excess of par value are recognized as capital in excess of par value in our consolidated statement of changes in equity.

Treasury stocks are our own equity instruments which are reacquired and recognized at cost and presented as reduction in equity. No gain or loss is recognized in our consolidated income statement on the purchase, sale, reissuance or cancellation of our own equity instruments. Any difference between the carrying amount and the consideration upon reissuance or cancellation of shares is recognized as capital in excess of par value in our consolidated statement of changes in equity and consolidated statement of financial position.

Change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction and any impact is presented as part of capital in excess of par value in our consolidated statement of changes in equity.

Retained earnings represent our net accumulated earnings less cumulative dividends declared.

Other comprehensive income comprises of income and expense, including reclassification adjustments that are not recognized in our profit or loss as required or permitted by PFRS.

## Standards Issued But Not Yet Effective

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the consolidated financial statements are listed below. We will adopt these standards and amendments to existing standards which are relevant to us when these become effective. Except for PFRS 16, Leases, as discussed further below, we do not expect the adoption of these standards and amendments to PFRS to have a significant impact on our consolidated financial statements.

Effective beginning on or after January 1, 2019

### Philippine Interpretation IFRIC 23, Uncertainty over Income Tax Treatments

The interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of PAS 12, Income Taxes, and does not apply to taxes or levies outside the scope of PAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments.

The interpretation specifically addresses the following:

- Whether an entity considers uncertain tax treatments separately.
- The assumptions an entity makes about the examination of tax treatments by taxation authorities.
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates.
- How an entity considers changes in facts and circumstances.

An entity must determine whether to consider each uncertain tax treatment separately or together with one or more other uncertain tax treatments. The approach that better predicts the resolution of the uncertainty should be followed.

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We are currently assessing the impact of adopting this interpretation.

•Amendments to PFRS 9, Prepayment Features with Negative Compensation

The amendments to PFRS 9 allow debt instruments with negative compensation prepayment features to be measured at amortized cost or at FVOCI. Earlier application is permitted.

We are currently assessing the impact of adopting this amendment.

•PFRS 16

Under the new standard, lessees will no longer classify their leases as either operating or finance leases in accordance with PAS 17, Leases. Rather, lessees will apply the single-asset model. Under this model, lessees will recognize the assets and related liabilities for most leases on their balance sheets, and subsequently, will depreciate the lease assets and recognize interest on the lease liabilities in their profit or loss. Leases with a term of 12 months or less or for which the underlying asset is of low value are exempted from these requirements.

The accounting by lessors is substantially unchanged as the new standard carries forward the principles of lessor accounting under PAS 17. Lessors, however, will be required to disclose more information in their financial statements, particularly on the risk exposure to residual value.

Entities may early adopt PFRS 16 but not before an entity applies PFRS 15. When adopting PFRS 16, an entity is permitted to use either a full retrospective or a modified retrospective approach, with options to use certain transition reliefs. We are currently assessing the impact of adopting this standard.

•Amendments to PAS 28, Long-term Interests in Associates and Joint Ventures

The amendments to PAS 28 clarify that entities should account for long-term interests in an associate or joint venture to which the equity method is not applied using PFRS 9. Earlier application is permitted.

•Amendments to PAS 19, Employee Benefits, Plan Amendment, Curtailment or Settlement

The amendments require entities to use updated actuarial assumptions to determine current service cost and net interest for the remainder of the annual reporting period after such an event. The amendments also clarify how the requirements for accounting for a plan amendment, curtailment or settlement affect the asset ceiling requirements. The amendments do not address the accounting for 'significant market fluctuations' in the absence of a plan amendment, curtailment or settlement.

The amendments apply to plan amendments, curtailments or settlements that occur on or after January 1, 2019. Earlier application is permitted.

•Amendments to PFRS 3, Business Combinations, Clarifying measurement of previously held interest in obtaining control over a joint operations (Part of Annual Improvements to PFRSs 2015 - 2017 Cycle)

The amendments clarify that obtaining control of a business that is a joint operation is a business combination achieved in stages. The acquirer should remeasure its previously held interest in the joint operation at fair value at the acquisition date.

The amendments are effective for business combinations with acquisition date on or after January 1, 2019. Earlier application is permitted.

•Amendments to PFRS 11, Joint Arrangements, Clarifying measurement of previously held interest in obtaining joint control over a joint operation (Part of Annual Improvements to PFRSs 2015 - 2017 Cycle)

The amendments clarify that the party obtaining joint control of a business that is a joint operation should not remeasure its previously held interest in the joint operation.

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The amendments are effective for transactions resulting in obtaining joint control on or after January 1, 2019. Earlier application is permitted.

•Amendments to PAS 12, Income Taxes, Income tax consequences of payments on financial instruments classified as equity (Part of Annual Improvements to PFRSs 2015 - 2017 Cycle)

The amendments clarify that the income tax consequences of dividends of financial instruments classified as equity should be recognized according to where the past transactions or events that generated distributable profits were recognized. These requirements apply to all income tax consequences of dividends.

The amendments should be applied for annual periods beginning on or after January 1, 2019 to the income tax consequences of dividends recognized on or after the beginning of the earliest comparative period. Earlier application is permitted.

•Amendments to PAS 23, Borrowing Costs, Borrowing Costs eligible for capitalization (Part of Annual Improvements to PFRSs 2015 - 2017 Cycle)

The amendments clarify that if a specific borrowing remains outstanding after the related qualifying asset is ready for its intended use or sale, it becomes part of general borrowings.

The amendments should be applied prospectively for borrowing costs incurred on or after January 1, 2019. Earlier application is permitted.

Effective beginning on or after January 1, 2021

•PFRS 17, Insurance Contracts

PFRS 17 applies to all types of insurance contracts (i.e., life, non-life, direct insurance and re-insurance), regardless of the type of entities that issued them, as well as to certain guarantees and financial instruments with discretionary participation features. A few scope exceptions will apply. The overall objective of PFRS 17 is to provide an accounting model for insurance contracts that is more useful and consistent for insurers. In contrast to the requirements of PFRS 4, which are largely based on grandfathering previous local accounting policies, PFRS 17 provides a comprehensive model for insurance contracts, covering all relevant accounting aspects. The core of PFRS 17 is the general model, supplemented by: a specific adaptation for contracts with direct participation features (the variable fee approach) and a simplified approach (the premium allocation approach) mainly for short-duration contracts.

PFRS 17 is effective for reporting periods beginning on or after January 1, 2021, with comparative figures required. Early application is permitted, provided the entity also applies PFRS 9 and PFRS 15 on or before the date it first applies PFRS 17.

Deferred effectivity

•Amendments to PFRS 10, Consolidated Financial Statements and PAS 28, Sale or Contribution of Assets between an Investor and its Associate or Joint Venture

3.Management's Use of Accounting Judgments, Estimates and Assumptions

The preparation of our consolidated financial statements in conformity with PFRS requires us to make judgments, estimates and assumptions that affect the reported amounts of our revenues, expenses, assets and liabilities and

disclosure of contingent liabilities at the end of each reporting period. The uncertainties inherent in these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the assets or liabilities affected in the future years.

#### Judgments

In the process of applying the PLDT Group's accounting policies, management has made the following judgments, apart from those including estimations and assumptions, which have the most significant effect on the amounts recognized in our consolidated financial statements.

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#### Determination of functional currency

The functional currencies of the entities under the PLDT Group are the currency of the primary economic environment in which each entity operates. It is the currency that mainly influences the revenue from and cost of rendering products and services.

The presentation currency of the PLDT Group is the Philippine peso. Based on the economic substance of the underlying circumstances relevant to the PLDT Group, the functional currency of all entities under PLDT Group is the Philippine peso, except for (a) SMHC, FECL Group, PLDT Global and certain of its subsidiaries, DCPL, PGNL and certain of its subsidiaries, Chikka and certain of its subsidiaries and PGIC, which uses the U.S. dollar; (b) VIP, VIH, VII, VIS, iCommerce, Fintech Ventures, 3<sup>rd</sup> Brand, CPL and AGSPL, which uses the Singaporean dollar; (c) CCCBL, which uses the Chinese renminbi; (d) AGS Malaysia and Takatack Malaysia, which uses the Malaysian ringgit; (e) AGS Indonesia, which uses the Indonesian rupiah; and (f) ePay Myanmar, which uses the Myanmar kyat.

#### Accounting for investments in MediaQuest Holdings, Inc., or MediaQuest, through Philippine Depositary Receipts, or PDRs

ePLDT made various investments in PDRs issued by MediaQuest in relation to its direct interest in Satventures, Inc., or Satventures, and Hastings Holdings, Inc., or Hastings, and indirect interest in Cignal TV, Inc., or Cignal TV.

Based on our judgment, at the PLDT Group level, ePLDT's investments in PDRs gives ePLDT a significant influence over Satventures, Hastings and Cignal TV as evidenced by provision of essential technical information and material transactions among PLDT, Smart, Satventures, Hastings and Cignal TV, and thus are accounted for as investments in associates using the equity method.

On February 15, 2018, ePLDT ceased to have any economic interest in Hastings as a result of the assignment of the Hastings PDRs to PLDT Beneficial Trust Fund.

See related discussion on Note 10 – Investments in Associates and Joint Ventures – Investments in Associates – Investment in MediaQuest PDRs.

#### Leases

As a lessee, we have various lease agreements in respect of certain equipment and properties. We evaluate whether significant risks and rewards of ownership of the leased properties are transferred to us (finance lease) or retained by the lessor (operating lease) based on PAS 17. Total lease expense amounted to Php5,302 million and Php5,067 million for the nine months ended September 30, 2018 and 2017, respectively. Total finance lease obligations amounted to Php579 thousand and Php679 thousand as at September 30, 2018 and December 31, 2017, respectively. See Note 2 – Summary of Significant Accounting Policies, Note 5 – Income and Expenses – Selling, General and Administrative Expenses, Note 20 – Interest-bearing Financial Liabilities – Obligations under Finance Leases and Note 27 – Financial Assets and Liabilities – Liquidity Risk.

#### Accounting for investments in Vega Telecom Inc., or VTI, Bow Arken Holdings Company, or Bow Arken, and Brightshare Holdings, Inc., or Brightshare

On May 30, 2016, PLDT acquired a 50% equity interest in each of VTI, Bow Arken and Brightshare. See related discussion on Note 10 – Investments in Associates and Joint Ventures – Investments in Joint Ventures. Based on the Memorandum of Agreement, PLDT and Globe Telecom, Inc., or Globe, each have the right to appoint half the members of the Board of Directors of each of VTI, Bow Arken and Brightshare, as well as the (i) co-Chairman of the

Board; (ii) co-Chief Executive Officer and President; and (iii) co-Controller where any matter requiring their approval shall be deemed passed or approved if the consents of both co-officers holding the same position are obtained. All decisions of each Board of Directors may only be approved if at least one director nominated by each of PLDT and Globe votes in favor of it.

Based on these rights, PLDT and Globe have joint control over VTI, Bow Arken and Brightshare, which is defined in PFRS 11, Joint Arrangements, as a contractually agreed sharing of control of an arrangement and exists only when decisions about the relevant activities require the unanimous consent of the parties sharing control. Consequently, PLDT and Globe classified the joint arrangement as a joint venture in accordance with PFRS 11 given that PLDT and Globe each have the right to 50% of the net assets of VTI, Bow Arken and Brightshare and their respective subsidiaries.

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Accordingly, PLDT accounted for the investment in VTI, Bow Arken and Brightshare using the equity method of accounting in accordance with PAS 28, Measuring an Associate or Joint Venture. Under the equity method of accounting, the investment is initially recognized at cost and adjusted thereafter for the post-acquisition change in the investor's share of the investee's net assets.

#### Impairment of available-for-sale equity investments

For available-for-sale financial investments, we assess at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as available-for-sale financial investments, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. The determination of what is "significant" or "prolonged" requires judgment. We treat "significant" generally as decline of 20% or more below the original cost of investment, and "prolonged" as greater than 12 months assessed against the period in which the fair value has been below its original cost.

Based on our judgment, the decline in fair value of our investment in Rocket Internet SE, or Rocket Internet, was considered significant as the cumulative net losses from changes in fair value represented more than 20% decline in value below cost. As a result, total cumulative impairment losses recognized on our investment in Rocket Internet amounted to Php2,812 million and Php11,045 million as at September 30, 2018 and December 31, 2017, respectively. Impairment losses charged in our consolidated income statements amounted to nil and Php540 million for the nine months ended September 30, 2018 and 2017, respectively. See related discussion on Note 11 – Financial Assets at FVPL/Available-for-Sale Financial Investments – Investment of PLDT Online in Rocket Internet.

#### Estimates and Assumptions

The key estimates and assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities recognized in our consolidated financial statements within the next financial year are discussed below. We based our estimates and assumptions on parameters available when our consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising beyond our control. Such changes are reflected in the assumptions when they occur.

#### Impairment of non-financial assets

PFRS requires that an impairment review be performed when certain impairment indicators are present. In the case of goodwill and intangible assets with indefinite useful life, at a minimum, such assets are subject to an impairment test annually and whenever there is an indication that such assets may be impaired. This requires an estimation of the value in use of the CGUs to which these assets are allocated. The value in use calculation requires us to make an estimate of the expected future cash flows from the CGU and to choose a suitable discount rate in order to calculate the present value of those cash flows. See Note 14 – Goodwill and Intangible Assets – Impairment Testing of Goodwill and Intangible Assets with Indefinite Useful Life for the key assumptions used to determine the value in use of the relevant CGUs.

Determining the recoverable amount of property and equipment, investments in associates and joint ventures, intangible assets, prepayments and other noncurrent assets, requires us to make estimates and assumptions in the determination of future cash flows expected to be generated from the continued use and ultimate disposition of such assets. Future events could cause us to conclude that property and equipment, investments in associates and joint ventures, intangible assets and other noncurrent assets associated with an acquired business are impaired. Any

resulting impairment loss could have a material adverse impact on our financial position and financial performance.

The preparation of estimated future cash flows involves significant estimations and assumptions. While we believe that our assumptions are appropriate and reasonable, significant changes in our assumptions may materially affect our assessment of recoverable values and may lead to future impairment charges under PFRS.

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Total asset impairment recognized on noncurrent assets amounted to nil and Php389 million for the nine months ended September 30, 2018 and 2017, respectively. See Note 4 – Operating Segment Information, Note 5 – Income and Expenses – Asset Impairment and Note 9 – Property and Equipment – Impairment of Certain Wireless Network Equipment and Facilities.

The carrying values of our property and equipment, investments in associates and joint ventures, goodwill and intangible assets, and prepayments are separately disclosed in Note 9 – Property and Equipment, Note 10 – Investments in Associates and Joint Ventures, Note 14 – Goodwill and Intangible Assets and Note 18 – Prepayments, respectively.

#### Estimating useful lives of property and equipment

We estimate the useful lives of each item of our property and equipment based on the periods over which our assets are expected to be available for use. Our estimation of the useful lives of our property and equipment is also based on our collective assessment of industry practice, internal technical evaluation and experience with similar assets. The estimated useful lives of each assets are reviewed every year-end and updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limitations on the use of our assets. It is possible, however, that future results of operations could be materially affected by changes in our estimates brought about by changes in the factors mentioned above. The amounts and timing of recorded expenses for any period would be affected by changes in these factors and circumstances. A reduction in the estimated useful lives of our property and equipment would increase our recorded depreciation and decrease the carrying amount of our property and equipment.

In 2017, we shortened the estimated useful lives of certain data network platform and other technology equipment resulting from the transformation projects to improve and simplify the network and systems applications. As a result, we recognized additional depreciation amounting to Php4,511 million and Php19,481 million as at September 30, 2018 and December 31, 2017, respectively. See Note 4 – Operating Segment Information.

The total depreciation and amortization of property and equipment amounted to Php27,500 million and Php25,547 million for the nine months ended September 30, 2018 and 2017, respectively. Total carrying values of property and equipment, net of accumulated depreciation and amortization, amounted to Php194,748 million and Php186,907 million as at September 30, 2018 and December 31, 2017, respectively. See Note 2 – Summary of Significant Accounting Policies, Note 4 – Operating Segment Information and Note 9 – Property and Equipment.

#### Estimating useful lives of intangible assets with finite lives

Intangible assets with finite lives are amortized over their expected useful lives using the straight-line method of amortization. At a minimum, the amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in our consolidated income statement.

The total amortization of intangible assets with finite lives amounted to Php641 million and Php622 million for the nine months ended September 30, 2018 and 2017, respectively. Total carrying values of intangible assets with finite lives amounted to Php3,079 million and Php3,699 million as at September 30, 2018 and December 31, 2017, respectively. See Note 2 – Summary of Significant Accounting Policies, Note 4 – Operating Segment Information, Note 5 – Income and Expenses – Selling, General and Administrative Expenses and Note 14 – Goodwill and Intangible Assets.

#### Recognition of deferred income tax assets

We review the carrying amounts of deferred income tax assets at the end of each reporting period and reduce these to the extent that these are no longer probable that sufficient taxable income will be available to allow all or part of the deferred income tax assets to be utilized. Our assessment on the recognition of deferred income tax assets on deductible temporary differences is based on the level and timing of forecasted taxable income of the subsequent reporting periods. This forecast is based on our past results and future expectations on revenues and expenses as well as future tax planning strategies. Based on this, management expects that we will generate sufficient taxable income to allow all or part of our deferred income tax assets to be utilized.

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Based on the above assessment, our consolidated unrecognized deferred income tax assets amounted to Php5,540 million and Php5,495 million as at September 30, 2018 and December 31, 2017, respectively. Total consolidated provision from deferred income tax amounted to Php1,674 million and Php2,869 million for the nine months ended September 30, 2018 and 2017, respectively. Total consolidated recognized net deferred income tax assets amounted to Php28,589 million and Php30,466 million as at September 30, 2018 and December 31, 2017, respectively. See Note 2 – Summary of Significant Accounting Policies, Note 4 – Operating Segment Information and Note 7 – Income Taxes.

#### Estimating allowance for doubtful accounts

If we assessed that there was objective evidence that an impairment loss was incurred in our trade and other receivables, we estimate the allowance for doubtful accounts related to our trade and other receivables that are specifically identified as doubtful of collection. The amount of allowance is evaluated by management on the basis of factors that affect the collectability of the accounts. In these cases, we use judgment based on all available facts and circumstances, including, but not limited to, the length of our relationship with the customer and the customer's credit status based on third party credit reports and known market factors, to record specific reserves for customers against amounts due in order to reduce our receivables to amounts that we expect to collect. These specific reserves are re-evaluated and adjusted as additional information received affects the amounts estimated.

In addition to specific allowance against individually significant receivables, we also assess a collective impairment allowance against credit exposures of our customer which were grouped based on common credit characteristics, which, although not specifically identified as requiring a specific allowance, have a greater risk of default than when the receivables were originally granted to customers. This collective allowance is based on historical loss experience using various factors, such as historical performance of the customers within the collective group, deterioration in the markets in which the customers operate, and identified structural weaknesses or deterioration in the cash flows of customers.

Total provision for doubtful accounts for trade and other receivables recognized in our consolidated income statements amounted to Php3,230 million and Php2,497 million for the nine months ended September 30, 2018 and 2017, respectively. Trade and other receivables, net of allowance for doubtful accounts, amounted to Php38,959 million and Php33,761 million as at September 30, 2018 and December 31, 2017, respectively. See Note 4 – Operating Segment Information, Note 5 – Income and Expenses – Asset Impairment and Note 16 – Trade and Other Receivables.

#### Estimating pension benefit costs and other employee benefits

The cost of defined benefit and present value of the pension obligation are determined using the projected unit credit method. An actuarial valuation includes making various assumptions which consists, among other things, discount rates, rates of compensation increases and mortality rates. Further, our accrued benefit cost is affected by the fair value of the plan assets. Key assumptions used to estimate fair value of the unlisted equity investments included in the plan assets consist of revenue growth rate, directs costs, capital expenditures, discount rates and terminal growth rates. See Note 25 – Employee Benefits. Due to complexity of valuation, the underlying assumptions and its long-term nature, a defined benefit obligation is highly sensitive to changes in assumptions. While we believe that our assumptions are reasonable and appropriate, significant differences in our actual experience or significant changes in our assumptions may materially affect our cost for pension and other retirement obligations. All assumptions are reviewed every year-end.

Net consolidated pension benefit costs amounted to Php1,352 million and Php1,306 million for the nine months ended September 30, 2018 and 2017, respectively. The prepaid benefit costs amounted to Php400 million each as at September 30, 2018 and December 31, 2017. The accrued benefit costs amounted to Php8,741 million and Php8,997

million as at September 30, 2018 and December 31, 2017, respectively. See Note 5 – Income and Expenses – Compensation and Employee Benefits, Note 18 – Prepayments and Note 25 – Employee Benefits.

On September 26, 2017, the Board of Directors of PLDT approved the Transformation Incentive Plan, or TIP, which intends to provide incentive compensation to key officers, executives and other eligible participants who are consistent performers and contributors to the Company's strategic and financial goals. The incentive compensation will be in the form of Performance Shares, PLDT common shares of stock, which will be released in three annual grants on the condition, among others, that pre-determined consolidated core net income targets are successfully achieved over three annual performance periods from January 1, 2017 to

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December 31, 2019. On September 26, 2017, the Board of Directors approved the acquisition of 860 thousand Performance Shares to be awarded under the TIP. On March 7, 2018, the Executive Compensation Committee, or ECC, of the Board approved the acquisition of additional 54 thousand shares, increasing the total Performance Shares to 914 thousand. Metropolitan Bank and Trust Company, or Metrobank, through its Trust Banking Group, is the appointed Trustee of the trust established for purposes of the TIP. The Trustee is designated to acquire the PLDT common shares in the open market through the facilities of the PSE, and administer their distribution to the eligible participants subject to the terms and conditions of the TIP.

As at November 8, 2018, a total of 757 thousand PLDT common shares have been acquired by the Trustee, of which 204 thousand PLDT common shares have been released to the eligible participants on April 5, 2018 for the 2017 annual grant. The TIP is administered by the ECC of the Board. The expense accrued for the TIP amounted to Php662 million as at September 30, 2018 and is presented as equity reserves in the consolidated statement of financial position. See Note 5 – Income and Expenses – Compensation and Employee Benefits and Note 25 – Employee Benefits – Other Long-term Employee Benefits.

#### Provision for asset retirement obligations

Provision for asset retirement obligations are recognized in the period in which these are incurred if a reasonable estimate can be made. This requires an estimation of the cost to restore or dismantle on a per square meter basis, depending on the location, and is based on the best estimate of the expenditure required to settle the obligation at the future restoration or dismantlement date, discounted using a pre-tax rate that reflects the current market assessment of the time value of money and, where appropriate, the risk specific to the liability. Total provision for asset retirement obligations amounted to Php1,664 million and Php1,630 million as at September 30, 2018 and December 31, 2017, respectively. See Note 21 – Deferred Credits and Other Noncurrent Liabilities.

#### Provision for legal contingencies and tax assessments

We are currently involved in various legal proceedings and tax assessments. Our estimates of the probable costs for the resolution of these claims have been developed in consultation with our counsel handling the defense in these matters and are based upon our analysis of potential results. We currently do not believe these proceedings could materially reduce our revenues and profitability. It is possible, however, that future financial position and performance could be materially affected by changes in our estimates or effectiveness of our strategies relating to these proceedings and assessments. See Note 26 – Provisions and Contingencies.

Based on management's assessment, appropriate provisions were made; however, management has decided not to disclose further details of these provisions as they may prejudice our position in certain legal proceedings.

#### Revenue recognition

Our revenue recognition policies require us to make use of estimates and assumptions that may affect the reported amounts of our revenue, receivables, and contract assets/contract liabilities.

Our agreements with domestic and foreign carriers for inbound and outbound traffic subject to settlements require traffic reconciliations before actual settlement is done, which may not be the actual volume of traffic as measured by us. Initial recognition of revenues is based on our observed traffic adjusted by our normal experience adjustments, which historically are not material to our consolidated financial statements. Differences between the amounts initially recognized and the actual settlements are taken up in the accounts upon reconciliation.

Revenues earned from multiple element arrangements offered by our fixed line and wireless businesses are split into separately identifiable performance obligations based on their relative stand-alone selling price in order to reflect the substance of the transaction. The transaction price represents the best evidence of stand-alone selling price for the services we offer since this is the observable price we charge if our services are sold separately. We account for mobile contracts in accordance with PFRS 15 and have concluded that the handset and the mobile services may be accounted for as separate performance obligations. The handset (with activation) is delivered first, followed by the mobile service (which is provided over the contract/lock-in period, generally one or two years). Revenue attributable to the separate performance obligations are based on the allocation of the transaction price relative to the stand-alone selling price.

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We recognize revenue for these arrangements over time or at a point in time depending on our evaluation of when the customer obtains control of the promised goods or services and based on the extent of progress towards completion of the performance obligation. For the mobile service which is provided over the contract period of one or two years, because control transferring over time, revenue is recognized monthly as we provide the service. For the handset which is provided at the inception of the contract, because control transferred at point in time, revenue is recognized at the time of delivery.

We recognize installation and activation related fees as separate performance obligations. These are considered in the allocation of the total transaction price relative to the stand-alone selling prices. The corresponding revenue to be allocated to installation and activation services are recognized upon performance of the said services.

We recognize the incremental costs of obtaining contracts and the costs incurred in fulfilling with customers that are directly associated with the contract, such as incentives, performance bonuses and commissions, as an outright expense. As at September 30, 2018, contract assets and liabilities amounted to Php3,487 million and Php168 million, respectively. See Note 22 – Accounts Payable and Note 27 – Financial Assets and Liabilities.

#### Determination of fair values of financial assets and financial liabilities

Where the fair value of financial assets and financial liabilities recorded in our consolidated statement of financial position cannot be derived from active markets, they are determined using valuation techniques including the discounted cash flows model. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

Other than those whose carrying amounts are reasonable approximations of fair values, total fair values of noncurrent financial assets and noncurrent financial liabilities as at September 30, 2018 amounted to Php4,926 million and Php149,507 million, respectively, while the total fair values of noncurrent financial assets and noncurrent financial liabilities as at December 31, 2017 amounted to Php13,846 million and Php157,711 million, respectively. See Note 27 – Financial Assets and Liabilities.

#### 4. Operating Segment Information

Operating segments are components of the PLDT Group that engage in business activities from which they may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of PLDT Group). The operating results of these operating segments are regularly reviewed by the Management Committee to make decisions about how resources are to be allocated to each of the segments and to assess their performances, and for which discrete financial information is available.

For management purposes, we are organized into business units based on our products and services. We have three reportable operating segments as follows:

- **Wireless** – mobile telecommunications services provided by Smart and DMPI, our mobile service providers; SBI and PDSI, our wireless broadband service providers; and certain subsidiaries of PLDT Global, our mobile virtual network operations, or MVNO, provider;

Fixed Line – fixed line telecommunications services primarily provided by PLDT. We also provide fixed line services through PLDT’s subsidiaries, namely, ClarkTel, SubicTel, Philcom Group, Maratel, BCC, PLDT Global and certain subsidiaries, and Digitel, all of which together account for approximately 4% of our consolidated fixed line subscribers; data center, cloud, big data, managed security services, managed information technology services and resellership through ePLDT, IPCDSI Group, AGS Group, Curo and ePDS; business infrastructure and solutions, intelligent data processing and implementation services and data analytics insight generation through Talas; and distribution of Filipino channels and content through PGNL and its subsidiaries; and

Others – VIH and certain subsidiaries, our mobile applications, digital platforms developer and mobile financial services provider; PCEV, PGIH, PLDT Digital and its subsidiaries, MIC and PGIC, our investment companies.

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See Note 2 – Summary of Significant Accounting Policies for further discussion.

The Management Committee monitors the operating results of each business unit separately for purposes of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on net income for the period; earnings before interest, taxes, and depreciation and amortization, or EBITDA; EBITDA margin; and core income. Net income for the period is measured consistent with net income in our consolidated financial statements.

EBITDA for the period is measured as net income excluding depreciation and amortization, amortization of intangible assets, asset impairment on noncurrent assets, financing costs – net, interest income, equity share in net earnings (losses) of associates and joint ventures, foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net, provision for (benefit from) income tax and other income (expenses) – net.

EBITDA margin for the period is measured as EBITDA divided by service revenues.

Core income for the period is measured as net income attributable to equity holders of PLDT (net income less net income attributable to noncontrolling interests), excluding foreign exchange gains (losses) – net, gains (losses) on derivative financial instruments – net (excluding hedge costs), asset impairment on noncurrent assets, other non-recurring gains (losses), net of tax effect of aforementioned adjustments, as applicable, and similar adjustments to equity share in net earnings (losses) of associates and joint ventures.

Segment revenues, segment expenses and segment results include transfers between business segments. These transfers are eliminated in full upon consolidation.

Core earnings per common share, or core EPS, for the period is measured as core income divided by the weighted average number of outstanding common shares. See Note 8 – Earnings Per Common Share for the weighted average number of common shares.

EBITDA, EBITDA margin, core income and core EPS are non-PFRS measures.

The amounts of segment assets and liabilities and segment profit or loss are based on measurement principles that are similar to those used in measuring the assets and liabilities and profit or loss in our consolidated financial statements, which is in accordance with PFRS.

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The segment revenues, net income, and other segment information of our reportable operating segments for the nine months ended September 30, 2018 and 2017, and as at September 30, 2018 and December 31, 2017 are as follows:

	Fixed		Inter-	Consolidated
	Wireless	Line	segment	
	Others	Transactions		
	(in million pesos, except for EBITDA margin)			
<b>September 30, 2018 (Unaudited)</b>				
<b>Revenues</b>				
External customers	65,559	56,986	606	123,151
Service revenues	60,153	54,142	581	114,876
Non-service revenues	5,406	2,844	25	8,275
Inter-segment transactions	2,116	6,350	4	(8,470 )
Service revenues	2,116	6,349	4	(8,469 )
Non-service revenues	—	1	—	(1 )
<b>Total revenues</b>	<b>67,675</b>	<b>63,336</b>	<b>610</b>	<b>(8,470 ) 123,151</b>
<b>Results</b>				
Depreciation and amortization	15,710	11,704	86	27,500
Asset impairment	1,922	2,242	—	4,164
Impairment of investments	60	—	—	60
Interest income	436	649	419	(108 ) 1,396
Equity share in net earnings (losses) of associates and				
joint ventures	62	152	(15 )	199
Financing costs – net	(1,346 )	(3,941 )	(113 )	108 (5,292 )
Provision for income tax	2,221	2,483	219	— 4,923
<b>Net income (loss) / Segment profit (loss)</b>	<b>6,310</b>	<b>9,173</b>	<b>1,225</b>	<b>(382 ) 16,326</b>
<b>EBITDA</b>	<b>25,433</b>	<b>24,320</b>	<b>(1,226</b>	