



PLDT Group Presentation

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Domestic Data Business

Presentation Outline

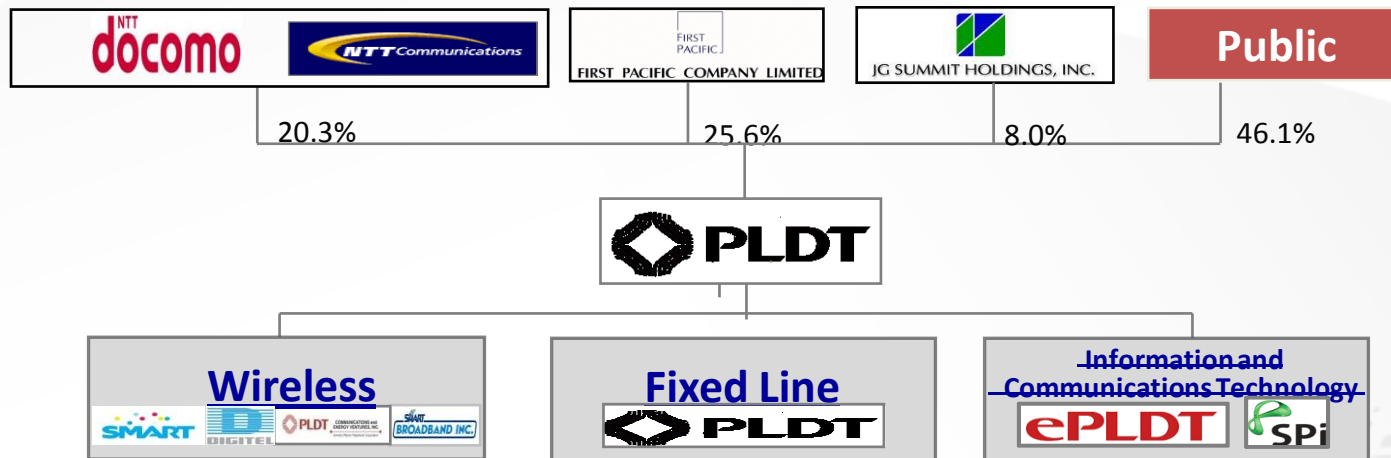
- 1. PLDT Overview & Highlights**
- 2. Excellence in Infrastructure**
 - Domestic Network
 - International Network
 - Product Overview
 - Collaboration with Cisco
- 3. Investing in people**



PLDT Overview & Highlights

PLDT Group - Overview

- Market leader in fixed line, cellular, and information and communications technology/internet businesses
- Operates the Philippines' most extensive fixed line, cellular, nationwide fiber optic backbone, and international cable facilities covering 99% of the Philippines with combined cellular subscriber of over 66M, 3M broad band subscriber & 2.2 M fixed line subscriber.
- Publicly listed on the Philippine Stock Exchange (TEL) and with ADRs listed on the NYSE (PHI) subject to both Philippine and U. S. SEC regulations, including the Sarbanes-Oxley Act
 - Has one of the largest market capitalizations among Philippine listed companies – US\$14.4 billion as of 17 February 2012 and with average daily combined trading volume to-date of over 298,000
- Ownership structure (as of 31 January 2012):



PLDT Group... Growing & Diversifying

Infrastructure Conglomerate



Davao Doctors Hospital
"Caring is what we do best!"



PHILEX MINING CORPORATION



Contributes **5%** of
Philippine GDP

Group Profit After Tax = **USD 1.5 Billion**

Group EBITDA = **USD 3.0 Billion**

Market Value* = **USD 21.0 Billion**

**of applicable listed companies*



PLDT Domestic Network

Unmatched Domestic Connectivity

Sustained Investments!



Transformation of fixed line
from Legacy to NGN

Expansion of transmission
and backbone facilities

Additional capacity for
cellular and broadband

Other IT and support investments

\$ 1.7B

2011- 2012



Unmatched Domestic Connectivity

PLDT Domestic Fiber Optic Network (DFON)

2.3 Tb/sec

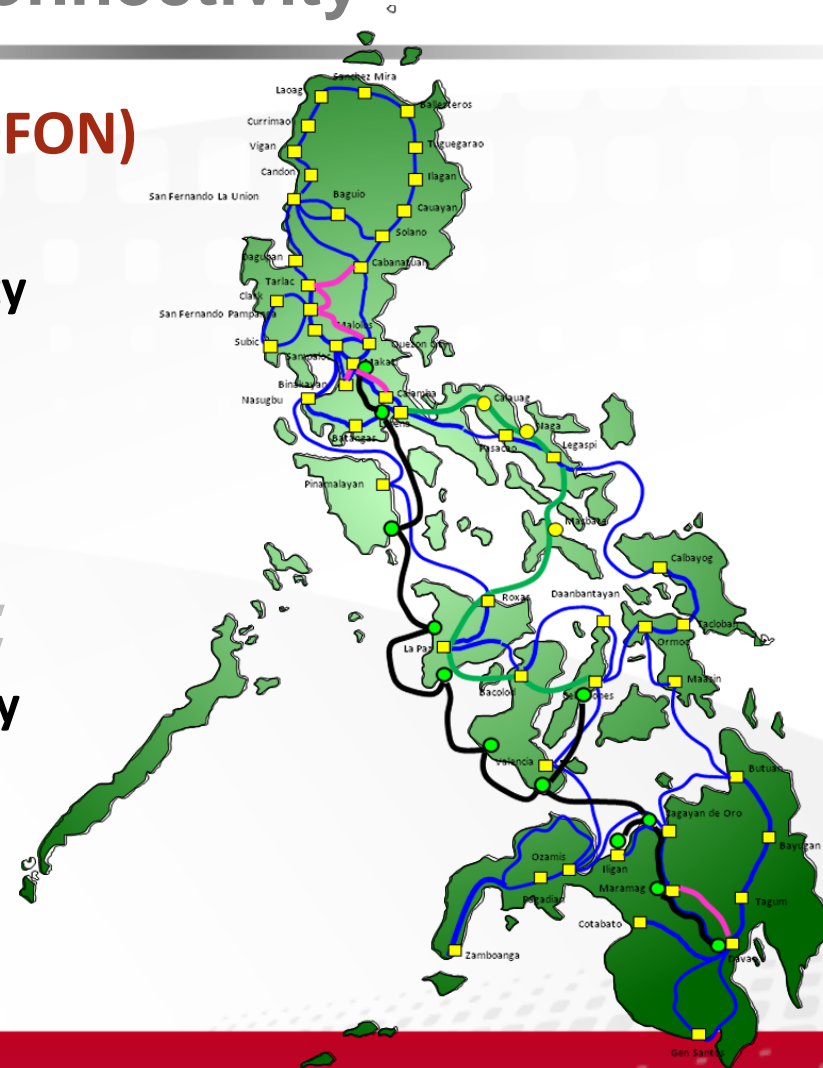
MOST ROBUST.
Aggregate operating capacity

10,050 km

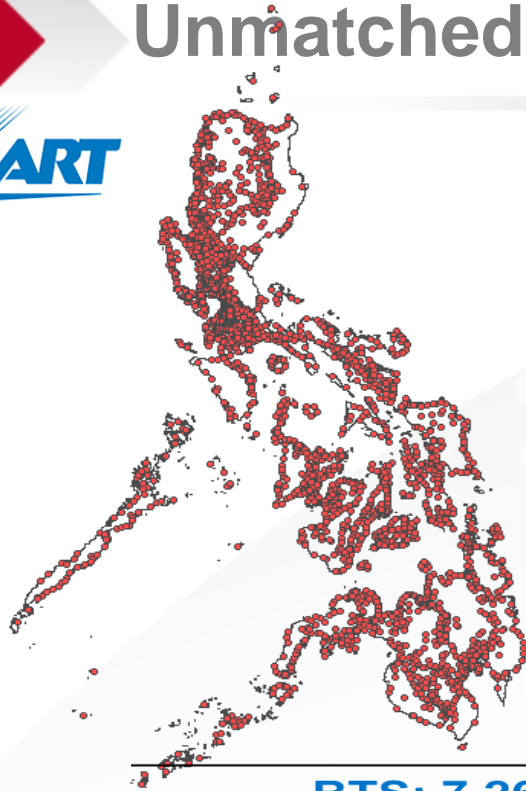
NATIONWIDEST.
Total FOC cable length

10 loops

MOST RESILIENT.
Ring protection for resiliency
7 major loops
3 sub-tending loops

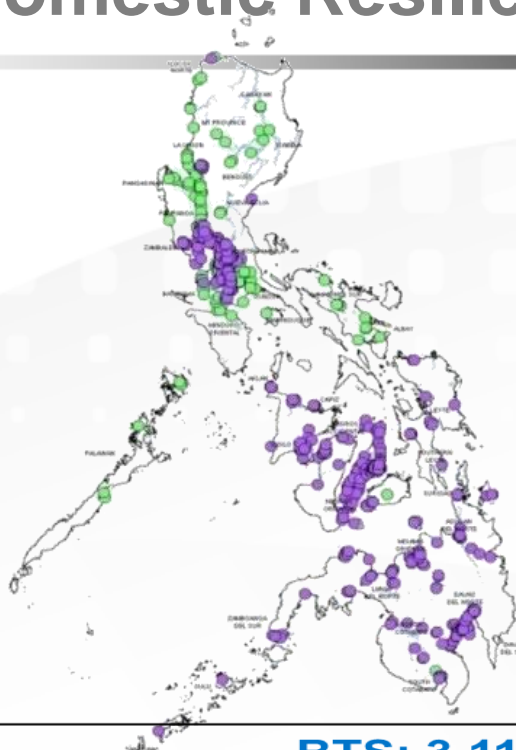


Unmatched Domestic Resiliency



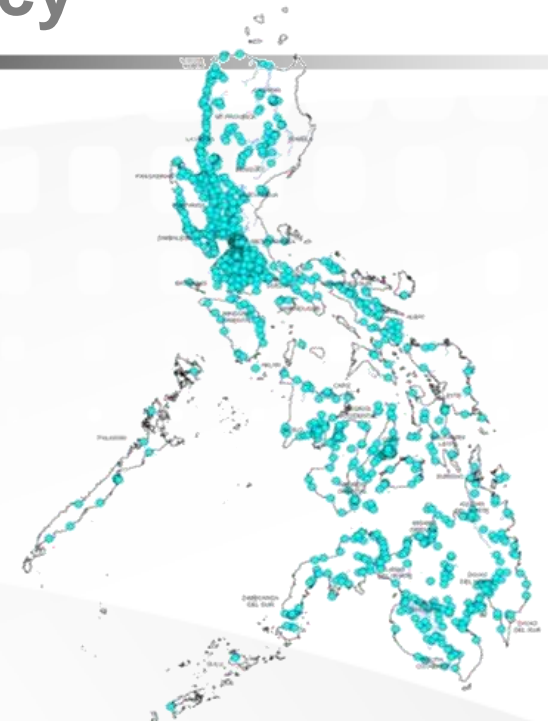
BTS: 7,265

Coverage:
100% Cities and
Municipalities
99% Population



BTS: 3,111

3G 2100: 1,811
3G 850: 1,300
Coverage:
25% Cities and
Municipalities
52% Population



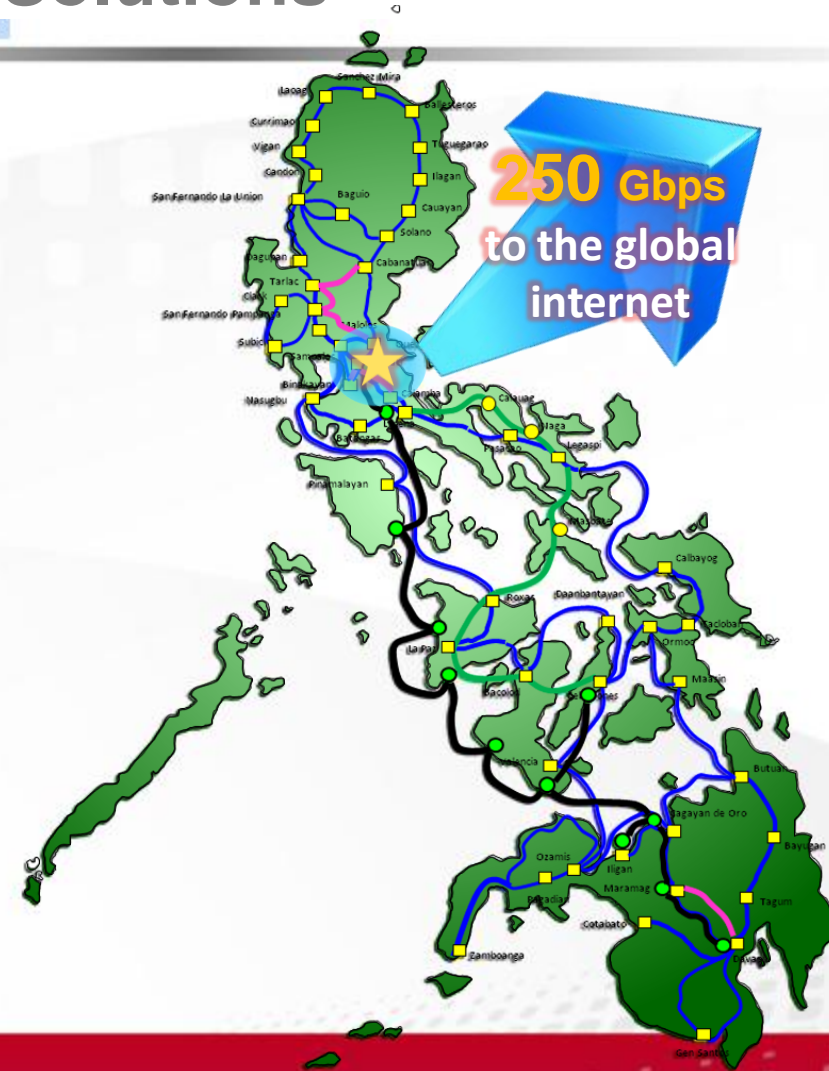
BTS: 2,519

Canopy: 2,019
WiMAX: 500
Coverage:
48% Cities and
Municipalities
69% Population

Enabling Best-of-Breed Solutions

Broadband Internet Solutions

Broadband Internet



Enabling Best-of-Breed Solutions

Domestic Data Services

Wide Area Networking







Bundled Solutions



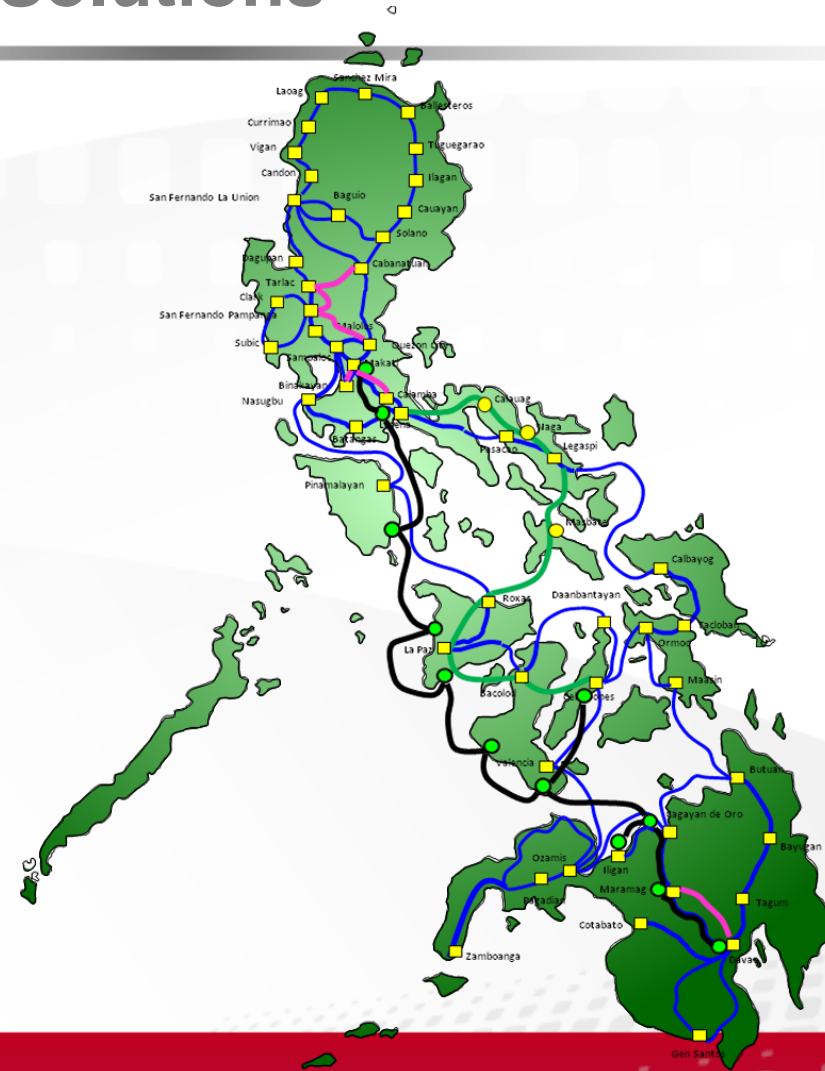






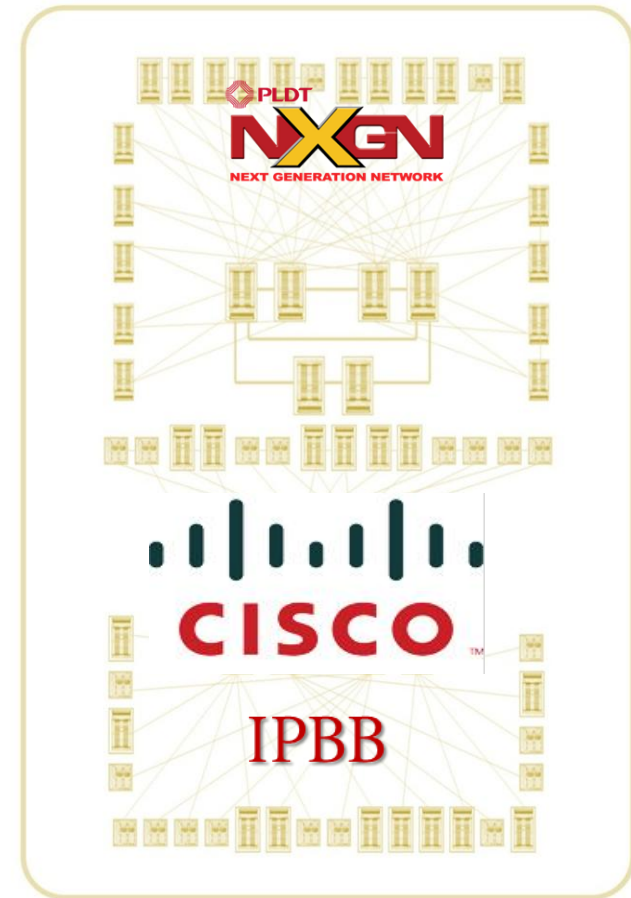






PLDT-CISCO: IPBB

- IPBB has much higher capacity w/ core links starting at 10G and roadmap to 40G & 100G.
- IPBB is future-proof by supporting IPv6
- IPBB has greater resiliency and more support for desired protocols
- IPBB enables next generation solutions such as IP VPN, VPLS & VLL using high bandwidth Ethernet access technology.



Site-to-Site Solution

- Metro E-Line is PLDT's managed Ethernet Private Line solution that provides dedicated high-speed connectivity to serve domestic WAN needs of Enterprise customers.
- It delivers reliable point-to-point network linkage similar to a traditional leased line, but with the simplicity, transparency and scalability of Ethernet technology.
- PLDT Metro E-Line is based on Layer 2 networking technology that allows reliable passage of any traffic type (both IP and non-IP).

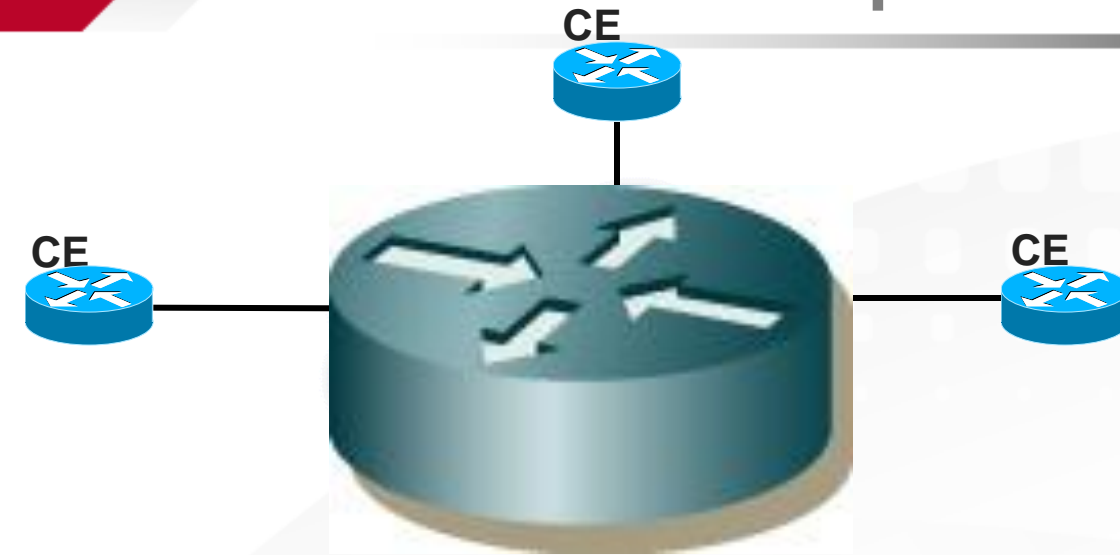


Multi-site to Multi-site

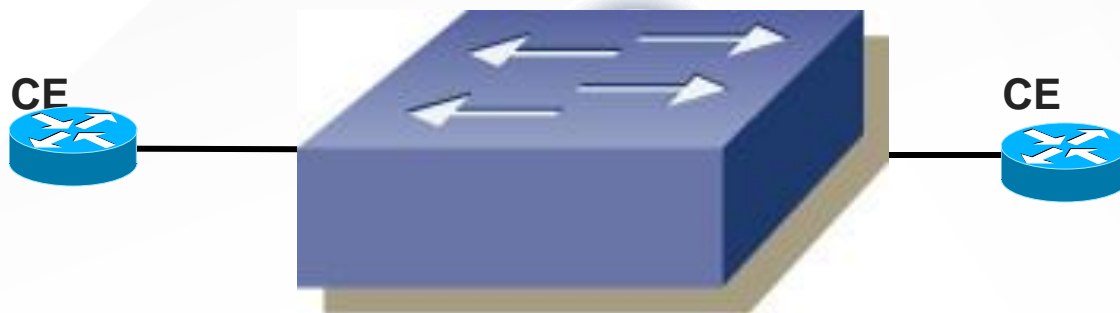
- **IP VPN** is a fully-meshed solution for private any-to-any connectivity. The service is Layer 3 VPN based on Multi Protocol Label Switching (MPLS) technology which enables packets of information to be transmitted securely across a network
- **Metro E-WAN** is a fully-meshed solution for private any-to-any connectivity. The service is a layer 2 VPN based on Multi Protocol Label Switching (MPLS) technology which enables any traffic (both IP & non-IP) to be securely transmitted across a network.



L2 and L3 VPN comparison



- IP VPN: L3**
- IP addresses
 - IP Routing Protocol
 - Per VRF Routing Table

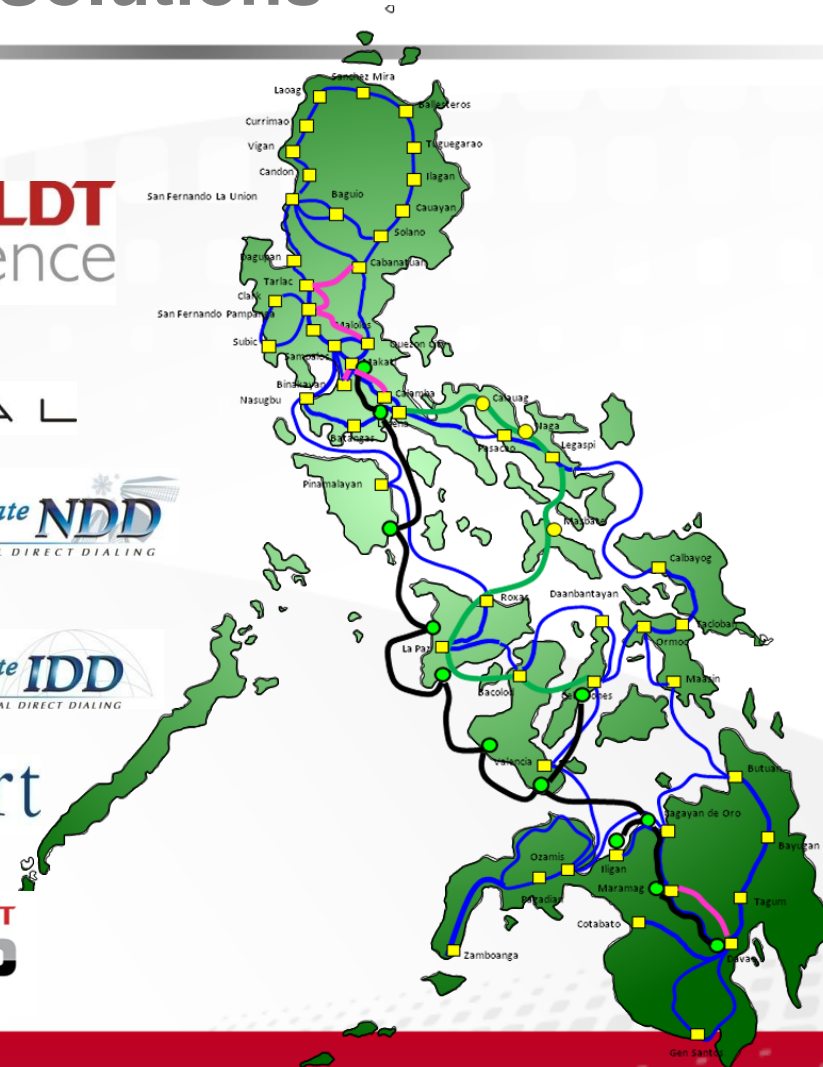


- VPLS: L2**
- MAC addresses
 - Per VSI MAC address table
 - Transparent to routing protocol



Enabling Best-of-Breed Solutions

Corporate Voice Services



PLDT-CISCO: SIP TRUNK

A solution that delivers Voice Trunking Facility via IP, maximizing robustness of IP network for voice applications, and reducing cost and communications complexities



 PLDT
SIP

 CISCO



International Network

Preferred Global Connectivity Partner

PLDT Cable Systems

Landing Station Diversity

La Union

Asia-America Gateway

Batangas

Asia Pacific Cable Network 2

SEAsia-Middle East-West Europe 3

Cavite

East-Asia Crossing

Camarines Norte

Asia Submarine Cable Express
(3Q 2012)

\$ 50M
USD



Investing in Expertise

PLDT invests heavily in global certification programs as a means to ensure world-class quality of its technical talents



Network Associate
Network Professional
Internetwork Professional
Internetworking Expert



Certified Associate
in Project
Management
(CAPM)

18



MEF-Carrier
Ethernet
Professional

21



Computing Technology
Industry Association
(CompTIA+)



Certified Fiber
Optics
Technician
(CFOT)

60



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