



CONVERGE

9M2024  
RESULTS  
INVESTORS BRIEFING

#LeapIntoTheFuture



## Meeting Reminders

- Please mute your microphones during the presentation.
- Questions will be entertained during the Q&A portion after the presentation. You may send your questions through the Zoom Chat feature. Please introduce yourself along with your affiliated company/research house.
- The session will be recorded.





**Dennis Anthony H. Uy**  
CEO and Co-Founder



**Grace Y. Uy**  
President and Co-Founder



**Robert A. Yu**  
Chief Finance Officer



**Jesus C. Romero**  
Chief Operations Officer



**Benjamin B. Azada**  
Chief Commercial Officer and  
Chief Sustainability Officer

**#LeapIntoTheFuture**



A professional portrait of Mr. Dennis Anthony H. Uy, a middle-aged man with dark hair, wearing a dark suit, white shirt, and patterned tie. He is standing against a background of a city skyline at night, with a network of glowing blue and green nodes overlaid on the scene. The background transitions from purple on the left to teal on the right.

# Mr. Dennis Anthony H. Uy

CEO and Co-Founder

#LeapIntoTheFuture







CONVERGE  
FIBERX

NETFLIX









**#LeapIntoTheFuture**





# Ms. Grace Y. Uy

President and Co-Founder



#LeapIntoTheFuture



# Consolidated Revenue, EBITDA margin, and ROIC trifecta well within guidance



Consolidated revenue grew by 14.1% YoY to ~PHP 29.9 Bn in 9M2024, owing to reaccelerating growth from both Residential and Enterprise segments.



Residential revenue grew by 13.2% YoY to ~PHP 25.4 Bn in 9M2024



Consolidated fiber gross adds reached 257,559 in 3Q2024, highest in 3 years.



Enterprise revenue grew by 19.0% YoY to ~PHP 4.5 Bn in 9M2024



EBITDA grew by 20.5% YoY to ~PHP 18.3 Bn in 9M2024. EBITDA margins expanded to 61.0% in 9M2024 vs. 57.7% in 9M2023.



Core net income after tax of ~PHP 8.2 Bn in 9M2024 – up by 29.0% YoY and representing a higher net margin of 27.4% vs. 24.3% net income margin from 9M2023



9M2024 ROIC<sup>1</sup> leads the industry at 18.0%

**Notes:**

1. Return on Invested Capital is tax-adjusted (25% assumed effective tax rate) pro forma profit from operations divided by average invested capital. Invested Capital is the sum of total equity and total debt (comprising loans payable (non-current and current portions)), less cash and cash equivalents; NOPAT defined as tax-adjusted operating profit assuming statutory tax rate of respective companies; total capital defined as the sum of net debt and total equity attributable to owners of the parent and non-controlling.



A portrait of Mr. Robert A. Yu, a middle-aged man with a shaved head, smiling. He is wearing a dark navy blue suit jacket, a white dress shirt, and a patterned tie with blue, brown, and white geometric designs. The background behind him is a stylized city skyline in shades of blue and purple, overlaid with a network of white dots and lines. The overall image has a professional and modern aesthetic.

# Mr. Robert A. Yu

Chief Finance Officer

**#LeapIntoTheFuture**

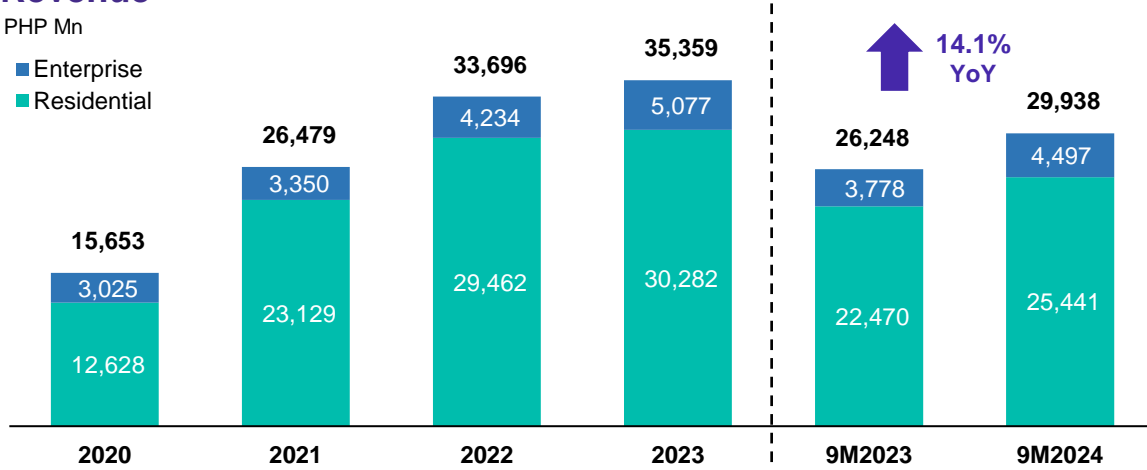


# Consolidated revenue, EBITDA margin, and ROIC within management guidance

## Revenue

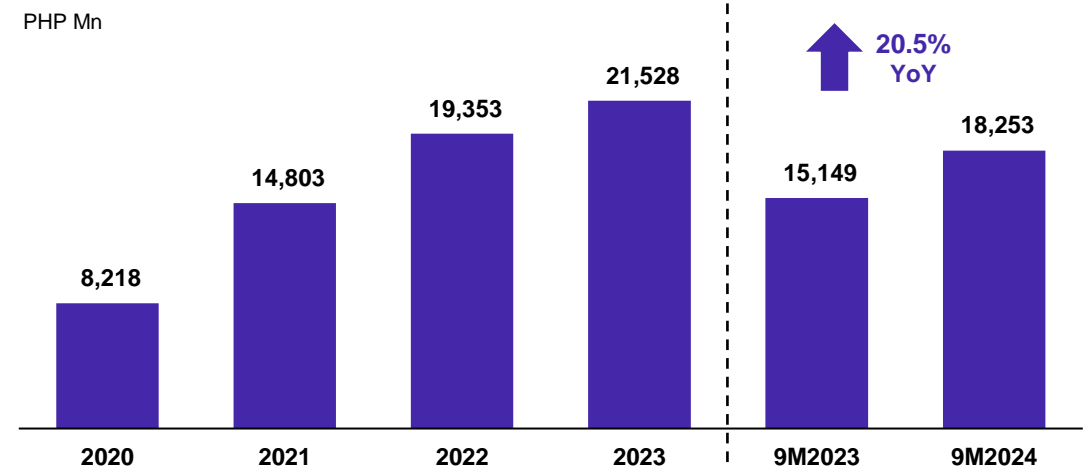
PHP Mn

- Enterprise
- Residential

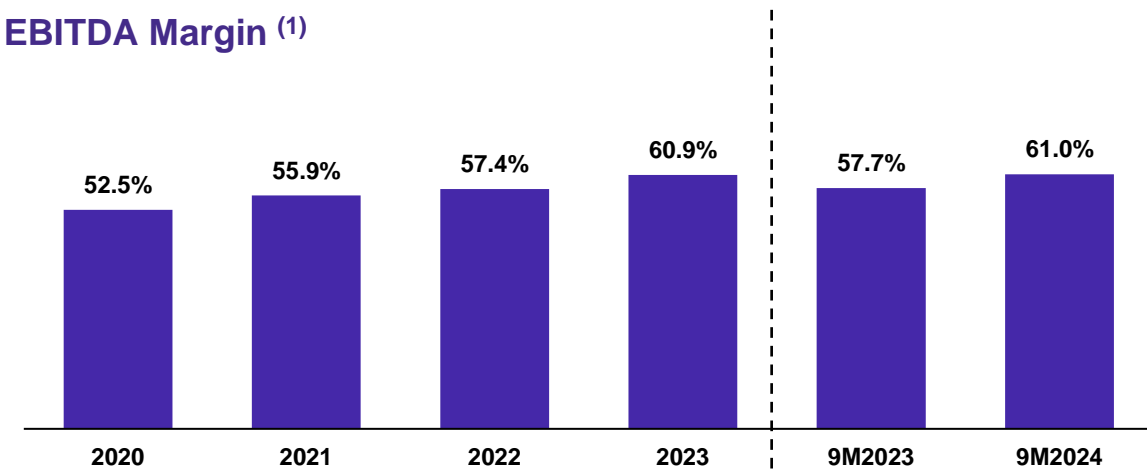


## EBITDA (1)

PHP Mn

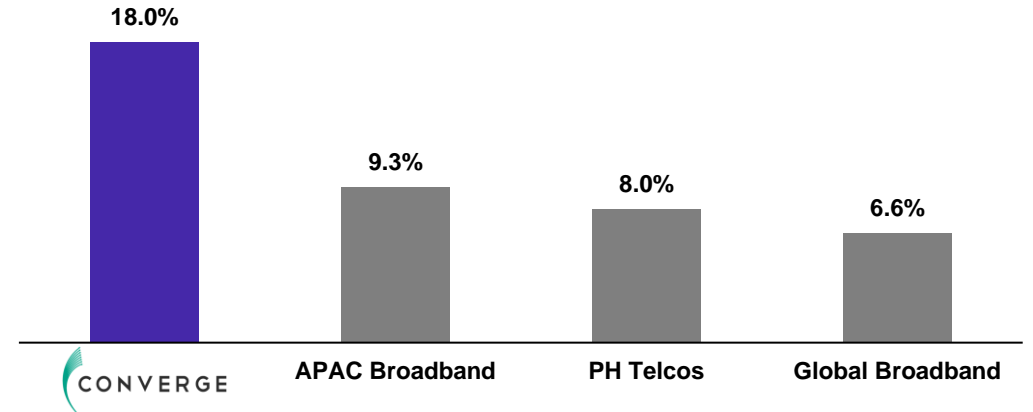


## EBITDA Margin (1)



## ROIC (2)(3)

Annualized



**Notes:**

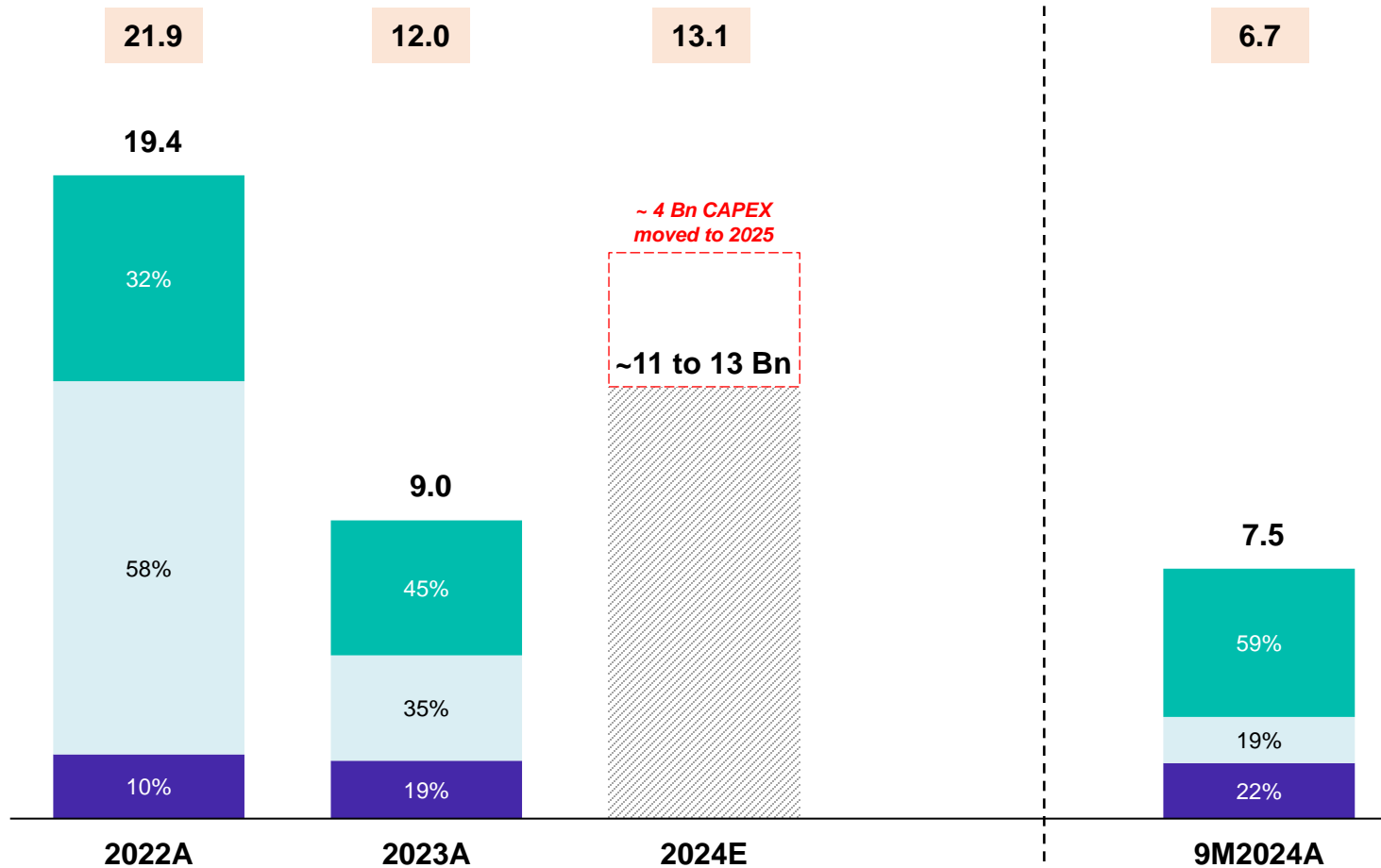
- 2021-2024 EBITDA shown as reported EBITDA. 2020 EBITDA shown as Pro Forma Adjusted EBITDA, where historical EBITDA is adjusted for Pro Forma Events and provision for contingencies and loss on direct write off of network materials and supplies.
- Return on Invested Capital is tax-adjusted (25% assumed effective tax rate) pro forma profit from operations divided by average invested capital. Invested Capital is the sum of total equity and total debt (comprising loans payable (non-current and current portions)), less cash and cash equivalents; NOPAT defined as tax-adjusted operating profit assuming statutory tax rate of respective companies; total capital defined as the sum of net debt and total equity attributable to owners of the parent and non-controlling.
- APAC broadband players includes HKBN and Time dotCom; Global broadband players include Altice, Charter Communications and Liberty Global; Phils Telco includes PLDT and Globe; Figures computed based on latest data available as of briefing date.



# FY2024 Cash CAPEX expected to end at ~ PHP 11 to 13 Bn

## Cash CAPEX

PHP Bn



### Cash CAPEX for 2024

- 9M2024 Cash CAPEX ended at PHP 7.5 Bn.
- FY2024 Cash CAPEX is expected to settle at ~ PHP 11 to 13 Bn
- ~ PHP 4 Bn of CAPEX to be moved to 2025 as port roll outs get delayed due to severe weather conditions

### Legend

- Backbone
- Access
- Others<sup>1</sup>
- Accrual

**Notes:**

1. Others include capital expenditures for software and licenses, land, data center, international subsea cable system, and other office and transportation property, plant, and equipment



# Moderately levered balance sheet with limited exposure to macro pressures

## Moderately leveraged capitalization structure

### Capital Structure

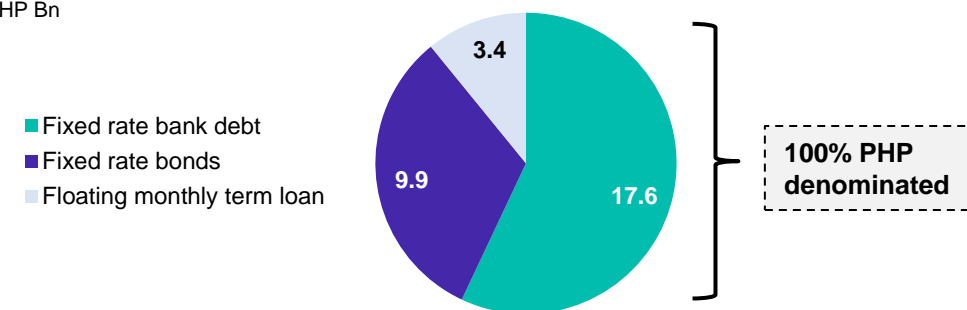
PHP Bn

Capitalization Structure	In PHP Bn	Common Equity	In PHP Bn
Current portion of LT debt	5.5	Share capital	1.9
LT Borrowings, net of current portion	25.4	APIC	18.7
<b>Total debt</b>	<b>30.9</b>	Treasury shares	(6.5)
Cash and cash equivalents - PHP	10.9	Retained earnings	37.7
Cash and cash equivalents - USD	5.8	Other equity items	0.2
Cash and cash equivalents - Others	0.3	<b>Total common equity</b>	<b>52.1</b>
<b>Total cash</b>	<b>16.9</b>		
Net debt	14.0		
Total common equity	52.1		
<b>Total capitalization (D + E)</b>	<b>66.1</b>		

## 11% of total debt repriced to floating monthly term loan, maturing in 4 years

### Debt exposure<sup>(2)</sup>

PHP Bn

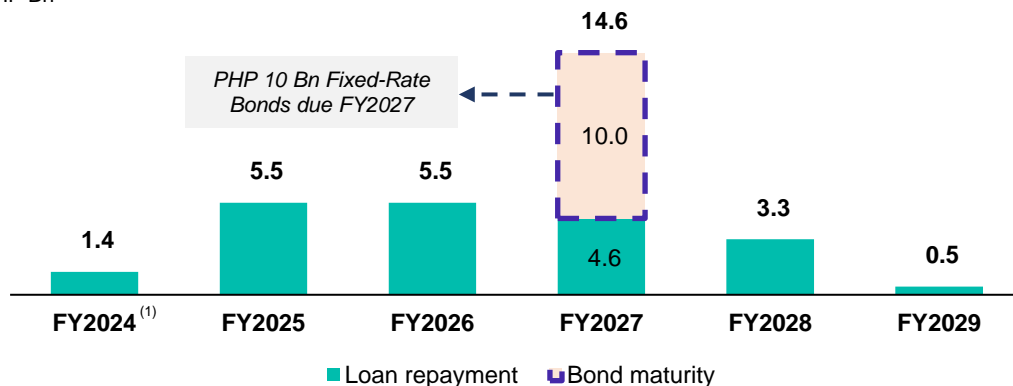


Total: ~PHP 30.9 Bn

## Debt repayment expected to peak in FY2027, due to maturing PHP 10 Bn 5-Yr fixed rate bonds

### Debt repayment profile

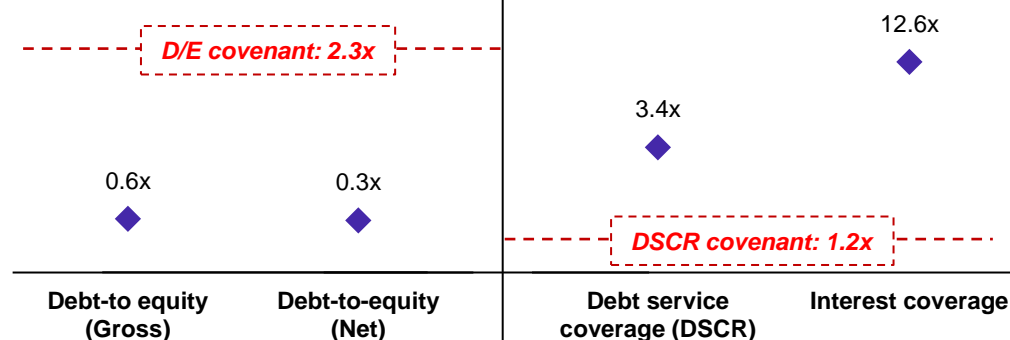
PHP Bn



## Moderate gearing levels, well-within bank financial covenants

### Gearing covenants

Ratios





# Converge announced its inaugural dividend policy and declared special cash dividends on September 10, 2024

## DIVIDEND POLICY

### TARGET DIVIDEND PAYOUT RATIO:

**25% to 30%**

of the Company's net income based on the latest audited financial statements

Unless otherwise required by law, **the Board of Directors, has sole discretion to determine the amount, type and date of payment of the dividends to the shareholders**, taking into account various factors, including, but not limited to:

- the level of earnings, cash flow, return on equity and retained earnings;
- its results for and financial condition in a given period in respect of which the dividend is to be paid and expected financial performance;
- the projected levels of capital expenditures and other investment program;
- restrictions on payments of dividends that may be imposed on the Company by any current or future financing arrangements and current or prospective debt service requirements; and
- such other factors as the Board of Directors deems appropriate;

The Board of Directors may, at any time, modify this dividend policy, including the dividend payout.

## SPECIAL CASH DIVIDENDS

### SPECIAL CASH DIVIDEND PAYMENT

**PHP 1.31Bn or  
PHP 0.18 per share**

#### Key Dividend Dates

Declaration Date	September 10, 2024
Record Date	September 24, 2024
Payment Date	October 10, 2024



# Mr. Benjamin B. Azada

Chief Commercial Officer and Chief Sustainability Officer



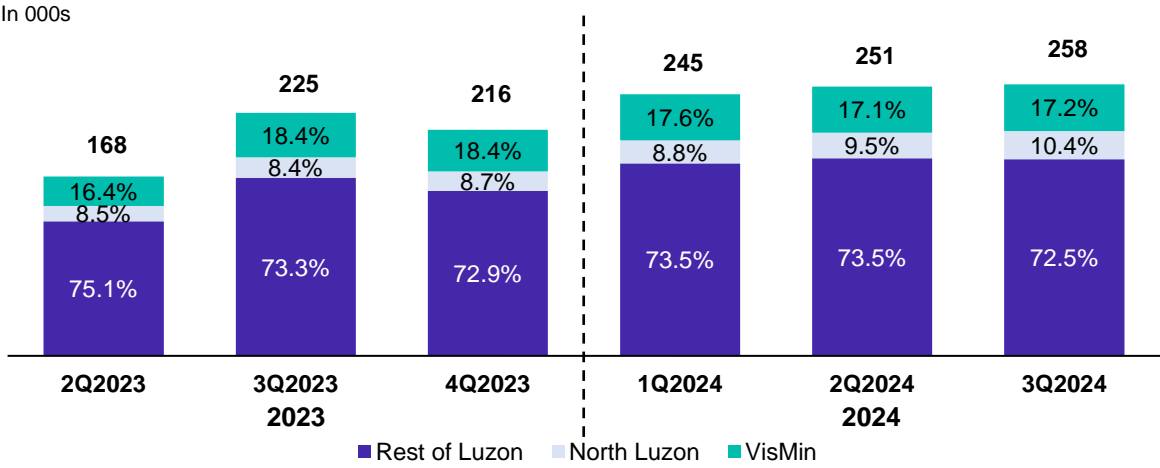
#LeapIntoTheFuture



# Quarterly fiber gross adds continues its QoQ climb to reach a 3-year high of 258k

Total fiber net adds as of September 2024 reached 349k, already surpassing FY2023 total fiber net adds by more than 20%

## Quarterly Consolidated Fiber Gross Adds – By Region<sup>(1)</sup>

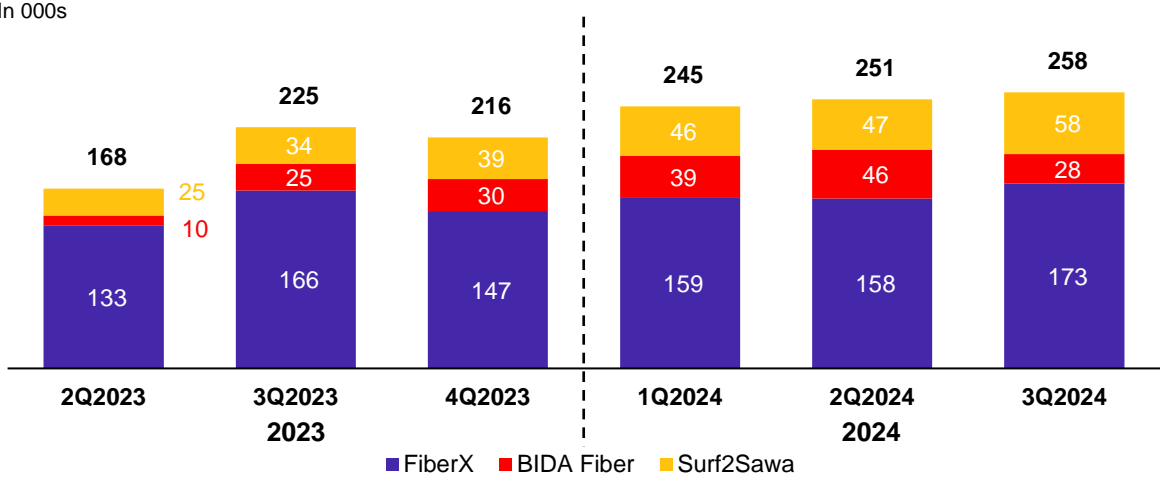


✓ **FiberX 3Q2024 gross adds reached more than 173k, highest in 10 quarters.**

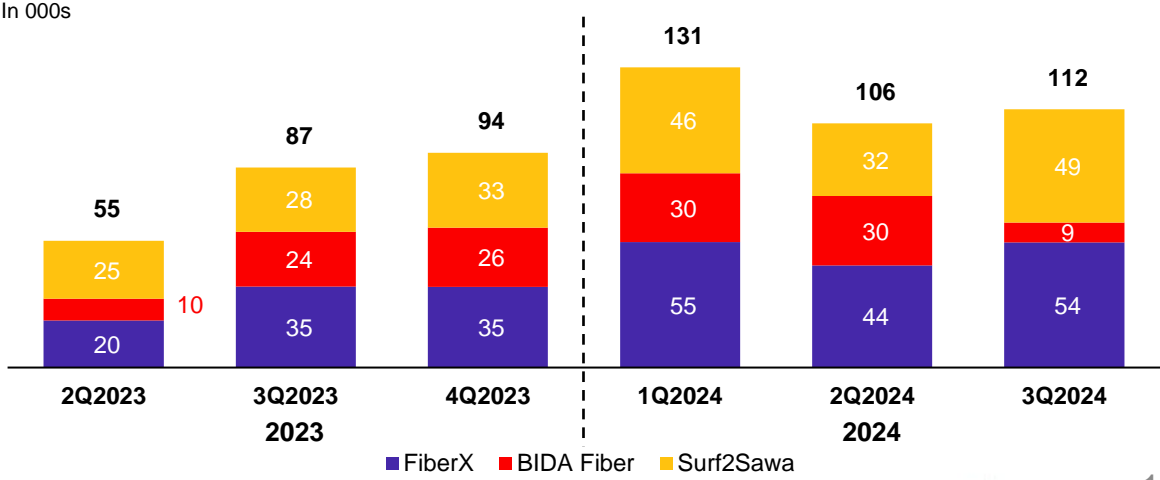
✓ **BIDA Fiber and Surf2Sawa collectively registered 85k gross adds in 3Q2024, accounting for 33% of total fiber gross adds in the quarter.**

✓ **Consolidated monthly churn rate remained well managed at around 2%.**

## Quarterly Consolidated Fiber Gross Adds – By Product



## Quarterly Consolidated Fiber Net Adds - By Product



Notes:  
1. Across all product segments – FiberX, BIDA Fiber, and Surf2Sawa.

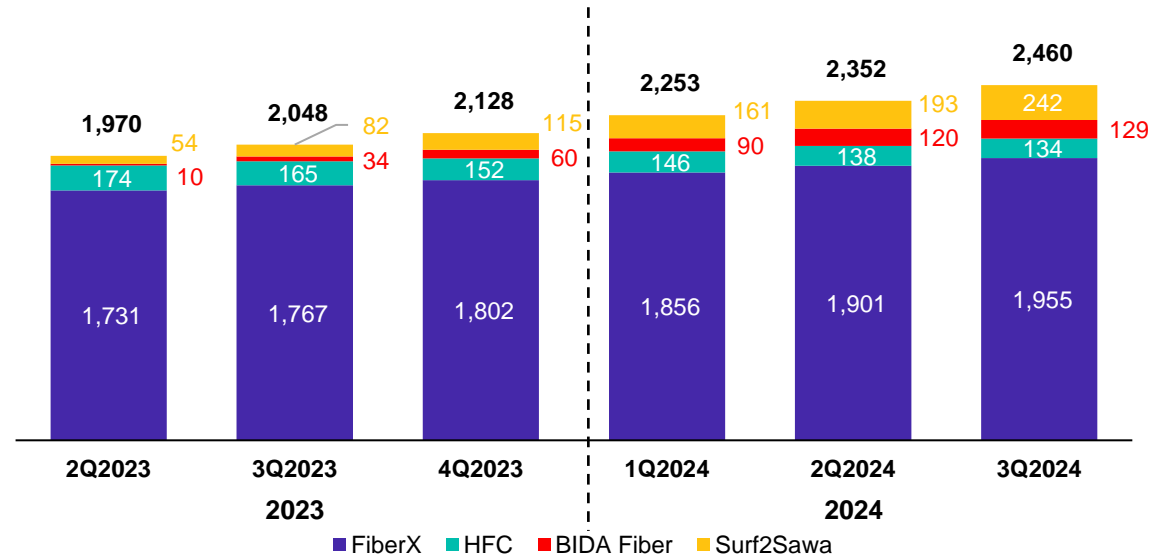


# Consolidated EOP subscribers ended at 2.5Mn; BIDA Fiber and Surf2Sawa combined EOP subscribers ended at 371k

Consolidated EOP fiber subscribers ended at 2.3Mn in September 2024, bringing fiber port utilization to 29.6%.

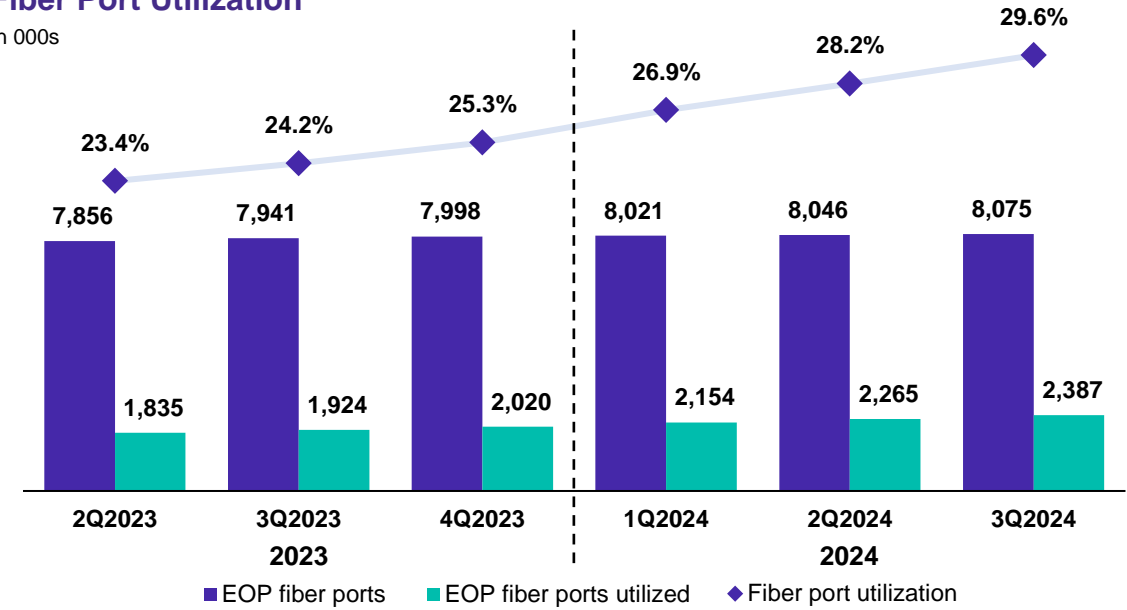
## Quarterly Consolidated EOP Subscribers

In 000s



## Fiber Port Utilization<sup>2</sup>

In 000s



BIDA Fiber and Surf2Sawa now collectively account for 15% of total EOP subscribers.



FiberX ARPU<sup>1</sup> ended at PHP 1,341 in 3Q2024.



Converge still has 5.7 million available fiber ports as of September 2024.



16.1 Mn homes passed by fiber as of September 2024 while household fiber coverage ended at 60.7%.

**Notes:**

1. Monthly ARPU for our Residential Business is calculated by dividing (i) the monthly recurring revenue generated during a period by (ii) the average number of subscribers during that period, then dividing the quotient by the number of months during that period.
2. Includes ports utilized by residential subscribers, SME customers, and network sharing agreements.



LIVE THE GIGABIT LIFE!

**BOOST MODE**



# CONVERGE FIBERX

## ALL-NEW FIBERX BOOST MODE PLANS

**BOOST MODE**  
★★★★★  
Up to  
**300 Mbps**  
FIBERX | PHP1,500  
Same Price. Now **50% Faster!**  
vs. previous offer

**BOOST MODE**  
★★★★★  
Up to  
**500 Mbps**  
FIBERX | PHP2,000  
**100Mbps Faster!**  
vs. previous offer

**BOOST MODE**  
★★★★★  
Up to  
**700 Mbps**  
FIBERX | PHP2,500  
**150Mbps Faster!**  
vs. previous offer

**BOOST MODE**  
★★★★★  
Up to  
**1000 Mbps**  
FIBERX | PHP3,500  
**50% More affordable!**  
—was PHP7,499—



## AVAILABLE PLANS

### PLAN 1798

Fiber Plan **300** Mbps + Speed Boost **25** Mbps + Converge Xperience Box + Netflix Basic

### PLAN 1998

Fiber Plan **300** Mbps + Speed Boost **50** Mbps + Converge Xperience Box + Netflix Standard

### PLAN 2298

Fiber Plan **300** Mbps + Speed Boost **200** Mbps + Converge Xperience Box + Netflix Premium

## INCLUSIONS



CONVERGE Xperience Box with Freemium channels



WiFi-6 Next Gen Modem

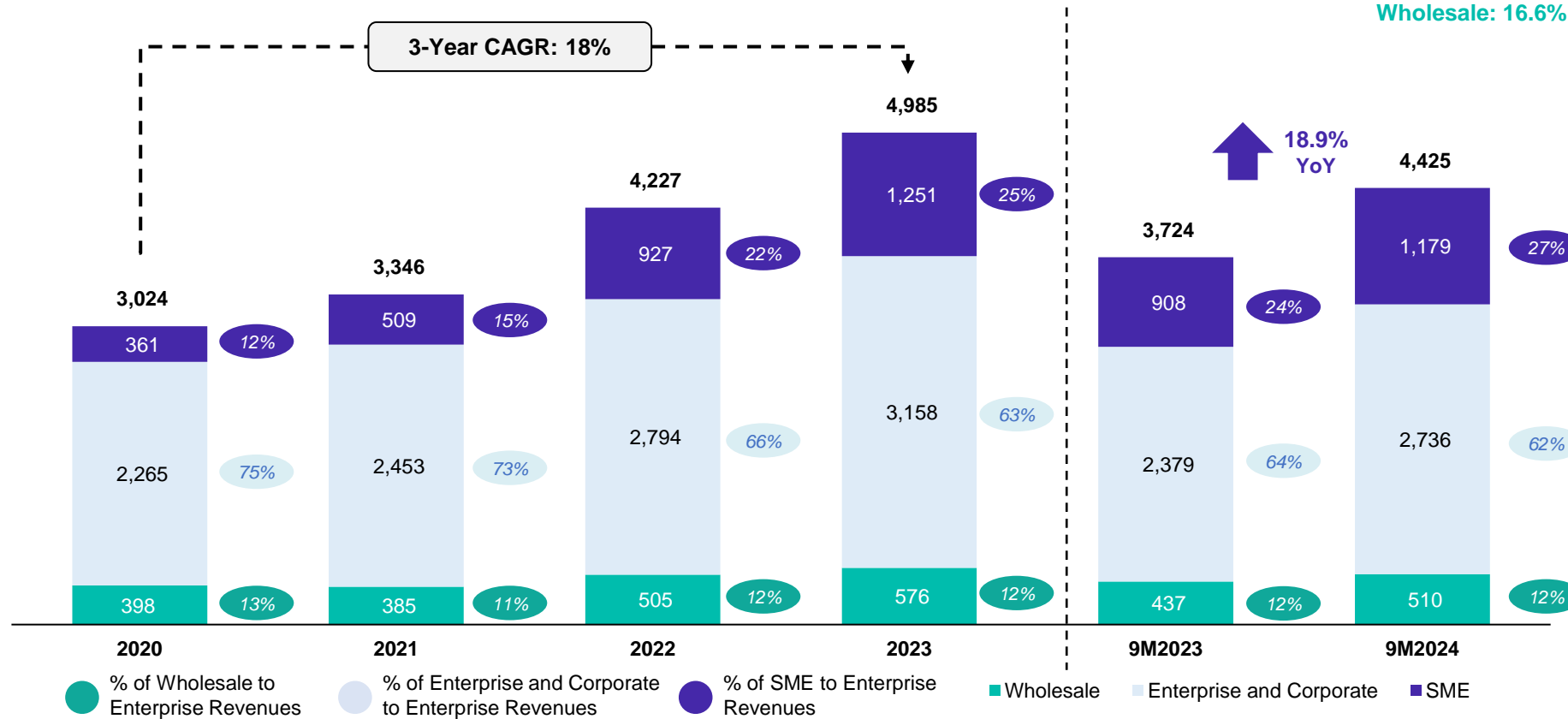
# NETFLIX

# Enterprise growth reaccelerates back to double-digit across all subsegments

SME remains the fastest growing sub-segment with 30% YoY growth.

## Enterprise revenues by segment

Monthly Recurring Revenues (MRC) only - In PHP millions



## New enterprise product



### Converge Sky+++

all-in-one hospitality solution with a unified platform that integrates IPTV, internet connectivity, and IoT services

- Front Desk Applications
- Point of Sales via TV
- Internet Protocol Television
- Integrated Property Management System



# Sustainability Highlights and Initiatives in 3Q2024

## Commitment to Sustainability



Joined ASEAN Circular Economy Business Alliance

## Corporate Governance



Maintained Three Golden Arrow rating in ASEAN Corporate Governance Scorecard

## 2024 ESG Ratings

	2023	2024
	A	A
	Low Risk	Low Risk
		B-
	C	No score yet
	50/100	No score yet <sup>22</sup>

Partnered with Caritas Manila to establish Unang Yakap community

Mobilized relief efforts for typhoon-stricken communities



## Community Engagement

Advocated for mental wellness during Mental Health Month



## Workforce Welfare

A portrait of Mr. Jesus C. Romero, a middle-aged man with short grey hair and a goatee, wearing a dark suit, white shirt, and light purple tie. He is smiling slightly and looking towards the camera. The background behind him is a stylized city skyline with various skyscrapers in shades of blue and purple, overlaid with a network of glowing blue and green nodes and lines.

# Mr. Jesus C. Romero

Chief Operations Officer

#LeapIntoTheFuture



# Continued upgrading and improvement of digital infrastructure

## Faster average repair time in 9M2024 vs 9M2023

### Mean Time to Repair

↓ **32%**  
vs. 9M2023  
**Backbone**

↓ **32%**  
vs. 9M2023  
**Outside Plant**

↓ **9%**  
vs. 9M2023

**Field Network Ops**

## Network Updates



Partnered with NASDAQ-listed Ribbon Communications for state-of-the-art data transmission technology.



Tapped Infinera as its terminal line equipment vendor for the Bifrost

## Data Center Updates



Converge prepares the groundwork for its 250-rack data center in Caloocan.



The 1,200-rack data center in Pampanga, is expected to go live in 2026

# CXP innovations lead to more intuitive, seamless customer experiences

## Customer experience metrics in 3Q2024

### Ticket Management

Average Ticket Time

↓ **4%**  
vs. 3Q2023

Close Rate in 48 hrs

↑ **77%**  
vs. 3Q2024

Voice Customer Support

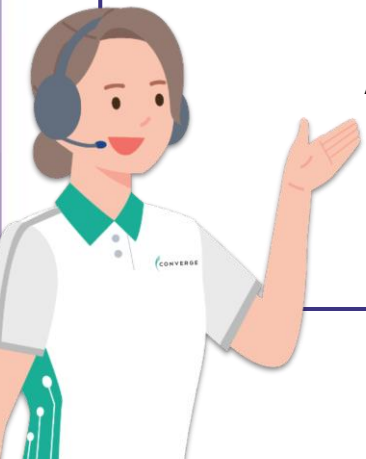
Average Handle Time

↓ **11%**  
vs. 3Q2023

### Social Media

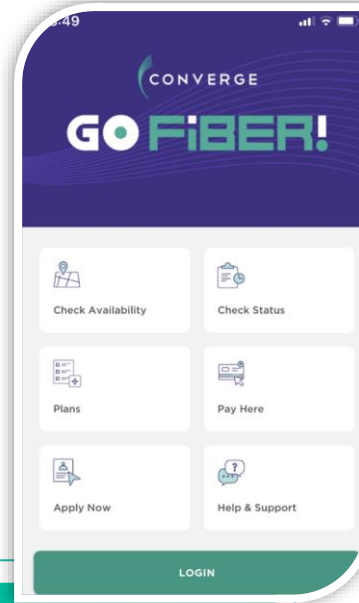
Average Answer Time

↓ **77%**  
vs. 3Q2023



Fast and frictionless customer service with the GoFiberApp and the Chatbot.

**36%** cases deflected by the Chatbot



**NEED HELP? PM is** 

For faster assistance and security, chat with us **directly through Messenger** and we will be happy to assist you.

 @CICTSupport



## Global Recognition



Converge won the Philippines Digital Experience of the Year - Broadband Telecommunication award at the Asian Experience Awards 2024 for its innovative Converge GoFiber app and FB Chatbot.





#LeapIntoTheFuture

# Q&A

**#LeapIntoTheFuture**

**Thank you!**



# Disclaimer

This material has been prepared exclusively for information and disclosure purposes only. This does not constitute any offer to buy or sell securities. These may contain forward-looking statements and information that are, by their nature, subject to significant risks, uncertainties, and assumptions. Many factors could make or cause the actual results, performance or achievements of CNVRG to be materially different from those expressed or implied in this release, including, but not limited to, changes in general economic, political, governmental and business conditions in the Philippines and globally, as may be applicable; changes in interest rates; changes in inflation rates; changes in exchange rates; the level and speed of network construction generally; changes in raw materials and energy prices, changes in business strategies; and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. CNVRG disclaims any obligation or undertaking to update or revise the information contained in these materials and releases. This communication is not intended to be provided to, and may not be used by, any person or entity in any jurisdiction where the provision or use thereof would be contrary to applicable laws, rules, or regulations.

# Quarterly Operational Performance

	2023				2024		YoY Change 3Q2024 vs 3Q2023
	2Q	3Q	4Q	1Q	2Q	3Q	
<b>Residential</b>							
<b>Revenues (In PHP millions)</b>	<b>7,476</b>	<b>7,595</b>	<b>7,812</b>	<b>8,167</b>	<b>8,469</b>	<b>8,806</b>	<b>15.9%</b>
FTTH	7,186	7,335	7,600	7,993	8,345	8,693	18.5%
HFC	291	259	212	173	124	113	-56.3%
<b>Customers</b>	<b>1,969,663</b>	<b>2,048,286</b>	<b>2,128,052</b>	<b>2,252,845</b>	<b>2,351,803</b>	<b>2,459,851</b>	<b>20.1%</b>
FTTH	1,795,858	1,882,987	1,976,500	2,107,156	2,213,451	2,325,916	23.5%
HFC	173,805	165,299	151,552	145,689	138,352	133,935	-19.0%
<b>Homes Passed</b>	<b>16,567,221</b>	<b>16,736,629</b>	<b>16,850,877</b>	<b>16,897,965</b>	<b>16,947,181</b>	<b>17,005,261</b>	<b>1.6%</b>
FTTH	15,711,920	15,881,328	15,995,576	16,042,664	16,091,880	16,149,960	1.7%
HFC	855,301	855,301	855,301	855,301	855,301	855,301	0.0%
<b>Ports</b>	<b>8,711,261</b>	<b>8,795,965</b>	<b>8,853,089</b>	<b>8,876,633</b>	<b>8,901,241</b>	<b>8,930,281</b>	<b>1.5%</b>
FTTH	7,855,960	7,940,664	7,997,788	8,021,332	8,045,940	8,074,980	1.7%
HFC	855,301	855,301	855,301	855,301	855,301	855,301	0.0%
<b>Household Coverage (%)</b>	<b>62.30%</b>	<b>62.93%</b>	<b>63.36%</b>	<b>63.54%</b>	<b>63.72%</b>	<b>63.94%</b>	<b>1.6%</b>
<b>ARPU</b>	<b>1,208</b>	<b>1,196</b>	<b>1,195</b>	<b>1,189</b>	<b>1,170</b>	<b>1,160</b>	<b>-3.0%</b>
FTTH	1,277	1,262	1,225	1,247	1,228	1,213	-3.9%
HFC	543	506	482	388	291	276	-45.4%
<b>Customer Churn (%)</b>	<b>2.04</b>	<b>2.43</b>	<b>2.18</b>	<b>1.82</b>	<b>2.20</b>	<b>2.07</b>	<b>-14.8%</b>
FTTH	2.12	2.50	2.11	1.86	2.23	2.13	-14.8%
HFC	1.19	1.68	3.03	1.33	1.75	1.09	-35.2%
<b>Port Utilization (%)<sup>1</sup></b>	<b>23.1</b>	<b>23.8</b>	<b>24.5</b>	<b>25.9</b>	<b>27.0</b>	<b>28.2</b>	<b>18.8%</b>
FTTH	23.4	24.2	25.3	26.9	28.2	29.6	22.0%
HFC	20.3	19.3	17.7	17.0	16.2	15.7	-19.0%
<b>Enterprise</b>							
<b>Revenues (In PHP millions)</b>	<b>1,244</b>	<b>1,292</b>	<b>1,299</b>	<b>1,373</b>	<b>1,511</b>	<b>1,613</b>	<b>24.9%</b>
<b>Customers</b>	<b>42,797</b>	<b>45,736</b>	<b>48,150</b>	<b>50,923</b>	<b>55,906</b>	<b>63,055</b>	<b>37.9%</b>
<b>ARPU</b>	<b>9,773</b>	<b>9,613</b>	<b>8,824</b>	<b>9,094</b>	<b>9,290</b>	<b>8,885</b>	<b>-7.6%</b>
<b>Customer Churn (%)</b>	<b>1.27</b>	<b>1.22</b>	<b>1.14</b>	<b>1.60</b>	<b>0.90</b>	<b>0.73</b>	<b>-14.1%</b>

**Notes:**

1. Includes ports utilized by residential subscribers, SME customers, and network sharing agreements.



# Consolidated Income Statement

	For the nine months ended September 30				For the three months ended September 30			
	2024	2023	YoY change	YoY change %	2024	2023	YoY change	YoY change %
	(in ₱ millions)				(in ₱ millions)			
<b>Revenues</b>	<b>29,938</b>	<b>26,248</b>	<b>3,690</b>	<b>14%</b>	<b>10,419</b>	<b>8,886</b>	<b>1,533</b>	<b>17%</b>
Residential	25,441	22,470	2,971	13%	8,806	7,595	1,211	16%
Enterprise	4,497	3,778	719	19%	1,613	1,292	321	25%
Cost of services	(10,583)	(8,929)	(1,654)	19%	(3,525)	(3,258)	(267)	8%
<b>Gross profit</b>	<b>19,355</b>	<b>17,319</b>	<b>2,035</b>	<b>12%</b>	<b>6,894</b>	<b>5,628</b>	<b>1,266</b>	<b>22%</b>
General and administrative expenses	(6,433)	(5,221)	(1,212)	23%	(2,206)	(1,579)	(627)	40%
Provision for impairment of trade and other receivables	(1,167)	(1,771)	605	-34%	(403)	(631)	228	-36%
Equity share in net income of joint ventures	82	31	52	169%	27	10	17	174%
Unrealized fair value loss on financial asset at FVTPL	5	7	(1)	-21%	11	(1)	12	-1245%
Other income (loss), net	468	(388)	856	N/M	12	(173)	185	N/M
<b>Profit from operations</b>	<b>12,311</b>	<b>9,976</b>	<b>2,335</b>	<b>23%</b>	<b>4,335</b>	<b>3,254</b>	<b>1,081</b>	<b>33%</b>
Finance costs	(1,458)	(1,576)	118	-7%	(485)	(484)	(1)	0%
<b>Profit before income tax</b>	<b>10,853</b>	<b>8,401</b>	<b>2,452</b>	<b>29%</b>	<b>3,850</b>	<b>2,770</b>	<b>1,080</b>	<b>39%</b>
Income tax expense	(2,641)	(2,032)	(609)	30%	(932)	(687)	(245)	36%
<b>Profit after income tax for the period</b>	<b>8,212</b>	<b>6,368</b>	<b>1,844</b>	<b>29%</b>	<b>2,918</b>	<b>2,083</b>	<b>835</b>	<b>40%</b>
Other comprehensive income	-	-	-	N/M	-	-	-	N/M
<b>Total comprehensive income</b>	<b>8,212</b>	<b>6,368</b>	<b>1,844</b>	<b>29%</b>	<b>2,918</b>	<b>2,083</b>	<b>835</b>	<b>40%</b>
<b>Profit after income tax</b>	<b>8,212</b>	<b>6,368</b>	<b>1,844</b>	<b>29%</b>	<b>2,918</b>	<b>2,083</b>	<b>835</b>	<b>40%</b>
Finance costs	1,458	1,576	(118)	-7%	485	484	1	0%
Income taxes	2,641	2,032	609	30%	932	687	245	36%
Depreciation and amortization – COS	5,173	4,339	833	19%	1,778	1,575	203	13%
Depreciation and amortization – G&A	264	145	118	81%	74	32	42	133%
Amortization of deferred contract costs - SAQ	506	688	(182)	-26%	173	232	(59)	-25%
<b>EBITDA</b>	<b>18,253</b>	<b>15,149</b>	<b>3,105</b>	<b>20%</b>	<b>6,361</b>	<b>5,093</b>	<b>1,268</b>	<b>25%</b>
<b>EBITDA Margin</b>	<b>61.0%</b>	<b>57.7%</b>			<b>61.1%</b>	<b>57.3%</b>		

# Consolidated Balance Sheet

	As of the period			
	Sep 30, 2023	Dec 31, 2023	Change	Change %
	(in ₱ millions)			
<b>Current assets</b>				
Cash and cash equivalents	16,882	13,694	3,188	23%
Trade and other receivables, net	4,030	3,456	574	17%
Due from related parties, net, current portion	133	209	(76)	-36%
Network materials and supplies, net	1,732	2,024	(292)	-14%
Deferred contract costs, current portion	1,406	984	421	43%
Other current assets	2,110	1,788	323	18%
<b>Non-current assets</b>				
Property, plant and equipment, net	68,877	67,530	1,347	2%
Right-of-use assets, net	2,110	2,853	(744)	-26%
Intangible assets, net	2,307	2,145	162	8%
Due from related parties, net of current portion	136	154	(17)	-11%
Advances to fixed assets suppliers	3,072	3,605	(533)	-15%
Other non-current assets	2,634	2,703	(69)	-3%
<b>Total assets</b>	<b>105,430</b>	<b>101,145</b>	<b>4,285</b>	<b>4%</b>
<b>Current liabilities</b>				
Trade and other current liabilities	17,886	16,199	1,687	10%
Due to related parties	21	42	(21)	-49%
Borrowings, current portion	5,529	5,258	271	5%
Lease liabilities, current portion	369	460	(91)	-20%
Other current liabilities	2,661	1,958	703	36%
<b>Non-current liabilities</b>				
Borrowings, net of current portion	25,370	29,985	(4,615)	-15%
Retirement benefit obligation, net	-	12	(12)	-100%
Other non-current liabilities	1,488	1,984	(496)	-25%
<b>Total liabilities</b>	<b>53,325</b>	<b>55,899</b>	<b>(2,574)</b>	<b>-5%</b>
<b>Total equity</b>	<b>52,105</b>	<b>45,246</b>	<b>6,859</b>	<b>15%</b>
<b>Total liabilities and equity</b>	<b>105,430</b>	<b>101,145</b>	<b>4,285</b>	<b>4%</b>



# Consolidated Cash Flow Statement

For the nine months ended September 30

	2024	2023	YoY change	YoY change %
<b>In PHP millions</b>				
<b>Cash flow from operating activities</b>				
Profit before income tax	10,853	8,401	2,452	29%
Adjustments for operating income	8,770	9,486	(716)	-8%
Adjustments for assets and liabilities	(1,746)	(4,879)	(3,133)	-64%
Cash from operations	17,877	13,008	4,869	37%
Interest received and income taxes paid	(1,702)	(1,629)	(73)	4%
<b>Net cash from operating activities</b>	<b>16,175</b>	<b>11,379</b>	<b>4,796</b>	<b>42%</b>
<b>Cash flow from investing activities</b>				
Acquisition of property, plant, and equipment	(6,998)	(4,968)	2,029	41%
Others	(535)	(232)	304	131%
<b>Net cash used in investing activities</b>	<b>(7,533)</b>	<b>(5,200)</b>	<b>2,333</b>	<b>45%</b>
<b>Cash flow from financing activities</b>				
Proceeds from borrowings	-	500	(500)	-100%
Payments of borrowings	(4,378)	(2,422)	(1,956)	81%
Others	(1,162)	(1,883)	(721)	-38%
<b>Net cash used in financing activities</b>	<b>(5,540)</b>	<b>(3,805)</b>	<b>1,735</b>	<b>46%</b>
<b>Net increase in cash and cash equivalents</b>	<b>3,102</b>	<b>2,375</b>	<b>728</b>	<b>31%</b>
Cash and cash equivalents, beginning	13,694	10,214	3,480	34%
Effects of exchange rate changes in cash and cash equivalents	86	591	(505)	-85%
<b>Cash and cash equivalents, ending</b>	<b>16,882</b>	<b>13,180</b>	<b>3,592</b>	<b>27%</b>

# Liquidity and Capital Resources

	September 30, 2024	December 31, 2023	Change (%)
<b>Balance Sheet Data (in P millions)</b>			
Total Assets	105,430	101,145	4%
Total Debt	30,899	35,244	-12%
Total Stockholders' Equity	52,105	45,246	15%
<b>Financial Ratios</b>			
Total Debt to EBITDA (gross)	1.3x	1.6x	
Total Debt to EBITDA (net)	0.6x	1.0x	
Debt Service Coverage	3.4x	3.6x	
Interest Coverage (gross)	12.6x	10.4x	
Debt to Equity (gross)	0.6x	0.8x	
Debt to Equity (net)	0.3x	0.5x	
Return on Invested Capital	18.0%	15.7%	





# CONVERGE

**#LeapIntoTheFuture**

 **CONVERGE**