



January 21, 2019

Philippine Stock Exchange
6/F Philippine Stock Exchange Tower
28th Street corner 5th Avenue
Bonifacio Global City, Taguig City

Attention: Ms. Janet A. Encarnacion
Head, Disclosure Department

Gentlemen:

We refer to your letter dated January 21, 2019 requesting for clarification and/or confirmation of the news article entitled "PLDT now willing to buy or lease facilities built by tower companies" posted in manilastandard.net on January 20, 2019. The article reported in part that:

"PLDT Inc. said it is supporting the government's common tower policy to hasten the development of new cellular towers nationwide.

'A number of these tower companies have approached us, and we said we're willing to cooperate in respect to new towers,' PLDT chairman and president Manuel Pangilinan said.

'The formula is flexible. If they are willing to sell to us after they build towers, we're willing to buy them or just lease the towers, and tell us if they are going to lease them to other telcos. We need to know. We're willing to support,' he said.

The Department of Information and Communications Technology earlier signed separate memoranda of understanding with ISOC Infrastructures Inc., Singapore's ISON ECP Tower Pte. Ltd., Nigeria's IHS Towers, Malaysia's Edotco Group and China Energy Engineering Corp. for the construction of cellular towers nationwide.

....

The agency said the maximum rollout of one tower company would be 25,000 for a seven-year period.

Each tower company is projected to invest \$2 billion.

...."

We would like to confirm that PLDT has always maintained the position that it is open to leasing tower space from tower companies, subject to the terms and conditions of the prospective lease.

We would like to further confirm that several tower companies have approached PLDT to explore discussions on the possible lease of new towers.

As there is need to serve the growing usage of our data customers by expanding coverage and capacity, PLDT will continue to invest in building our network, including towers, while evaluating how it could work with tower companies.

Respectfully yours,


MA. LOURDES C. RAUSA-CHAN
Corporate Secretary