

**SUSTAINABILITY CALLING: AN ANALYSIS OF THE  
SUSTAINABILITY INITIATIVES OF GLOBE  
TELECOM, INC. FROM 2011 TO 2016**

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## ABSTRACT

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| <p>Abstract</p> <p>As countries commit themselves to achieving a carbon-neutral society, companies are challenged to reduce their environmental impact. This study aims to analyse the sustainability initiatives of a Philippine-based telecommunications company—Globe Telecom, Inc.—from 2011 to 2016. Through qualitative research design, this study (1) describes the initiatives performed in terms of its What, Why, and How (using GOLDEN framework for coding), (2) differentiate the strategic initiatives and cosmetic initiatives (using selected definitions and principles), and (3) determine initiatives which tackle telecommunications-specific issues. Findings show that throughout the study period, an annual average of 98 initiatives were carried out by the company and were mostly in the form of Asset Modification, New Products, Training, Modification of Procedures, and Donation and Funding. These initiatives mostly tackle issues regarding Self Realisation, Health, Environment, and Wealth Distribution for the benefit of various stakeholders, majority of which are the general public. With regard to issues specific to telecommunications companies, the company tackled 10 of the 14 identified issues. All of the initiatives which tackled these issues were understood as Strategic since these were integrated into the daily operations of the company and/or reduce the company's environmental footprint, among others. The results of this study allow the focal company's top management to further analyse their past performance in CSR, identify their current standing, set benchmarks, and design a better CSR and business strategies. Likewise, other telecommunications companies can gain inspiration from the initiatives of Globe in formulating their own initiatives which tackle issues that they find vital to their business.</p> |                                 |
| <p>Keywords</p> <p>Globe Telecom, telecommunications, content analysis, sustainability, corporate social responsibility, initiatives</p>  |                                 |
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## 1. INTRODUCTION

Although there is no consensus on the precise definition of CSR, this did not hinder its development (Carroll & Shabana, 2010). In fact, an uptrend has been observed on companies recognising the need to carry out CSR initiatives (or sustainability initiatives) and disclose these to the public (KPMG, 2015). Motivations for doing so may be internal to the company and/or external from it. Stakeholders, however, have the potential to influence both internal – by having their interest become part of the company’s values and objectives – and external determinants of CSR – by exerting pressure to the company to adopt CSR (Pis-toni et al., 2016). For some companies, CSR was first implemented as a response to stakeholder demands such as boycott threats, public outcry, and hostile activism (Brown, 2008; Porter & Kramer, 2006). Recently, however, managers and researchers alike are beginning to acknowledge how CSR can benefit both the society and business as well (cf. Choi & Wang, 2009; Clarkson, 1995; Hillman & Keim, 2001; Bosse & Coughlan, 2016; Uzzi, 1997). Some studies have suggested that the integration of CSR into the company comes in stages and may explain why different companies have different approaches to CSR (cf. Mirvis & Goo-gins, 2006; Ganescu, 2012; Maon et al., 2010).

A survey conducted in 2011 suggested that CSR initiatives of Philippine companies are mostly philanthropic and event-driven (Rimando, 2012), instead of being strategic and operational. Meanwhile, Heslin & Ochoa (2008) mentions the Philippine company Globe Telecom, Inc. in their study to be an example of companies with a strategic CSR initiatives. Thus, this raises the question if Globe Telecom, Inc. has demonstrated an extreme or deviant case in terms of CSR performance. Globe Telecom, Inc., is one of the two telecommunication companies operating in the Philippines. Studies revealed that contrary to common belief, the telecommunication industry actually has a number of social and environmental aspects and impacts (Sutherland, 2016, pp. 33-34). In this study, the researcher uses the annual sustainability reports of the focal company to identify if sustainability issues are being tackled in a strategic manner. The study mainly follows a qualitative approach as the aim is to gain a more refined understanding of a phenomenon.

## 1.1. Motivation for the research

Reasons for choosing this topic include: (1) lack of scientific studies concerning sustainability initiatives in developing countries, particularly in the Philippines, (2) ease of access to sustainability reports which are the primary data needed to accomplish this research, and (3) the researcher has the basic knowledge and experience in coding and assessing sustainability initiatives according to the GOLDEN coding frame (2016).

Results of this research can help the company identify at which stage of CSR development they are in and project challenges that might be encountered in moving forward. They can also utilise the results in drafting a strategic plan, and setting benchmarks and goals (cf. [Mirvis & Googins, 2006](#)). Likewise, this study might aid in identifying how CSR integration to the corporate strategy affect triple bottomline. Other companies in the same industry can also use the results as reference in designing their own initiatives and CSR strategy.

## 1.2. Company background

Globe Telecom, Inc. (Globe) operates in the two-player market of the Philippine telecommunications industry alongside its close competitor, the PLDT Group. Despite the intense competition, Globe recorded an all-time high consolidated service revenues of about PhP 120 billion (~2 billion EUR) in 2016 with a mobile subscriber base of 62.8 million and broadband subscriber base of 1.13 million as of the same year. The company is composed of 7,180 employees and has over 1 million retailers, distributors, suppliers and business partners in the country. Its executive office is located in the capital of the Philippines, Metro Manila. It also has a global presence with more than 236 calling destinations around the world ([Globe Telecom, Inc., 2017](#)).

With regards to ownership structure, the Singaporean company Singapore Telecom International Pte. Ltd. holds the highest number of shares of Globe representing 47.13%. The second highest shareholder is the Filipino company Ayala Corporation at 30.96%. Globe has eight subsidiaries, six of which are fully-owned. These are Innove Communications, Inc., G-Xchange, Inc., GTI Business Holding, Inc., Kickstart Ventures, Inc., Asticom Technology, Inc., and Globe Capital Venture Holdings, Inc. The remaining two are Bayan Telecommunications, Inc. and Taodharma, Inc. which are 98.57%- and 67%-owned, respectively ([Globe Telecom, Inc., 2017](#)).

### 1.3. Research problem

The common assumption with regards to telecommunications technologies is that they contribute positively to environmental performance as they utilise few resources, have low energy consumption, and do not pollute (Marvin, 1997). In the recent years, the validity of this assumption has been under scrutiny. Zurklich & Reichart (2000), for example, conducted a life cycle assessment on various telecommunication services and showed that there are a number of situations where e-mail generates more adverse environmental impacts than sending a letter by post. Marvin (1997) also argued that telecommunications could actually increase the need for travel instead of reducing them. Sutherland (2016, pp. 33-34) identified the environmental aspects of telecommunications operations and are listed in table 1. Sharma & Sinha (2017) have focused more on the adverse effects of electromagnetic radiation produced by telecommunications technologies. Additionally, they looked into how the industry affect biodiversity and concluded that “the direct impacts on human health, wildlife, and aerial habitat loss could be a matter of scientific debate but the threat to living beings due to telecommunication could be real” (Sharma & Sinha, 2017, p. 33). Sutherland (2016) also discusses social issues related to the supply chain of mobile phone production, corruption in the telecommunications industry, and data privacy issues.

TABLE 1 Environmental & social issues of telecommunications. (Sutherland, 2016)

| Environmental Issues:  | Social Issues:                   |
|--|----------------------------------|
| 1) electromagnetic fields from base stations and handsets;   | 1) procurement of raw materials; |
| 2) carbon dioxide (CO <sub>2</sub> ) emissions related to network operations, offices and shops, vehicles and business travel; | 2) corruption                    |
| 3) chlorofluorocarbons from air conditioning and refrigeration   | 3) customer data privacy         |
| 4) perfluorocarbons from fire suppression systems;   |                                  |
| 5) solvents from installation processes;   |                                  |
| 6) lead and beryllium oxide from components;   |                                  |
| 7) noise from base station generators;   |                                  |
| 8) visual and aesthetic effects of masts and base stations;  |                                  |
| 9) waste phones, network and office equipment;   |                                  |
| 10)waste recharge vouchers; and  |                                  |
| 11)water used for sanitation and irrigation of grounds   |                                  |

With these environmental and social aspects and impacts, companies in telecommunications also recognise the need to carry out and disclose CSR activities alongside companies from different sectors worldwide (KPMG, 2015). In the Philippines, more than 80% of 166 surveyed business executives believe that CSR helps in enhancing company bottom line (Maximiano, 2005). However, companies seem to be unclear on how to structure their CSR activities which leads them to construct it in a way that is only cosmetic rather than strategic and operational (Porter and Kramer, 2006). Such is the case with large Philip-



pine companies which establish foundations dedicated to CSR with particular focus on education and community work through philanthropic activities (Rimando, 2008 as cited in [Lorenzo-Molo, 2008](#); [APEC, 2005](#)). Another study also reported that top grossing companies in the country mostly tackled issues on environment and conservation, education and training, and community development ([Chapple and Moon, 2005, p. 431](#)). This practice persisted for several years as per the follow-up survey conducted in 2011 ([Rimando, 2012](#)). Thus, this shows that the development of CSR has been slow, if not stagnant, from 2007 to 2011. Through this research, the author seeks to understand whether this is also the case for Globe which has been cited as an example of a company with a strategic CSR practice in as early as 2008 (cf. [Heslin & Ochoa, 2008](#)). In particular, this research aims to identify and analyse the CSR initiatives carried out by Globe from 2011 to 2016. Additionally, the researcher examines if the focal company carried out initiatives which tackled issues specific to telecommunications as identified by Sutherland (2016). Likewise, these initiatives were examined to identify if they are considered as Strategic based on the definitions and principles of Zollo (2008), Ooi et al. (2017), and Heslin & Ochoa (2008). The main question addressed in this study is *“How did Globe Telecom, Inc. perform in terms of sustainability initiatives from 2011 to 2016?”*. To answer this overarching research question, the researcher should (1) identify and describe the initiatives performed in terms of its What, Why, and How; (2) differentiate the strategic initiatives from cosmetic initiatives; and (3) determine initiatives which tackle telecommunications-specific issues.

#### 1.4. Thesis outline

The succeeding contents of this paper is structured as follows:

|                       |  |
|-----------------------|--|
| Theoretical framework | Chapter 2 presents the GOLDEN framework for coding, strategic and cosmetic corporate social responsibility, and telecommunications operations.   |
| Methodology           | Chapter 3 presents the data collection and analysis methods used to address the research questions.  |
| Research Findings     | Chapter 4 discusses the results of the analysis.   |
| Discussion            | Chapter 5 analyses and evaluates the results and link them with the theories and existing literature.  |
| Conclusions           | Chapter 6 reviews the entire research, sums up the main findings and discusses their relevance. It also answers the main research question, mentions the research limitations, and provides recommendations. |

## 2. THEORETICAL FRAMEWORK

This chapter discusses certain concepts that need to be understood in order to answer the main research question “How did Globe Telecom, Inc. perform in terms of sustainability initiatives from 2011 to 2016?”. The study mainly relied on the concept of Stakeholder Theory and its relevant concept, Corporate Social Responsibility, to collect, analyse and interpret data. These concepts are then discussed prior to presenting the GOLDEN framework for coding and strategic and cosmetic CSR definitions. Lastly, the different aspects of the telecommunications operations are identified to understand the relevant environmental and social challenges.

### 2.1. Stakeholder theory

The term stakeholders was first popularised by Freeman where he defined it as individuals or groups that are affected by or can affect the behaviour of the company (Freeman, 1984). As it covers a wide range of individuals, groupings were made to identify the positioning of the stakeholders (Miles, 2017). Clarkson (1995) refer to those whose participation is vital for the survival of the firm as primary stakeholders. Primary or internal stakeholders include employees, customers, and stockholders (Eesley & Lennox, 2006). Meanwhile, stakeholders to whom the company is not contractually obligated to nor under direct legal jurisdiction are referred to as secondary stakeholders (Clarkson, 1995; Eesley & Lennox, 2006). In particular, these are any entity that keeps a watchful eye on the company such as non-governmental organisations, researchers and policy makers, among others (Bomann-Larsen & Wiggen, 2004, p.3). This group of stakeholders, albeit not having a formal contract with the firm, can be highly capable of pressuring firms to meet their demands, especially if (1) the stakeholder has greater power relative to the company and (2) the request is more legitimate in the public eye (Eesley & Lennox, 2006). Stakeholder demands have come in the form of boycott threats, public outcry, and hostile activism. Some companies have responded to these through Corporate Social Responsibility activities (Brown, 2008; Porter & Kramer, 2006) in pursuit of legitimacy with the relevant stakeholders (Zheng et al., 2015).

Despite how it is called, stakeholder theory is not a single theory in itself but a combination of various narratives (Gilbert and Rasche 2008). As it is extensive in scope, it has been subject to numerous interpretations and applications (de Gooyert et al., 2017). Consequently, it became an essentially contested concept with over 500 varying definitions (cf. Miles, 2017). What is better understood about stakeholder theory is that it highlights the link between (1) a

company's ability to give sufficient wealth, value, or satisfaction to its primary stakeholders and (2) the company's success and survival (Clarkson, 1988 as cited in Maon et al., 2009). Overtime, studies revealed that taking stakeholders into account has often resulted in an organisation's improved reputation, gaining more trust and acceptance from stakeholders, and reciprocating actions from stakeholders (cf. Choi & Wang, 2009; Clarkson, 1995; Hillman & Keim, 2001; Bosse & Coughlan, 2016; Uzzi, 1997). However, it should be noted that "the relationship between stakeholder investments and firm performance does not follow a simple monotonic function" (Garcia- Castro & Francoeur, 2016, p. 407).

Harrison and Bosse (2013) suggest that with regard allocations of value, organisations should place high priority on stakeholders that hold high power and strategic importance as this will likely provide high returns. This type of perception of stakeholders takes an instrumental stance to stakeholder theory (Donaldson & Preston, 1995). However, this approach has been criticised to be contradictory to moral stakeholder theory as it puts more consideration on the expected returns for the firm (Gooyert et al, 2017). Moral stakeholder theory suggest that stakeholders should be taken into account because it is the morally correct thing to do (Jones et al., 2007). Another important consideration in taking the instrumental stance to stakeholder theory is that "the relationship between stakeholder investments and firm performance does not follow a simple monotonic function" (Garcia- Castro & Francoeur, 2016, p. 407). In fact, over-investing on certain stakeholders could lead to considerable costs to the company instead (Harrison & Bosse, 2013). Thus, a more effective strategy in stakeholder investments is by doing it simultaneously on all the pertinent stakeholder groups with no investment in a particular stakeholder group that is well-above some upper bound (Garcia-Castro & Francoeur, 2016). Additionally, Porter and Kramer (2006) suggested that in order for the firm and society to have mutual benefits from CSR, the former's existing core framework for understanding competition and guiding business strategy should integrate a social perspective. In other words, *strategy, industry and legal/national conditions* need to be accounted for in stakeholder investments (Garcia-Castro & Francoeur, 2016, p. 407).

## 2.2. Corporate Social Responsibility

Corporate social responsibility (CSR) is usually referred to as corporate responsibility, corporate citizenship, sustainability, and corporate accountability by academics and corporations (Epstein, 2009). Although these terms are different in nature (Savitz & Weber, 2014; Freeman & Hasnaoui, 2011), they are used interchangeably throughout this study to describe the initiatives a company voluntarily undertakes for the benefit of its various stakeholders (Davis et al., 2008). The wide concept of CSR plus its overlap with other business-society concepts present challenges in providing a single definition for it (Matten &

Crane, 2005). Likewise, CSR's nature of being a contested concept (Moon et al., 2005) and an ever-changing phenomenon (Carroll, 1999) present additional difficulties. What is better understood about CSR and its synonyms, however, is that they practically consist of "clearly articulated and communicated policies and practices of corporations that reflect business responsibility for some of the wider societal good" (Matten & Moon, 2008, p. 405). Activities that are aimed at the social good may include code of ethics, fair business practices, environmental commitment, and community involvement (Sharp & Zaidman, 2010). The actual demonstration and direction of CSR are all dependent on the firm (Matten & Moon, 2008).

Various literature identified the motivations for firms to implement CSR. Maon et al. (2009, p.72) suggested that a plausible reason for conducting CSR is that the firm has a good understanding of its responsibility for the impact of its operations and thus, seeks for society's approval of the company's legitimacy. This supports the principles of CSR as identified by Wood (1991, p. 696) which are (1) *legitimacy*, (2) *public responsibility*, and (3) *managerial discretion*. Based on these principles and on other existing literature, Pistoni et al. (2016) produced a list of determinants of CSR which they have divided into what is internal to and external from the company. They noted that the impact of stakeholders, however, is apparent in both internal and external categories. As an external driver of CSR, stakeholders, especially secondary ones, can exert various pressures to the firm and influence it to adopt CSR. On the other hand, stakeholders may be viewed as internal drivers when, for example, a company considers the stakeholder's interest as part of their values and objectives. Porter and Kramer (2006) suggested that in order for the firm and society to have mutual benefits from CSR, the former's existing core framework for understanding competition and guiding business strategy should integrate a social perspective. Thus, developing CSR initiatives is seen as an evolutionary and repetitive activity that responds to and with the business environment (Maon et al., 2009).

### 2.2.1. Adoption of CSR practices

Studies have been made which proposed different paths that companies follow in shifting towards social responsibility (Pistoni et al., 2015). Such studies include Mirvis and Googins' (2006) article on the stages of corporate citizenship evolution. They assumed a normative logic in the development process of CSR propelled by the application of internal capabilities to a societal issue. Five stages were identified which are *Elementary*, *Engaged*, *Innovative*, *Integrated*, and *Transforming* (Mirvis and Googins, 2006, p. 108). In the *Elementary* stage, programs are undeveloped and citizenship does not go beyond compliance with the regulations. The second stage, *Engaged*, takes a step forward from simply complying to also engaging in philanthropic and environmental protection activities. The *Innovative* stage, as the name suggests, shows increased levels of innovation and learning as a result of a two-way communication with stakeholders, among many other methods. In the *Integrated* level, serious steps are taken to integrate citizenship into the business lines. Lastly, the *Transforming*

stage is when the strategic intent of the company is to form new markets by combining their citizenship and business agenda.

Another study by Ganescu (2012, p. 96) suggests six phases in corporate sustainability development. These are *Rejection, Ignorance, Compliance, Efficiency, Proactive strategies, and Corporate sustainability*. Unlike Mirvis and Googins' (2006) strategies, Ganescu's (2012) phases include defensive strategies in the first two – *Rejection and Ignorance*. It then moves on to reactive strategies in phases 3 and 4, then finally reach proactive strategies in the last two phases.

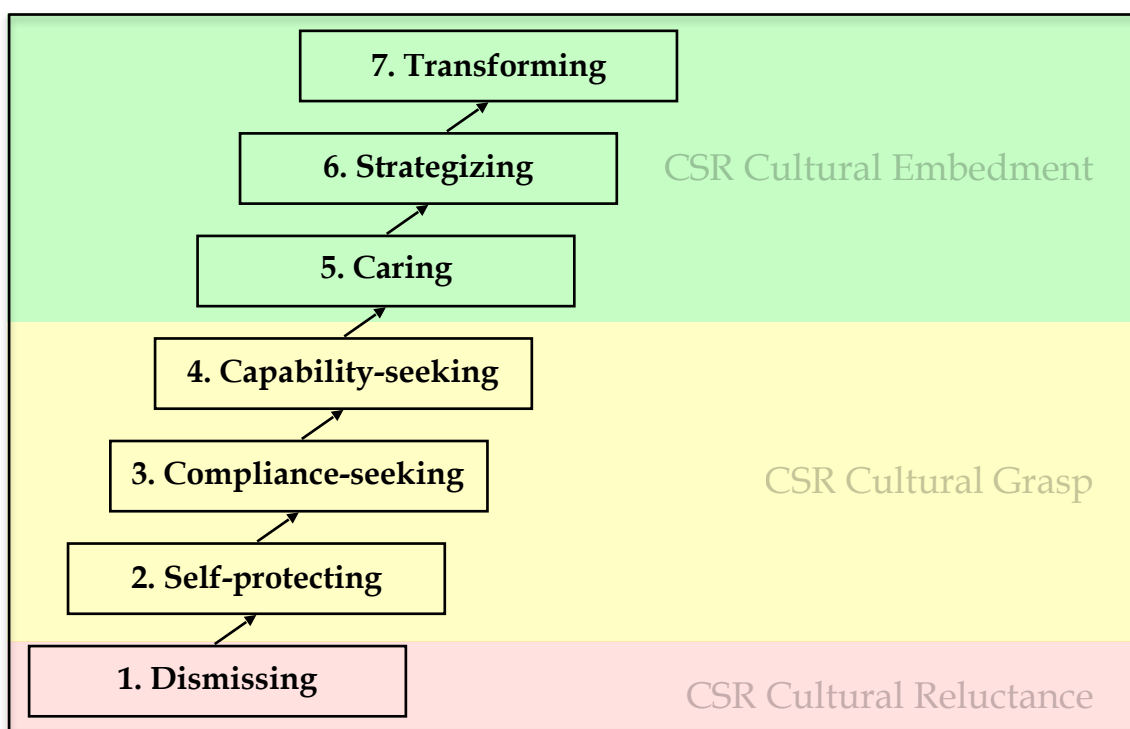


FIGURE 1 CSR stages of development and cultural phases based on Maon et al. (2010)

Meanwhile, Maon et al., (2010) presented seven stages of the process towards CSR (see figure 1) which consolidated the stages suggested by Mirvis and Googins and in other earlier studies. It also encompasses Ganescu's phases and begins with *Dismissing* and moves forward to *Self-protecting, Compliance-seeking, Capability-seeking, Caring, Strategizing, and finally, Transforming* (Maon et al., 2010, p. 31). The authors classified the first stage, *Dismissing*, to belong to the *CSR cultural reluctance* phase. Meaning, initiatives that are not focused on financial benefit are actively opposed upon and impacts on the society and environment are ignored. Thus, the company does not carry out any CSR initiative at this stage nor does it have any motivation to do so (Maon et al., 2010).

Once organisations start to progress towards CSR, they now enter the *CSR cultural grasp* phase. In this phase, the concepts and rationale of CSR are gaining acknowledgement and sensitivity to CSR issues heightens. The stages

belonging to this phase are *Self-protecting*, *Compliance-seeking*, and *Capability-seeking*. In the *Self-protecting* stage, CSR activities are limited, sporadic and may display some incoherence and lack of structure. CSR issues are not actually taken into consideration, thus, CSR activities are considered as extra to the usual daily operations and may come in the form of philanthropic activities. In the next stage, *Compliance-seeking*, top management becomes more aware of the issues related to CSR and the potential threats to the company. CSR activities are mostly in the form of complying to regulatory frameworks and meeting minimum industry standards, particularly those related to employment and production. The *Capability-seeking* stage is where awareness of issues and risks further increase and skills in managing CSR essentials are developed. Additionally, organisations start adopting a stakeholder management perspective and seeks to ensure its license to operate by taking a new attitude in its role in the society. Attention is given to CSR initiatives that are profitable and improve the company's reputation (Maon et al., 2010).

The final phase, *CSR cultural embedment*, is where the prospects of CSR to generate value is gaining recognition. Organisations expand their knowledge in CSR and relevant concepts, strengthen their relationships with key stakeholders, and utilise internal resources to proactively address the demands associated with CSR. The stages belonging to this phase are *Caring*, *Strategizing*, and *Transforming*. In the *Caring* stage, top management realise that CSR issues are a long-term challenge that cannot be addressed through mere compliance, reputation management strategies, or isolated income opportunities. Thus, initiatives are aimed at the long-term and targeted more to the external environment. Likewise, a stakeholder dialogue perspective of CSR is progressively embodied leading them to communicate pertinent programmes and initiatives to the public. As CSR is now perceived to affect the company's long-term survival and success, it begins to play a role in corporate strategy. At this point, the company advances to the *Strategizing* stage. CSR now becomes completely value driven and is the prevalent goal of all corporate activities. In the last stage, *Transforming*, the company fully incorporate CSR principles throughout the whole organization, its every aspect and activity. The organisation embodies a completely transparent stance and aims to disseminate its expertise in CSR management (Maon et al., 2010).

All these sets of stages presented show a step-by-step path that organisations take in CSR incorporation. However, it should be noted that companies may not always follow a linear route and instead, demonstrate a stop-and-go process (Pistoni et al., 2015, p. 681). Nonetheless, companies should know at which stage they stand to (1) have an idea on what challenges they may face in moving to the next stage, (2) frame strategic plans, (3) set benchmarks and goals effectively, and (4) possibly speed up the process of moving forward (Mirvis & Googins, 2006, p. 105).

### 2.3. GOLDEN framework for coding and relevant studies

As climate change is gaining acknowledgement, more and more countries are committing to a “carbon-neutral” society (UNFCCC, 2015). In line with this, companies are also challenged to take steps towards achieving this goal. The GOLDEN framework for coding was developed to aid researchers in getting “a general understanding of the nature of a company’s involvement in sustainability” (G.O.L.D.E.N. for Sustainability, 2016, p. 3). The framework was designed particularly for the analysis of sustainability reports. Another coding framework for sustainability or annual reports also exist which examines a firm’s level of comprehensive reporting (cf. Bouten et al., 2011). These content analysis frameworks aid in providing detailed descriptions of the material being studied by researchers.

In following the structure of the GOLDEN coding activity, the initial step – and first source of confusion – is the identification of sustainability initiatives. Sustainability initiative is described as “a practical activity or set of related activities that the firm is performing in order to tackle a societal issue” (G.O.L.D.E.N. for Sustainability, 2016, p. 3). To avoid confusion, the codebook listed down examples of what is not a sustainability initiative and these are (1) a declaration of intents or commitment, (2) definition of objectives per se, (3) achievement of goals or quality certification, (4) awards received, (5) general declarations of dialogues or interactions/collaborations that are not specifically aimed at any action or goal, and (6) descriptions of duties and responsibilities per se (G.O.L.D.E.N. for Sustainability, 2016, pp. 7-9). In general, these do not qualify as sustainability initiatives since they do not mention a specific action and/or are too vague. Additionally, initiatives related to customer satisfaction were also not considered since CSR, in general, does not cover responsibilities specific to core profit-making (Friedman, 1970 as cited in [Matten and Moon, 2008](#)). Statements which do not qualify as sustainability initiatives are not included in data collection and analysis.

| What                            | Why                    |                               |                                      | How                              |  | Where           |                | When           |
|---------------------------------|------------------------|-------------------------------|--------------------------------------|----------------------------------|--|-----------------|----------------|----------------|
|                                 | Societal Issue         | Stakeholder Recipient         | Representative Body                  | Change in the operating activity | Stakeholder Vehicle  | Level of change | Area of impact | Time reference |
| Communication                   | Fair competition       | Shareholders                  | Nothing<br>NGOs & Interest<br>Groups | Nothing                          | Nothing  | Corporate       | Global         | First time     |
| Association                     | Wealth<br>Distribution | Employees                     |                                      | Process                          | Customers<br>Business Partners &<br>Suppliers<br>Employees | Subsidiary      | Europe         | Ongoing        |
| Donation & Funding              | Environment            | Customers                     | Institutions<br>Media                | Product                          |  |                 | Asia           | Not specified  |
| Volunteerism                    | Self-ownership         | Suppliers                     |                                      |                                  |  |                 |                |                |
| Adoption of Standards and Rules | Economic Security      | Local Communities and Society |                                      |                                  |  | Africa          |                |                |
| Modification of Procedures      | Individual Equality    |                               |                                      |                                  |  | North-America   |                |                |
| Assessment and Measurement      | Health                 |                               |                                      |                                  |  | South-America   |                |                |
| Training                        | Education              |                               |                                      |                                  |  | Oceania         |                |                |
| Organizational Structuring      | Self Realization       |                               |                                      |                                  |  |                 |                |                |
| Pricing                         | Generic CSR            |                               |                                      |                                  |  |                 |                |                |
| Incentives                      |                        |                               |                                      |                                  |  |                 |                |                |
| R&D Investments                 |                        |                               |                                      |                                  |  |                 |                |                |
| New Products                    |                        |                               |                                      |                                  |  |                 |                |                |
| Asset Modification              |                        |                               |                                      |                                  |  |                 |                |                |

FIGURE 2 GOLDEN framework coding mask (G.O.L.D.E.N. for Sustainability, 2016, p. 3)

Meanwhile, statements identified as sustainability initiatives are analysed to answer the questions (1) “What the firm actually does in performing this initiative?”; (2) “Why is the firm doing it?”; (3) “How is the firm performing it?”; (4) “Where is the firm doing it?”; and (5) “When was the initiative performed?”. The framework provides a coding mask (as presented in figure ) which represents the structure of the coding activity and the different codes to choose from for every category.

### 2.3.1. What is an initiative

The first question – “What the firm actually does in performing this initiative?” – aims to code the description of the performed corporate social responsibility initiative and its type. In this research, “CSR initiatives” are also referred to as “sustainability initiatives” as both pertain to initiatives or statements of action tied with a sustainability objective (G.O.L.D.E.N. for Sustainability, 2016). The GOLDEN framework provides a closed list of clusters of practical actions (see table 2) that the coder can compare with an identified initiative.

TABLE 2 Types of initiative and respective description as adopted from the GOLDEN for Sustainability Observatory Codebook (2016)

|                                  |   |
|----------------------------------|---|
| 1. Communication                 | Activities wherein, through the initiative of the firm, information or knowledge is passed on to a certain interlocutor. Such information or knowledge may be aimed at creating awareness, promoting stakeholder engagement, conveying policies, conferences and meetings, and product information. |
| 2. Association                   | Activities where the firm participates, partners, or promotes cooperation and collaboration with other companies, organisations, communities, establishments, such as through joint ventures, and agreements.   |
| 3. Donation and Funding          | Activities involving the donation of goods, money, or services by the company.  |
| 4. Volunteerism                  | Activities that encourage, prompt and “promote volunteerism, fundraising, and personal donations” from people inside the company or external from it.   |
| 5. Adoption of Standards & Rules | Actions relevant to “the underwriting, adoption or comply with externally sourced policies, guidelines, procedures, or standards.”  |
| 6. Modification of Procedures    | Activities wherein a change is made in the normal process and procedures followed by the firm to carry out a certain activities. Examples include a change in the supply chain activities, or in the employee selection process.  |
| 7. Assessment and Measurement    | Activities where the company gathers information internally or externally. Examples are research, survey, data collection.  |



TABLE 2 Types of initiative and respective description as adopted from the GOLDEN for Sustainability Observatory Codebook (2016)

|                               |  |
|-------------------------------|--|
| 8. Organizational Structuring | Activities that a change in the organizational structure of the company. Examples are formation of new divisions, roles, functions.  |
| 9. Training                   | Teaching activities with the goal of enhance knowledge, competencies, and skills.  |
| 10. Pricing                   | Activities in the marketplace where the company indicates or modifies price structures and tariffs.  |
| 11. Incentives                | Activities related to the delegation of benefits, rewards, or privileges to a certain stakeholder with the purpose of gratifying or encouraging to carry out an action.                                |
| 12. R&D Investments           | Activities which include the investment in new technologies relevant to the company's product, service, or process. This also includes "structural investments in prototyping, trial and researching." |
| 13. New Products              | Activities which make a new product or service available to the market. This also includes new technical specifications of a product and new packaging.  |
| 14. Asset Modification        | Activities related to the construction, expansion, or modification of the production assets, commercial assets, and/or distribution assets owned and used by the firm.                                 |

### 2.3.2. Why is the initiative done

The "Why" part of the GOLDEN framework codes the items *societal issue, stakeholder recipient, and representative body*. This part tries to identify the reason that the initiative is carried out in terms of ethical commitment and stakeholder relationship. Taking into account the stakeholder theory, it is understood that companies try to address problems perceived as important by the relevant stakeholders (Zheng et al., 2015; Brown, 2008; Porter & Kramer, 2006). The GOLDEN framework provides a taxonomy of these societal problems and can be seen in table 3.

TABLE 3 Codes for the Societal Issue tackled by the initiative and respective description adopted from the GOLDEN framework (2016)

|                        |   |
|------------------------|---|
| 1. Fair competition    | This issue is tackled when the initiatives carried out by the firm is aimed at promoting fair competition in the marketplace or preventing unfair competition.                |
| 2. Wealth distribution | Initiatives which take on this issue may be aimed at distributing wealth to a stakeholder group, tackling economic disparity, or addressing the digital divide, among others. |

TABLE 3 Codes for the Societal Issue tackled by the initiative and respective description adopted from the GOLDEN framework (2016)

|                        |  |
|------------------------|--|
| 3. Environment         | Environmental issues are tackled when the actions are made to preserve the environment and minimise footprint on the ecological environment  |
| 4. Self-ownership      | This issue is being dealt with when the initiatives are aimed at preventing abuses to self-ownership such as <i>Slavery, Forced Labor, Torture and Inhumane Degrading Treatment, Punishment</i> , and even abuses to a person's right of Privacy.              |
| 5. Economic security   | Initiatives tackling this issue aim at providing individuals and families stable expected cash flows.  |
| 6. Individual equality | This category encompasses actions that aim at promoting equality or preventing physical feature discrimination, as well as allowing individuals the freedom of expression and association or preventing discrimination on their religion, culture, or beliefs. |
| 7. Health              | This refers to actions aimed at improving health and physical wellness or avoiding any threats to health.  |
| 8. Education           | This issue is addressed when initiatives are aimed at further improving the human capital of people via education in both formal and informal settings. This also includes initiatives aiming at helping schools.  |
| 9. Self realisation    | This involves initiatives which aim at gratifying and developing one's self and recognising one's potential, skills and talents.   |
| 10. Generic CSR        | This category is for those initiatives which do not have a clear and identifiable issue but refer to CSR in general. An example is the formation of a new department for CSR.  |

In the GOLDEN framework, primary stakeholders plus *Local Communities and Society* are considered as possible *stakeholder recipients* or those who benefit from a CSR initiative. These stakeholder groups are defined in table 4. Additionally, the GOLDEN framework distinguishes another role of the stakeholders in carrying out an initiative which is by being the means of conveying the benefit to the recipients. In other words, they can also be a stakeholder vehicle. The codes for stakeholder vehicles are similar to stakeholder recipients with the addition of *Business Partners*. Meanwhile, according to the GOLDEN framework for coding, secondary stakeholders are not considered as stakeholder recipients per se since their main role is to simply protect the rights of the actual stakeholder recipient. Rather, the secondary stakeholders, particularly the institutions, NGOs, and media, are referred to as representative bodies.

TABLE 4 Stakeholder recipients/vehicles and respective description adopted from the GOLDEN framework (2016)

|                 |   |
|-----------------|---|
| 1. Shareholders | are those who own shares of stock of the company.         |
| 2. Employees    | are the current and prospective workforce of the company. |

TABLE 4 Stakeholder recipients/vehicles and respective description adopted from the GOLDEN framework (2016)

|  |   |
|--|---|
| 3. Customers   | are those who avail or who may avail the products or services offered by the company. |
| 4. Suppliers (also Business Partners in stakeholder vehicle) | are companies who provide products and/or services to the focal firm.                 |
| 5. Local Communities and Society                             | refers to the general public in a local or global scale.                              |

### 2.3.3. How is the initiative performed

The “How” part aims to determine how the organisation undertakes the initiative and how it affects the company. The items *changes in operating activity* and *stakeholder vehicle* (already mentioned above) are coded in this section. For the former, the GOLDEN framework recognises two types of changes – change in process, and change in product. However, certain initiatives may also entail no changes in the company’s operations such as providing finances to projects of local communities. Initiatives such as this that do not imply a change are then coded as *nothing* under *changes in operating activity*. The level of commitment of firms toward CSR is reflected on how CSR is integrated with the corporate activities. According to Maon et al. (2010), firms are at the more advanced stage of CSR adoption if CSR becomes the prevalent goal of all corporate activities.

### 2.3.4. When and where is/was the initiative performed

This part pertains to the spatial location of the impact of the activity and the organisational level at which it is carried out. Relevant items analysed in this section are *level of change* and *area of impact*. On one hand, the rationale behind coding the level of change is to identify if the initiative is diffused within the company. This may be coded as *Subsidiary* if the identified initiative is done at a division/subsidiary level. If it is at the headquarter level or if it affects the worldwide corporate operations, then it is coded as *Corporate*. On the other hand, the area of impact aims to identify the specific geographical area that the initiative affected.

Lastly, the “When” part aims to classify the *time reference* of the initiative or its time positioning. This part may be an indicator of the importance of the initiative, its scale, and whether or not the same initiative is coded in two subsequent reports. Should the time dimension be specified in the initiative, then it is coded as either *first time* or *ongoing* based on the initiative description. Otherwise, it is coded as *unspecified*.

## 2.4. Strategic and cosmetic CSR

As an ever-changing phenomenon, the scope and definition of CSR has evolved over time. The concept expanded to also refer to *social responsiveness* (Carroll, 1979, p. 501), tied with the company's financial goals (Lee, 2008), and incorporated the principle of *shared value* (Porter and Kramer, 2006, p. 5). In Porter and Kramer's article (2006), they suggested that companies should structure their CSR activities as strategic and operational instead of only cosmetic to gain competitive advantage. Operational CSR activities can be understood as those integrated to the day-to-day processes including the value chain activities of the organisation (Porter & Kramer, 2006; Rana & Misra, 2010; Bhattacharya, 2010). However, the few existing studies concerning strategic CSR do not seem to have a unified description. Heslin & Ochoa (2008, p. 131) identified strategic CSR with the use of seven principles that would help open up "viable, value-adding and self sustaining strategic sustainability opportunities". These principles are (1) *cultivate needed talent*, (2) *develop new markets*, (3) *protect labor welfare*, (4) *reduce environmental footprint*, (5) *profit from by-products*, (6) *involve customers*, and (7) *green your supply chain* (Heslin & Ochoa, 2008, p. 131). In addition to these principles, Ooi et al. (2017) suggested that strategic CSR meet three conditions which are (1) CSR values are linked to the vision and mission of the firm, (2) a CSR committee exists, and (3) the organisation collaborates with NGOs. The first condition is supported by Bhattacharyya (2010) who argues that CSR initiatives are considered strategic when they exhibit certain characteristics that reflect firm activities with a strategic nature. According to him, the activities with a strategic nature aid the firm in achieving its mission and vision (p. 85). He further adds that a strategic CSR initiative must have a long-term perspective. Zollo (2008) shares the same insight referring to fully-embedded CSR as having a long-term objective of social welfare with profitability being only a means to it. He distinguishes this from Corporate Philanthropy which, according to him, pertains to activities driven by short-term social impact and long-term economic gains (Zollo, 2008, pp. 18-19).

Lantos (2001) considers philanthropic CSR as strategic if it enhances the firm's image and the beneficiaries end up reciprocating in various ways to the business. He further adds that philanthropy that is genuine and not Public Relations-driven is not appropriate for companies to practice. However, according to Porter and Kramer (2006, pp. 2-3), what Lantos (2001) considers as strategic philanthropic CSR is neither strategic nor operational but cosmetic. This is because the short-term costs that philanthropic activities incur do not guarantee a strategic benefit to the business (Porter & Kramer, 2016, p. 4). Wang and Qian (2011) argue that one reason firms prefer adopting cosmetic or philanthropic CSR is because of the sociopolitical legitimacy benefit that they gain from it. According to Zheng et al. (2015), this is particularly true when firms seek greater legitimacy with secondary stakeholders. Furthermore, adopting philanthropic CSR allows the firm to obtain political access and favourable responses from stakeholders (Wang and Qian, 2011, p. 1159). However, Porter & Kramer (2006) reiterates that public relations should not be confused with social and business results.

## 2.5. Telecommunications operations

The telecommunications industry has constantly become more complex with the rapid technological development, increased market dynamics, and even deregulations in certain states (Plunkett, 2014). Thus, it is vital to first get a picture of how a present-day telecommunications company operates in order to understand its environmental and social aspects. Companies in the telecommunications industry may vary greatly from network providers to tool providers, service providers, and content providers (Grover & Saeed, 2003). A framework for categorising telecommunications operators was proposed by Czarnecki (2013, translated in Czarnecki & Dietze, 2017) using studies on categorisation criteria related to telecommunications. This framework is presented in table 5.

TABLE 5 Framework for categorising telecommunications operators (Czarnecki, 2013, translated in Czarnecki & Dietze, 2017)

| Customer   | Value chain  | Business activities  | Network                                    |
|--|--|--|--|
| 1. consumer<br>2. business (retail)<br>3. business (wholesale) | 1. component<br>2. subsystem<br>3. network system<br>4. device<br>5. network<br>6. service<br>7. content/application | 1. production<br>2. operations & maintenance<br>3. sales<br>4. after-sales | 1. fixed line<br>2. mobile<br>3. satellite |

Customers are categorised as *consumer* (including households and individuals), *business (retail)*, and *business (wholesale)*. Meanwhile, the first four items under Value chain—*component*, *subsystem*, *network system*, and *device*—pertain to the technical hardware and software requirements of the fifth item, communication *networks*. In turn, the technical aspects covered by *network* allows *services* to be realised. Services may relate to *content or applications*. Over the years, telecommunications developed innovative services from the basic voice, messaging, and data services, to shopping applications and cloud storage. A selection of these innovative services are shown in fig. 3 and are differentiated based on basic communications services, end-user applications, machine-to-machine (M2M) applications, and professional applications. Business activities are categorised into production, operations and maintenance, sales, and after-sales. Network may vary from fixed line, mobile, or satellite. A telecommunications operator may have a scope which encompass a complex combination of these characteristics (Czarnecki & Dietze, 2017).



FIGURE 3 Innovative products/services of the telecommunications value creation (Czarnecki & Dietze, 2017, p. 47)

## 3. METHODOLOGY

### 3.1. Research design

This thesis is based on qualitative research and adopts an interpretive philosophy where the researcher attempts to make sense of the phenomenon in terms of the meanings people bring to them (Denzin & Lincoln, 2011, p.3). Qualitative research often starts with an inductive approach where a theoretical perspective richer than that in existing literature is developed using a naturalistic and emergent research design (Saunders, M., Lewis, P. & Thornhill, A., 2012, p. 163). Qualitative researchers can collect their data through document examination, behavior observation, and interviews, then review and analyse what they might mean (Creswell, 2012). In this thesis, the researcher makes use of qualitative data (i.e. words) collected from sustainability reports. The exploratory nature of the qualitative approach makes it appropriate for this study which aims to describe and discover how the focal company tackled sustainability-related problems in the period covering 2011 to 2016. In describing the patterns of change, this thesis employs longitudinal research as its strategy of inquiry (Neale, 2011).

The main method involved in this study is qualitative content analysis. Content analysis was used to reduce large amounts of data in a systematic and flexible manner (Schreier, 2014). The GOLDEN framework for coding (2016) was adopted in conducting qualitative content analysis. Afterwards, quantification was done by counting the frequencies of the codes and illustrated using charts. Data was used to identify themes and patterns that have developed during the study period. Data from content analysis were also used to better understand how Globe tackled the issues specific to the telecommunications industry as identified by Sutherland (2016) after identifying which initiatives can be considered as strategic. The process of data collection and analysis is illustrated in figure 4 and further explained in the succeeding sections and subsections.

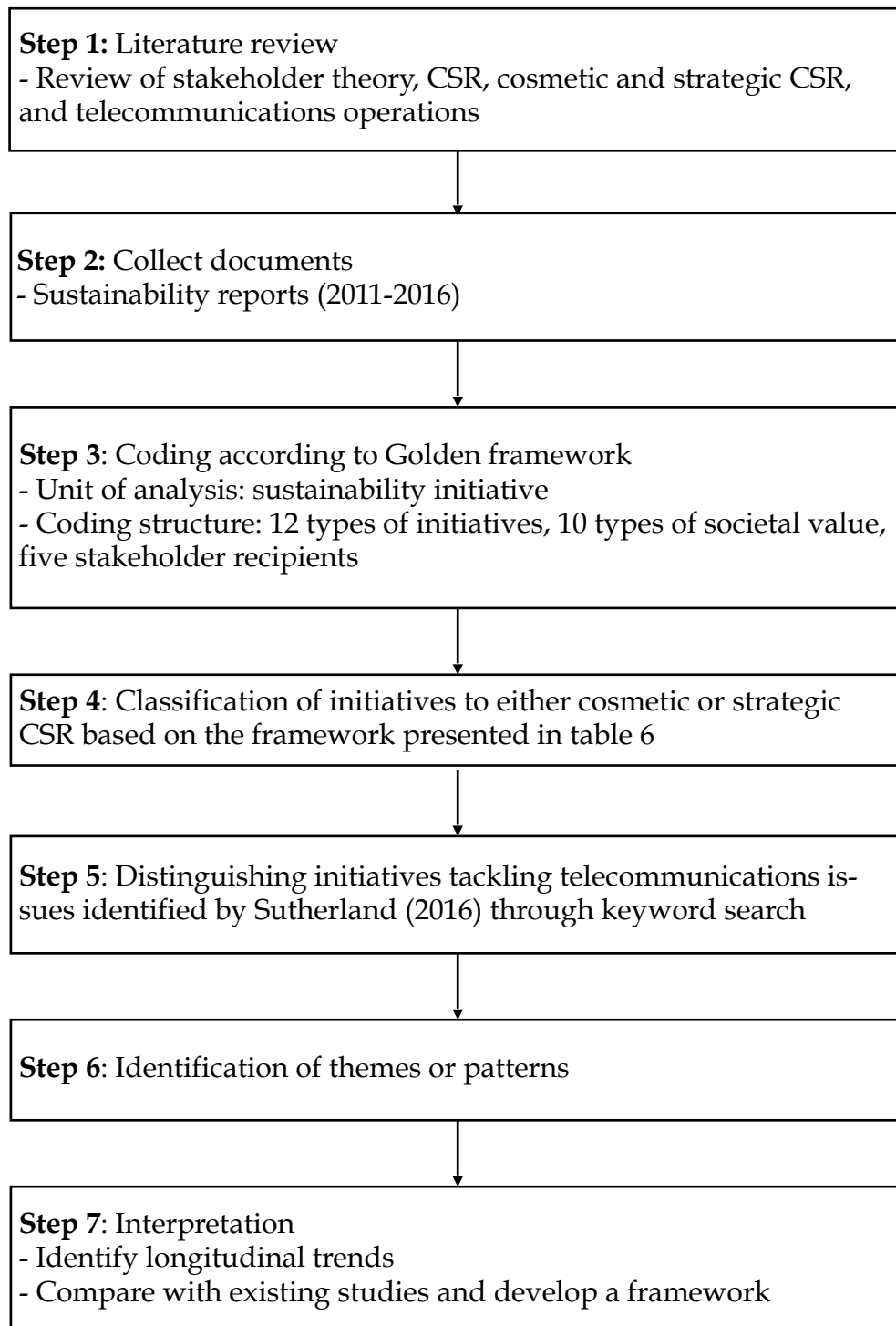


FIGURE 4 Main steps in data collection and analysis

### 3.2. Data collection

In selecting the company to be studied, the researcher used purposeful sampling. Purposeful sampling can be understood as a technique used in qualita-



tive research to identify and select information-rich cases that can offer insights into the issue under study (Mathison, 2005). This means that the organisation has been selected because it “can purposefully inform an understanding of the research problem and central phenomenon in the study” (Creswell, 2012, p. 156). There are three decisions that need to be made in following the purposeful sampling approach. These are (1) the participants in the sample, (2) types of sampling, and (3) sample size. With regards to the participants, large corporations headquartered in the Philippines were chosen since the phenomenon being studied is said to be experienced by them (Rimando, 2012). For the type of sampling, criterion sampling strategy was selected. The purpose of this strategy is to identify all cases that meet certain criteria and assure the quality of the sample (Miles & Huberman, 1994, p. 28). The list of criteria applied are found in Table 6.

TABLE 6 Criteria for selecting participants in the sample

|                        |   |
|------------------------|---|
| Location:              | Philippine-based  |
| Size:                  | Large (as identified by GRI)  |
| Nature of business:    | Not directly related to sustainability (i.e. sustainable technologies, renewable energy)                    |
| Sustainability report: | Follows GRI standards;<br>With external assurance<br>Published annually for at least five consecutive years |

As of end-2017, five companies matched the specified criteria. Three of them belong to the real estate sector while the others are in telecommunications and water utilities. From this pool, the researcher found an extreme or deviant case in the company from the telecommunications industry. This means that the company manifested the phenomenon under study in a highly unusual way (Miles & Huberman, 1994, p. 28). The company, Globe Telecommunication, Inc. (Globe), was mentioned to have adopted a strategic CSR principle in an academic article alongside other global companies Philips Electronics and Whole Foods (cf. Heslin & Ochoa, 2008). Thus, the researcher ultimately chose Globe as the focal company. The researcher also had previous experience in analysing documents from companies in the same industry as Globe which makes it a convenient sample. Sample size was then limited to only one and was found ideal in generating in-depth understanding of the company and the phenomena under study (Mathison, 2005). Likewise, a single case study approach is found to be appropriate because of its unique nature (Saunders, M., Lewis, P. & Thornhill, A., 2012)

A sustainability report is a type of secondary data that contains both quantitative and qualitative data. Its contents have been subject to some type of selection and/or summarising prior to compilation (Saunders, M., Lewis, P. & Thornhill, A., 2012). In particular, this document contains the economic, envi-

ronmental and social impacts of the day-to-day activities of the reporting company or organisation (GRI, n.d.). In this research, the researcher make use of the information from the environmental and social sections which should contain the sustainability-related programs and activities done for the year. Thus, data collection via the analysis of this document should contain answers to the research questions. Certain advantages of applying this procedure include (1) researchers can access the material at any convenient time, (2) participants allotted time and attention in compiling the data and are therefore well thought of, and (3) the researcher saves time and expense (e.g. from transcribing). However, a number of limitations also exist in analysing this document alone. These are (1) people are not equally articulate and perceptive, (2) materials may be incomplete, authentic, or accurate, and (3) information may be located in places that are difficult to find (Creswell, 2009, p. 180).

To partially address the issue on authenticity and accuracy, sustainability reports were required to have followed GRI standards and were verified by an external auditor. By following the GRI standards, a sustainability report is expected to have a comprehensive coverage of all, or at least the material, sustainability initiatives carried out within the year. A sustainability initiative is the unit of analysis for this research. Thus, data collection through the analysis of the company's sustainability reports alone should be sufficient for this study. With regards to accessibility, the Global Reporting Initiative (GRI) has a database for all accredited sustainability reports published worldwide wherein they can also be downloaded. Through the database, it was found that the focal company began issuing Sustainability Reports since 2009. However, the first two reports are now unavailable for download leading the researcher to use the 2011 report as the starting point. All sustainability reports in the succeeding years until 2016 were also downloaded and were utilised in this study to better understand the trend in their CSR activities. The relevant sections of the report are (1) product offerings, (2) stakeholder engagement, (3) strategy, (4) health & safety, (5) environment, (6) human resources, and (7) sustainability.

### 3.3. Data analysis

Content analysis aims to show the meaning of messages by systematically assigning the contents into established, detailed categories, and afterwards, quantifying and interpreting the results (Payne & Payne, 2004, p.51). Quantitative content analysis and qualitative content analysis are similar in many aspects such as that they both involve the systematic description of data by means of coding (Groeben & Rustemeyer, 1994). One feature which sets the two apart is that quantitative content analysis is usually aimed at testing hypothesis, thus, resulting to a coding frame which has been utilised on a material which differs from the one used in the main study. Meanwhile, qualitative content analysis is focused more on providing a detailed description of the material under study.

Thus, it utilises a coding frame which has been designed and tested on the material similar to the one under study (Schreier, 2014, p. 173). In this sense, qualitative content analysis was applied to this research given that the focus of the method is fitting to the study. Frequencies from the qualitative content analysis were identified also determine a theme or pattern (Miles & Huberman, 1994, pp. 253-254) that may have occurred during the period under study. This was also done to allow the researcher to formulate research-specific concepts that were linked into a conceptual framework developed and refined throughout the study.

The first step in content analysis involves the process of coding. In this process, texts or visual data are aggregated “into small categories of information, seeking evidence for the code from different databases being used in a study, and then assigning a label to the code” (Creswell, 2012, p. 184). Coding can be done with text and/or interaction process analysis. In this research, coding is limited to text analysis and allows the researcher to not be under time pressure in making coding decisions as opposed to process analysis (Druckman, 2011, p.257). The codes are based mostly on the coding frame developed by the Global Organizational Learning and Development Network for Sustainability (GOLDEN for short) –GOLDEN’s Observatory Codebook (2016) version 2.3 – as well as on the research questions and the key variables that the researcher brings to the study (Miles & Huberman, 1994). Some modifications were made to the coding structure and are discussed in Chapter 3.3.1.

### 3.3.1. Phase 1: Modified GOLDEN framework for coding

Among the 9 items or categories, only the 4 categories highlighted in green in figure 2 were used for this study. These categories are: (1) type of initiative, (2) societal value/issue, (3) stakeholder recipient, and (4) stakeholder vehicle. Coding these categories allowed the researcher to get an overview of the initiatives in a systematic manner. Likewise, the output of this coding process allowed the researcher to easily perform the identification of initiatives that are strategic and tackle telecommunications-specific issues. The simplified steps or structure of the coding activity is presented in figure 5.

In coding the type of initiative, there were cases wherein one activity pertains to more than one type of initiative. In this case, the analyst only coded it once under the type where it is most relevant. Below is an example of an initiative from the 2013 Annual Report which can be coded to more than 1 type of initiative:

“To boost conservation efforts for the Taal Volcano Protected Landscape (TVPL), Globe Bridging Communities partnered with non-profit organization Pusod, Inc. Together, they launched the E-governance project under Globe Bridging Communities’ environmental conservation advocacy pillar, iConserve. The E-governance

project sought to raise awareness on the TVPL and to maintain the water quality by empowering stakeholders to take an active part in its protection. Globe Bridging Communities powered Pusod's communications through internet and text facilities, as well as a radio show, enabling the organization to disseminate and receive information from stakeholders more easily and quickly." (Globe, 2014, p. 71)

This initiative can be coded as *Association* given that Globe has partnered with Pusod, Inc. Likewise, it can also be coded as *Communication* since the project aims to raise awareness as well as acquire information from stakeholders. The researcher opted to code the said initiative as *Communication* since it is the primary activity performed. The collaboration with Pusod, Inc. was only the means into carrying out the said primary activity.

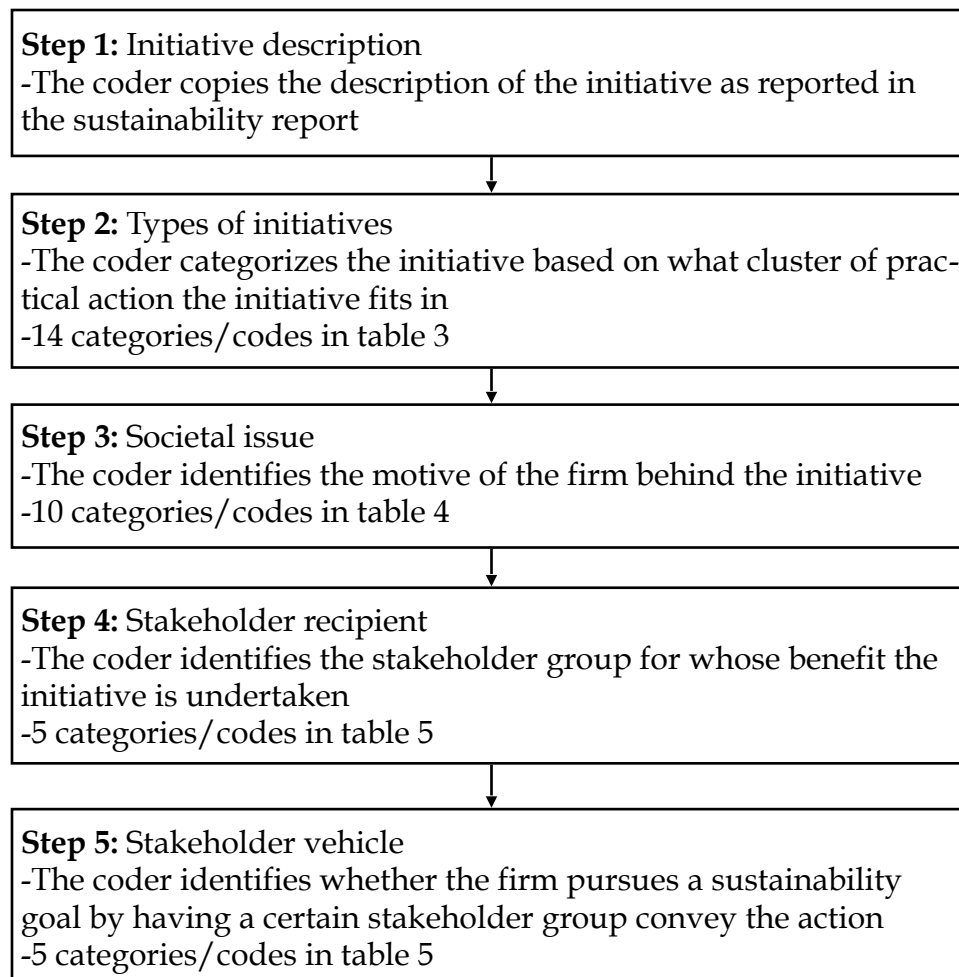


FIGURE 5 Steps in the modified GOLDEN framework for coding

### 3.3.2. Phase 2: Strategic and cosmetic initiatives

In formulating the criteria for strategic CSR initiatives, the author reviewed the key definitions of strategic CSR from some of the existing litera-

ture. Some definitions were difficult to measure and cannot be applied based solely on data from sustainability reports. Thus, the researcher opted to use Heslin and Ochoa's (2008) principles of strategic CSR as well as the similar definition of Zollo (2008) and Ooi et al. (2017) as criteria for strategic CSR. In order to easily identify the Strategic CSR initiatives from the GOLDEN coding database, each criterion was assigned a combination of codes that best describes it (see table 6). Initiatives which match any one of these combinations were then considered as Strategic CSR.

TABLE 6 Codes used to identify strategic CSR

| Definition |   | Pertains to                                    |   |  |                     |
|------------|---|--|---|--|---------------------|
|            |   | Type of Initiative                             | Societal Issue                              | Stakeholder Recipient                    | Stakeholder Vehicle |
| 1          | Initiatives are integrated into the company's routine operations (Zollo, 2008; Ooi et al.,2017)                     | Modification of Procedures/ Asset modification |   |  |                     |
| 2          | Follows at least one of the following principles (Heslin & Ochoa, 2008, p.131):<br>- <i>Cultivate needed talent</i> | Training / Incentives                          | Self-realisation / Education                | Employees/ Local Communities and Society |                     |
| 3          | - <i>Develop new markets</i>  | New Products                                   |   |  |                     |
| 4          | - <i>Protect labour welfare</i>   |  | Self-ownership / Health / Economic security | Employees / Suppliers                    |                     |
| 5          | - <i>Reduce environmental footprint</i>   |  | Environment                                 |  |                     |
| 6          | - <i>Profit from by-products</i>  | Modification of Procedures                     |   |  |                     |
| 7          | - <i>Involve customers</i>  |  |   |  | Customers           |
| 8          | - <i>Greening of supply chain</i>   |  | Environment                                 |  | Suppliers           |

For the first strategic CSR definition *Initiatives are integrated into the company's routine operations* (Zollo, 2008; Ooi et al.,2017), all initiatives that have been coded as *Modification of Procedures* or *Asset Modification* were considered. This is because these codes pertain to changes in the normal process and procedures followed by the firm to carry out certain activities (in the case of *Modification of Procedures*) and changes on the assets owned and used by the firm for production, commercial, and/or distribution purposes (in the case of *Asset Modification*). The cells for societal issue, stakeholder recipient and stakeholder vehicle

were left blank and shaded in grey since the first definition does not pertain to any particular code for these categories. All initiatives coded as *Modification of Procedures* or *Asset Modification* were then automatically coded as Strategic.

The second until the eighth definitions pertain to the principles laid out by Heslin and Ochoa (2008). Initiatives which follow at least one of these principles are then coded as Strategic. “Cultivate needed talent” pertains to initiatives which will help the focal company build its capacity to attract and retain a motivated, skilled workforce. Thus, initiatives coded as *Training* (teaching activities to enhance knowledge, competencies, and skills) or *Incentives* (delegating of benefits, rewards, or privileges to a certain stakeholder) were considered. However, not all training and incentives types of initiatives are meant to cultivate needed talent. Therefore, the societal value need to be coded as *Self-realisation* or *Education* and further, have employees or local communities who may be potential employees as the Stakeholder recipient.

“Develop new markets” pertains to initiatives which makes use of opportunities for business growth, whether it’s with emerging markets or previously neglected markets. Since the code *New Products* refer to activities which make new products or services available to the market, all initiatives with this code are further coded as Strategic CSR.

The principle “Protect labor welfare” pertains to activities which aim to safeguard the well-being and livelihood of their workforce. Thus, this principle looks more into the societal value provided by the initiatives, particularly those coded with *Self-ownership* (aims to prevent abuses to self-ownership e.g. slavery, forced labor, torture) or *Health* (aims to improve health and physical wellness or avoid threats to health) or *Economic Security* (aims to provide individuals and families stable expected cash flows). Initiatives with one of these codes were considered but were only counted as Strategic CSR if the code under Stakeholder recipient is either *Employees* or *Suppliers* given that the principle is specific to the labor force.

“Reduce environmental footprint” covers all initiatives aimed at preserving the environment and minimising their footprint on the ecological environment. Accordingly, all initiatives with *Environment* as the code for Societal Value are further coded as strategic CSR. This also covers all initiatives that fulfil the principle “Greening of Supply Chain” as the code applicable for Societal Value is *Environment*. It only differs with “Reduce environmental footprint” in a sense that “Greening the Supply Chain” uses *Suppliers* as the stakeholder vehicle or intermediaries in conveying the benefit. Worth noting, all initiatives with *Environment* as its Societal Value, by rule, have *Local Communities and Society* as the Stakeholder Recipient since everyone benefits from a healthier ecological environment.

“Profit from by-products” pertains to activities where the focal company develops a form of reuse process to benefit in the productive use of its by-products. By-products are not considered as the main and steady source of income of the company and, thus, cannot be considered as launch of *New Product*. Instead, the most fitting code for initiatives of this type is *Modification of Procedures*.

The principle “Involve customers” refer to any type of sustainability initiatives where the participation of customers are required or encouraged. This allows the company to gain more loyalty from their customers by providing them with opportunities to make a positive difference. All initiatives which has the code *Customers* under “Stakeholder vehicle” follow this principle and thus, have been coded as Strategic CSR.

TABLE 7 Examples of strategic and cosmetic initiatives and coding

| Initiative description  | Type of Initiative         | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle | Strategic/cosmetic                   |
|---|----------------------------|---------------------|-------------------------------|---------------------|--------------------------------------|
| <i>Reduce carbon emission thru ride sharing - Globe Ikot - Environment-friendly scheme as sharing journeys reduce carbon emissions; 84% or 122 metric tons reduction of CO2 emissions</i>   | Modification of Procedures | Environment         | Local Communities and Society | Employees           | <b>Strategic</b> (Definitions 1 & 5) |
| <i>In addition, Globe has partnered with St. Luke's Medical Center-BGC in order to bring various health lectures and seminars on relevant health topics like heart disease prevention, anti-obesity, diabetes, family planning, hepatitis, drug abuse, and more.</i>                          | Training                   | Health              | Employees                     | Nothing             | <b>Strategic</b> (Definition 4)      |
| <i>i-Volunteer, an online volunteer-matching facility, was also launched in December 2012 to pave the way for building a culture of engaged and active volunteerism. The website highlights opportunities for employees seeking volunteer activities outside of Globe-initiated programs.</i> | Volunteerism               | Wealth distribution | Local Communities and Society | Employees           | <b>Cosmetic</b>                      |
| <i>Aside from school buildings, Globe built 40 houses each in New Washington and in Libacao featuring GK's new design. Shelter kits were also distributed with Libacao receiving 600 kits, and Madalag receiving 940 kits.</i>  | Donation                   | Wealth distribution | Local Communities and Society | Nothing             | <b>Cosmetic</b>                      |

All initiatives which do not match the criteria set forth in table 6 are automatically labeled as Cosmetic (cf. [Porter & Kramer, 2006](#)) as they are seen to have only been reported in the sustainability report to improve the reputation and image of the company. Examples of sustainability initiatives of the focal company that have been analysed using the GOLDEN framework are provided

in table 7 to better understand how initiatives are coded as Strategic or Cosmetic. Codes that are highlighted in green represent the codes that match the criteria for Strategic CSR. Meanwhile, those highlighted in red are ones which do not fit any criteria.

### 3.3.3. Phase 3: Initiatives tackling telecommunications-specific issues

The output of the GOLDEN framework coding was also used to easily identify the initiatives tackling sustainability issues relevant to telecommunications operations identified by Sutherland (2016). Relevance to the telecommunications-specific issue was first identified using keyword search in the initiative descriptions. The keywords used are shown in table 8. After filtering the initiatives based on keywords, the researcher identified the relevant initiatives based on their description. Selected initiatives tackling the same telecommunications issue were grouped and further clustered based on the type of action performed. Attached in the appendix of this thesis are the results presented in a flowchart manner starting from the telecommunications issue followed by the different types of initiatives which tackled the issue. This was then connected to the initiative descriptions. These results can serve as a guide or reference to other telecommunications companies searching for initiative ideas based on the sustainability issue and type of action they want to take.

TABLE 8 Keywords used to identify initiatives tackling telecommunications issues

|    | Issues  | Keywords                                 |
|----|---|--|
| 1  | Electromagnetic fields from base stations and handsets  | electromagnetic                          |
| 2  | Carbon dioxide (CO <sub>2</sub> ) emissions related to network operations, offices and shops, vehicles and business travel; | carbon, CO <sub>2</sub> , emissions      |
| 3  | Chlorofluorocarbons from air conditioning and refrigeration   | chlorofluorocarbon, CFC, aircon, cooling |
| 4  | Perfluorocarbons from fire suppression systems  | perfluorocarbon, fire                    |
| 5  | Solvents from installation processes  | solvent                                  |
| 6  | Lead and beryllium oxide from components  | lead, beryllium                          |
| 7  | Noise from base station generators  | noise, generators, genset                |
| 8  | Visual and aesthetic effects of masts and base stations   | masts, stations                          |
| 9  | Waste phones, network and office equipment  | phones, devices, equipment               |
| 10 | Waste recharge vouchers   | voucher, recharge                        |
| 11 | Water used for sanitation and irrigation of grounds   | water                                    |



TABLE 8 Keywords used to identify initiatives tackling telecommunications issues

| <b>Issues</b> |                              | <b>Keywords</b>  |
|---------------|------------------------------|--|
| 12            | Procurement of raw materials | supply/ies, raw materials (also considered initiatives with Suppliers as stakeholder recipient or vehicle) |
| 13            | Corruption                   | corruption   |
| 14            | Customer data privacy        | privacy  |

## 4. RESEARCH FINDINGS

### 4.1. General information

Prior to presenting the results, certain relevant information need to be discussed. This includes the mission and vision statements of the company from 2011 to 2016 as found in their annual reports. Likewise mentioned here are the relevant events that took place in the Philippines from 2011 to 2016 which may have influenced the initiatives carried out by Globe.

#### 4.1.1. Mission and vision statements of Globe

A vision statement is a tangible proclamation of the future state projection desired by the organisation while a mission statement reflects the reason of existence of the organisation (Tanković, 2013). An organisation may use these mission and vision statements as proof of its clear commitments to CSR (Lantos, 2001). These statements are then used in the analysis to reveal any relation it has with the company's CSR activities.

TABLE 9 Vision statements of Globe

|            |   |
|------------|---|
| 2011-2012: | "Happiest customers and employees." (Globe, 2012, p.12; Globe, 2013, p.20)  |
| 2013-2015: | "Happiest customers, employees and shareholders." (Globe, 2014, p.15; Globe, 2015, p.3; Globe, 2016, p.2)                   |
| 2016:      | "We see a Philippines where families' dreams come true, businesses flourish, and the nation is admired." (Globe, 2017, p.5) |

TABLE 10 Mission statements of Globe

|            |   |
|------------|---|
| 2011-2012: | “Transform the lives of people, businesses and communities through innovative solutions.” (Globe, 2012, p.12; Globe, 2013, p.20)          |
| 2013-2015: | “We create a wonderful world for people, businesses and the nation.” (Globe, 2014, p.15; Globe, 2015, p.3; Globe, 2016, p.2)              |
| 2016:      | “We create wonderful experiences for people to have choices, overcome challenges, and discover new ways to enjoy life. (Globe, 2017, p.5) |

In the vision statements, Globe expanded its scope from satisfying customers and employees to also include shareholders in 2013 and further included the whole country in 2016. Meanwhile, the development of the mission statements began with a specific purpose of providing “innovative solutions” in 2011 to 2012. It transitioned to a more generalised purpose of creating “a wonderful world” and changed its target from “people, businesses and communities” in 2011 and 2012 to “people, businesses and the nation” in 2013. Come 2016, the company’s mission became more detailed than that of the previous year particularly with the addition of certain societal issues that they wish to address. These changes in the statements may be somewhat affected by the events which occurred during the preceding period, particularly the natural disasters that hit the country.

#### 4.1.2. Natural disasters in the Philippines

In the [WorldRiskReport 2016](#) published by the Bündnis Entwicklung Hilft (Alliance Development Works) and United Nations University Institute for Environment and Human Security (UNU-EHS), the Philippines was ranked third in two categories: (1) most exposed to natural hazards and (2) at risk of disasters. Natural hazards include earthquakes, storms, floods, droughts, and sea-level rise. The most common of which in the Philippines are storms and floods. Some of the more memorable disaster occurrences were Typhoon Ketsana (local name *Ondoy*) in September 2009, Typhoon Parma (local name *Pepeng*) in late September to early October 2009, Typhoon Bopha (local name *Pablo*) in 2012, and Typhoon Haiyan (local name *Yolanda*) in 2013. The damages caused by each of these typhoons were estimated to be no less than 160 million EUR. The most costly of which was from Typhoon Haiyan with an estimated 1.3 billion EUR worth of damages and recorded at least 16 million affected individuals ([National Disaster Risk Reduction and Management Council, 2014](#)).

Due to the severity and common occurrence of these natural calamities, the government tapped the private sector to provide more support for its reconstruction programs. Globe is one of the many companies which offered their resources to the government. Likewise, the company provided self-initiated support to the victims and have disclosed these accordingly.

## 4.2. Findings

This chapter is divided based on the three main frameworks used to analyse data. First are the results of the content analysis with the use of Golden coding framework. Results are presented in stacked column charts to better illustrate the longitudinal trends in the types of initiative that were carried out and the societal issues tackled in the period 2011 to 2016. This is followed by the results of the differentiation of cosmetic and strategic initiatives. In illustrating the strategic and cosmetic CSR initiatives performance, a column chart is used to better compare the two codes against each other and over time. Afterwards, initiatives for telecommunications are presented and summarised in table form.

### 4.2.1. Results of the GOLDEN coding

On average, the company carried out 98 initiatives per year from 2011 to 2016. A growth has been observed in terms of total number of initiatives performed starting with only 59 initiatives in 2011 and almost doubled at 117 initiatives in 2016. These initiatives are described below based mainly on the activity type, tackled societal issues, and stakeholder recipients.

#### *Types of initiatives performed*

In 2011, the company underwent changes in its operations evidenced by the high number of initiatives coded as *Asset Modification* and *Modification of Procedures* (see figure 6). Examples of these Asset Modification initiatives are:

- 1) Replaced desktop computers with laptops which consume less power and do not need an Uninterruptible Power Supply (UPS) system;
- 2) Operated network equipment on natural cooling methods allowing at least 30% worth of fuel savings;
- 3) Adopted solar/wind power for selected sites; and
- 4) Replaced fluorescent lights to LED lamps allowing savings in power consumption

Some of the initiatives involving a modification in the company's procedures include:

- 1) Turned off lights in the offices during lunch break and 6:30pm onwards;
- 2) Recommended the use of teleconference to avoid business air travels;
- 3) Implemented a recycling program in partnership with a governmental office.

The codes *Donation & Funding* and *Training* both tied in third place in 2011 and experienced a sharp increase in the following year. *Training* became the main CSR activity of the company in 2012. Some examples of this type of initiative are:

- 1) Launched the Globe Labs program where regular trainings are conducted to introduce new technologies and platforms to developers and anyone interested, including those with no background on IT/computer software;
- 2) Conducted acquisition and financial literacy caravans to the residents of marginalised communities and organisations;
- 3) Relevant employees were provided a safe driving and fuel economy trainings/awareness program.

Worth mentioning, through the Globe Labs program, at least three different training events/programs were conducted for the year. *Modification of Procedures* initiatives remained as the second highest in 2012 and was followed by *Donation and Funding*. Some organisations/programs that were supported by the company during this year included Philippine Eagle Foundation, Pusod, Inc., Cordillera Conservation Trust, Taal Volcano Protective Landscape program, Code Blue artificial reef project Shark Shelter marine conservation program, and Carood Watershed conservation program.

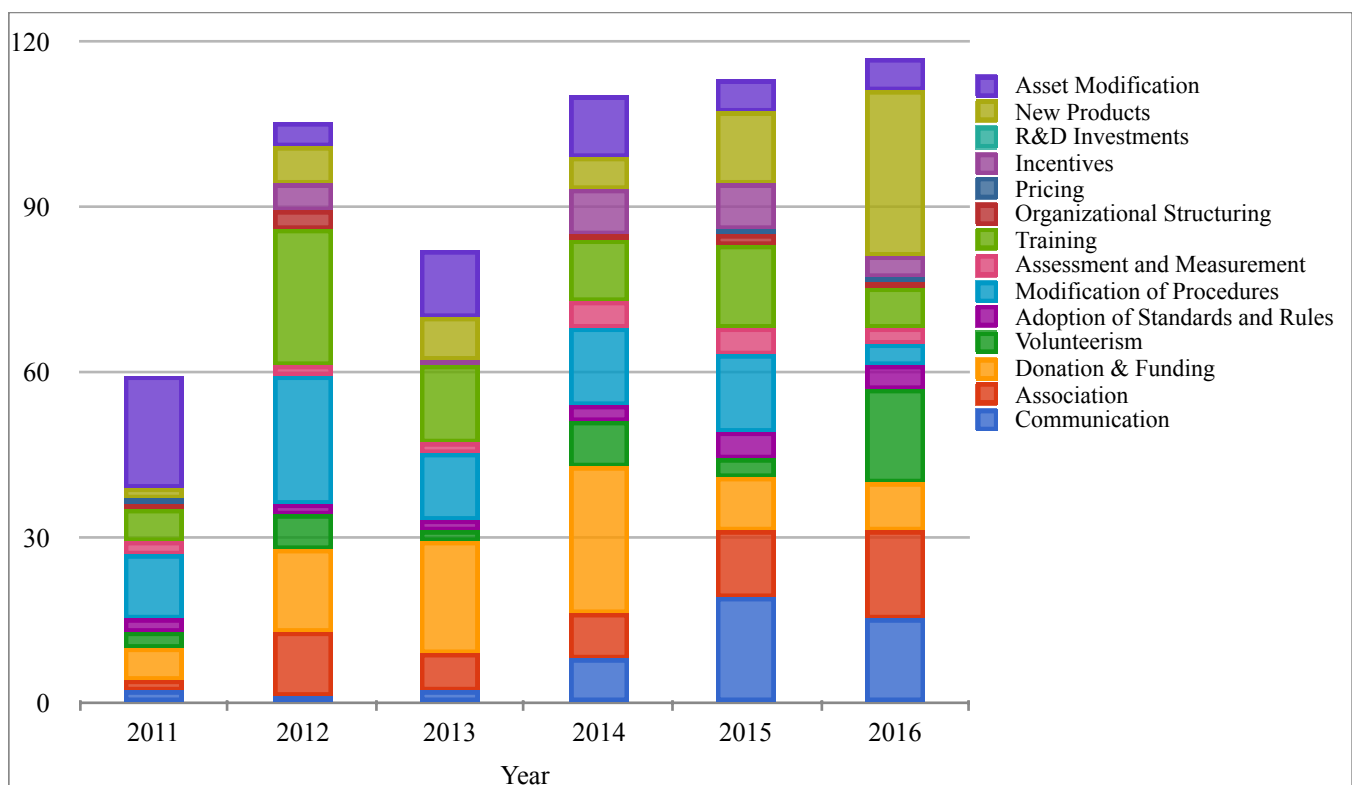


FIGURE 6 Types of CSR initiatives carried out by Globe from 2011-2016

The company continued to carry out more *Donation and Funding* activities in 2013 and 2014. This was driven by the devastating effects of the Typhoon Haiyan (local name *Yolanda*) in 2013 although a good amount of donations were also made to organisations and programs not related to the Typhoon. Some products and services donated by Globe to the affected areas include prepaid load, mobile phones, sim cards, *Libreng Tawag* (free call) stations, *Libreng* (free)

Charging stations, and *Libreng* (free) Internet stations. Noteworthy, another *Donation and Funding* initiative from the 2014 Report may have triggered the transition in the company's mission statement as it was worded as follows:

“We created wonderful experiences for children in typhoonstricken provinces on mobile vans called Classroom on the Go. These are Globe Store caravans that were turned into mobile learning centers for students while their schools were being rebuilt. The vans are equipped with educational materials that would help students get back on track with their studies and encourage them to stay in school. To augment the severe classroom shortage, we deployed 70 tent classrooms in these areas.” (Globe, 2015, p. 96)

As the country recovered from the effects of Typhoon Haiyan, Globe's *Donation and Funding* initiatives minimised while *Communication* and *Training* became more frequent in 2015. Communication initiatives was the highest for the year with examples of which include:

- 1) Communicated public advisory on expected service downtimes through SMS or self-service channels;
- 2) Held the *Attorney At Iba Pa* event to provide legal services in the form of legal consultation, promotion of various regulatory and government services, and plenary discussions to Globe employees
- 3) Reminded employees to fill out gift disclosure forms
- 4) Disclosed related party transactions to the public by making it accessible on the company website and other applicable media channels

Meanwhile, most of the activities in 2016 were focused on the expansion of the company's product and service portfolio. Examples of the initiatives involving the launch of new products or making available new product features are directly quoted as follows:

- 1) “With Shopify, Filipino entrepreneurs can start their own business in less than 5 minutes – their gateway to building and managing their own online store. Globe myBusiness has also developed an online bazaar called Digimall powered by Shopify that showcases products from local businesses over the web. A weekend “bazaarista” can now sell to anyone with an internet connection, nationwide, or around the globe, at any time or day.” (Globe, 2017, p. 32)
- 2) “There are over 400 million people in Southeast Asia who remain unbanked and underserved. Through Mynt, a wholly-owned financial services company of Globe, these sectors in the Philippines can now partake of economic growth without going through for-

mal banking channels. Mynt has so far over three million customers doing P4 billion transaction value per month serviced through a network of more than 12,000 partner outlets.” (Globe, 2017, p. 55)

- 3) “Through GCash, Filipino taxpayers can also pay their annual income tax with greater ease. Globe teamed up with the Bureau of Internal Revenue (BIR) and the United States Agency for International Development (USAID) in developing the mobile payment system – a significant milestone for the government’s tax collection effort. (Globe, 2017, p. 56)

Collaboration efforts with other organisations (coded as *Association*) and volunteerism initiatives were also frequent in 2016. Examples of *Association* initiatives for this year include:

- 1) Supported the Department of Trade and Industry in their event National Summit on Startups and Innovation;
- 2) Collaborated with HOOQ, a video-on-demand service, to produce a six-episode story revolving around a hard-hitting topic in Philippine society;
- 3) Jointly entered into a memorandum of agreement with Hineleban Foundation for a five-year reforestation program; and
- 4) Signed the Memorandum of Understanding with UNICEF Philippines and Ateneo Human Rights Center to protect children against online exploitation.

Meanwhile, the volunteerism initiatives were activities organised by Globe to be participated by their employees, contact centre agents, business partners, and customers, among others. Examples include the rebuilding of houses devastated by natural disasters, classroom painting and repair, coastal cleanup, and participating in arts and crafts sessions, storytelling, sports, and other games for the youth. Aside from extending help by providing their time, energy, and talent, these participants also donated their money and various personal items.

Worth noting, throughout the 6-year period, no initiatives were found to be under the *Research and Development (R&D) Investments* type despite the sudden increase in *New Products* observed in 2016. Other types of initiatives that remained low throughout the study period are *Organisational Structuring* and *Pricing*.

*Societal issues tackled and stakeholder recipients*

As per the GOLDEN Codebook (2016), there is a strict correlation between the societal values and stakeholder recipient and should therefore, be understood together. The findings on both categories are then presented hand-in-hand. There are 10 possible codes for Societal Issue that have already been determined by the Golden framework for coding. These codes and their corresponding descriptions can be found in table 3. Meanwhile, the different stakeholder groups that may be coded under Stakeholder Recipient or Stakeholder Vehicle are listed and described in table 4.

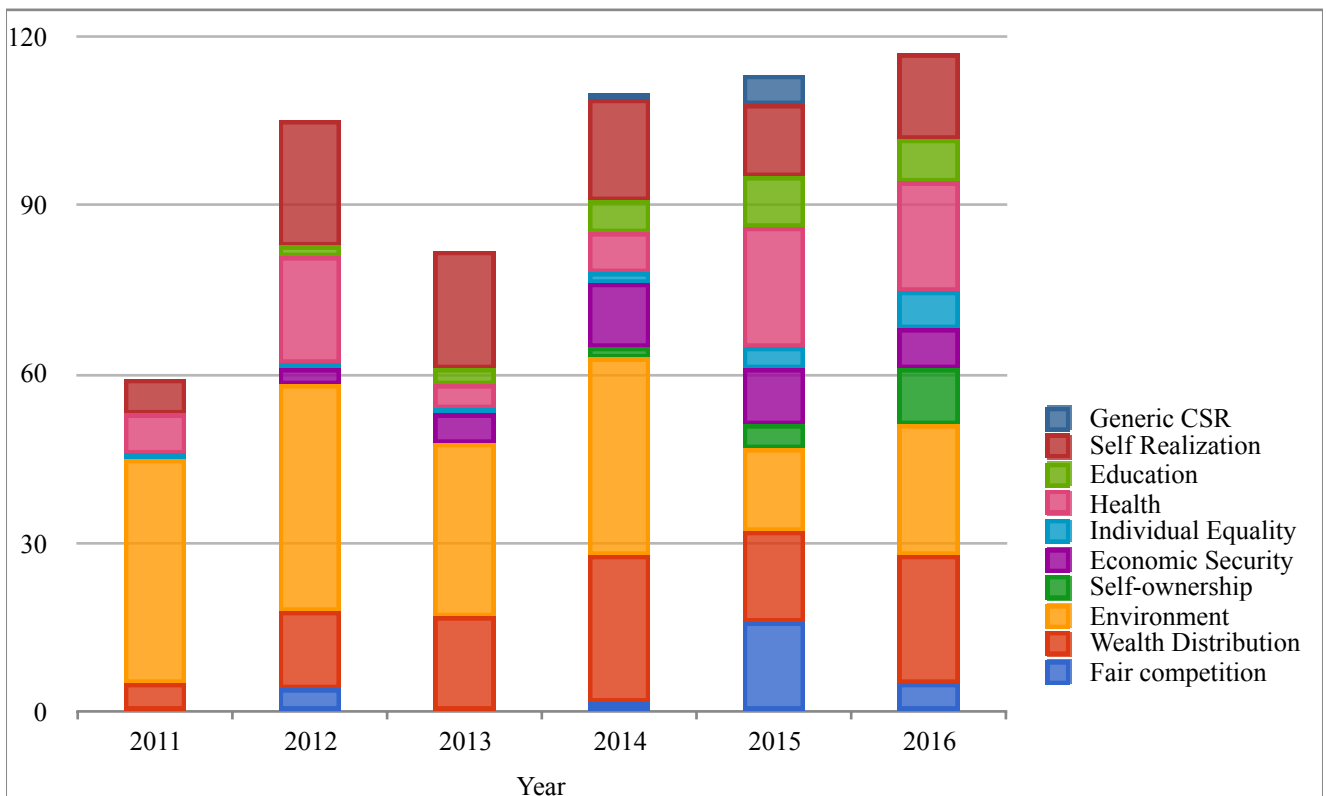


FIGURE 7 Societal issues tackled by the initiatives of Globe from 2011-2016

Since 2011, the focal company showed a strong commitment towards addressing environmental concerns. All initiatives related to the environment are automatically considered as benefiting *Local Communities and Society* due to the “transboundary” nature of environmental issues. In terms of percentage share, initiatives tackling environmental issues was highest in 2011 versus other years with 67% share of the total. In other years, the share remained below 50%. Most of these initiatives were basically the modification of the company’s assets or procedures previously discussed in the previous section (4.2.1. Type of initiative). Other issues tackled by the company in 2011 include *Health*, *Self Realisation*, *Wealth Distribution*, and *Individual Equality*. In 2012, the company also conducted a good amount of initiatives aiming to improve *Health* and *Self-realisation* on top of *Environment*. Relevant to their vision statement on the same year,



*Employees* were the main recipient of the *Health* and *Self-realisation* initiatives although *Local Communities and Society* also had some share. Other societal values contributed by the initiatives for this year are *Wealth Distribution*, *Fair Competition*, *Economic Security*, *Education*, and *Individual Equality*. With the exception of *Fair Competition*, *Self-ownership*, and *Generic CSR*, all other societal issues were tackled by the company in 2013. For this year, *Self-realisation* targeted to *Employees* and *Local Communities and Society* was the second highest societal value but has been surpassed by *Wealth Distribution* in 2014. This was partly driven by donations made to the affected families of the Typhoon Haiyan in 2013 previously discussed. Health, or more particularly avoiding harm, became the main focus of the company in 2015 as it adopted various programs and measures to make *Employees*, *Customers*, and *Local Communities and Society* (via government agencies) be more prepared in times of disasters. Some examples are regular safety drills and trainings, “transmittal of free mobile alerts via SMS, first implemented when Typhoon Koppu struck Luzon in October”, and “Ayala ASSIST – the Ayala Group’s emergency management mobile app”, among others. In 2016, *Wealth distribution* was the main societal value contributed by the new product/product features offered by the company.

Certainly, the focal company has tried to tackle a wide variety of societal issues especially from 2014 to 2016 where all societal issues (excluding *Generic CSR*) were tackled by the company with at least 2 initiatives per year. The initiatives were mostly targeted to the *Local Communities and Society* throughout the years. Meanwhile, *Shareholders* and *Suppliers* appeared to have the least number of initiatives that were intended for them. It is worth noting that the few initiatives that were specific to suppliers only mentioned those where they procure items that are not related to the main operations such as coffee beans, planners, and eco-bags. Initiatives for suppliers of their telecommunication equipment and infrastructure were not found. With regards to the *Shareholders*, it can be implied that most, if not all, profit-maximising or cost-minimising initiatives of the company are beneficial to them.

#### **4.2.2. Strategic and cosmetic initiative performance**

Using the criteria for Strategic CSR as described in table 6, the researcher found that all throughout the period under study, Globe has always performed more strategic initiatives than cosmetic initiatives as illustrated in figure 8. It can also be observed that, overall, there is an uptrend in Strategic CSR initiatives performed throughout the study period. Worth noting, a few initiatives were manually coded as Strategic CSR in every year. This was because these initiatives fit certain definitions/principles of strategic CSR but had a combination of codes which are different from the prescribed criteria in table 6.

In terms of performance, 2015 showed the highest number of Strategic CSR carried out and at the same time, the lowest number of Cosmetic CSR. During this year, as well, figures 6 and 7 showed that there is no one dominant type of initiative nor societal issue that the company focused on. Instead the initiatives were varied in types and societal value but still produced a relatively

high number of Strategic CSR than Cosmetic CSR. The growth in Cosmetic CSR initiatives throughout the study period have been sporadic with 2016 having the highest at 20, and closely followed by 2012 with 19. These Cosmetic CSR initiatives mostly came in the form of *Donation and Funding, Association, and Volunteerism* and tackled issues on *Wealth Distribution, Self Realisation, Individual Equality, and Health*, among others. Perhaps, carrying out Cosmetic CSR initiatives is inevitable for companies based in a developing country as there are plenty of social issues present in general. Likewise, adopting cosmetic or philanthropic CSR may provide a sociopolitical legitimacy for the firm (Wang and Qian, 2011). Globe's Cosmetic CSR Initiatives were mostly activities and programs for the victims of typhoon as discussed in the previous section, as well as the less fortunate.

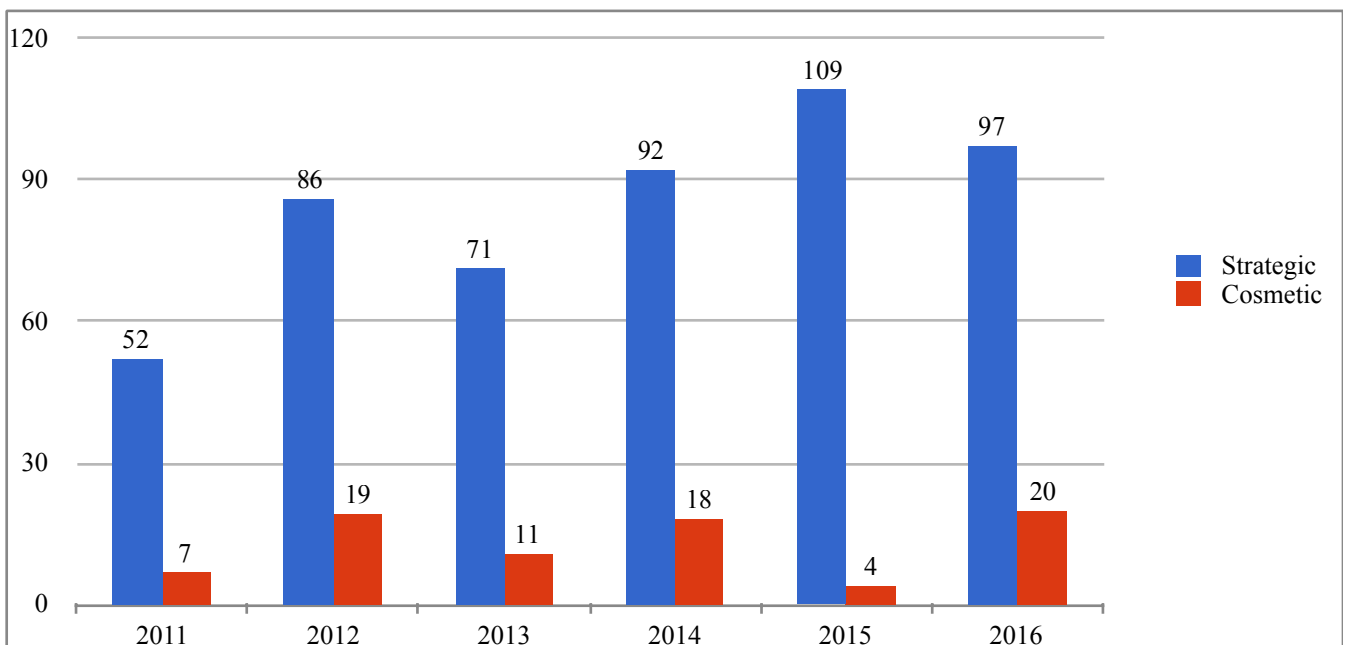


FIGURE 8 Trend in frequencies of Strategic and Cosmetic CSR initiatives of Globe from 2011-2016

#### 4.2.3. Initiatives for issues in the telecom industry

Among the wide array of issues tackled by Globe, the researcher pays specific focus on the environmental and social issues particular to the telecommunications industry as identified by Sutherland (2016) and can be seen in table 1. Of the 11 environmental issues mentioned by Sutherland (2016), Globe was able to tackle seven. These are (1) "carbon dioxide (CO<sub>2</sub>) emissions related to network operations, offices and shops, vehicles and business travel", (2) "chlorofluorocarbons from air conditioning and refrigeration", (3) "lead and beryllium oxide from components", (4) "noise from base station generators", (5) "waste phones, network and office equipment", (6) "waste recharge vouchers", and (7) "water used for sanitation and irrigation of grounds". Meanwhile, all of the three social issues were acted on by the company although most of which were in the later

years. These social issues pertain to (1) “procurement of raw materials”, (2) “corruption”, and (3) “customer data privacy”. The initiatives that Globe has launched or undertaken to address these issues are presented as appendices to this study while a summary is provided in table 11. The issues specific to telecommunications that were not tackled by Globe on their reports are (1) “electromagnetic fields from base stations and handsets”, (2) “perfluorocarbons from fire suppression systems”, (3) “solvents from installation processes”, and (4) “visual and aesthetic effects of masts and base stations”.

As can be seen in table 11, the company has made plenty of efforts to minimise their carbon footprint. In fact, among all of the environmental issues identified by Sutherland (2016), this had the most number of activities and programs. Likewise, these activities and programs varied greatly in type from the simple publication of guidelines for energy conservation to investments in more efficient equipment. Worth noting as well is that the initiative to tackle waste recharge vouchers had more to do with reducing waste from the bills mailed to postpaid subscribers. There were no initiatives explicitly mentioned in Globe’s sustainability reports for the recharge vouchers but since the paperless billing initiative was somewhat comparable, it was indicated as an initiative partially tackling the issue. Meanwhile, as the construction of the company’s new headquarters building adopted the Leadership in Energy and Environmental Design (LEED) standards, it allowed the company to tackle at least three types of environmental issues. These were issues related to CO<sub>2</sub> emissions, waste management, and water management. All the environmental issues specific to telecommunications follow the principle *Reduce environmental footprint* (cf. Hessler & Ochoa, 2008, p.131) and were then coded as strategic. *Local Communities and Society* were considered as the stakeholder recipients for these initiatives.

With regards to the social issues of telecommunications, the codes for societal value and stakeholder recipients varied. The issue on “procurement of raw materials” mostly offered economic security to their suppliers. This is because the suppliers being referred to are social enterprises who will have substantial and stable earnings by having Globe as their customer. Initiatives tackling this issue have been manually coded as Strategic as it follows the principle “greening of supply chain”. For the issue of “corruption”, the initiatives tackling this were interpreted to benefit customers from the practice of fair competition or fair treatment of customers. All initiatives relating to this issue are either “integrated into the company’s routine operations” or “cultivate needed talent” and were therefore coded as Strategic. Similarly, the issue on “customer data privacy” is tackled by initiatives which contribute to *Fair Competition*. Since one initiative tackled this issue by discussing the relevant rights and laws to the employees, then they were considered as the recipients. Although it can also be interpreted that the ultimate stakeholder group to benefit from the new gained knowledge of the employees are the customers. This initiative has been understood to help “protect labour welfare” and was thus, coded as Strategic. Meanwhile, the constant monitoring of unauthorised access to Globe’s database directly benefits the customers. As this initiative is integrated into the day-to-day operations of the company, then it was coded as Strategic as well.

TABLE 11 Summary of Globe's performance in tackling telecommunications issues

|    | Issues   | Performance       | Type/s of initiative/s which tackled the issue | Strategic |
|----|--|-------------------|--|-----------|
| 1  | Electromagnetic fields from base stations and handsets   | Not tackled       | N/A  |           |
| 2  | Carbon dioxide (CO2) emissions related to network operations, offices and shops, vehicles and business travel; | Tackled           | Communication                                  | ✓         |
|    |  |                   | Association                                    | ✓         |
|    |  |                   | Donation & Funding                             | ✓         |
|    |  |                   | Volunteerism                                   | ✓         |
|    |  |                   | Adoption of Standardards & Rules               | ✓         |
|    |  |                   | Modification of Procedures                     | ✓         |
|    |  |                   | Assessment & Measurement                       | ✓         |
|    |  |                   | Incentives                                     | ✓         |
|    |  |                   | Asset Modification                             | ✓         |
| 3  | Chlorofluorocarbons from air conditioning and refrigeration  | Tackled           | Modification of Procedures                     | ✓         |
|    |  |                   | Asset Modification                             | ✓         |
| 4  | Perfluorocarbons from fire suppression systems   | Not tackled       | N/A  |           |
| 5  | Solvents from installation processes   | Not tackled       | N/A  |           |
| 6  | Lead and beryllium oxide from components   | Tackled           | Donation & Funding                             | ✓         |
|    |  |                   | Modification of Procedures                     | ✓         |
| 7  | Noise from base station generators   | Tackled           | Asset Modification                             | ✓         |
| 8  | Visual and aesthetic effects of masts and base stations  | Not tackled       | N/A  |           |
| 9  | Waste phones, network and office equipment   | Tackled           | Donation & Funding                             | ✓         |
|    |  |                   | Adoption of Standardards & Rules               | ✓         |
|    |  |                   | Modification of Procedures                     | ✓         |
| 10 | Waste recharge vouchers  | Partially tackled | Modification of Procedures                     | ✓         |
| 11 | Water used for sanitation and irrigation of grounds  | Tackled           | Assessment & Measurement                       | ✓         |
|    |  |                   | Asset Modification                             | ✓         |
| 12 | Procurement of raw materials   | Partially tackled | Association                                    | ✓         |
| 13 | Corruption   | Tackled           | Modification of Procedures                     | ✓         |
|    |  |                   | Training                                       | ✓         |
| 14 | Customer data privacy  | Tackled           | Communication                                  | ✓         |
|    |  |                   | Assessment & Measurement                       | ✓         |

## 5. DISCUSSION

This chapter first discusses the noteworthy findings from the analyses of the initiatives and relate them to previous studies. These are divided into (1) focus on environmental issues; (2) top-down and bottom-up initiatives; (3) sustainability initiatives as part of the firm's fundamental elements; (4) potential initiatives for the company; and (5) implications to top management.

### 5.1. Focus on environmental issues

With an increasing number of countries aiming for a carbon-neutral society, companies are also challenged to reduce and ultimately eradicate their carbon footprint. Telecommunications companies are no exception. A common assumption people have with regards to telecommunications is that it contributes positively to the environment. However, a growing number of studies revealed the different environmental and social aspects and impacts of telecommunications (cf. [Sutherland, 2016](#); [Sharma & Sinha, 2017](#); [Zurkich & Reichart, 2000](#); [Marvin, 1997](#)). The decision of top management on which issues to focus on highly depends on how these issues are determined, framed, and presented to them ([Bansal, 2003](#); [Andersson and Bateman, 2000](#)). In the case of the focal company, it can be observed that the company tackled different issues throughout the study period. Among others, environmental issues was one of most focused on with about 67% of all initiatives tackling this issue in 2011. In the following years, it remained a vital issue with a 34% to 49% share of the total initiatives annually. Consequently, Local Communities and Society remained as the top stakeholder recipient throughout the study period since everyone benefits from a healthier environment. According to [Andersson and Bateman \(2000\)](#), three dimensions for framing an issue are assumed to be vital in presenting environmental issues to top management. These are (1) opportunity/threat, (2) urgency, and (3) geographical impact. Thus, the fact that the Philippines is prone to natural hazards and disasters ([WorldRiskReport 2016](#)) may have been an important factor for Globe to focus on environmental issues. Additionally, the company's choice of environmental strategies is also dependent on the interpretation of top management on the impact of the sustainability issue ([Sharma, 2000](#)). The construction of The Globe Tower is one of the more noteworthy

initiatives of the company in tackling environmental issues. Built in 2013, the tower has a floor plan of no less than 70,000 sqm. By adhering to the Leadership in Energy and Environmental Design (LEED) standards in the construction of The Globe Tower, the company was able to tackle different environmental issues. In particular, the categories wherein a project can earn points in pursuing LEED certification include (1) location and transportation, (2) sustainable sites, (3) water efficiency, (4) energy and atmosphere, (5) materials and resources, (6) indoor environmental quality, and (7) innovation, among others (USGBC, n.d.). Some of the features of The Globe Tower which allowed it to be a LEED certified building include (1) it is a non-smoking facility, (2) energy-efficiency standards are in place, (3) it has a gray-water collection system which improves water efficiency, (4) waste segregation and recycling is practiced, and (5) plastics, styrofoams, tarpaulins and other non-biodegradable materials are banned in the vicinity (Globe, 2014, p. 49).

## 5.2. Top-down and bottom-up initiatives

Following standards such as the LEED standards contribute highly in the company's sustainability performance. However, it was also observed that having such standards legislated and concretised may lead to managers to have less discretion and opportunity to develop their environmental capabilities (Aragón-Correa and Sharma, 2003). Likewise, it may be ideal for organisations to implement initiatives which are developed from the bottom-up instead of using a highly formal top-down approach. This is because highly formal sustainability initiatives may result to high levels of resistance to the individuals responsible of deploying it and those who are supposed to receive it (Zollo et al., 2013). In 2012, Globe introduced the "volunteaming" initiative where employees were encouraged to design a CSR program which support their personal advocacies and could possibly be funded by Globe. Initiatives such as this may tend to receive more attention from the members of the firm who are responsible in formulating, carrying out, and managing the initiative (Zollo et al., 2013). Nevertheless, it should be reiterated that out of the many social issues that call the attention of companies, only few may lead to a difference in society and offer competitive advantage (Porter & Kramer, 2006). Initiatives should be structured in a way that it is integrated to the operational routine including the value chain activities of the organisation (Porter & Kramer, 2006; Rana & Misra, 2010; Bhattacharya, 2010).

## 5.3. Initiatives as part of the fundamental elements of the firm

Analysing initiatives allows the researcher to understand the depth of change that the initiative aims to make. For instance, certain initiatives are limited to affect only the superficial elements like symbolic artefacts (e.g. sustainability reports) or structural arrangements (e.g. forming of a CSR department).

Meanwhile, other initiatives aim to change the fundamental elements of the firm such as its product and operations (Zollo et al., 2013). Likewise, initiatives may not at all affect any elements of the firm if they are in the form of philanthropic and event-driven activities (also referred to as cosmetic initiatives). According to a survey conducted by Rimando (2012), most of the respondents representing Philippine companies mainly performed philanthropic and event-driven initiatives. Results of this study suggest that Globe Telecom, Inc. demonstrated an extreme or deviant case with cosmetic initiatives accounting for no more than 19% of the total initiatives. The rest are all strategic and operational initiatives based on selected definitions and principles of Strategic CSR. In fact, in 2016, it is noticeable how the development of the Globe's product line also entailed the tackling of more sustainability issues. From figure 3, it can be seen how the product and services of telecommunications expanded from simple call, text, and internet data to applications for different purposes. In line with this, Globe also launched applications for Healthcare, Education, Utilities and Banking which were also considered as initiatives as they tackle certain societal issues (some examples are mentioned in Section 4.2.1). An initiative involving an application for shopping was also considered as a sustainability initiative since it was presented as though it tackled economic security issue. Considering these initiatives and all other CSR initiatives performed by the company, it can be assumed that Globe is in the late stage of CSR cultural grasp or early stage of CSR cultural embedment phase of CSR development (cf. Maon et al., 2010). This is also supported by the fact that strategic and operational initiatives were constantly dominant throughout the study period. Nevertheless, the company still continues to carry out philanthropic initiatives which may be because the company is headquartered in a developing country where the need for funding and donations is still rampant especially in times of natural calamities (Trade Union Congress of the Philippines, n.d.).

#### 5.4. Suggestions for the company

Considering the issues identified by the GOLDEN codebook, the company tackled all types of societal issues in the last three years beginning 2014. However, considering the issues identified by Sutherland (2016), there were no initiatives reported for issues on electromagnetic fields, perfluorocarbons from fire suppression systems, solvents from installation processes, and visual and aesthetic effects of masts and base stations. Mobile handsets and towers were identified as some of the common sources of radiation (Sharma & Sinha, 2017). Balmori (2009) studied the effects of electromagnetic radiation and identified that it can adversely affect human's nervous system, pineal gland, hormonal imbalances, blood pressure, heart rate, and immunity. Likewise, it was identified that electromagnetic radiation may negatively affect chicken's fertility, number of eggs, development of embryos, and survival. Globe can start to tackle this issue by first communicating these potential side-effects of electromagnetic radiation from mobile phones and towers to their customers and the general public. Boehmert et al. (2017) show that variables such as trait anxiety and

gender affect threat perception of precautionary messages recipients. Investments should also be made on research and development in order to verify the accuracy of research regarding the effects of electromagnetic radiation. Likewise, the company should conduct research on the issues on perfluorocarbons and solvents from installation processes are also present in their operations and how the company can manage these issues. For the issue on the visual and aesthetic effects of masts and base stations, research can also be made if such issue is also applicable for the company. A survey, for example, can be made to identify the opinions of the public on the aesthetic features of the masts and base stations.

Meanwhile, based on the annual reports, the company only partially tackled issues on waste recharge vouchers and raw material procurement. Waste recharge vouchers is understood as the waste produced by customers when they purchase credit for their prepaid phones. For Globe, there are various available methods to purchase credit for phone use other than call cards and paper slips (a.k.a. E-PIN). This include online, banks, phone-to-phone transactions via Autoloadmax, GCash, and Share-A-Load ([Globe, n.d.](#)). These methods do not produce physical wastes such as cards or paper slips. However, studies should still be conducted to identify if these methods have less carbon footprint versus using conventional recharge vouchers.

Among others, raw materials procurement needs to be focused on by the company since Green Supply Chain Management can enhance the company's competitive advantage ([Vachon & Klassen, 2008](#)). The focal company mainly targeted suppliers for non-core activities such as coffee, give-away planners and canvass bags. The company needs to perform more initiatives which are targeted towards their suppliers for components, subsystems, network systems, devices, and networks. Examples of initiatives that are targeted to the supply chain include reducing packaging in the supply chain, optimising transportation, and identifying, publicising, and rewarding greener alternatives ([Heslin & Ochoa, 2008](#)). Alternatively, the company can also opt to improve their Green Supply Chain Management (GSCM). GSCM is understood as the direct cooperation of a firm with its customers and suppliers in coming up with solutions to minimise the environmental impact of production processes and products. This involves the sharing of technical information on each other's operations in order to improve the environmental impact of material flows throughout the supply chain, and thus, require the full commitment of all the parties involved ([Tseng & Chiu, 2013](#)).

Other potential products that the company can explore which can also double as sustainability initiatives are the development of applications for smart homes, smart cities, logistics, and transportation. These applications may allow the users to monitor and minimise their carbon footprint and thus, can be considered as CSR initiatives.



## 5.5. Managerial Implications

In certain ways, the findings of this research can potentially contribute in improving managerial decision making. For one, it allows the focal company to identify their past performance and current standing in CSR. This may serve as a first step in conducting a review of how these initiatives affect or affected the company and identify areas for improvement. In other words, this aids in the setting of benchmarks and goals (cf. [Mirvis & Googins, 2006](#)).

Secondly, the charts presented in the Results section can help the focal company identify at which phase and stage they are in the process towards CSR. The results of this study combined with the internal information regarding the initiatives (i.e. stakeholder relationship and CSR motivations) can help the company identify their exact position in the CSR development stages (cf. [Maon et al., 2010](#)). This allows the company to foresee the possible challenges they might encounter in moving to the next stage of CSR development. The company can then formulate precautionary measures for these possible challenges.

Thirdly, the findings show an overview of which societal issues lack attention, especially those that are specific to telecommunications yet were not tackled. These are discussed in the previous section (5.4. Suggestions for the company). Having an idea of what constitutes as Strategic CSR, the managers have a high chance of designing initiatives that can provide mutual benefits to the firm and the target stakeholder groups.

For other companies in telecommunications, this study can also help them gain inspiration in designing their own initiatives. They can easily replicate the strategic initiatives carried out by Globe that tackle the societal issue of their choice or modify them according to their needs and resources. Globe, on the other hand, can also share their best practices in terms of CSR to other companies, especially to those whose initiatives are still mostly philanthropic and event-driven.

## 6. CONCLUSIONS

This chapter presents a summary of the research results relevant to the research question. Afterwards, the reliability and validity of this study is evaluated, limitations are considered, and suggestions for further research are presented.

### 6.1. Summary of this research

This study aimed to answer “How did Globe perform in terms of sustainability initiatives from 2011 to 2016?”. This question was addressed by first describing the What, Why, and How of the performed initiatives. This was followed by an assessment if whether the initiatives are strategic or cosmetic, and if they tackle issues that are specific to telecommunications operations. The result of the content analysis revealed that from 2011 to 2016, the company carried out an average of 98 initiatives per year. In 2011, these initiatives were mostly in the form of *Asset Modification* and *Modification of Procedures*. *Training* became the main activity of the company in 2012 followed by *Modification of Procedures* and *Donation and Funding*. The company continued to carry out more *Donation and Funding* activities in 2013 and 2014 partly driven by the Typhoon Haiyan that hit the country in 2013. In the last two years, the company had more diversified initiatives with *Communication*, *Training*, *Modification of Procedures*, and *New Products* becoming more frequent in 2015. In 2016, more focus was given to the launch of new products or making new product features available to the market. Initiatives tackling environmental issues benefitting the general public remained high throughout the study period. This was especially true in 2011 where the share of initiatives tackling environmental issues was relatively high at 67%. In other years, the share ranged from 34% to 49%. As time progressed, the societal value of the initiatives became more varied with at least two initiatives tackling each predetermined societal issue (not including Generic CSR) beginning 2014. In particular, these societal issues relate to *Fair Competition*, *Wealth Distribution*, *Environment*, *Self-ownership*, *Economic Security*, *Individual Equality*, *Health*, *Education*, and *Self Realisation*.

The initiatives were coded as either Strategic or Cosmetic based on a set of criteria developed from selected definition and principles of Strategic CSR. Throughout the period under study, Globe has always performed more strategic initiatives than cosmetic initiatives as illustrated in figure 8. An uptrend in

Strategic CSR initiatives was also observed with 2015 having the highest number of Strategic CSR and lowest number of Cosmetic CSR. This shows that unlike the result of the survey conducted by Rimando (2012), Globe has demonstrated an extreme or deviant case with a very minimal number of Cosmetic initiatives throughout the study period. These Cosmetic CSR initiatives were identified as mostly *Donation and Funding, Association, and Volunteerism* tackling issues on *Wealth Distribution, Self Realisation, Individual Equality, and Health* among others. Adopting cosmetic or philanthropic CSR may be beneficial for the focal company as it can provide a sociopolitical legitimacy for the firm (Wang and Qian, 2011). Globe's Cosmetic CSR Initiatives were mostly activities and programs for the victims of typhoon and for the less fortunate. Worth noting, it may be inevitable for the company to perform cosmetic and philanthropic initiatives given that it is headquartered in a country with high numbers of social issues and prone to natural calamities (Trade Union Congress of the Philippines, n.d.).

The focal company tackled 10 out of the 14 issues specific to telecommunications identified by Sutherland (2016). The initiatives tackling the environmental issues were all Strategic since they follow the principle "Reduce environmental footprint" (Heslin & Ochoa, 2008, p.131). For the social issues of telecommunications, all initiatives tackling these issues were also Strategic as each also adopted the principle/s of Strategic CSR. Telecommunications-specific issues that were not tackled or at least not mentioned in the sustainability reports are (1) "electromagnetic fields from base stations and handsets", (2) "perfluorocarbons from fire suppression systems", (3) "solvents from installation processes", and (4) "visual and aesthetic effects of masts and base stations". Studies were conducted which showed that electromagnetic radiation from mobile devices and stations may adversely affect the health of humans and animals (cf. Boehmert et al., 2017; Sharma & Sinha, 2017). Thus, Globe can tackle this issue by disseminating precautionary messages to the public. For issues on perfluorocarbons, solvents, and visual and aesthetic effects, the company can conduct research to first identify if such issues actually exist for the company. Issues related to "procurement of raw materials" and "waste recharge vouchers" were only partially tackled. For the former, the company can improve their Green Supply Chain Management while for the latter, the company can conduct research if the alternatives for recharge vouchers are better in terms of environmental impact. The company can also explore opportunities in making available to the market other end-user, machine-to-machine, and professional applications. More specifically, these are applications for smart homes, smart cities, logistics, and transportation. These applications may be considered as sustainability if it tackles a societal issue such as by allowing users to monitor and minimise their carbon footprint.

Overall, the company's performance suggest that they are in the more advanced stages of CSR development (cf. Maon et al., 2010). The exact stage can be identified if data such as level of top management support, relationship with stakeholders, and allocated resources, among others are determined (cf. Maon et al., 2010).

## 6.2. Reliability and validity

In evaluating the quality and credibility of a study, researchers examine its reliability and validity. A reliable study is one wherein the data collection techniques and analytic procedures would result to consistent findings should it be replicated by a different researcher (Saunders et al., 2012). Validity refers to how appropriate were the methods, processes and data chosen to address the research questions (Creswell, 2012). Although reliability and validity are the main criteria for a good quality research, it is believed to be only applicable to positivist, quantitative research (Saunders et al., 2012). Since this is a qualitative study, the researcher opted to assess it using the four-point criterion proposed by Lincoln and Guba (1985 as cited in Seale, 2002) namely *Credibility*, *Transferability*, *Dependability* and *Confirmability*. Comparing these against the conventional inquiry or quantitative tradition, then *dependability* replaces *reliability*, *credibility* replaces *internal validity* and *transferability* replaces *external validity* (Saunders et al., 2012).

In terms of *credibility*, the source of data collection are reports published by the company and thus, allowed them to compile data that have been well thought of and verified by an external auditor. For *transferability*, a detailed description on how and why the focal company was chosen were provided in chapter 3.2. The *dependability* of this research relies on the documentation of data, methods and choices made during the study, and the final product. The sustainability reports used for data collection can be accessed through the company website or GRI website. The researcher also uploaded these reports in her Google drive (<https://drive.google.com/drive/folders/17E30zbXHCy2Kfazb-Gi591Uifq0RGkG9A?usp=sharing>) should the reports be unavailable in the company and GRI websites in the future. Likewise, data produced from the content analysis using the GOLDEN framework for coding can be accessed via this link: [https://drive.google.com/drive/folders/1fQSm-qN6TeYPx-P0Qsw\\_KFeu3hQCICRct?usp=sharing](https://drive.google.com/drive/folders/1fQSm-qN6TeYPx-P0Qsw_KFeu3hQCICRct?usp=sharing). Making these information accessible can allow anyone with the link/s to create an *audit trail for adequacy* (cf. Seale, 2002) which can also be used to establish the study's *confirmability*.

## 6.3. Limitations and suggestions for further research

Limitations of this thesis include the short timespan under study (2011 to 2016 only) and the fact that data was collected from a single source—Sustainability Reports. Using a single source for data collection entail that results rely heavily on how the researcher interprets the contents of the Sustainability Report only. A follow-up interview would have been ideal to better understand the initiatives and also the motives and rationale behind them. Likewise, there might be some initiatives that were carried out by the company that may have been omitted in the report and thus, were not considered in this study. However, attempts of the researcher to reach out were ignored by the focal company.

Another limitation to wit is the use of only a single case. This hinders the researcher to generalise the results and only benefits the focal company in identifying their current standing and development in CSR. However, the only other player in the Philippine telecommunications industry did not publish Sustainability Reports on a continuous basis. Should they have been included in the study, data would have been lacking for certain years and would not have been comparable with the performance of Globe. Nonetheless, the data collection techniques and analytic procedures done in this research can be applied to telecommunications companies in other countries since the issues are not only limited to the Philippine setting. Likewise, the GOLDEN framework for coding is also applicable to other telecommunications companies as well as companies in industries other than telecommunications.

This research opens up opportunities for further research. For example, a comparative study can be performed which could compare the initiatives of Globe and another telecommunications company. A cost-benefit analysis could also be performed which focus on the noteworthy strategic initiatives that Globe performed (e.g. The Globe Tower). This will help prove if strategic initiatives really contribute a competitive advantage to the firm and if these are worth pursuing in the future. The focal company can also conduct research if the telecommunications-related issues not yet tackled could be a concern for them. Likewise, the company can study the viability of expanding their product line to also include other applications (which could be considered as sustainability initiatives) not yet being offered.

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## APPENDICES

### Results of content analysis for 2011 Sustainability Report

| What<br>Initiative Description  | Type of Initiative | Why              |                       | How                 | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|---|--------------------|------------------|-----------------------|---------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
|   |                    | Societal Issue   | Stakeholder Recipient | Stakeholder Vehicle |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| The Globe Corporate and Small Medium Enterprises (CSME) group launched "What Kind of Leader Are You?"—a digital campaign that surveyed leadership styles of participants. The application matched their techniques to Globe Business solutions <b>which would help manage and effectively balance life and work</b> . The attractive and user-friendly, web-based application used for the campaign increased and renewed interests in the services of Globe CSME. Participants, whether entrepreneurs, managers or directors of companies, became more cognizant of their hampered life and acknowledged that there is an urgent need for change.  | New Products       | Self Realization | Customers             | Nothing             | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| The most notable is the <b>ongoing cooperation</b> with DSWD and state-owned Land Bank of the Philippines, that utilized GCASH services for its Conditional Cash Transfer (CCT) to disburse funds via domestic cash pick-up service in over 9,000 barangays nationwide including logistically challenged areas. In 2011, GXI was able to disburse to 700,000 CCT beneficiaries worth <b>₱4.5 billion</b> in cash assistance. This project is in conjunction with the government's Pantawid Pamilyang Pilipino Program (4Ps), cash assistance program aimed to improve the lives of poor families who comply with government requirements such as schooling, undergoing regular medical check-ups and vaccinations. This collaboration allowed the Company to realize its mission to "transform lives through communications" while gaining significant returns that contributed to the outstanding 2011 revenue growth. | Association        | Wealth Distribut | Local Communitir      | Nothing             | Strategic | YES                    | NO  | NO  | NO | NO | NO | NO | NO |
| Globe Telecom partnered with industry giants BPI and major shareholder Ayala Corporation to create BPI Globe BankO Inc. (BankO), the first-ever mobile-based savings bank in the Philippines in 2009. The collaboration ... to deliver financial services to those who are unserved and underserved by traditional banks. In September 2011, BankO launched its innovative community banking model, wherein existing businesses in the community were accredited as partner outlets. In these outlets, customers can apply to open a bank account for only <b>₱100</b> , and cash-in and cash-out as low as <b>₱50</b> at a time. ... As of December 2011, its institutional banking group had an outstanding wholesale loan portfolio of over <b>₱2 billion</b> lent to over 50 microfinance institutions (MFIs)   | New Products       | Wealth Distribut | Customers             | Business Partner    | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| <b>Globe Telecom also started to offer its employees numerous training programs that will also improve their skills in preparation for the network transformation program.</b> In 2011 alone, the Company delivered a total of 19,820 training seats benefiting 5,757 unique employees which accurately represent 100% of Globe Telecom's population. The similar figure for 2010 was 84%. <b>These trainings are compliance courses on the Globe Way—Honesty and Integrity and Business Continuity Management series.</b>  | Training           | Self Realization | Employees             | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| In addition to specialized trainings, several regular courses are offered under <b>Globe University</b> , the corporate learning center. The courses offered through the university include leadership programs that highlight The Globe Way values and other specialized trainings for key talent segments in Network, Product, Retail, Sales, Marketing and Corporate Social Responsibility. Technical programs that focus on Internet Protocol (IP), Project Management, IT Infrastructure Library (ITIL), Business Model Innovation, Retail Consultative Selling and Customer Service were made available to further enhance the skill sets and capabilities of the Globe technical personnel.  | Training           | Self Realization | Employees             | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| The <b>Globe Trainer Management Program (GTMP)</b> has produced an additional 75 internal trainers nationwide whose goal is to <b>spread the culture of mentoring, coaching and teaching across the various functions of the organization</b> . These trainings and courses are vital to the transformation project since these would help form the Company's manpower resource to world-class standards. ... These programs and the training delivery of internal facilitators have helped the Learning Management Team of Globe Telecom save the Company almost <b>₱7 million</b> in 2011 through the CEO's Customer First Circle Program.  | Training           | Self Realization | Employees             | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |



| What  |                    | Why                             |                       | How                 | ALERT     | Strategic CSR criteria |     |    |     |    |     |    |    |    |
|---|--------------------|---------------------------------|-----------------------|---------------------|-----------|------------------------|-----|----|-----|----|-----|----|----|----|
| Initiative Description  | Type of Initiative | Societal Issue                  | Stakeholder Recipient | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5  | 6   | 7  | 8  |    |
| As in previous years, Globe hired a third party service provider to administer the Employee Satisfaction Survey (ESAT). The survey was administered twice in 2011. The first survey was conducted in March 2011, with a response rate of 86%. Results of the Employee Satisfaction Index (ESI) was at 70.14. The second survey was conducted in November 2011 with an all-time high response rate of 95%. The ESI increased to 72.80. This was the highest ESI since the survey was first administered in 2009  |                    | Assessment and Self Realization | Employees             | Business Partner    | Strategic | NO                     | NO  | NO | YES | NO | NO  | NO | NO |    |
| As part of its green initiative, we have implemented the Environment Management System that takes environmental protection as a priority consideration. As a commitment to ensure that environmental aspects and impacts in the workplace are being managed proactively, we embarked on an initiative to have one of its corporate offices, Valero Telepark, certified to ISO 14001 (Environmental Management System). This certification was granted in May 2011. With the system in place, we are bound by environmental regulations, incorporating sustainability in our business strategies and contributing to solutions that mitigate climate change. |                    | Adoption of Sta                 | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Globe Telecom has implemented various energy management systems for its corporate offices as well as network offices of the Company. These initiatives include managing air conditioning control and retrofit, lighting efficiency and energy management. 1. Switching off lights in office areas from 12 noon – 1 pm and 6:30 pm onwards (isolated lighting for areas with overtime).  |                    | Modification of                 | Environment           | Local Community     | Employees | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| 2. Turning off / dim lightings in unmanned Mobile Switch Centers (MSC), Data Center, Network Operation Centers (NOC), IN, Switch Room areas based in corporate buildings.   |                    | Modification of                 | Environment           | Local Community     | Employees | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| 4. Initiative to replace all desktops workstations with laptops which consumes less power and does not require UPS system   |                    | Asset Modificati                | Environment           | Local Community     | Employees | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| 6. Release new energy conservation (enercon) guidelines for employees such as switching off of unnecessary lights, unplugging of office equipment, recycling, etc.  |                    | Communication                   | Environment           | Local Community     | Employees | Strategic              | NO  | NO | NO  | NO | YES | NO | NO | NO |
| 1. Network equipment refreshed with upscale battery autonomy and delaying genset mode feature, as well as operating on natural cooling methods, resulting in more efficient use of commercial power and at least 30% worth of fuel savings.   |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| 2. Adopt solar power / wind power for most of the 99 prime-powered sites.   |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| 1. Integrate subject on the Efficient Driving Practices with the Safe Defensive Driving Training for employees.   |                    | Training                        | Environment           | Local Community     | Employees | Strategic              | NO  | NO | NO  | NO | YES | NO | NO | NO |
| 3. Review and rationalize vehicle distribution based on territorial usage e.g. 4x4 assigned in Metro Manila can be re-deployed in the provinces.  |                    | Modification of                 | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| 1. Recommend the use of teleconference to lower frequency of business air travels.  |                    | Modification of                 | Environment           | Local Community     | Employees | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Decommissioning of 4 units 40KVA UPS at GTP2; Savings: 62,572 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Decommissioning of 2 units 30KVA and 40KVA UPS at GTP1; Savings: 20,230 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Decommissioning of 1 unit 40KVA power transformer at GT12; Savings: 2,493 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Shutdown of 6 units VRV FCU at GTP2 EE rooms; Savings: 51,840 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Shutdown of 1 unit VRV FCU at GTP1 UPS Room; Savings: 5,400 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Increase thermostat of VRV FCU setting at EE rooms and UPS rooms from 20 deg OC to 23 deg OC; Savings: 63,660 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Unloading of chiller system during low ambient temperature and once chilled water return temperature reached setpoint; Savings: 101,196 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Reduction of office lighting after office hours; Savings: 194,508 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Changing fluorescent lights (56W) to LED lamps (22W) (replaced 2,982 lamps); Savings: 413,979 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Reducing LED parking lamps from dual to single lamp to reduce remaining installed fluorescent lamps from 642 to 297; Savings: 60,514 kwhr total   |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Shutting window-type aircon at roof deck electrical room due to cooler ambient temperature; Savings: 5,130 kwhr total   |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Shutting-off of AHU at 3rd floor during weekends (Saturday and Sunday); Savings: 65,040 kwhr total  |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Replacement of 16-36 watts fluorescent lamps with 18 Watts CFL; Savings: 1,242 kwhr total   |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |
| Initiative: Conversion of 36 watts fluorescent tubes into 7,5 Watt LEDs; Savings: 56,127 kwhr total   |                    | Asset Modificati                | Environment           | Local Community     | Nothing   | Strategic              | YES | NO | NO  | NO | YES | NO | NO | NO |





| What  |                            | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |     |     |     |     |    |     |    |
|---|----------------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|-----|-----|-----|----|-----|----|
| Initiative Description  | Type of Initiative         | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3   | 4   | 5   | 6  | 7   | 8  |
| It also partnered with various government agencies and non-government organizations (NGOs) to provide access to savings, insurance and loans. <b>Recipients of the DSWD's Pantawid Pamilyang Pilipino program that provides cash grants to qualified beneficiaries were given financial literacy training and encouraged to open BankO accounts.</b>  | Training                   | Wealth Distribution | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | NO  | NO  | NO  | NO | NO  | NO |
| BanKO partnered with the International Finance Corporation (IFC) to give micro finance services to communities for clean energy and energy-saving projects, giving access to cheaper and environmentally-friendly sources of power for small businesses.  | Association                | Environment         | Local Communities and Society | Customers                     | Strategic | NO                     | NO  | NO  | NO  | YES | NO | YES | NO |
| It also partnered with Alay Sa Kaunlaran Inc. (ASKI) and the International Rice Research Institute (IRRI) to extend microloans to farmer-members of ASKI who are also BanKO account holders, giving them access to credit for materials to grow their yield and improve their productivity.   | Association                | Wealth Distribution | Customers                     | Business Partners & Suppliers | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO  | NO |
| In 2012, the company's in-patient/ hospitalization benefit plan as well as life insurance entitlement were enhanced.  | Modification of Procedures | Health              | Employees                     | Business Partners & Suppliers | Strategic | YES                    | NO  | NO  | YES | NO  | NO | NO  | NO |
| The Globe Excellence Awards and Spot Recognition Program are initiatives to give honor to the most prized assets of the company – the employees. <b>The Globe Excellence Award recognizes the Globe Way Values exemplars in the categories of leadership, customer and outstanding achievement</b> while Spot Recognition Programs are institutionalized across the entire organization with customized implementation at a group level following common criteria and guidelines anchored on the Globe Way.   | Incentives                 | Self Realization    | Employees                     | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO  | NO |
| The Globe Excellence Awards and Spot Recognition Program are initiatives to give honor to the most prized assets of the company – the employees. The Globe Excellence Award recognizes the Globe Way Values exemplars in the categories of leadership, customer and outstanding achievement while <b>Spot Recognition Programs are institutionalized across the entire organization with customized implementation at a group level following common criteria and guidelines anchored on the Globe Way.</b>   | Incentives                 | Self Realization    | Employees                     | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO  | NO |
| The first quarter of 2012 marked another milestone for Globe with the launch of Kickstart Ventures, Inc., an incubator- investment firm that aims to help startups launch their own businesses. Kickstart, a wholly-owned subsidiary of Globe, offered the perfect enabling partner for like-minded individuals and organizations by providing the necessary funding, mentorship and education, resources, and market access for technopreneurs in the country. With Kickstart, Globe stimulates innovation in digital technology businesses at the grassroots level by developing and nurturing the Philippine startup ecosystem, providing a launchpad for the country's promising talents. ... The main activity of Kickstart Ventures, Inc. is investing. By the end of 2012, Kickstart had made ten (10) investments in early-stage startups operating in the Philippines – making it the most active incubator in the country, and gaining positive attention overseas. | Training                   | Self Realization    | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO  | NO |
| Kickstart Ventures, Inc. is the Philippine national sponsor of Startup Weekend (a global startup platform headquartered in the United States). Through this sponsorship, Globe supported startup community events in Manila, Cebu and Davao.  | Donation & Funding         | Wealth Distribution | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO  | NO |
| Kickstart also enjoyed partnerships with Amazon Web Services, ZenDesk, and the Embassy of the United States, underlining the initiative to drive inclusive growth via entrepreneurship.   | Association                | Wealth Distribution | Local Communities and Society | Business Partners & Suppliers | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO  | NO |
| In 2012, Globe unveiled its comprehensive customer-centric program, Globe Guarantee, which elevated the level of aftersales services offered to its subscribers. For Globe Postpaid, service guarantees included the <b>No Bill Shock policy</b> with the implementation of the P999 data bill cap.   | New Products               | Fair competition    | Customers                     | Nothing                       | Strategic | YES                    | NO  | YES | NO  | NO  | NO | NO  | NO |
| In addition, Globe implemented a phone replacement policy, wherein postpaid subscribers could get an automatic replacement of any Globe-issued handset that manifests factory defects within 7 days from date of purchase.  | Modification of Procedures | Fair competition    | Customers                     | Nothing                       | Strategic | YES                    | NO  | NO  | NO  | NO  | NO | NO  | NO |
| Globe Prepaid introduced the Globe Prepaid Load Watch, a free and automatic load notification service triggered by specific load usage scenarios and other related transactions that allow prepaid subscribers to get free and automatic real-time load usage updates.  | New Products               | Fair competition    | Customers                     | Nothing                       | Strategic | YES                    | NO  | YES | NO  | NO  | NO | NO  | NO |
| In 2012, the Procurement team held the 9th Business Partner Awards where Globe recognizes the best performing vendors in the previous year.   | Incentives                 | Self Realization    | Suppliers                     | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO  | NO |
| Also in 2012, the Globe Vendor Council program was launched, which aims to foster stronger business relationships between Globe and its business partners and to leverage on each other's best practices and capabilities in quality, customer service and cost management.   | Organizational Structuring | Self Realization    | Suppliers                     | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO  | NO |
| There was also the Globe Longevity Awards Program launched by the human Resources group in 2012. It gave recognition and publicly thanked employees who have served an appreciated period of time in the company. Certificates, monetary awards and simple tokens were given to each employee who have stayed and worked hard for at least 5 years or more.   | Incentives                 | Self Realization    | Employees                     | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO  | NO |



| What  |                            | Why              |                               | How                 | ALERT     | Strategic CSR criteria |     |    |     |    |    |    |    |
|---|----------------------------|------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|-----|----|----|----|----|
| Initiative Description  | Type of Initiative         | Societal Issue   | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5  | 6  | 7  | 8  |
| Initially, the easiest and self-satisfying activities for the employees were provided through the health and wellness programs. <b>These include the fitness activities offered by the company when a gym-like space was provided in 2012</b> at Globe Telecom's current headquarters in Mandaluyong, TRX Training, Street Dancing, Zumba, Yoga, Belly and Pole dancing. The employees were also able to participate in various sports tournaments through the different sports programs. | Donation & Funding         | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| Life at Globe also becomes more exceptional as it extends fun at work through the Thank Globe It's Friday (TGIF) treat which gives employees some time to relax after a week's hard work. (Photo caption: This event gives employees a chance to unwind with free beers, hangout with Globe ambassadors, and dance to the tunes of popular local bands.)  | Incentives                 | Self Realization | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |
| Other occasions are being celebrated through the annual halloween and Christmas Parties. Family celebrations and bonds are honored as well through the Valentine and Mother's day events. In addition, the spiritual well-being of the employees is enriched through First Friday masses, annual Lenten Recollections and other spiritual activities.   | Donation & Funding         | Self Realization | Employees                     | Nothing             | Cosmetic  | NO                     | NO  | NO | NO  | NO | NO | NO | NO |
| Experiencing the fun life at Globe does not only stop at the employees but by also extending help to those in need. Through the i-Give program, Globe employees are encouraged to be active citizens through volunteerism. The said program provides numerous opportunities to every Ka- Globe to participate in BridgeCom activities, the corporate social responsibility (CSR) efforts of the company.  | Organizational Structuring | Self Realization | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO | NO  | NO | NO | NO | NO |
| In order to minimize these incidents, the company conducts several trainings and awareness programs for the relevant employees, on safe driving and fuel economy.<br><b>1. Defensive Driving Course</b> 2. Construction Safety<br>3. Confined Space Entry<br>4. Electrical Safety<br>5. Industrial First Aid and Basic Life Support<br>6. Industrial Climbing, hauling & Rope Access  | Training                   | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| In order to minimize these incidents, the company conducts several trainings and awareness programs for the relevant employees, on safe driving and fuel economy.<br><b>1. Defensive Driving Course</b> 2. Construction Safety<br><b>3. Confined Space Entry</b><br>4. Electrical Safety<br>5. Industrial First Aid and Basic Life Support<br>6. Industrial Climbing, hauling & Rope Access   | Training                   | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| In order to minimize these incidents, the company conducts several trainings and awareness programs for the relevant employees, on safe driving and fuel economy.<br><b>1. Defensive Driving Course</b> 2. Construction Safety<br>3. Confined Space Entry<br><b>4. Electrical Safety</b><br>5. Industrial First Aid and Basic Life Support<br>6. Industrial Climbing, hauling & Rope Access   | Training                   | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| In order to minimize these incidents, the company conducts several trainings and awareness programs for the relevant employees, on safe driving and fuel economy.<br><b>1. Defensive Driving Course</b> 2. Construction Safety<br>3. Confined Space Entry<br>4. Electrical Safety<br><b>5. Industrial First Aid and Basic Life Support</b><br>6. Industrial Climbing, hauling & Rope Access   | Training                   | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| In order to minimize these incidents, the company conducts several trainings and awareness programs for the relevant employees, on safe driving and fuel economy.<br><b>1. Defensive Driving Course</b> 2. Construction Safety<br>3. Confined Space Entry<br>4. Electrical Safety<br>5. Industrial First Aid and Basic Life Support<br>6. Industrial Climbing, hauling & Rope Access  | Training                   | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| In order to minimize these incidents, the company conducts several trainings and awareness programs for the relevant employees, on safe driving and fuel economy.<br><b>1. Defensive Driving Course</b> 2. Construction Safety<br>3. Confined Space Entry<br>4. Electrical Safety<br><b>6. Industrial Climbing, hauling &amp; Rope Access</b>   | Training                   | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| Guaranteeing employee safety and security, qualified licensed security guards are hired by Globe to provide protection in case of uncontrolled events.  | Organizational Structuring | Health           | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |

| What   | Why                             | How         | ALERT                         | Strategic CSR criteria        |                |                       |                     |    |     |     |     |    |    |    |
|--|---------------------------------|-------------|-------------------------------|-------------------------------|----------------|-----------------------|---------------------|----|-----|-----|-----|----|----|----|
|  |                                 |             |                               | Type of Initiative            | Societal Issue | Stakeholder Recipient | Stakeholder Vehicle | 1  | 2   | 3   | 4   | 5  | 6  | 7  |
| Initiative Description   |                                 |             |                               |                               |                |                       |                     |    |     |     |     |    |    |    |
| From design to construction of the building, the company took into consideration the impacts to the location and the surrounding environment. The building is aligned with the Leadership in Energy and Environment Design (LEED) standards, a green building rating system from the United States Green Building Council (USGBC). Following the rating system has pushed Globe Telecom to incorporate construction routines that do not contribute to environmental degradation by maintaining proper waste disposal and exterior area protection. In the long run and during the building's operational phase, it will also generate minimal and optimistically zero impacts to the environment.   | Adoption of Standards and Rules | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Moreover, the Globe Tower envisions having a clutter-free and paperless environment. To fully prepare its employees to the green and sustainable office transaction, internal processes has begun to transition through an online platform to improve accessibility and easier monitoring.   | Modification of Procedures      | Environment | Local Communities and Society | Employees                     | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Prior to relocation to Globe Telecom's new workplace, practices to fully instill the principles of the new headquarters were launched and are presently carried out by every Globe employee in the current offices. These practices are:<br>1. 5S Friday. 5S Caravan. Every employee was given a green apron as a symbol of commitment to support a clutter-free office by cleaning their workstations.<br>2. Less Paper Office: Cleaning clutter is just one phase of the clean up. The idea is to reduce the use of paper by putting within reach online systems to make all paperwork go away. (From table p93: Implemented 5S to all Corporate Offices that included disposal of all obsolete documents, scanning of documents and maintaining e-copies of these; implementation of a corporate wide Document Control Management.) | Modification of Procedures      | Environment | Local Communities and Society | Employees                     | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| 3. Go Cashless: All payment transactions at the Globe Tower will be done via GCASH or BPI Express online. hence, every employee was provided GCASH PowerPay+.  | Modification of Procedures      | Health      | Employees                     | Business Partners & Suppliers | Strategic      | YES                   | NO                  | NO | YES | NO  | NO  | NO | NO | NO |
| 4. Smoke-Free Globe: The Globe Tower aims for a Gold LEED Certification. Globe launched the "Ayo Lung" shirt to make every Ka-Globe an advocate of better health.  | Adoption of Standards and Rules | Health      | Employees                     | Employees                     | Strategic      | NO                    | NO                  | NO | YES | NO  | NO  | NO | NO | NO |
| Hazardous Waste Management Program - Recycled 230,111 kgs of batteries in 2012   | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Hazardous Waste Management Program - Treatment of Busted Fluorescent Lamps and Used Oils - 12,314 pieces of busted fluorescent bulbs were treated in 2012  | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Hazardous Waste Management Program - Treatment of Busted Fluorescent Lamps and Used Oils - 492,560mg of liquid mercury properly disposed   | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Hazardous Waste Management Program - Treatment of Busted Fluorescent Lamps and Used Oils - Recycled 50% (3666 liters) of oil from 6,110 liters of used oil generated as of September 2012  | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Hazardous Waste Management Program - 2,586 kgs of electronic and electrical wastes were disposed to TES-AMM Singapore for proper recycling with a total resource value of P17,633  | Modification of Procedures      | Environment | Local Communities and Society | Business Partners & Suppliers | Strategic      | YES                   | NO                  | NO | NO  | YES | YES | NO | NO | NO |
| Hazardous Waste Management Program - 31 g of base metals and 4 grams of precious metals were recovered; 259 m3 of landfill space were saved  | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Hazardous Waste Management Program - 639 pieces of used toners and cartridges were re-used with a resource value of P10, 215   | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | YES | NO | NO | NO |
| Planted a total of 60,300 saplings in 2012 as an offset to company's carbon dioxide emissions  | Donation & Funding              | Environment | Local Communities and Society | Nothing                       | Strategic      | NO                    | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Partnered with DENR and local communities for the preservation and conservation of upland forests in Cordillera, Bacolod, CdO, Pampanga, Laguna as well as the Mangrove reforestation in Zambales, Guimaras, Iloilo City, Bohol, Davao and Cebu  | Association                     | Environment | Local Communities and Society | Nothing                       | Strategic      | NO                    | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Provided the amount of P400,000 from the proceeds of ULAB recycling for the following programs: 1. Arakan Forest Corridor for the protection of the Philippine Eagle habitat in partnership with Philippine Eagle Foundation   | Donation & Funding              | Environment | Local Communities and Society | Nothing                       | Strategic      | NO                    | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| 2. Protection and maintenance of 5,000 artificial coral reef buds in Boracay in partnership with Sangkalikasan   | Donation & Funding              | Environment | Local Communities and Society | Nothing                       | Strategic      | NO                    | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Solid Waste Management - Decreased residual wastes generated at Globe Telecom Plaza & Valero Corporate office by 3%  | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |
| Solid Waste Management - Recycled 16% of the total wastes generated; A total of 16,425 kgs of recyclable items were collected in 2012 with a total resource recover value of P74,054   | Modification of Procedures      | Environment | Local Communities and Society | Nothing                       | Strategic      | YES                   | NO                  | NO | NO  | YES | NO  | NO | NO | NO |

| What  |                            | Why            |                               | How                           | ALERT     | Strategic CSR criteria |    |    |    |     |    |     |    |
|---|----------------------------|----------------|-------------------------------|-------------------------------|-----------|------------------------|----|----|----|-----|----|-----|----|
| Initiative Description  | Type of Initiative         | Societal Issue | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2  | 3  | 4  | 5   | 6  | 7   | 8  |
| Concluded the "i-rEcover. i-rEcycle" Cell-Phone Take Back Program last October 24, 2012 at the Philippine Tarsier Foundation Conservation, Bohol, in partnership with Nokia & Ayala Foundation, Inc. ; A total of 3,850 units of old and defective cell phones have been collected by the accredited recycler, TES-AMM Singapore; 360 kgs of cell phone units and accessories collected; 4g of base metals and 1g of precious metals were recovered; 36 m2 of landfill space were saved   | Volunteerism               | Environment    | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO | NO | NO | YES | NO | NO  | NO |
| Reduce carbon emission thru ride sharing - Globe Ikot - Environment-friendly scheme as sharing journeys reduce carbon emissions; 84% or 122 metric tons reduction of CO2 emissions  | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Reducing paper consumption - Continued with paperless billing which aims to reduce cost of printing and delivery to Globe Telecom postpaid subscribers; At the end of 2012, 397,000 subscribers were enrolled in e-billing which equates to 1829 trees conserved annually   | Modification of Procedures | Environment    | Local Communities and Society | Customers                     | Strategic | YES                    | NO | NO | NO | YES | NO | YES | NO |
| To have GT-IT Plaza certificate under ISO 14001 and OSHAS 18001 standards - To achieve the 2 certifications by the end of 2014 - Started the implementation of SHE Management System at GT IT Plaza thru the ff: 1. Provided 9 man days of training to the SHE Core Team  | Training                   | Environment    | Local Communities and Society | Employees                     | Strategic | NO                     | NO | NO | NO | YES | NO | NO  | NO |
| 2. Facilitated the review of Hazard/impacts and Risk / Aspects of all GT-IT Operations  | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Globe Telecom has implemented various energy management systems for its corporate offices as well as satellite offices of the company. These initiatives include managing air conditioning control and retrofit, lighting efficiency and energy management. 1. Switching off lights in office areas from 12 noon – 1 pm and 6:30 pm onwards (isolated lighting for areas with overtime).  | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Turning off / dim lightings in unmanned Mobile Switch Centers (MSC), Data Center, Network Operation Centers (NOC), IN, Switch Room areas based in corporate buildings.  | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Switching off air conditioning units in offices 15 minutes earlier than office closing time.  | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Initiative to replace all desktops workstations with laptops which consumes less power and does not require UPS system  | Asset Modification         | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Adopt the LED lighting technology for office lighting as this uses less power and has a longer usage life.  | Asset Modification         | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Release new energy conservation (enercon) guidelines for employees such as switching off of unnecessary lights, unplugging of office equipment, recycling, etc.   | Communication              | Environment    | Local Communities and Society | Employees                     | Strategic | NO                     | NO | NO | NO | YES | NO | NO  | NO |
| Network equipment refreshed with upscale battery autonomy and delaying genset mode feature, as well as operating on natural cooling methods, resulting in more efficient use of commercial power and at least 30% worth of fuel savings.  | Asset Modification         | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Adopted solar power / wind power for most of the 99 prime-powered sites.  | Asset Modification         | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Included training on the Efficient Driving Practices with the Safe Defensive Driving for employees.   | Training                   | Environment    | Local Communities and Society | Employees                     | Strategic | NO                     | NO | NO | NO | YES | NO | NO  | NO |
| Reviewed and rationalized vehicle distribution based on territorial usage e.g. 4x4 assigned in Metro Manila can be re-deployed in the provinces.  | Modification of Procedures | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| Recommended the use of teleconference to lower frequency of business air travels.   | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| The Company continues to monitor its greenhouse gas (GHG) emissions through a voluntary initiative on GHG Accounting which started in 2008. Having established the baseline for its operations' carbon footprint, Globe Telecom used the International GHG Protocol Corporate Accounting and Reporting Standard   | Assessment and Measurement | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |
| A Clean Fleet Program contributes to the efforts for cleaner air by eliminating the air pollutants present in it. To identify options for reducing these pollutants, Globe Telecom participated in United Nation's Environmental Protection (UNEP) Program on Clean Fleet. By using the Clean Fleet Tool, we were able to examine closely the impact from our fleet including the pollution indices like Particulate Matter, SOx, NOx, VOC, Carbon Monoxide, and Pb. Options for reduction were suggested by the tool and is being implemented to minimize our fleet's emissions. | Assessment and Measurement | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO | NO  | NO |

| What  |                    | Why               |                               | How                 | ALERT     | Strategic CSR criteria |     |    |     |     |    |    |     |
|---|--------------------|-------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|-----|-----|----|----|-----|
| Initiative Description  | Type of Initiative | Societal Issue    | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5   | 6  | 7  | 8   |
| The "Sagot Ka ni Kap!" program hinges on the core business and competencies of Globe Telecom—mobile communication and broadband services. More than just equipping the community watch volunteers with mobile phones and hand-held radios, Globe also provides capacity-building workshops designed to inspire and enable them to be more proactive in community development. The workshop includes modules on community leadership, conflict resolution, and crisis management. The beneficiaries also receive a one-year comprehensive personal accident insurance package. The "Sagot Ka ni Kap!" program also strengthens the local security infrastructure and inspires the essential set of capabilities needed for effective leadership and at the same time, develop their capacities as future community leaders. p. 124: A total of 460 barangay officials from 63 barangays were included in the BRLS seminars.  | Donation & Funding | Self Realization  | Local Communities and Society | Nothing             | Cosmetic  | NO                     | NO  | NO | NO  | NO  | NO | NO | NO  |
| In 2012, Globe Bridging Communities inked partnerships with social enterprises Gifts & Graces Inc. to produce eco-bags for the Globe My Fair Share program. The bags are made by the Bulacan-based Kaibhan Women's Association, Caritas Manila, and Pamana ng Pag-asa and are sold for ₱99 each. The program transforms the way Globe gives back—not only by aiding partners and beneficiary communities with capital, funds for capacity and skills development and ICT tools—but also by empowering them with livelihood opportunities and by bringing them into the Globe value chain. ... p. 117: Implemented with partner Gifts & Graces Inc., the program tapped communities of women sewers such as Caritas Manila, Pamana Pag-asa Boni Producers Cooperative in Mandaluyong, and Kaibhan Women's Association in Bulacan to produce the My Fair Share eco-bags sold at all Globe business centers. The eco-bags were also sold online and were used by various business groups for their merchandising and gift requirements. As of December 2012, Globe sold 16,000 eco-bags generating a revenue of ₱1.4 million for the women sewers.   | Association        | Economic Security | Suppliers                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO  | NO | NO | YES |
| Globe Cordillera Challenge 3<br>Bigger in scale than the previous Globe Cordillera biking events held in 2010 and 2011, ... Together with Cordillera Conservation Trust (CCT), ... The event raised a total of ₱800,000 from online registration, corporate sponsorship, and from the pooled donations of Globe Telecom employees' own fundraising activities. The Globe Cordillera Challenge 3 also raised the bar in employee volunteerism: Globe Telecom bikers from Manila, Negros, and La Union joined the event in Baguio. Since May 2012, the Roots and Shoots nursery program of CCT has established seedling nurseries in twenty-one (21) public elementary schools in the Cordillera area. (photo caption) Globe joins in the fight against climate change through Globe Goes Green, a sustainability campaign to help integrate key environmental initiatives to the company's business strategy. Since 2012, Globe together with the Cordillera Conservation Trust has been staging the Cordillera Challenge, a fund-raising biking activity designed to fast track reforestation efforts in the Cordillera mountain range.   | Volunteerism       | Environment       | Local Communities and Society | Employees           | Strategic | NO                     | NO  | NO | NO  | YES | NO | NO | NO  |
| Through the Global Filipino Teacher program (GFT), educators are trained to integrate ICT in teaching basic subjects like English, Science, Math, and heKaSi. GFT is done in partnership with the Department of Education (DepEd) and the Coalition for Better Education, a Cebu-based non-profit organization composed of various education stakeholders from the academe, students, parents, non-government and business organizations. The GFT training program equips teachers with knowledge using the project-based learning approach and will train 100 new teachers and existing GFT teachers to become peer coaches to their co-teachers on the use of project-based learning (PBL), creating a community-based ripple effect of 21st century learning. (photo caption) Globe Telecom joins TINGOG 2015, a pioneering SMS-based citizen feedback initiative aimed to promote the effective delivery of basic services for the realization of the country's Millennium Development Goals (MDGs) by 2015. Becky Malay, Program Director of the Philippine Rural Reconstruction Movement (PRRM), implementing agency of TINGOG 2015, affixes her signature to the mock cell phone that shows government and private sector support for the SMS-based citizen feedback initiative. Together with her are (from L-R): Department of Interior and Local Government Supervising Undersecretary Rafael Santos, Globe head for Corporate Social Responsibility Rob I. Nazal, and Tabaco City Mayor Cielo Krisel Lagman-Luistro. | Training           | Self Realization  | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO  |
| (photo caption) Globe Telecom joins TINGOG 2015, a pioneering SMS-based citizen feedback initiative aimed to promote the effective delivery of basic services for the realization of the country's Millennium Development Goals (MDGs) by 2015. Becky Malay, Program Director of the Philippine Rural Reconstruction Movement (PRRM), implementing agency of TINGOG 2015, affixes her signature to the mock cell phone that shows government and private sector support for the SMS-based citizen feedback initiative. Together with her are (from L-R): Department of Interior and Local Government Supervising Undersecretary Rafael Santos, Globe head for Corporate Social Responsibility Rob I. Nazal, and Tabaco City Mayor Cielo Krisel Lagman-Luistro.  | Association        | Health            | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO  | NO | NO | NO  |



| What   |                    | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|--|--------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| Globe BridgeCom also conducted distribution of food, water, and clothes to about 5,300 families in Fairview, Payatas and <b>provided hot meals to feed 500 individuals in Marikina</b> as well as setting up of a soup kitchen at the Malolos Central School, and mobilized donations in cash, in-kind, or via GCASH.  | Donation & Funding | Health              | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO | NO | NO | NO | NO |
| Globe BridgeCom also conducted distribution of food, water, and clothes to about 5,300 families in Fairview, Payatas and provided hot meals to feed 500 individuals in Marikina as well as <b>setting up of a soup kitchen at the Malolos Central School</b> , and mobilized donations in cash, in-kind, or via GCASH.   | Donation & Funding | Health              | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO | NO | NO | NO | NO |
| Globe BridgeCom also conducted distribution of food, water, and clothes to about 5,300 families in Fairview, Payatas and provided hot meals to feed 500 individuals in Marikina as well as setting up of a soup kitchen at the Malolos Central School, and <b>mobilized donations in cash, in-kind, or via GCASH</b> .   | Donation & Funding | Wealth distribution | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO | NO | NO | NO | NO |
| aside from relief operations, globe also utilized ict tools to help both public and private organizations conduct emergency response activities especially in difficult-to- reach areas. Similar disaster relief operations were also conducted in mindanao during typhoon pablo in december 2012.   | Donation & Funding | Wealth distribution | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO | NO | NO | NO | NO |
| Globe BridgeCom also utilized ICT solutions in strengthening good governance and accountability through the following partnerships and programs: A survey tool, Delphio, was also introduced to the Department of Interior and Local Government (DILG) partnership for citizens to monitor the Anti-Red Tape Act (ARTA) and ensure that their local government units are keeping to their commitment of service.   | New Products       | Fair competition    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Globe BridgeCom also utilized ICT solutions in strengthening good governance and accountability through the following partnerships and programs: The partnership with UNICEF also harnessed the power of SMS and ICT for the real-time Community health Information Tracking System (rChITS). The rChITS is the country's first electronic medical record system for government health facilities which allowed nurses and midwives nationwide to help generate health data and timely reports for the Department of health's (DOH) health programs by sending reports through their mobile phones. The program was piloted in three disadvantaged areas identified by UNICEF in 2012—G'lan in Sarangani, Sto. Domingo in Albay, and Gamay, Northern Samar—and aimed at providing local stakeholders information on maternal and child health in rural areas to help them make informed decisions on social services delivery. | Association        | Health              | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO | NO | NO | NO | NO |
| Globe BridgeCom also utilized ICT solutions in strengthening good governance and accountability through the following partnerships and programs: Globe also empowered the Manila Observatory (MO), the Metro Manila Development Authority (MMDA), Chevron, and the Ateneo de Manila University with ICT tools for the Metro Weather project, a network of automated weather stations (AWS) in Metro Manila that will provide free and real-time weather data that can be used to prepare for severe weather conditions such as typhoons and heavy flooding.  | New Products       | Health              | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Globe also recognizes the power in strengthening the capabilities of the youth by providing support for Ayala Foundation's Leadership Communities (LeadComm) and Philippine Center for Civic Education and Democracy's (PCCED) Project Citizen, which empowers high school students with leadership skills and training in seeking public policy interventions to solve community problems.  | Training           | Self Realization    | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Duty-bearers are also empowered with capacity-building skills: the Global Filipino Teacher (GFT) program, first launched in 2009, continues to equip public school teachers nationwide with necessary skills to efficiently integrate information and communications technology (ICT) in their teaching strategies. <b>In 2012, a peer coaching session, participated by 30 Global Filipino Teachers, was done to empower educators with skills to train their colleagues in ICT integration.</b>  | Training           | Education           | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| The Global Filipino School (GFS)—an ICT model school equipped with wired and wireless Internet connection, multi- media peripherals, and is housed in an energy-efficient and environment-friendly building—was turned over to the Bilar National high School, Bohol in December 2012. The competency-building initiative seeks to transform public high schools into ICT centers of excellence and hopes to drive the delivery of and access to quality education to produce teachers and students who can contribute to the growth and competitiveness of their respective localities.   | Donation & Funding | Education           | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO  | NO | NO | NO | NO | NO |

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## Results of content analysis for 2013 Sustainability Report

| What   |                    | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |    |     |    |     |    |    |    |
|--|--------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|----|-----|----|-----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2  | 3   | 4  | 5   | 6  | 7  | 8  |
| In addition to providing all of its base stations with state-of-the-art equipment, Globe continues to optimize its modernized cellsites for maximum performance while aggressively building on its transport network. The company's fiber optic footprint in the country now includes undersea cable systems in strategic sites such as those in Boracay and Coron in Palawan, boosting linkages of these two premier tourist destinations with the rest of the country and the world. The company's interconnection with the Southeast-Asia Japan Cable system, which was activated in mid2013, further strengthens the Philippines' regional connectivity. Resiliencies and protection systems were also increased for better network availability and delivery, providing support for expanding business requirements especially for data.  | Asset Modification | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
| As a proactive measure, Globe deployed agents and performance management tools to provide the Company the ability to measure real time experience of subscribers and diagnose the performance of each and every network element. During Typhoon Yolanda, aggressive network restoration and business programs contributed to the strong recovery in Western and Central Visayas, while Eastern Visayas gradually increased towards pre-Yolanda level.  | Asset Modification | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
| Globe Telecom also transformed telecommunications to offer a greener and more sustainable nation. Indoor base transceiver stations (BTS) decreased from 70% to 53% and are now converted into outdoor models. This has contributed to energy efficiency measures as cell site dependence on traditional cooling systems such as air-conditioners was eliminated. BTS sites located beyond 1km radial distance from shorelines also implemented reduction of air-conditioning use with 577 out of 600 indoor sites already in use of free cooling systems (FCS) along with Constant Temperature Battery Cooler (CTBC) units. CTBC acts like mini refrigerators using energy efficient coolers used to store telecom batteries. The new equipment welcomed ambient air to flow freely into BTS cabins while still maintaining the ideal thermal conditions for the telecom batteries in prolonging its life. Significantly, about 12% savings have been generated by reducing air-conditioning use on these sites.   | Asset Modification | Environment         | Local Communities and Society | Nothing             | Strategic | YES                    | NO | NO  | NO | YES | NO | NO | NO |
| Towards the end of 2013, the segment also led the introduction of the telco's world-first partnership with Facebook, providing over 38 million subscribers access to the top social networking site alongside customer service innovations that address the fear of mobile browsing.   | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | YES | NO | NO  | NO | NO | NO |
| The revolutionary service GoSAKTO was the segment's flagship offer in 2013, allowing prepaid customers to create and personalize their own prepaid promo based on their budget, needs and lifestyle.   | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | YES | NO | NO  | NO | NO | NO |
| As their trusted business advisor helping grow the trade of small and medium businesses (SMBs), the Small and Medium Business Group (SG) of Globe Business introduced to them the concept of customization and personalization of postpaid plans. This enabled them to experience convenience of regular consumer-based plans for business applications.   | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | YES | NO | NO  | NO | NO | NO |
| BPI Globe BankKO, the country's first mobile-based, microfinance-focused bank and Globe Telecom's joint venture with BPI and Ayala Corporation leveraged on partnerships with local and international institutions to make significant progress in promoting financial inclusion (...financial inclusion...)BPI Globe BankKO works with the USAID- funded Scaling Innovations in Mobile Money (SIMM) project to help develop mobile money ecosystems in Pulilan, Bulacan, Quezon City and Batangas City. <b>In Pulilan, BPI Globe BankKO launches the very first mobile money-enabled payroll disbursements to local government employees</b> , and enables Pulilan residents to make payments to the Pulilan Water District for water bills using their BankKO account. In Quezon City, the local government is using BankKO to disburse allowances and stipends to public school teachers and government scholars. BPI Globe BankKO also enables cooperatives in hard-to-reach areas in Batangas City as BankKO partner outlets to make them community banks, catering to their members and their barangays. | Association        | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
|  | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO | YES | NO | NO  | NO | NO | NO |

| What   |                    | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|--|--------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| (...financial inclusion...)BPI Globe BankO works with the USAID- funded Scaling Innovations in Mobile Money (SIMM) project to help develop mobile money ecosystems in Pulilan, Bulacan, Quezon City and Batangas City. In Pulilan, BPI Globe BankO launches the very first mobile money-enabled payroll disbursements to local government employees, and <b>enables Pulilan residents to make payments to the Pulilan Water District for water bills using their BankO account.</b> In Quezon City, the local government is using BankO to disburse allowances and stipends to public school teachers and government scholars. BPI Globe BankO also enables cooperatives in hard-to-reach areas in Batangas City as BankO partner outlets to make them community banks, catering to their members and their barangays. | New Products       | Wealth Distribution | Customers                     | Nothing                       | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| (...financial inclusion...)BPI Globe BankO works with the USAID- funded Scaling Innovations in Mobile Money (SIMM) project to help develop mobile money ecosystems in Pulilan, Bulacan, Quezon City and Batangas City. In Pulilan, BPI Globe BankO launches the very first mobile money-enabled payroll disbursements to local government employees, and enables Pulilan residents to make payments to the Pulilan Water District for water bills using their BankO account. <b>In Quezon City, the local government is using BankO to disburse allowances and stipends to public school teachers and government scholars.</b> BPI Globe BankO also enables cooperatives in hard-to-reach areas in Batangas City as BankO partner outlets to make them community banks, catering to their members and their barangays. | Association        | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| (...financial inclusion...)BPI Globe BankO works with the USAID- funded Scaling Innovations in Mobile Money (SIMM) project to help develop mobile money ecosystems in Pulilan, Bulacan, Quezon City and Batangas City. In Pulilan, BPI Globe BankO launches the very first mobile money-enabled payroll disbursements to local government employees, and enables Pulilan residents to make payments to the Pulilan Water District for water bills using their BankO account. In Quezon City, the local government is using BankO to disburse allowances and stipends to public school teachers and government scholars. <b>BPI Globe BankO also enables cooperatives in hard-to-reach areas in Batangas City as BankO partner outlets to make them community banks, catering to their members and their barangays.</b> | Association        | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| To respond quickly to the need for financial services in Typhoon Yolanda (Haiyan) affected areas, BPI Globe BankO partnered with international aid agencies Mercy Corps and Goal International, among others, to facilitate emergency cash transfers to beneficiaries in the affected areas. To date, BPI Globe BankO successfully disbursed to more than 1,500 beneficiaries in Iloilo and Cebu and is forging more partnerships with other aid agencies and NGOs to reach more beneficiaries.  | Association        | Wealth Distribution | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO  | NO  | NO | NO | NO | NO | NO |
| Kickstart funded start-ups create 177 jobs and serve 521,262 aggregate users, including 33,985 paying customers<br>Globe Labs Application Programming Interface (API) launches its beta version last November 23, 2013 with more than 120 attendees composed of developers, business managers and students. <b>The program enables attendees to create innovative apps and services utilizing telco capabilities using a standard GSMA OneAPI compliant set of APIs.</b> It also enables both SMS and voice and helps developers monetize using the Charging APIs where subscribers can purchase any digital goods such as In-App Purchases, Paid Download and Subscriptions by using their prepaid credits or charge to their bill...   | Donation & Funding | Economic Security   | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| ... The event includes a developer "hackathon", where interested participants hacked and created apps or services in more or less 24 hours using the new Globe Labs API. <b>More than 25 ideas were submitted and 10 (ten) apps were selected and rewarded with a generous prize of P40,000 each.</b>  | Training           | Self Realization    | Local Communities and Society | Nothing                       | Strategic | YES                    | YES | NO  | NO | NO | NO | NO | NO |
|  | Donation & Funding | Self Realization    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |



| What  |                                 | Why              |                               | How                           | ALERT     | Strategic CSR criteria |     |    |    |     |    |    |    |
|---|---------------------------------|------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|----|----|-----|----|----|----|
| Initiative Description  | Type of Initiative              | Societal Issue   | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3  | 4  | 5   | 6  | 7  | 8  |
| <p><b>Collaboration</b><br/>... Globe also uses Google Apps, a suite of online productivity and collaboration tools, as its business solution, providing Globe employees greater freedom to connect and collaborate anytime, anywhere, using any device, while further enhancing employee engagement. Tools that include products like Gmail, Google Drive, Google+ and Google Calendar provide in-house communication, allowing employees to hold meetings online, share videos or data with ease, and chat and meet online.</p>   | Modification of Procedures      | Self Realization | Employees                     | Business Partners & Suppliers | Strategic | YES                    | NO  | NO | NO | NO  | NO | NO | NO |
| <p><b>Collaboration</b><br/>... Meanwhile, the 109 meeting rooms, featuring acoustically-treated branded walls, LED TV screens, speaker system, power-able table, room wizard, and Polycom console for videoconferencing, give the company more flexibility, reducing the need for travel and thus empowering its employees to deliver faster and better results for the benefit of its consumers. Huddle rooms and themed breakout areas are also available for all employees to interact and collaborate. Moreover, employees can welcome guests and accomplish engagements easier at the Forum at Basement 1. It is a multi-functional floor accommodating 500 people with 21 meeting rooms of varying seating capacities. It also has alcoves for quick huddles, recruitment areas, a coffee bar and the Globe Art Gallery.</p> | Asset Modification              | Self Realization | Employees                     | Nothing                       | Strategic | YES                    | NO  | NO | NO | NO  | NO | NO | NO |
| <p><b>Efficiency</b><br/>Welcome to Converge, Globe Telecom's employee center at the 19th floor. It is a one-stop-shop that provides various services such as HR helpdesk, after-sales service of IT tools, a non-denominational prayer room, a St. Luke's-run clinic and a Unilab pharmacy, a Mom's room for nursing employees, a breakout area and pantry, a BPI banking center, as well as a Globe boutique—all for the exclusive use of employees. Having all of the services needed in one location makes it more convenient for every Ka-Globe.</p>   | Asset Modification              | Self Realization | Employees                     | Nothing                       | Strategic | YES                    | NO  | NO | NO | NO  | NO | NO | NO |
| <p><b>Paperless</b><br/>The Globe Tower embraces a clutter-free and paperless environment and thus has empowered its employees to work through online platforms. Processes for cash advance, reimbursement, liquidation, document and parcel tracking, clinic appointments, among others, have their own automated system available to all Ka-Globe.</p>  | Modification of Procedures      | Environment      | Local Communities and Society | Employees                     | Strategic | YES                    | NO  | NO | NO | YES | NO | NO | NO |
| <p><b>Cashless</b><br/>Welcome to Taste at the 8th floor, a dining hall with a 600-seat capacity powered by GCash, serving a wide selection of cuisine from popular concessionaires for its employees. Globe utilizes GCash as its virtual wallet for all its payment transactions, cash advances and reimbursements. Linked to the employee's mobile number, every GCash transaction comes with an SMS notification for ease of tracking.</p>  | Modification of Procedures      | Self Realization | Employees                     | Nothing                       | Strategic | YES                    | NO  | NO | NO | NO  | NO | NO | NO |
| <p><b>Green and Smoke Free</b><br/>The Globe Tower, a US Green Building Council Leadership in Energy and Environmental Design (LEED) certified building, is a non-smoking facility. Following energy-efficiency standards, the building makes use of LED lights in the workstations, significantly reducing lighting use and making the building 20-percent more energy efficient.</p>  | Adoption of Standards and Rules | Environment      | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | NO | NO | YES | NO | NO | NO |
| <p>The building is also designed to reduce water consumption through a gray-water collecting system that brings the building's water efficiency to around 30 percent in terms of probable water consumption.</p>  | Asset Modification              | Environment      | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | NO | NO | YES | NO | NO | NO |
| <p>Meanwhile, the tower practices waste segregation and recycling, and banning plastics, styrofoam, tarpaulins and other non-biodegradable materials anywhere in the vicinity. Other features such as shared/centralized services, double-glazed low E façade, low-flow plumbing fixtures, harvesting of rainwater for flushing and watering the 3 outdoor gardens, motion-sensor controls in the restrooms, auto-dim and shut-off perimeter lighting and environment-friendly furniture reinforce the company's commitment to LEED standards.</p>  | Adoption of Standards and Rules | Environment      | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | NO | NO | YES | NO | NO | NO |
| <p>The building also has a high-speed passenger elevator system that groups together passengers to help save time and energy.</p>   | Asset Modification              | Environment      | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | NO | NO | YES | NO | NO | NO |
| <p><b>Culture Change Workshop for Leaders</b><br/>Targeted amongst the managers and leaders of Globe, the workshop encourages participation and commitment to push for an effective and positive transformation for the benefit of the employees and the company.</p>   | Training                        | Self Realization | Employees                     | Nothing                       | Strategic | NO                     | YES | NO | NO | NO  | NO | NO | NO |

| What  |                            | Why              |                               | How                 | ALERT     | Strategic CSR criteria |     |    |     |     |    |    |    |
|---|----------------------------|------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|-----|-----|----|----|----|
| Initiative Description  | Type of Initiative         | Societal Issue   | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5   | 6  | 7  | 8  |
| Globe focuses on future leaders, imparting the Globe Way and the 7 Globe Leadership Competencies. These include customer orientation, people orientation, personal values, entrepreneurial mindset, execution excellence, innovation and strategic thinking. The series of trainings include the Executive Development Program (for the next generation of senior leaders), Fast Tracker Program (for the mid-career talents) and Young Leaders Program (for emerging talents). | Training                   | Self Realization | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| Globe Telecom partners with the Asian Institute of Management (AIM) and the Ateneo de Manila – Center for Continuing Education in developing leadership and management skills. The series of training programs is intended for managers, mid-career professionals and juniors who aspire to become leaders trained the Globe Way.   | Training                   | Self Realization | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| Graduate 2 Globe (G2G) is a program in partnership with top colleges and universities for high potential individuals who can become future leaders of Globe. Activities under G2G include Get-to-know-Globe (Company Orientation), Singtel Undergraduates Scholarship, Globe Summer Internship and Post Graduate Internship Program and Cadetship and Management Development Program.   | Training                   | Self Realization | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| Junior Mobile Wizard is offered to employees' children currently in secondary school to develop an understanding of the Philippine telecommunications arena.  | Training                   | Self Realization | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| In measuring the effectiveness of employee programs and continuity of the Circle of Happiness, Globe continuously conducts its Employee Satisfaction Survey (ESAT). ESAT results are consolidated yearly to present a comparison from previous years and be able to strongly maintain or improve any positive outcomes for the succeeding years.  | Assessment and Measurement | Self Realization | Employees                     | Nothing             | Cosmetic  | NO                     | NO  | NO | NO  | NO  | NO | NO | NO |
| Office accidents recorded at the Globe Tower increased due to unfamiliarity to new environment. To mitigate this, Globe implemented safety measures to prevent recurrence of incidents.   | Modification of Procedures | Health           | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | YES | NO  | NO | NO | NO |
| 32,005 liters of sulfuric acid was properly disposed  | Modification of Procedures | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 112,019 kilograms of lead was recovered   | Modification of Procedures | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 1. Turning off/dim lightings in unmanned Mobile Switch Centers (MSC), Data Center, Network Operation Centers (NOC), IN, Switch Room areas based in corporate buildings.   | Modification of Procedures | Environment      | Local Communities and Society | Employees           | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 2. Switching off air conditioning units in offices 15 minutes earlier than office closing time.   | Modification of Procedures | Environment      | Local Communities and Society | Employees           | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 3. Replace all desktops workstations with laptops which consume less power and do not require UPS system.   | Asset Modification         | Environment      | Local Communities and Society | Employees           | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 4. Adopt the LED lighting technology for office lighting as this uses less power and has a longer usage file.   | Asset Modification         | Environment      | Local Communities and Society | Employees           | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 5. Release new energy conservation (enercon) guidelines for employees such as switching off of unnecessary lights, unplugging of office equipment, recycling, etc.  | Communication              | Environment      | Local Communities and Society | Employees           | Strategic | NO                     | NO  | NO | NO  | YES | NO | NO | NO |
| 1. Network equipment refreshed with upscale battery autonomy and delaying genset mode feature, as well as operating on natural cooling methods, resulting in more efficient use of commercial power and at least 30% worth of fuel savings.   | Asset Modification         | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 2. Adopt solar power/wind power for most of the 99 prime-powered sites.   | Asset Modification         | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 1. Efficient driving practices with the safe defensive driving training for employees and third party vendor.   | Training                   | Environment      | Local Communities and Society | Employees           | Strategic | NO                     | NO  | NO | NO  | YES | NO | NO | NO |
| 2. Adoption of cleaner fuel alternatives such as E10 for all service vehicles.  | Modification of Procedures | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| 3. Review and rationalize vehicle distribution based on territorial usage e.g. 4x4 assigned in Metro Manila can be re-deployed in the provinces.  | Modification of Procedures | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| Recommend the use of Google Hangouts, Google Chat and teleconference to lower frequency of business air travels.  | Modification of Procedures | Environment      | Local Communities and Society | Employees           | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |

| What   |                            | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |     |     |     |     |    |    |    |
|--|----------------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|-----|-----|-----|-----|----|----|----|
| Initiative Description   | Type of Initiative         | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3   | 4   | 5   | 6  | 7  | 8  |
| Globe Telecom's Clean Fleet Program continues to contribute to cleaner air through elimination of present air pollutants. Through the use of a Clean Fleet Tool and together with the United Nations Environmental Protection (UNEP) Program, the Company is able to examine its impact with regard to emissions of Particulate Matter (PM), Sulfur Dioxide (SO <sub>2</sub> ), Nitrogen Dioxide (NO <sub>2</sub> ), Volatile Organic Compounds (VOCs), Carbon Monoxide (CO) and Lead (Pb). Such tool also helps in suggesting measures to minimize air pollution caused by the Company. | Assessment and Measurement | Environment         | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO  | NO  | YES | NO | NO | NO |
| The Company's total expenditures for environmental programs summed up to ₱3,068,500.90 in the year 2013. Reforestation Program including Earth Day and Earth Month - P1,218,413.49   | Donation & Funding         | Environment         | Local Communities and Society | Nothing             | Strategic | NO                     | NO  | NO  | NO  | YES | NO | NO | NO |
| Donation to Philippine Eagle Foundation, Pusod Inc. and Cordillera Conservation Trust = P1,200,000.00  | Donation & Funding         | Environment         | Local Communities and Society | Nothing             | Strategic | NO                     | NO  | NO  | NO  | YES | NO | NO | NO |
| Internal Environmental Management Programs = P650, 087.41  | Modification of Procedures | Environment         | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO  | NO  | YES | NO | NO | NO |
| Wonderful partnerships and memberships for the benefit of the environment are continued with both the public and private sector in the year 2013. List of Stakeholder Groups for Globe Environment Programs:   | Association                | Environment         | Local Communities and Society | Nothing             | Strategic | NO                     | NO  | NO  | NO  | YES | NO | NO | NO |
| Sagot Ka ni Kap! Empowering the community through their barangay leaders in actively pursuing peace and progress in their locality. (Output: 460 Barangays)  | Donation & Funding         | Self Realization    | Local Communities and Society | Nothing             | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO | NO |
| Hopeline for Crisis Intervention Counseling - Responding to psycho-social needs of communities through creating and maintaining a dedicated suicide hotline for them. (1,666 Families)   | New Products               | Health              | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | YES | NO  | NO  | NO | NO | NO |
| Real-time Community Health and Information Tracking Systems (rCHITS) - Enable midwives and barangay health workers to monitor the current maternal and child health situation in their areas and help in their treatment response efficiency. (158 Barangays)  | New Products               | Health              | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | YES | NO  | NO  | NO | NO | NO |
| Tex2Teach - Provides public elementary schools access to hundreds of educational videos through use of a phone, TV and internet connection. (3,744 teachers/897 schools 309,672 students)  | New Products               | Education           | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | YES | NO  | NO  | NO | NO | NO |
| Globe Football Para Sa Bayan - A program that capitalizes on the sport of football as an intervention tool for children in underserved communities to value their education. (1,144 students)  | Donation & Funding         | Health              | Local Communities and Society | Nothing             | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO | NO |
| Global Filipino Schools (GFS) An ICT model school equipped with wired and wireless internet connection, multi-media peripherals, and housed in an energy-efficient and environment-friendly building. (28 teachers 850 students)   | Donation & Funding         | Education           | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO | NO |
| Global Filipino Teachers (GFT) A training program for public school teachers in ICT proficiency in the classroom, and problem-based learning approaches. (370 teachers 342 schools)  | Training                   | Education           | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO | NO |
| Project Citizen - Aims to teach high school students on how democracy works by providing practical approaches in public policy intervention to solve community problems (272 teachers trained from 230 schools, 600 students)  | Training                   | Self Realization    | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO  | NO  | NO | NO | NO |
| My Fair Share - Aims to integrate Social Enterprises in the Globe value chain by providing necessary capacity development and market access.   | Association                | Economic Security   | Suppliers                     | Nothing             | Strategic | NO                     | NO  | NO  | YES | NO  | NO | NO | NO |
| DSWD CCT Sustainable Livelihood Support - Provides income opportunity and financial inclusion to the bottom of the pillar beneficiaries. (P2,184,396 funds raised)   | Association                | Economic Security   | Local Communities and Society | Nothing             | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO | NO |
| Globe BridgeCom SIM - The SIMs are used as a tool for disaster prevention and mitigation (iLead), monitoring of conservation activities (iConserve), mobile bank accounts (iProsper) and as a communication platform for health workers and educators (iAccess). (P4,638,285 funds raised)   | Donation & Funding         | Economic Security   | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO  | NO  | NO  | NO | NO | NO |
| VolunTEAMING & Globe BridgeCom Activity Volunteers (TIME) Engagement of both employees and external volunteers to share their time for worthy causes (2,177 volunteers 9,134 volunteer hours)  | Volunteerism               | Wealth distribution | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO | NO |
| Globe BridgeCom Fundraising (TREASURE) Fundraising to support the projects or advocacies of its partner organizations/agencies. (P2,215,955 funds raised)  | Donation & Funding         | Wealth Distribution | Local Communities and Society | Nothing             | Cosmetic  | NO                     | NO  | NO  | NO  | NO  | NO | NO | NO |
| Forrest Corridor Program - Aims to restore wildlife habitats through forest carbon development in partnership with the Philippine Eagle Foundation, Inc. (PEF) in Arakan Valley. Community-based initiatives Program: Potted 26,805 cacao seeds and distributed 132 solar lamps for the Light for Trees Project (60 hectares)  | Donation & Funding         | Environment         | Local Communities and Society | Nothing             | Strategic | NO                     | NO  | NO  | NO  | YES | NO | NO | NO |



## Results of content analysis for 2014 Sustainability Report

| What  |                            | Why              |                       | How                           | ALERT     | Strategic CSR criteria |     |    |    |    |    |    |    |
|---|----------------------------|------------------|-----------------------|-------------------------------|-----------|------------------------|-----|----|----|----|----|----|----|
| Initiative Description  | Type of Initiative         | Societal Issue   | Stakeholder Recipient | Stakeholder Vehicle           |           | 1                      | 2   | 3  | 4  | 5  | 6  | 7  | 8  |
| Globe launched a program with UYS to achieve a competitive advantage through rapid service improvement. This effort included service education in order to inspire employees not to commit Criminal service and aim for Unbelievable service that will delight customers and increase brand preference. UP! Your Service principles and tools are available for all employees and contractors to take and are offered as part of the onboarding program. To date, 95 Course Leaders were certified by UYS to drive change programs across thousands throughout the entire organization.   | Training                   | Fair competition | Customers             | Employees                     | Strategic | YES                    | YES | NO | NO | NO | NO | NO | NO |
| On Feel Good Mondays, our employees are surprised and treated to small gifts. They are, in turn, encouraged to pay it forward through ThinkGiving cards and Kudos points.   | Incentives                 | Self Realization | Employees             | Nothing                       | Strategic | NO                     | YES | NO | NO | NO | NO | NO | NO |
| Kudos was adopted by Globe in August 2014 to give our employees a digital platform to recognize and show appreciation for any colleague who has done wonderful work. The Kudos platform, available in both web and mobile, allows each employee to give Kudos points under the context of each Globe value. This novel concept allows Ka- Globe to say thank you in a casual yet methodical system. Last year, there were about 1.2 million Kudos points given and 78 percent of the remarks were on the value of "We put the customers first," that Project DNA has inspired superior service to be practiced every day.   | Modification of Procedures | Self Realization | Employees             | Nothing                       | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| With a continued drive to create innovators in every employee, we put together a series of programs designed to inspire and stimulate the imagination for more customerservice solutions in the pipeline. The Globe InnovationMonth was comprised of four major activities: Mind BrewTalks, iSpark, Globe City, and Globe Innovation Forum. Through the Mind Brew Talks, employees were able to learn from top innovators in a casual café forum setting. Industry experts from various fields shared their thoughts and inspired creativity and innovation. Esteemed guest speakers included performance artist and corporate trainer Gabe Mercado, news reporter Atom Araullo, creative geeks Tony pet Sarmiento and Jason Drilon, startup founders Terence Lok and Justin Lim of ZAP, and Kalibrr cofounder and CEO Paul Rivera. | Training                   | Self Realization | Employees             | Business Partners & Suppliers | Strategic | NO                     | YES | NO | NO | NO | NO | NO | NO |
| Globe developer community Globe Labs also fuelled excitement for Innovation Month by holding iSpark, a company-wide event where people engage in collaborative quick-pitches and computer programming. Employees throughout the organization were encouraged to team up in groups and craft fresh ideas that would leverage on various technologies available at Globe. Technical experts and program developers then were assigned to each team in order to bring their ideas to life as working prototypes. Judges of the iSpark challenge were very impressed with the winning proposal "School in a Box" a device that delivers learning via Information and Communications Technology to far-flung schools that do not have electricity.   | Training                   | Self Realization | Employees             | Nothing                       | Strategic | NO                     | YES | NO | NO | NO | NO | NO | NO |
| We also developed a virtual innovation tool to nurture idea generation and collaboration within the company. Called Globe City, this gamified platform merges real and simulated worlds where actual projects for commercialization are pitched and developed as approved by the Globe City Council. Once a proposal is given the thumbs up, the proponent will be given the chance to either invest in it or sell it to Globe. Although pitching the idea would be done via the virtual world, all incentives would be paid with real money. Through Globe City, employees were introduced to a fun, easy, convenient, and rewarding way of embracing the innovation process to create a healthy stream of potential customer solutions.   | Donation & Funding         | Self Realization | Employees             | Nothing                       | Strategic | YES                    | YES | NO | NO | NO | NO | NO | NO |
| To wrap up Innovation Month, a series of 50 learning sessions for the Globe Innovation Forum was held. Our vendors and partners were invited to share with Globe employees the latest in product and business innovation which can pioneer technologies for the consumer of tomorrow. Present at the event were Nokia, WSA/Telco Systems, Gemalto, SMSGT, DTQ, Stratpoint, Acision, Teradata, Amdocs, SmartQ, Evolving Systems, Huawei, WSA/TeleDNA, Nominum, and SAS.  | Training                   | Self Realization | Employees             | Business Partners & Suppliers | Strategic | NO                     | YES | NO | NO | NO | NO | NO | NO |

| What   |                    | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|--|--------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| Backed by our network infrastructure, we continue our partnership with top social networking site Facebook, allowing users to post, like, comment, chat, add friends, upload photos, and share posts without the need for Wi-Fi. Globe collaborated with Facebook since 2013 to offer our postpaid, prepaid, and TM subscribers access to the leading social networking site on mobile at zero data charges, alongside first-of-its-kind mobile innovations that address fear of mobile browsing, making our Free Facebook offer a world-first. ... As the country's leading digital brand and preferred partner of technology leaders around the world, we hope to get more Filipinos online on their mobile devices and be part of a wonderful, connected world. | Association        | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO  | NO  | NO | NO | NO | NO | NO |
| Globe also gives subscribers the opportunity to experience over a thousand apps on Google Play. With only four percent of Filipinos owning credit cards, it was previously impossible to obtain apps that require payment. Many were forced to be content with the few apps that were either free or came with limited features. We turned all that around last year by enabling customers to charge their Google Play app purchases to their prepaid load or postpaid bill.   | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| GCash also teamed up with the local governments of Quezon City, Valenzuela City, and Batangas City to provide a platform for their residents to settle their real property tax payment and business and construction permits through Scaling Innovation through Mobile Money (SIMM) under the United States Agency for International Development.  | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| In 2014, Globe once again brings the synergy of mobile technology and cashless commerce into an entirely new dimension with the launch of Globe Charge. Globe Charge transforms mobile phones into point-of-sale (POS) card terminals that accept debit and credit card payments. Globe Charge harnesses the integration of a smartphone and an innovative mobile card reader into a mobile point-of-sale (POS) unit, empowering small and medium businesses (SMBs) with a convenient payment device and eliminating the need for traditional and more expensive card terminals. With Globe Charge, SMBs can start accepting credit card payments regardless of their size, so they can provide more payment options to their customers.                           | New Products       | Wealth Distribution | Customers                     | Nothing             | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| We also encourage Globe employees to think like entrepreneurs by <b>introducing myBusiness Day</b> . It is a day dedicated to giving them the tools they need to make their dream ventures come true. We offer our employees franchising opportunities, seminars from experts, and an exhibit of technology-based business efficiency tools offered to MSMEs. Through this, the company aims to create a better tomorrow for everyone, in and out of Globe.  | Training           | Self Realization    | Employees                     | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Two—or more—heads are better than one, so we brought together hundreds of ICT executives and practitioners from the various Ayala group of companies at the first Globe ICT Summit last November 2014, which bannered the theme "Innovation Nation: Beyond Business As Usual." ... We also hope to serve as an inspiration for other companies to adopt innovative ICT solutions, and ultimately fulfill the Ayala group's noble vision of putting the Philippines at the forefront of ICT-enabled progress.   | Training           | Self Realization    | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| On the same month as the Globe ICT Summit, we flew in world-renowned thought leader Guy Kawasaki to Manila for the fifth Enterprise Innovation Forum (EIF), which centered on the theme "Creating Your Business Advantage." ... The EIF Forum aims to inspire and empower the Filipino business community by keeping them abreast with the latest ICT developments and encouraging them to adopt a strong organizational culture of innovation. That way, they can better respond to the needs of the consumer with relevant products and services.  | Training           | Self Realization    | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| To date, Kickstart has provided \$2.1 million in direct investment funding to 20 digital start-ups that range from seed-stage to Series A startups. These start-ups have helped create 337 new jobs, served 576,334 global users, and generated \$1.6 million in revenues. ...   | Donation & Funding | Economic Security   | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |



| What  |                    | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |     |    |    |     |     |     |    |
|---|--------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|----|----|-----|-----|-----|----|
| Initiative Description  | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3  | 4  | 5   | 6   | 7   | 8  |
| Globe employee volunteers, meanwhile, shared their timewith the students in the schools they visited: CabilaoElementary School in Carles, Iloilo; CamburananElementary school in Tapaz, Capiz; and HaciendaConchita Elementary School in San Dionisio, Iloilo. Theseschools were chosen through the recommendation of theDepartment of Education (DepEd).   | Volunteeris m      | Self-ownership      | Local Communities and Society | Employees                     | Cosmetic  | NO                     | NO  | NO | NO | NO  | NO  | NO  | NO |
| Sports and education go hand in hand in Globe as both can equip the youth with tools they need to succeed in life. Thus, the Philippine Azkals team captain and our sports ambassador Chiefy Caligdong joined the Classroom On The Go initiative by spending time with students in San Dionisio and conducting football clinics to inspire them to continue their education. Over 1,000 learning kits were also distributed during his visit.   | Volunteeris m      | Health              | Local Communities and Society | Employees                     | Cosmetic  | NO                     | NO  | NO | NO | NO  | NO  | NO  | NO |
| Caligdong led the kickoff of <b>Football Para Sa Bayan 2014</b> , a grassroots program for youth in underprivileged communities all over the country. The program aims to encourage students to stay in school and achieve better scores to be in a position to earn academic and athletic scholarships. Three tournaments were held in Manila and Iloilo, which involved 35 community football teams supported by Globe.   | Volunteeris m      | Self Realization    | Local Communities and Society | Employees                     | Cosmetic  | NO                     | NO  | NO | NO | NO  | NO  | NO  | NO |
| Globe helps provide long-term and sustainable supportto communities through livelihood projects. The Globe-DSWD AutoloadMax (AMAX) Retailer program providesadditional income oportunities for sari-sari store ownersby making them airtime load retailers. The stores werechosen through the endorsement of the Department ofSocial Welfare and Development (DSWD) under itsSustainable Livelihood Program. In all, we helped jumpstartthe livelihood of 880 AMAX retailers in Haiyanaffected areas. | Donation & Funding | Economic Security   | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO | NO | NO  | NO  | NO  | NO |
| Globe Telecom was tapped to be a development sponsor for Aklan, one of thehardest hit areas and a strategic location for submarine cablefacilities of Globe. This led to the creation of the Bulig 4Aklan project where we extended our assistance to seven towns in the province: Libacdao, Madalag, Banga, Batan,Altavas, Balete, and New Washington.   | Donation & Funding | Wealth Distribution | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO | NO | NO  | NO  | NO  | NO |
| Through Project 1 Phone, Globe was able to <b>generate funds to construct these 40 classrooms</b> in Aklan while creating awareness on the harmful effects of electronic waste, or e-waste. <b>We put up recycling bins in various Globe Stores around the country where people could dispose of their old mobile phones, tablets, chargers, and batteries.</b>   | Volunteeris m      | Education           | Local Communities and Society | Customers                     | Strategic | NO                     | NO  | NO | NO | NO  | YES | YES | NO |
| Through Project 1 Phone, Globe was able to generate funds to construct these 40 classrooms in Aklan while <b>creating awareness on the harmful effects of electronic waste, or e-waste.</b> We put up recycling bins in various Globe Stores around the country where people could dispose of their old mobile phones, tablets, chargers, and batteries.  | Communicat ion     | Environment         | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | NO | NO | YES | NO  | NO  | NO |
| Globe tapped Singapore-based e-waste recycling specialistTES-AMM to properly recycle the collected e-waste,recover precious metals in the devices, and plastics forre-manufacture. A total of 74,598.9 kilograms in mobiledevices were eventually collected, proceeds of which will beused to construct the classrooms in Aklan.  | Association        | Environment         | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO  | NO | NO | YES | NO  | NO  | NO |
| Aside from school buildings, Globe built 40 houses each in New Washington and in Libacdao featuring GK's new design. Shelter kits were also distributed with Libacdao receiving 600 kits, and Madalag receiving 940 kits.   | Donation & Funding | Wealth Distribution | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO | NO | NO  | NO  | NO  | NO |
| To address hunger and keep children in school, Globeimplemented the Department of Social Welfare andDevelopment's (DSWD) Supplemental Feeding Program(SFP) for children aged three to six years old in Madalag.The program provided hot meals to children enrolled ingovernment pre-schools during snack and meal times, fivedays a week for 120 days.  | Donation & Funding | Health              | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO  | NO | NO | NO  | NO  | NO  | NO |
| For its livelihood assistance efforts, Globe distributed AMAX retailer kits to 100 beneficiaries of DSWD's Pantawid Pampamilyang Pilipino Program in Malay, Aklan. This complemented the town's other livelihoodprojects provided through the Non-Timber Forest ProductsExchange Program and the non-government organizationCustom Made Crafts Center, a social enterprise alsosupported by Globe.  | Donation & Funding | Economic Security   | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO | NO | NO  | NO  | NO  | NO |



| What  |                                 | Why            |                               | How                 | ALERT     | Strategic CSR criteria |    |    |    |     |    |    |    |
|---|---------------------------------|----------------|-------------------------------|---------------------|-----------|------------------------|----|----|----|-----|----|----|----|
| Initiative Description  | Type of Initiative              | Societal Issue | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2  | 3  | 4  | 5   | 6  | 7  | 8  |
| Our total investment for environmental programs on reforestation, CSR programs, solid waste management, and hazardous waste disposal and treatment cost summed up to P5.7 million in the year 2014, 87 percent higher than the previous year.   | Modification of Procedures      | Environment    | Local Communities and Society | Nothing             | Strategic | YES                    | NO | NO | NO | YES | NO | NO | NO |
| As a commitment to environmental preservation, we continue to operate with certifications on ISO14001 (Environmental Management System) and OHSAS 18001:2007 (Occupational Health and Safety Management Systems) granted by AJA Registrars on April 2014 for its Valero Telepark facility. Makati 2 Data Center (MK2) also passed its ISO14001 certification surveillance audit in 2014.  | Adoption of Standards and Rules | Environment    | Local Communities and Society | Nothing             | Strategic | NO                     | NO | NO | NO | YES | NO | NO | NO |
| On top of converting some indoor cell sites into outdoor models, and the installation of solar power and deep cycle battery solutions, <b>there was an initial roll out of fuel cell systems in select cabinets</b> , replacing the traditional diesel generator set. The fuel cell, powered by methanol fuel, is a green power solution that is silent to operate, with negligible emission compared to diesel generators. (p. 138: ... To date, 20 cell sites in Metro Manila have fuel cell systems whose capability was tested during typhoon Glenda.)  | Asset Modification              | Environment    | Local Communities and Society | Nothing             | Strategic | YES                    | NO | NO | NO | YES | NO | NO | NO |
| Power Usage Effectiveness (PUE) is a measure that Globe adapted from data centers that determines how efficiently an equipment uses energy, where the lowest number is considered the most efficient. This initiative was done as a pilot in 2014, where three sites were surveyed and were able to reduce their respective PUE ratings to an acceptable rating. We shall continue to monitor this program to ensure that we achieve and maintain an ideal PUE rating and do a full roll-out in the future.   | Assessment and Measurement      | Environment    | Local Communities and Society | Nothing             | Strategic | NO                     | NO | NO | NO | YES | NO | NO | NO |
| Globe uses Direct Current Hybrid Power Unit (DC HPU) in 16 sites located in areas without electricity. Unlike traditional set ups where two gensets are used alternately to power the site, the DCHPU employs a combination of a genset and deep cycle batteries. The genset is used to power the site and to recharge the batteries at the same time. Once fully charged, the batteries will take over the genset's function, after which the cycle is repeated. The use of DCHPUs helped us save 18 hours worth of fuel daily and 68 percent overall savings on fuel consumption and maintenance costs.   | Asset Modification              | Environment    | Local Communities and Society | Nothing             | Strategic | YES                    | NO | NO | NO | YES | NO | NO | NO |
| The Free Cooling System (FCS) is used in 577 Globe cell sites. This is an intelligent cooling system that adjusts the type and amount of cooling required depending on ambient temperature. At night and in the early morning when it is often cooler, the sites will only employ blowers which require little power to work. As the day progresses and temperatures rise, only then will air-conditioning units function, optimizing on how much cooling is needed.  | Asset Modification              | Environment    | Local Communities and Society | Nothing             | Strategic | YES                    | NO | NO | NO | YES | NO | NO | NO |
| As part of the efforts of Globe to incorporate sustainability into our core operations, the CFC also introduced a special Sustainability Award for the first time in 2014. The team behind Project LUGAW (Lower Utilization and Generation of Arduous Wattage) was the first recipient of this honor. With electricity as the biggest operational expense in the telecommunications business, Project LUGAW aimed to reduce power costs in the network facilities by six percent. Aside from allowing us to reduce electrical consumption costs, the initiative also lessens the company's carbon footprint and contributes to the preservation of the environment. | Incentives                      | Environment    | Local Communities and Society | Employees           | Strategic | NO                     | NO | NO | NO | YES | NO | NO | NO |
| Meanwhile, Globe continues to look for more ways to optimize and efficiently use energy in our corporate offices and other facilities. The use of laptops at the Globe Tower consumes 185 watts less power per desktop PC, which consumes 250 watts per unit—a 75 percent reduction. Since transferring to The Globe Tower in 2013, we have deployed a total of 4,180 laptops to employees.   | Asset Modification              | Environment    | Local Communities and Society | Employees           | Strategic | YES                    | NO | NO | NO | YES | NO | NO | NO |
| Utilizing various internal communications channels, energy conservation guidelines are proactively released for all our employees with topics that include switching off of unnecessary lights and unplugging of office equipment.  | Communication                   | Environment    | Local Communities and Society | Employees           | Strategic | NO                     | NO | NO | NO | YES | NO | NO | NO |

| What   |                            | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |    |    |    |     |     |     |    |
|--|----------------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|----|----|----|-----|-----|-----|----|
| Initiative Description   | Type of Initiative         | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2  | 3  | 4  | 5   | 6   | 7   | 8  |
| Globe uses the International GHG Protocol Corporate Accounting and Reporting Standard, a tool developed by the World Resources Institute (WRI) to calculate and monitor emissions from fuel use, CO2 emissions from mobile combustion, purchased electricity, and from business travel. In 2014, an increase in carbon emission was mainly due to network modernization and the expansion of our service coverage to support customers' needs. We tempered the increase in our CO2 emissions for the year in a number of ways.   | Assessment and Measurement | Environment         | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| One initiative was the reduction of long flights for business travel by maximizing our teleconference facility at The Globe Tower. From just 221 international teleconference calls the previous year, employees made 1,067 calls in 2014. Thus, despite increase in the number of short and medium flights, CO2 emissions savings of long flights improved by 802.87 metric tons from 261.62 in 2013 to 1,064.49 in 2014.   | Modification of Procedures | Environment         | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
| In 2014, Globe streamlined its carpooling service, Globe Shuttle, by cutting the number of vehicles in our fleet by half while increasing the number of passengers that each vehicle can carry, reducing 30 percent on fuel consumption.   | Modification of Procedures | Environment         | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
| Apart from minimizing CO2 emissions, Globe also takes significant steps in reducing waste produced from products and operations to further lower our impact on the environment. Waste management efforts remain in full implementation on all Globe sites. The solid waste, e-waste, and hazardous waste we generated are tracked whole year round to monitor our environmental impact and to ensure not only a wonderful but also a clean and green world for all of us.  | Assessment and Measurement | Environment         | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
| As gadgets become more affordable and device makers release new products at a blinding pace, consumers tend to upgrade their gadgets sooner while storing away their old ones instead of disposing these property. These devices are often thrown together with common trash, with owners unaware of the fact that phone batteries and chargers usually contain toxic metals such as lead, mercury, cadmium, and beryllium that may harm the environment when these are released into the air or seep into the ground and waterways. To address this, <b>Globe held the biggest electronic waste recycling program in the Philippines, dubbed Project 1 Phone to which you, our customers, responded positively.</b> | Donation & Funding         | Environment         | Local Communities and Society | Customers                     | Strategic | NO                     | NO | NO | NO | YES | NO  | YES | NO |
| More than just creating awareness on e-waste reduction and disposal, Project 1 Phone also helped build schools in the province of Aklan, one of the provinces worst hit by Super Typhoon Yolanda in November 2013. Proceeds of the program helped construct <b>10 more school buildings in addition to the 40</b> we have already committed as development sponsor of Aklan under the Office of the Presidential Assistance on Rehabilitation and Recovery (OPARR).  | Donation & Funding         | Education           | Local Communities and Society | Customers                     | Strategic | NO                     | NO | NO | NO | NO  | NO  | YES | NO |
| Globe has also engaged over 50 enterprise clients and partner institutions including Manila Water, Coca-Cola Philippines, OXFAM, Ateneo de Manila University, Bank of the Philippine Islands, Cloudfone, BayanTel Communications, Aboitiz Equity Ventures, League of Corporate Foundations, and Del Monte Foundation to name a few. Aside from the collection bins for the personal mobile devices, they have also donated corporate e-waste directly to Globe.  | Volunteerism               | Environment         | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| Since 2003, Globe has implemented a recycling program in cooperation with ABS-CBN Foundation's Bantay-Bateria Project and the DENR-Environment Management Bureau. Part of this program is the recycling of used lead acid batteries that were generated from our telecom operations of which 222,857 kilograms of these batteries were properly recycled in 2014.  | Modification of Procedures | Environment         | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | YES | NO  | NO |
| This helped it generate P6.421 million where P4 million were donated to Bulig Bisaya to help rebuild classrooms in Yolanda-stricken areas in the province of Aklan.  | Donation & Funding         | Wealth Distribution | Local Communities and Society | Nothing                       | Cosmetic  | NO                     | NO | NO | NO | NO  | NO  | NO  | NO |
| Busted fluorescent lamps can be harmful to the environment as these contain mercury. Globe treated 1,125 of these busted lamps in 2014, after which 45,000 milligrams of liquid mercury were collected and properly disposed of.   | Modification of Procedures | Environment         | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |

| What  |                            | Why            |                               | How                           | ALERT     | Strategic CSR criteria |    |    |    |     |     |     |    |
|---|----------------------------|----------------|-------------------------------|-------------------------------|-----------|------------------------|----|----|----|-----|-----|-----|----|
| Initiative Description  | Type of Initiative         | Societal Issue | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2  | 3  | 4  | 5   | 6   | 7   | 8  |
| We also recovered 2,330 liters of used oil in 2014, generating P22,205.25 from recycling which were then donated to ABS-CBN Foundation, Inc. for its environmental programs.  | Modification of Procedures | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | YES | NO  | NO |
| We also recovered 2,330 liters of used oil in 2014, generating P22,205.25 from recycling which were then donated to ABS-CBN Foundation, Inc. for its environmental programs.  | Donation & Funding         | Environment    | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| VALUE RECOVERED FROM LAB RECYCLING (P) A. Donations to support Globe environment and CSR programs (2014: 4,000,000.00)  | Donation & Funding         | Environment    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | YES | NO  | NO |
| <b>Globe recorded a total of 97,750 kilograms of solid waste from its corporate offices nationwide, 30 percent lower from 2013 as a result of the transfer to The Globe Tower and The Globe Tower Cebu.</b> The Reduce, Reuse, and Recycle (3R) campaign was delivered through a phoneography contest to increase awareness.  | Modification of Procedures | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
| Globe recorded a total of 97,750 kilograms of solid waste from its corporate offices nationwide, 30 percent lower from 2013 as a result of the transfer to The Globe Tower and The Globe Tower Cebu. <b>The Reduce, Reuse, and Recycle (3R) campaign was delivered through a phoneography contest to increase awareness.</b>  | Communication              | Environment    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| All printed communication materials distributed in the offices had the 3R logo to remind employees to read, keep, and dispose of these collaterals to avoid clutter and litter within the premises.   | Communication              | Environment    | Local Communities and Society | Employees                     | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| Meanwhile, solid waste management is not limited to employees within the facilities. We also give all Globe Postpaid customers the Paperless Billing option. If you are a Globe Postpaid subscriber, you will receive an electronic bill that will enable you to receive your billing statement on time and provide you with access to your statement online through your registered e-mail address, the Globe MyAccount web portal, with the GServices app, and the USSD menu by dialing *143#. Through this initiative, use of paper is reduced while helping us save on the cost of printing and courier delivery to our customers. 2014 ended with 1,095,499 postpaid customers enrolled in the electronic bill, a 58 percent increase from previous year. This equates to 4,381,996 pieces of paper saved, equivalent to 5,048 trees conserved annually. | Modification of Procedures | Environment    | Local Communities and Society | Customers                     | Strategic | YES                    | NO | NO | NO | YES | NO  | YES | NO |
| Globe aims to minimize our impact on natural resources especially in the Philippines' rich biodiversity areas. Reforestation programs are in place to offset carbon emitted from our operations and the communities that we operate in. As of end 2014, we have planted a total of 418,077 trees, equivalent to 122.93 hectares of land in 30 locations nationwide in partnership with Department of Environment and Natural Resources (DENR). Through this initiative, we have helped in the preservation and conservation of upland forests in Batangas, Bulacan, Cebu, Tacloban, Bacolod, CDO, Davao, Guimaras, Zambales, Laguna, Palawan, Bohol, Rizal, Cordillera, Boracay, and Cavite.  | Donation & Funding         | Environment    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| agencies to help in the thrust to protect biodiversity. In 2014, our environmental advocacy was further strengthened when we joined the United States Agency for International Development (USAID) and the Foundation for the Philippine Environment (FPE) in improving biodiversity conservation in key protected areas. ...   | Association                | Environment    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| <b>... We provide mobile technology as a critical tool to enable indigenous people's organizations to be actively engaged; for service payment and advisory support to be efficient; and for the program's overall monitoring, reporting, and evaluation systems to happen in real time.</b> Forest guards are also given an option to open a mobile bank account under BPI Globe BanKO with the use of their Globe SIM. We will also provide insurance to the deputized forest guards due to the hazards of the job.   | Donation & Funding         | Environment    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |
| In addition, we have turned over a total of 649 mobile phones and SIMs to FPE. The Up-Scaling Forest Restoration project focuses on North Negros Natural Park; Ilog-Hilabangan Watershed Forest Reserve; Nug-as, Dalaguete and Tabunan Critical Forest Habitat; Polillo Group of Islands; Mt. Banahaw-San Cristobal Protected Landscape; Mt. Nacolod Watershed; Panigan-Tanugan and Talomo-Lipadas; and Arakan Valley Forest Corridor.  | Donation & Funding         | Environment    | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | NO | NO | YES | NO  | NO  | NO |

| What  |                                 | Why              |                               | How                 | ALERT     | Strategic CSR criteria |     |    |     |     |    |    |    |
|---|---------------------------------|------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|-----|-----|----|----|----|
| Initiative Description  | Type of Initiative              | Societal Issue   | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5   | 6  | 7  | 8  |
| Having a gray water collecting system is one of these water conservation initiatives. Rainwater and the air-conditioning system's condensate water are used for toilet flushing and watering outdoor gardens especially during the rainy season.  | Asset Modification              | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| In addition, we installed water efficient toilets and sensory water faucets in our headquarters' restrooms. These enabled The Globe Tower to decrease monthly average domestic water consumption by 15 percent from 5,077 cubic meters during dry season from January – May 2014 to 4,329 cubic meters during wet season from June – September of the same year.  | Asset Modification              | Environment      | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | YES | NO | NO | NO |
| Globe takes care of the surrounding ecosystem in areas where we have installations of network facilities. The areas of operation where an Environmental Compliance Certificate (ECC) is issued by the local government account for majority of reforestation efforts. The recommendations of Department of Environment and Natural Resources (DENR) on reforestation sites are also heavily considered in determining priority areas for tree/mangrove planting.  | Donation & Funding              | Environment      | Local Communities and Society | Nothing             | Strategic | NO                     | NO  | NO | NO  | YES | NO | NO | NO |
| Satisfaction metric is no longer enough as it only measures how an employee feels about their job and certain conditions within their employment, while engagement refers to employees' commitment and connection to work as measured by the amount of discretionary effort they are willing to expend on behalf of their employer. Moving beyond employee satisfaction, we look for engaged, enabled, and energized employees to deliver their best performance, and sustain it over time. Together, these drivers account for 77 percent of the variation in engagement. Benchmarked among Philippine national norm, global telecommunication, and global high performance companies, we received above norm of an overall sustainable engagement score of 87 percent from its highest response rate ever at 99 percent, approximately two percent higher than the previous year. | Assessment and Measurement      | Self Realization | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| We also conduct an annual Internal Customer Satisfaction Survey (iCSAT) to measure how well we collaborate and work with one another using the same service metrics we use for our external customers. The survey allows the company to look beyond the scope of our functions and recognize that we are all part of delivering Wonderful end-to-end customer experience. In 2014, Globe attained the highest iCSAT score since its roll-out.   | Assessment and Measurement      | Self Realization | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| In 2014, the first-ever Globe Game Changer Challenge (GGCC) was launched. A competition designed to instill the spirit of service and innovation in young minds, it attracted 300 outstanding students from the country's top schools, such as the University of the Philippines, Ateneo de Manila University, University of San Carlos, Ateneo de Davao, and De La Salle University Manila. The final 25 acquired a deeper and more insightful understanding of the Globe Telecom business through a series of immersions. They were then tasked to work on big ideas that would enhance the Filipino digital lifestyle. Closely mentored by Globe experts and senior leaders, emerging victorious was the team of five from different schools in the country. The winners were rewarded with exclusive immersion in the Singtel Innovation Center.                                | Training                        | Self Realization | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO | NO |
| Globe maintains a secure and happy environment for our employees, following the standards on Occupational Health & Safety Management System (OHSAS 18001). Launched in 2010, our comprehensive Occupational Safety and Health Policy is committed in providing the best protection for the health and safety of our employees and the communities surrounding our operations. This includes <b>requiring all employees to undergo annual physical examination to gauge our current health and physical condition</b> . The result will then be used by our in-house health adviser located at the TGT Clinic to create a personalized wellness program to improve our overall health with quarterly consultations to check if the program is on track and set the baseline for next year's wellness program.  | Adoption of Standards and Rules | Health           | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | YES | NO  | NO | NO | NO |

| What   |                                 | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |     |    |     |    |    |    |    |
|--|---------------------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|-----|----|----|----|----|
| Initiative Description   | Type of Initiative              | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5  | 6  | 7  | 8  |
| In addition, Globe has partnered with St. Luke's Medical Center-BGC in order to bring various health lectures and seminars on relevant health topics like heart disease prevention, anti-obesity, diabetes, family planning, hepatitis, drug abuse, and more. ...  | Training                        | Health              | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| ... Routine flu and Human Papillomavirus (HPV) shots were also made accessible to all employees, who also receive timely information on the prevention of such diseases.   | Incentives                      | Health              | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| Meanwhile, our health and safety committee, which comprises 11.42 percent of our total number of employees, assesses all health and safety hazards in the workplace and the communities and provides programs to eliminate and address these incidents. <b>Aside from the health lectures, continuous training and awareness programs on health and safety are also conducted to relevant employees.</b>                             | Communication                   | Health              | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| Throughout the year, we received reminders to be kept abreast of our policy and ethical practices expected of a Globe citizen. <b>Employees were required to submit related party and gift giving disclosures to Human Resources.</b> We were also invited to attend trainings and complete online courses on whistle blowing, corrupt and unethical practices, honesty and integrity practices, and information security protocols. | Modification of Procedures      | Fair competition    | Customers                     | Employees           | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| Globe continues to offer competitive employee benefits. The Flexible Benefit (FlexBen) plan allows customization of available benefits to suit the needs of each employee and their families through an online portal.   | Incentives                      | Individual Equality | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |
| We also provide a balance between work and life through various engagements like holiday-themed events, after-office gatherings, volunteerism, and "little surprises" to cap off the day.  | Incentives                      | Self Realization    | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |
| In addition, we also promote wellness by opening a standard full-court basketball and Active Gym inside The Globe Tower complete with equipment and fitness classes like yoga, Zumba, and TRX.   | Incentives                      | Health              | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| We published our employee volunteer manual in the internal HR portal so that our employees will understand our Corporate Social Responsibility (CSR) initiatives and the numerous ways they can help.  | Communication                   | Self Realization    | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |
| In 2014, we introduced the volunteer time-off policy to promote volunteerism across the company and to enable our employees to share in our desire to contribute to social development. Employees are encouraged to avail of VTO for participation in company-approved volunteering activities that fall during work hours. A total of 452 VTOs was availed in 2014 contributing to nation-building.                                 | Modification of Procedures      | Self Realization    | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| To ensure that employee volunteerism is maximized and effectively managed, a volunteer management system is developed to ensure that there is a standard way of engaging volunteers. A standard system will help ensure a common experience that will maximize volunteer participation and prevent inconsistencies in volunteer management practices.  | Modification of Procedures      | Self Realization    | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| We also adopt the best practices of the international standard for social responsibility, ISO 26000. Doing so enables us to drive sustainability across the organization and seek continuous innovative solutions in creating a wonderful world. The standard also helps guide us in integrating our social and environmental initiatives with our core business strategy to be a sustainable organization.                          | Adoption of Standards and Rules | Generic CSR         | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| To address the challenge of deploying fully-furnished computer laboratory, Globe deployed a faster and more cost-effective innovative tool: its very own mobile laboratory, consisting of netbooks, mobile projectors, printers, and sound systems for use of homeroom teachers. Since the mobile laboratory is easier to implement in remote provinces, we will be able to shape more of the Filipinos' digital lifestyle.          | Donation & Funding              | Education           | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |
| By end 2014, Globe was able to transform a total of 11 schools into centers of ICT excellence and innovative teaching methods that will set the stage for 21st century learning. In the coming years, we will be working with Ayala Foundation to bring the program to more schools.   | Donation & Funding              | Education           | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |

| What   |                    | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |    |     |    |     |    |    |    |
|--|--------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|----|-----|----|-----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2  | 3   | 4  | 5   | 6  | 7  | 8  |
| Bayani Brew ... naturally brewed from indigenous ingredients sourced from organic farming communities. Integrating CSR in procuring and serving beverages to its guests and conference rooms, Globe serves Bayani Brew as its beverage of choice at The Globe Tower. Within The Globe Tower alone, an average of 1,397 bottles of concentrate have been sold monthly ever since Bayani Brew was supplied in conference halls and cafeteria in September 2013. This provided Bayani Brew an additional gross revenue stream of an average P71,068 monthly and enabled more support to the GK Enchanted Farm. To date, Bayani Brew has garnered more than P550,000 in gross revenue from concentrate sales alone in The Globe Tower while Globe provides its employees and guests freshly brewed, healthy, delicious, and indigenous iced tea. | Association        | Environment         | Suppliers                     | Nothing                       | Strategic | NO                     | NO | NO  | NO | YES | NO | NO | NO |
| Through its nationwide reach, Globe also provides Bayani Brew with constant and reliable communication with all its staff and communities with which it works. In all, Globe and Bayani Brew have shown the good that could come out when great ideas are given the support and care it needs to flourish.   | Donation & Funding | Wealth Distribution | Local Communities and Society | Nothing                       | Strategic | NO                     | NO | YES | NO | NO  | NO | NO | NO |
| Now bearing the fruits of its transformation initiatives, the Globe mobile network reached 100 percent 3G capability in June 2014 and completed its 4G roll-out with HSPA+ coverage around the archipelago in October. The modernized network will strengthen our capability to provide a wonderful digital lifestyle experience to you and our other 46 million customers, as you will require faster data connectivity and bandwidth-intensive multimedia data applications, such as video and photography.  | Asset Modification | Wealth Distribution | Customers                     | Nothing                       | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
| In partnership with Alcatel-Lucent, Globe is expanding its LTE-TDD and LTE-FDD footprint in the Visayas and Mindanao, activating its first site in Lahug, Cebu City in September 2014 for its mobile ultra-broadband infrastructure. The rollout is part of its continuing adoption of more advanced technologies for better connectivity experience, higher network capacity, faster transmission speeds, addressing the ever-increasing demand for fast and reliable broadband service. The project also supports the Philippine government's thrust to expand the reach of broadband internet services which has been emphasized as an area for national improvement.   | Asset Modification | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
| In the same year, the Southeast Asia-Japan Cable (SJC) system, operated by an international consortium of leading telecommunications and technology companies that includes Globe, began implementing a network upgrade to further enhance capacity amid steady growth in bandwidth demand in the region.  | Asset Modification | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
| Meanwhile, the Southeast Asia – United States (SEA-US), a consortium of seven global telecommunications companies that includes Globe, agreed to construct and operate a new submarine cable system that directly connects Southeast Asia and the United States with NEC Corporation as the system supplier. The SEA-US project will enable Globe to meet tomorrow's bandwidth needs.  | Association        | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | YES                    | NO | NO  | NO | NO  | NO | NO | NO |
| Furthermore, some cell sites that were identified as the most expensive to operate were equipped with intelligent gensets that make use of alternative energy sources including solar, wind energy and fuel cells, as applicable. Presently, a total of 613 out of the 6,227 Globe sites have already been transformed into a sustainable infrastructure.  | Asset Modification | Environment         | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO  | NO | YES | NO | NO | NO |
| <b>In 2014, Globe further expanded its footprint in Europe with the establishment of Globetel Internacional European Espana S.L. (Globetel Espana), the newest member of the Globe group of companies, handling various telecommunications services such as voice, SMS, load top-up, and mobile data requirement in Spain. Before the year ended, we opened our second store in Italy close to the termini station, which is the main railway station of Rome, to better serve OFW's in Italy.</b>   | New Products       | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | NO                     | NO | YES | NO | NO  | NO | NO | NO |



## Results of content analysis for 2015 Sustainability Report

| What  |                                 | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |     |    |     |    |    |     |     |
|---|---------------------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|-----|----|----|-----|-----|
| Initiative Description  | Type of Initiative              | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4   | 5  | 6  | 7   | 8   |
| Our internal feedback mechanism, Internal Customer Satisfaction Survey (ICSAT), involved our vendors for the first time to strengthen our partnership. In 2015, seven companies participated in the survey across 13 different contact center sites. It also resulted in better communication and collaboration among groups within and outside our organization, leading to more clarity in their respective roles and significant improvements in our processes.  | Assessment and Measurement      | Self Realization    | Employees                     | Nothing             | Strategic | YES                    | YES | NO | NO  | NO | NO | NO  | NO  |
| Public advisory on network upgrades and system enhancements, among others, are communicated to our customers via SMS or our various self-service channels so they will be fully aware of the situation. Service downtimes, including the Papal Visit in 2015, saw Globe reaching out to them with honest and transparent communication. We send out messages to our customers in case there are expected downtimes and update them on issues they encounter.  | Communication                   | Fair competition    | Customers                     | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO  | NO  |
| At Globe, we also provide opportunities for our customers to contribute to social good. Through a store initiative, we gave a portion of the proceeds of the sale of our digital connectors to the scholars of Casa San Miguel's community arts program. For more than 20 years, Casa San Miguel has honed the musical talent of over 500 talented yet underprivileged children, many of whom have gone on to become scholars in the country's most prestigious music schools, the UST Conservatory of Music and the UP College of Music.   | Volunteerism                    | Wealth Distribution | Local Communities and Society | Customers           | Strategic | NO                     | NO  | NO | NO  | NO | NO | YES | NO  |
| In addition, we bought 10,000 ecobags worth P1 million from our social enterprise partner Custom Made Crafts (CMC) during the Christmas season. These bags were used in our GEN3 Stores Christmas bundle in place of the regular paper bags. CMC is a creative social enterprise that does fair trade and helps market products from indigenous and rural communities to contemporary customers. By supporting CMC's cause, we also supported the communities that created the ecobags, giving for a brighter and more prosperous holiday for everyone.   | Association                     | Wealth Distribution | Local Communities and Society | Nothing             | Strategic | NO                     | NO  | NO | NO  | NO | NO | NO  | YES |
| We also adopted the ACGS (ASEAN Corporate Governance Scorecard) to raise corporate governance standards and practices. As such, we restructured our corporate website to enhance investor friendliness and the convenient access of information relevant to stockholders and our various stakeholders. The corporate website contains comprehensive information about our business, products and services, disclosures and reports, corporate governance scorecard and report, press releases and an archive thereof, as well as our corporate policies, charters and manuals, vision, mission, core values, investor relations program, sustainability, and corporate social responsibility activities, among others. We ensure that all information included in the corporate website is accurate and up-to-date.   | Adoption of Standards and Rules | Fair competition    | Shareholders                  | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO  | NO  |
| We recognize that good governance standards must be present outside and inside the company. As such, we extended our reach to our internal stakeholders to promote awareness and share internal expertise through the Attorney At Iba Pa (AttyATBP) last October. The Corporate and Legal Services Group (CLSG) held its very first AttyATBP at The Globe Tower office activity area, an initiative that extends corporate and legal services out of the day-to-day contracts and reports into contributing to the practical needs of employees. AttyATBP was a whole-day event that hosted promotion of various regulatory and government services, plenary discussions, and actual legal consultation, open to all Globe employees. The discussions included expert speakers who talked about Data Privacy Law, Cybercrime and the Power of Social Media, Cyber Rights, and Election Law. | Communication                   | Fair competition    | Employees                     | Nothing             | Strategic | NO                     | NO  | NO | YES | NO | NO | NO  | NO  |
| Donations collected from the event were also given to the Save the Children Foundation Philippines for the victims of Typhoon Yolanda. We aim to continue these types of initiatives as we further nourish our corporate governance-proactive culture.  | Volunteerism                    | Wealth Distribution | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO | NO  | NO | NO | NO  | NO  |
| To monitor and report on the environmental and social impacts of the business operations, a Chief Sustainability Officer (CSO) was created in 2015. Concurrently, our CSO is also the Senior Vice President of our Corporate Communications Group who reports directly to the President and CEO and is a member of the SLT.   | Organizational Structuring      | Generic CSR         | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO  | NO  |
| We have adopted a Code of Conduct, and promulgated policies governing the following matters: (i) Conflict of Interest, (ii) Whistleblowers, (iii) Insider Trading, (iv) Related Party Transactions and (v) <b>Health, Safety, and Welfare of Employees.</b>   | Modification of Procedures      | Health              | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | YES | NO | NO | NO  | NO  |
| We continue to recognize and foster strong business relations with our partners through the Business Partner Awards. <b>Vendors also provide learning opportunity through plant visits and technology briefings.</b> Conversely, Vendor Clinics are initiated for selected vendors to help improve their performance and competitiveness.   | Training                        | Self Realization    | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO | NO  | NO | NO | NO  | NO  |
| At the start of the year, the Globe Human Resource Group requires all employees to submit the Related Party Disclosure Form, regardless if an employee has any declaration or none.   | Modification of Procedures      | Fair competition    | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO  | NO  |



| What  |                                 | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |     |    |    |    |    |    |    |
|---|---------------------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|-----|----|----|----|----|----|----|
| Initiative Description  | Type of Initiative              | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3  | 4  | 5  | 6  | 7  | 8  |
| Employees are reminded through internal communications channel to fill out gift disclosures especially during national festivities. The form is then submitted to employees' respective group heads who will decide whether the gift shall be returned or kept by the employee or be surrendered to Human Resources Group for possible use during company events.   | Communication                   | Fair competition    | Employees                     | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| We conduct periodic lectures and seminars on anticorruption initiatives by Human Resources Group to all employees.  | Training                        | Self Realization    | Employees                     | Nothing             | Strategic | NO                     | YES | NO | NO | NO | NO | NO | NO |
| We disclose, review, and approve related party transactions, in accordance with the principles of transparency and fairness, to ensure that they are at arm's length, the terms are fair, and they will inure to the best interest of the corporation and its subsidiaries or affiliates and their shareholders. ... <b>Such disclosure is also made publicly available by the corporation, for the benefit of all shareholders and other stakeholders, through our website and such other media channels as applicable.</b> Shareholders, including minority shareholders, and other stakeholders are provided with proper guidelines and procedures for right of action and remedies that are readily accessible in order to redress the conduct of the corporation (e.g. Facebook page, Twitter account, e-mail account, and hotline numbers), as necessary. | Communication                   | Fair competition    | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| Moreover, we adopted an expanded corporate governance approach in managing business risks. A Revised Enterprise Risk Management Policy was developed to provide a better understanding of the different risks that could threaten the achievement of our vision, mission, strategies, and goals. The policy also highlights the vital role that each individual plays in the organization from the senior management to the staff in managing risks and in ensuring that the company's business objectives are attained. With this, <b>it assures the creditors that we are proactive in managing our risks and are committed to sustaining the growth of the company.</b> As part of the implementation, we regularly submit our quarterly financial results to the PSE and SEC.   | Adoption of Standards and Rules | Fair competition    | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| We regularly review our information collection, storage, and processing practices, including physical security measures, to guard against unauthorized access to our system and unauthorized alteration, disclosure, or destruction of information we hold.   | Assessment and Measurement      | Fair competition    | Customers                     | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| The management established the sustainability policy and reviews adequacy at the highest level periodically and allocated resources to ensure effective implementation.   | Modification of Procedures      | Generic CSR         | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| The practice of sustainability reporting was implemented as a means to provide fair, accurate, and meaningful assessment of its overall performance on triple bottom line (viz. Economic, Environment, and Social) responsibility to our stakeholders including investors.  | Communication                   | Fair competition    | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| Beginning last year, we have driven management and respective departments to release our audited financial statements within 60 days from financial year-end, in compliance with the ACGS standard that is earlier than the local regulatory deadline. These reports are made available to the analysts after disclosure and posting on the company's website.  | Adoption of Standards and Rules | Fair competition    | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| In addition to the Annual Shareholders' Meeting, we extend various venues for stakeholders to communicate effectively with us through the conduct of analysts' briefings, ad-hoc briefings, investor conferences, media briefings, one-on-one or small group meetings, and investor days that are organized by our IR Department and/or Corporate Communications Group or in partnership with our shareholders, broker, or other partner institutions.  | Communication                   | Individual Equality | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| All stakeholders, including institutional shareholders, are likewise encouraged to attend our stockholders' meetings and engage with us through our various communication channels. Other than keeping the company website up-to-date, these venues provide another means for us to discuss our quarterly financial results, announcements, material disclosures and other relevant information with stakeholders.  | Communication                   | Individual Equality | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| Among other enhancements, we utilized e-mail, live chat, SMS, website, and social media channels (e.g., Facebook, Twitter, Instagram) to provide our customers with real-time information and quicker responses to concerns.  | Communication                   | Individual Equality | Customers                     | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| A conference call facility is set up during analysts' briefings and meetings to enable wider participation among shareholders and other stakeholders.   | Communication                   | Individual Equality | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |
| We also participate in both local and international investor conferences, which host various shareholders and other stakeholders. Details and information on these conferences are published on our corporate website. We have sustained this convenient and accessible line of communication through our IR Program in the last financial year and will continue to enhance this in the succeeding years.  | Communication                   | Fair competition    | Local Communities and Society | Nothing             | Strategic | YES                    | NO  | NO | NO | NO | NO | NO | NO |

| What  |                                 | Why              |                               | How                           | ALERT     | Strategic CSR criteria |    |    |    |     |    |    |    |
|---|---------------------------------|------------------|-------------------------------|-------------------------------|-----------|------------------------|----|----|----|-----|----|----|----|
| Initiative Description  | Type of Initiative              | Societal Issue   | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2  | 3  | 4  | 5   | 6  | 7  | 8  |
| We also use a non-financial performance indicator to measure the success of the business and emphasize our commitment to sustainability. These include: (1) <b>employee engagement score</b> ; (2) customer satisfaction; (3) environmental and social impacts; among others. These indicators are disclosed in this report, aligned with the Global Reporting Initiative (GRI).  | Assessment and Measurement      | Self Realization | Employees                     | Nothing                       | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| We also use a non-financial performance indicator to measure the success of the business and emphasize our commitment to sustainability. These include: (1) employee engagement score; (2) customer satisfaction; (3) <b>environmental and social impacts</b> ; among others. These indicators are disclosed in this report, aligned with the Global Reporting Initiative (GRI).  | Assessment and Measurement      | Environment      | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO | NO | NO |
| We also use a non-financial performance indicator to measure the success of the business and emphasize our commitment to sustainability. These include: (1) employee engagement score; (2) customer satisfaction; (3) environmental and social impacts; among others. <b>These indicators are disclosed in this report, aligned with the Global Reporting Initiative (GRI).</b>   | Communication                   | Fair competition | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| We have adopted strict policies and guidelines for trades involving the company's shares made by directors and key officers and those with access to material non-public information. Directors and key officers and those with access to the quarterly results in the course of its review are prohibited from trading Globe shares starting from the time when quarterly results are internally reviewed until after we publicly disclose its results. Notices of trading blackouts are regularly issued to the directors and key officers concerned and to those with access to such material non-public information.  | Modification of Procedures      | Fair competition | Shareholders                  | Nothing                       | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| Employee awareness on data protection and loss prevention is reinforced through regular corporate dissemination channels.   | Communication                   | Self-ownership   | Customers                     | Employees                     | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| Further, employees are made accountable for maintaining the confidentiality of data handled, including disclosures and information shared in various social media platforms. Controls over processes that require handling of customer's personal information are being tightened, coupled with enhancements in existing security capabilities to prevent compromise of customer data.  | Modification of Procedures      | Self-ownership   | Customers                     | Employees                     | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| Our report has been prepared in accordance with the GRI G4 guidelines and is also drawn against the 2030 UN Sustainable Development Goals. ...Globe has also improved its reporting this year by including key issues of interest for each Stakeholder group and were plotted with a materiality perspective, following GRI G4 aspects.   | Adoption of Standards and Rules | Fair competition | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| Material issues and an update on the Stakeholder map were defined through the consultancy services of ThePurposeBusiness, Ltd founded in Hong Kong. The Materiality Analysis and Stakeholder Engagement exercises were done late 2015 and outcome of which will be realized and reported on in 2016.  | Assessment and Measurement      | Generic CSR      | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| In December of 2015, we revisited the important issues which are critical and relevant to our operations as well as our stakeholders. We used a methodology based on the Global Reporting Initiative (GRI) G4 sustainability reporting guidelines to identify and refresh the issues that are material to Globe and its key stakeholders.   | Modification of Procedures      | Generic CSR      | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| Due to the shift in the behavior of our stakeholders, we decided to conduct a full stakeholder engagement exercise in 2015. To start off, we revisited the members of our Sustainability Working Committee and expanded the representatives from those identified in 2012. The committee then identified their respective stakeholders based on their level of influence in terms of environmental, social, and governance performances. As a result, stakeholders were now grouped into eight categories: customers, frontline vendor partner, service vendor partner, government, parent companies and affiliates, employees, media, and disaster respondents. We took into account the expectations of our stakeholders, whose opinions and inputs we carefully listened to. | Modification of Procedures      | Generic CSR      | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |
| In August, we launched KonsultaMD nationwide, our first foray into the life services industry. Subscriber of the service enjoy 24/7 service manned by licensed Filipino doctors that provide medical assessment, basic healthcare, and permissible medication over the phone. A sufficient number of doctors is on duty to cover three shifts to provide advice on cases relating to general and family health, pediatrics, and general medical inquiries. From its soft launch in July, we have over 16,000 active subscribers and have answered a total of 951 successful health-related consultations.   | Communication                   | Health           | Customers                     | Employees                     | Strategic | YES                    | NO | NO | NO | NO  | NO | NO | NO |

| What   |                    | Why              |                               | How                           | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|--|--------------------|------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue   | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| In addition to KonsultaMD, we have made two strategic investments in the healthtech sector through our wholly owned subsidiary, Kickstart Ventures. First is Lifetrack Medical Systems, which is a digital healthcare startup that makes radiology readings from x-rays, CT scans, and MRIs more accessible and affordable through their unique radiology software platform. This helps address the shortage in the number of qualified radiology technicians around the world, particularly emerging markets like the Philippines. Kickstart has also invested in Medix, a cloud-based clinic management service. Initially designed for dental practices, it has eventually developed an electronic medical record platform that's already being used in hospitals and clinics in the Philippines, in addition to being the system used by the Ayala Corporation's chain of community clinics called Family Doc.   | New Products       | Health           | Customers                     | Business Partners & Suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| Text2Teach, in partnership with Ayala Foundation, is our first large-scale effort in advancing mobile learning to boost quality education since 2008. Using our network, teachers can access, download, and store videos and materials for Grade 5 and 6 students in subjects around English, math, science, and values education to their mobile devices and connect it to a normal TV or a video projector to play the videos to a class. With a wide selection of materials, the program truly makes significant contribution in the learning of the underserved schools and communities in the country. To date, there are 1,493 Text2Teach recipient schools with 7,465 trained teachers, benefitting 315,600 students.   | Association        | Education        | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Then there is the Global Filipino School (GFS) program. Since 2012, this has transformed select public schools into centers of ICT excellence and creates teacher training hubs that aim to increase understanding and effective usage of ICT in the classroom. As of end 2014, we have transformed a total of 11 schools into GFS across the country, including Bilar National High School in Bohol, City Central in Cagayan de Oro City, and New Ormoc National High School in Ormoc City; benefitting and estimated 32,000 students nationwide. Through our partnership with the DepEd and selected public schools, we have been able to provide unparalleled online connectivity, a Globe Mobile Laboratory package, and 21st Century Teaching Methods using ICT in the classroom. Before the year ended, we closed a partnership with Ayala Foundation, Inc. to connect nine more schools nationwide into GFS, totaling 20 schools in 2015.   | Association        | Education        | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Teachers are also trained on ICT education and project-based learning through the Global Filipino Teachers (GFT) program so they can maximize the resources provided to their school. To further extend quality education, mentors impart their 21st century teaching skills to their peers through the GFT lead program. To date, we were able to train 781 teachers from the program; 279 were trained by our GFT teachers and 502 were trained by our partner Coalition for Better Education (CBE).   | Training           | Education        | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Apart from preparing public schools for 21st century learning, we also find ways to showcase how technology can make learning even more exciting. In partnership with The Mind Museum, we developed a mobile application called The Mind Museum App to increase interest in science and appreciation toward the different initiatives that The Mind Museum accomplishes. Launched during World Teachers' Day in October 5, the app features a guide on its 250 different exhibit pieces, questions ranging from K to 12 topics that stir students' curiosity, and do-it-yourself experiments that both teachers and students can try in the classroom or at home. In addition, Kickstart Ventures donated P1.5 million to the Bonifacio Art Foundation, Inc. (BAFI)—The Mind Museum's parent company—to fund the design, construction, and management of The Maker Studio Pilipinas. It is an educational package composed of two components. First is a set of modules that encourage individuals seven years old and above to create and build their own inventions using available resources. Then there is a mobile maker space where people can access creative learning materials, which can be deployed within or outside the museum. Kickstart's donation aims to provide an extraordinary educational experience that inspires better understanding of science by the public, creates engagement, and builds a feeder system for tech talent. | New Products       | Self Realization | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| To push the boundaries in the learning innovation and transforming the full spectrum of our education systems, we launched the Globe Education Solutions suite in 2015. The suite provides life-long learning by combining our vast infrastructure with solutions provided by top companies in the education sector—Brightspace of D2L, Educube of Globals, and Flipside. Brightspace—an integrated learning platform—can increase student engagement, personalize students' learning experience, and enable teachers to fine-tune their teaching methods through data-driven analytics.   | Donation & Funding | Self Realization | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
|  | New Products       | Education        | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |



| What   |                            | Why                 |                               | How                           | ALERT     | Strategic CSR criteria |     |     |    |     |    |     |    |
|--|----------------------------|---------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|-----|----|-----|----|-----|----|
| Initiative Description   | Type of Initiative         | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3   | 4  | 5   | 6  | 7   | 8  |
| Moreover, we find ways in bringing our solutions closer to entrepreneurs nationwide through events like Globe myBusinessDay. We held the first one in Cauayan, Isabela, since it is considered as one of the country's first smarter cities as declared by the Department of Science and Technology (DOST), to enable businesses to avail of our solutions as well as to educate them on running their business. We pooled different sectors and government units for the learning sessions to encourage participants to run their own business. The event also featured franchising options for people who were still unsure about the type of business that they want to set up. Events like these not only help us promote our products, but more importantly boost the growth of enterprises in regions outside of Metro Manila.   | Training                   | Self Realization    | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO | NO  | NO | NO  | NO |
| As early as 2011, Globe broke ground as the first telecommunications company to offer infrastructure cloud computing solutions in the country. Cloud computing has become an important factor for any service that requires information coming from a digital network. In the past, this was only limited to private enterprises, but it has since expanded to serve different types of businesses developers and startups to large companies as served by Globe Business. Businesses enjoy a number of benefits when they transition to cloud computing, including considerable savings and increased productivity. This is because this solution offers scalability where businesses can adapt immediately to the needs of their customers without upgrading their infrastructure. Meanwhile, productivity is improved as this technology allows employees to access files and collaborate wherever they are in the world. | New Products               | Wealth Distribution | Customers                     | Nothing                       | Strategic | YES                    | NO  | YES | NO | NO  | NO | NO  | NO |
| More importantly, cloud computing addresses the issue of sustainability as it gives businesses the option to forego expensive data centers that require considerable energy to run. That is why when businesses choose cloud computing, it is not only they who win, but the environment as well. These environmentally conscious actions can also have an effect on the evaluations conducted by rating agencies, helping boost the company's image. These are the same benefits that our Cloud Solutions product provides to businesses, regardless of their size and scale of operations. They can avail of these services: (a) Infrastructure-as-a-Service (IaaS), (b) Infrastructure Services, and (c) Software-as-a-Service (SaaS).  | New Products               | Environment         | Local Communities and Society | Customers                     | Strategic | YES                    | NO  | YES | NO | YES | NO | YES | NO |
| Then there's AdSpark, a Philippine digital solutions startup and a wholly owned subsidiary of Globe, which helps entrepreneurs tap into their customers online through affordable digital marketing and advertising. In 2015, AdSpark acquired social marketing company Socialytics to provide better understanding of social media analytics and metrics to improve performance on digital platforms. LocalUp, formed under the AdSpark and Globe umbrella is a Digital Marketing Agency dedicated to bringing SMEs online. LocalUp focuses on helping Small & Medium Businesses establish themselves in the local digital landscape through search optimization and SMS marketing that enable localized and targeted campaigns for their consumers.  | Organizational Structuring | Wealth Distribution | Customers                     | Business Partners & Suppliers | Strategic | YES                    | NO  | NO  | NO | NO  | NO | NO  | NO |
| We continue to increase productivity at the Bottom of the Pyramid (BoP) through our sustainable livelihood program. In 2015, we helped generate P12.7 million in revenues for the sector, which is about a 92% increase from the previous year, by providing them ICT connection, capacity building support and market access.   | Training                   | Wealth Distribution | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | YES | NO | NO  | NO | NO  | NO |
| To generate additional income opportunities for the BoP, we continued with the AMAX caravan in partnership with the Department of Social Welfare and Development (DSWD) through their 4Ps program.   | Association                | Wealth Distribution | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | YES | NO | NO  | NO | NO  | NO |
| We also expanded sustainable livelihood opportunities for vocational students in collaboration with Educational Development Center (EDC), a global non-profit organization which addresses some of the world's most urgent challenges in education, health, and international development. Through EDC's Accelerating Work Achievement and Readiness for Employment (AWARE) program, we hosted 54 technical vocational students from Benigno Ninoy Aquino High School (BNAHS) and Eulogio "Amang" Rodriguez Vocational School to improve their work readiness by sharing EDC's ICT expertise. Students received five-day mentoring on the latest technologies, shadowed our technicians, and received hands-on training on various hardware processes, as well as software installation. These activities expose the students to new technologies and develop their knowledge and skills in ICT.                             | Training                   | Self Realization    | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO | NO  | NO | NO  | NO |
| Meanwhile, as we further promote the digital lifestyle, we partnered with Kiva, a company with a mission to connect people through lending to alleviate poverty, our customers can easily send funds through GCash to people from local micro-enterprising programs under agriculture, services, food, and the retail sector. Beneficiaries of this program include Negros Women for Tomorrow Foundation, BagoSphere, and Paglaum Multipurpose Cooperative, among others.  | Volunteerism               | Wealth Distribution | Local Communities and Society | Customers                     | Strategic | NO                     | NO  | NO  | NO | NO  | NO | YES | NO |

| What  |                    | Why               |                               | How                           | ALERT     | Strategic CSR criteria |     |     |     |    |    |    |    |
|---|--------------------|-------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|-----|-----|----|----|----|----|
| Initiative Description  | Type of Initiative | Societal Issue    | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3   | 4   | 5  | 6  | 7  | 8  |
| <p>To effectively roll-out our network capacity building program, we are seeking Open Access legislation for the telecommunications industry to help mitigate bureaucratic red tape and other political hurdles that stand in the way in the deployment of telecommunication and broadband infrastructure. We are also calling for the equitable distribution of the 700 megahertz (MHz) frequency spectrum which enables mobile operators to reduce capital and network costs while accelerating the rollout of services at lower prices, so service providers can address the rapidly increasing data traffic amid growing smartphone use in the country.</p> <p>Kickstart is helping propose improvements in the policy environment through consultation and participation in forums with the National Competitiveness Council, the Department of Science &amp; Technology (DOST), the Department of Trade and Industry (DTI), and with policy drivers like Senator Bam Aquino.</p>  | Communication      | Fair competition  | Customers                     | Nothing                       | Strategic | YES                    | NO  | NO  | NO  | NO | NO | NO | NO |
|   | Association        | Fair competition  | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | NO  | YES | NO | NO | NO | NO |
| <p>This year, we earmarked US\$4 million for Kickstart's Fund 1 for Seed-to-Early-Stage startups, and US\$50 million as a second, new venture capital fund (Fund 2) to boost the expansion of Growth-Stage high-potential startups. In addition, we funded four early-stage startups—Innovantage (www.ivantageapps.com), LoanSolutions (www.loansolutions.ph), LifeTrack Medical Systems (www.lifetrackmedicalsystems.com), and Squadzip (www.squadzip.com).</p> <p>Two growth-stage startups, meanwhile, received funding from Kickstart—Switch (www.switch.co) and Teridion (www.teridion.com). These grew Kickstart's portfolio of companies to 25 startups, since we started in 2012, translating to 574 jobs generated, as well as almost 800,000 users of the services of these portfolio companies, and an estimated 13,000 paying customers globally. The startups Kickstart has invested in are not confined only to the Philippines, but also those based in the United States and Israel.</p> <p>Training and mentoring startups also form a part of Kickstart's determination to give the local startup scene a boost. They conduct monthly business checkpoints with all their teams, and have run workshops on various subjects like Lean Startup, Growth Hacking, and Pitching.</p> <p>There are joint mentoring sessions too, such as with Amazon Web Services (AWS) on information architecture, and Facebook on user acquisition and the use of Free Basics. To date, 2,290 participants have joined the different mentoring and training sessions that Kickstart conducted.</p> <p>Joomajam (www.joomajam.com), a Kickstart-funded education startup, was among the 14 finalists in the 2nd Singtel Group-Samsung Regional Mobile App Challenge 2015 competition that received over 700 submissions from Africa, Australia, and parts of Asia, including the Philippines. Designed for parents with young children, Joomajam is an easy-to-use educational activity pack that combines bilingual music, videos, and games focused on learning three languages—their Mother tongue, a global language like English, and the language of technology. In addition, mClinica (www.mclinica.com) and Lenddo (www.lenddo.com)—both Kickstart portfolio companies that launched first in the Philippines—have started to expand to Indonesia, Vietnam, Thailand, and India.</p> <p>In addition, Kickstart organized or joined other events that include the Globe Enterprise Innovation Forum (EIF) in August, the Ayala ICT Summit in September, and the APEC SME Summit in November. The EIF is an event that brings together the country's top business and enterprise leaders for a day of sharing, learning, and discussing best practices on how to remain competitive in today's digital age through innovation. On the event's sixth year, we invited MIT executive director Hal Gregersen as keynote speaker where he discussed how companies can develop the necessary skills to move progressively from idea to impact through innovation.</p> <p>In 2015, Globe joined six telecommunications companies from six countries in the GSMA Humanitarian Connectivity Charter designed to ensure people's access to communication and information during a crisis in order to minimize loss of life and aid humanitarian response. GSMA launched the charter at the Mobile World Congress in March, and is supported by the UN Office for the Coordination of Human Affairs, the UN Emergency Telecommunications Cluster, and the International Federation of the Red Cross and Red Crescent Societies.</p> <p>We adopted a number of mechanisms of the charter including transmittal of free mobile alerts via SMS, first implemented when Typhoon Koppu (Lando) struck Luzon in October.</p> | Donation & Funding | Economic Security | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | YES | NO  | NO | NO | NO | NO |
|   | Donation & Funding | Economic Security | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | YES | NO  | NO | NO | NO | NO |
| <p>This year, we earmarked US\$4 million for Kickstart's Fund 1 for Seed-to-Early-Stage startups, and US\$50 million as a second, new venture capital fund (Fund 2) to boost the expansion of Growth-Stage high-potential startups. In addition, we funded four early-stage startups—Innovantage (www.ivantageapps.com), LoanSolutions (www.loansolutions.ph), LifeTrack Medical Systems (www.lifetrackmedicalsystems.com), and Squadzip (www.squadzip.com).</p> <p>Two growth-stage startups, meanwhile, received funding from Kickstart—Switch (www.switch.co) and Teridion (www.teridion.com). These grew Kickstart's portfolio of companies to 25 startups, since we started in 2012, translating to 574 jobs generated, as well as almost 800,000 users of the services of these portfolio companies, and an estimated 13,000 paying customers globally. The startups Kickstart has invested in are not confined only to the Philippines, but also those based in the United States and Israel.</p> <p>Training and mentoring startups also form a part of Kickstart's determination to give the local startup scene a boost. They conduct monthly business checkpoints with all their teams, and have run workshops on various subjects like Lean Startup, Growth Hacking, and Pitching.</p> <p>There are joint mentoring sessions too, such as with Amazon Web Services (AWS) on information architecture, and Facebook on user acquisition and the use of Free Basics. To date, 2,290 participants have joined the different mentoring and training sessions that Kickstart conducted.</p> <p>Joomajam (www.joomajam.com), a Kickstart-funded education startup, was among the 14 finalists in the 2nd Singtel Group-Samsung Regional Mobile App Challenge 2015 competition that received over 700 submissions from Africa, Australia, and parts of Asia, including the Philippines. Designed for parents with young children, Joomajam is an easy-to-use educational activity pack that combines bilingual music, videos, and games focused on learning three languages—their Mother tongue, a global language like English, and the language of technology. In addition, mClinica (www.mclinica.com) and Lenddo (www.lenddo.com)—both Kickstart portfolio companies that launched first in the Philippines—have started to expand to Indonesia, Vietnam, Thailand, and India.</p> <p>In addition, Kickstart organized or joined other events that include the Globe Enterprise Innovation Forum (EIF) in August, the Ayala ICT Summit in September, and the APEC SME Summit in November. The EIF is an event that brings together the country's top business and enterprise leaders for a day of sharing, learning, and discussing best practices on how to remain competitive in today's digital age through innovation. On the event's sixth year, we invited MIT executive director Hal Gregersen as keynote speaker where he discussed how companies can develop the necessary skills to move progressively from idea to impact through innovation.</p> <p>In 2015, Globe joined six telecommunications companies from six countries in the GSMA Humanitarian Connectivity Charter designed to ensure people's access to communication and information during a crisis in order to minimize loss of life and aid humanitarian response. GSMA launched the charter at the Mobile World Congress in March, and is supported by the UN Office for the Coordination of Human Affairs, the UN Emergency Telecommunications Cluster, and the International Federation of the Red Cross and Red Crescent Societies.</p> <p>We adopted a number of mechanisms of the charter including transmittal of free mobile alerts via SMS, first implemented when Typhoon Koppu (Lando) struck Luzon in October.</p> | Donation & Funding | Economic Security | Local Communities and Society | Nothing                       | Strategic | NO                     | NO  | YES | NO  | NO | NO | NO | NO |
|   | Training           | Self Realization  | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO | NO | NO | NO |
| <p>This year, we earmarked US\$4 million for Kickstart's Fund 1 for Seed-to-Early-Stage startups, and US\$50 million as a second, new venture capital fund (Fund 2) to boost the expansion of Growth-Stage high-potential startups. In addition, we funded four early-stage startups—Innovantage (www.ivantageapps.com), LoanSolutions (www.loansolutions.ph), LifeTrack Medical Systems (www.lifetrackmedicalsystems.com), and Squadzip (www.squadzip.com).</p> <p>Two growth-stage startups, meanwhile, received funding from Kickstart—Switch (www.switch.co) and Teridion (www.teridion.com). These grew Kickstart's portfolio of companies to 25 startups, since we started in 2012, translating to 574 jobs generated, as well as almost 800,000 users of the services of these portfolio companies, and an estimated 13,000 paying customers globally. The startups Kickstart has invested in are not confined only to the Philippines, but also those based in the United States and Israel.</p> <p>Training and mentoring startups also form a part of Kickstart's determination to give the local startup scene a boost. They conduct monthly business checkpoints with all their teams, and have run workshops on various subjects like Lean Startup, Growth Hacking, and Pitching.</p> <p>There are joint mentoring sessions too, such as with Amazon Web Services (AWS) on information architecture, and Facebook on user acquisition and the use of Free Basics. To date, 2,290 participants have joined the different mentoring and training sessions that Kickstart conducted.</p> <p>Joomajam (www.joomajam.com), a Kickstart-funded education startup, was among the 14 finalists in the 2nd Singtel Group-Samsung Regional Mobile App Challenge 2015 competition that received over 700 submissions from Africa, Australia, and parts of Asia, including the Philippines. Designed for parents with young children, Joomajam is an easy-to-use educational activity pack that combines bilingual music, videos, and games focused on learning three languages—their Mother tongue, a global language like English, and the language of technology. In addition, mClinica (www.mclinica.com) and Lenddo (www.lenddo.com)—both Kickstart portfolio companies that launched first in the Philippines—have started to expand to Indonesia, Vietnam, Thailand, and India.</p> <p>In addition, Kickstart organized or joined other events that include the Globe Enterprise Innovation Forum (EIF) in August, the Ayala ICT Summit in September, and the APEC SME Summit in November. The EIF is an event that brings together the country's top business and enterprise leaders for a day of sharing, learning, and discussing best practices on how to remain competitive in today's digital age through innovation. On the event's sixth year, we invited MIT executive director Hal Gregersen as keynote speaker where he discussed how companies can develop the necessary skills to move progressively from idea to impact through innovation.</p> <p>In 2015, Globe joined six telecommunications companies from six countries in the GSMA Humanitarian Connectivity Charter designed to ensure people's access to communication and information during a crisis in order to minimize loss of life and aid humanitarian response. GSMA launched the charter at the Mobile World Congress in March, and is supported by the UN Office for the Coordination of Human Affairs, the UN Emergency Telecommunications Cluster, and the International Federation of the Red Cross and Red Crescent Societies.</p> <p>We adopted a number of mechanisms of the charter including transmittal of free mobile alerts via SMS, first implemented when Typhoon Koppu (Lando) struck Luzon in October.</p> | Training           | Self Realization  | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO | NO | NO | NO |
|   | Training           | Self Realization  | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO  | NO  | NO | NO | NO | NO |
| <p>This year, we earmarked US\$4 million for Kickstart's Fund 1 for Seed-to-Early-Stage startups, and US\$50 million as a second, new venture capital fund (Fund 2) to boost the expansion of Growth-Stage high-potential startups. In addition, we funded four early-stage startups—Innovantage (www.ivantageapps.com), LoanSolutions (www.loansolutions.ph), LifeTrack Medical Systems (www.lifetrackmedicalsystems.com), and Squadzip (www.squadzip.com).</p> <p>Two growth-stage startups, meanwhile, received funding from Kickstart—Switch (www.switch.co) and Teridion (www.teridion.com). These grew Kickstart's portfolio of companies to 25 startups, since we started in 2012, translating to 574 jobs generated, as well as almost 800,000 users of the services of these portfolio companies, and an estimated 13,000 paying customers globally. The startups Kickstart has invested in are not confined only to the Philippines, but also those based in the United States and Israel.</p> <p>Training and mentoring startups also form a part of Kickstart's determination to give the local startup scene a boost. They conduct monthly business checkpoints with all their teams, and have run workshops on various subjects like Lean Startup, Growth Hacking, and Pitching.</p> <p>There are joint mentoring sessions too, such as with Amazon Web Services (AWS) on information architecture, and Facebook on user acquisition and the use of Free Basics. To date, 2,290 participants have joined the different mentoring and training sessions that Kickstart conducted.</p> <p>Joomajam (www.joomajam.com), a Kickstart-funded education startup, was among the 14 finalists in the 2nd Singtel Group-Samsung Regional Mobile App Challenge 2015 competition that received over 700 submissions from Africa, Australia, and parts of Asia, including the Philippines. Designed for parents with young children, Joomajam is an easy-to-use educational activity pack that combines bilingual music, videos, and games focused on learning three languages—their Mother tongue, a global language like English, and the language of technology. In addition, mClinica (www.mclinica.com) and Lenddo (www.lenddo.com)—both Kickstart portfolio companies that launched first in the Philippines—have started to expand to Indonesia, Vietnam, Thailand, and India.</p> <p>In addition, Kickstart organized or joined other events that include the Globe Enterprise Innovation Forum (EIF) in August, the Ayala ICT Summit in September, and the APEC SME Summit in November. The EIF is an event that brings together the country's top business and enterprise leaders for a day of sharing, learning, and discussing best practices on how to remain competitive in today's digital age through innovation. On the event's sixth year, we invited MIT executive director Hal Gregersen as keynote speaker where he discussed how companies can develop the necessary skills to move progressively from idea to impact through innovation.</p> <p>In 2015, Globe joined six telecommunications companies from six countries in the GSMA Humanitarian Connectivity Charter designed to ensure people's access to communication and information during a crisis in order to minimize loss of life and aid humanitarian response. GSMA launched the charter at the Mobile World Congress in March, and is supported by the UN Office for the Coordination of Human Affairs, the UN Emergency Telecommunications Cluster, and the International Federation of the Red Cross and Red Crescent Societies.</p> <p>We adopted a number of mechanisms of the charter including transmittal of free mobile alerts via SMS, first implemented when Typhoon Koppu (Lando) struck Luzon in October.</p> | New Products       | Education         | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO  | YES | NO  | NO | NO | NO | NO |
|   | Training           | Self Realization  | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO  | NO  | NO | NO | NO | NO |
| <p>This year, we earmarked US\$4 million for Kickstart's Fund 1 for Seed-to-Early-Stage startups, and US\$50 million as a second, new venture capital fund (Fund 2) to boost the expansion of Growth-Stage high-potential startups. In addition, we funded four early-stage startups—Innovantage (www.ivantageapps.com), LoanSolutions (www.loansolutions.ph), LifeTrack Medical Systems (www.lifetrackmedicalsystems.com), and Squadzip (www.squadzip.com).</p> <p>Two growth-stage startups, meanwhile, received funding from Kickstart—Switch (www.switch.co) and Teridion (www.teridion.com). These grew Kickstart's portfolio of companies to 25 startups, since we started in 2012, translating to 574 jobs generated, as well as almost 800,000 users of the services of these portfolio companies, and an estimated 13,000 paying customers globally. The startups Kickstart has invested in are not confined only to the Philippines, but also those based in the United States and Israel.</p> <p>Training and mentoring startups also form a part of Kickstart's determination to give the local startup scene a boost. They conduct monthly business checkpoints with all their teams, and have run workshops on various subjects like Lean Startup, Growth Hacking, and Pitching.</p> <p>There are joint mentoring sessions too, such as with Amazon Web Services (AWS) on information architecture, and Facebook on user acquisition and the use of Free Basics. To date, 2,290 participants have joined the different mentoring and training sessions that Kickstart conducted.</p> <p>Joomajam (www.joomajam.com), a Kickstart-funded education startup, was among the 14 finalists in the 2nd Singtel Group-Samsung Regional Mobile App Challenge 2015 competition that received over 700 submissions from Africa, Australia, and parts of Asia, including the Philippines. Designed for parents with young children, Joomajam is an easy-to-use educational activity pack that combines bilingual music, videos, and games focused on learning three languages—their Mother tongue, a global language like English, and the language of technology. In addition, mClinica (www.mclinica.com) and Lenddo (www.lenddo.com)—both Kickstart portfolio companies that launched first in the Philippines—have started to expand to Indonesia, Vietnam, Thailand, and India.</p> <p>In addition, Kickstart organized or joined other events that include the Globe Enterprise Innovation Forum (EIF) in August, the Ayala ICT Summit in September, and the APEC SME Summit in November. The EIF is an event that brings together the country's top business and enterprise leaders for a day of sharing, learning, and discussing best practices on how to remain competitive in today's digital age through innovation. On the event's sixth year, we invited MIT executive director Hal Gregersen as keynote speaker where he discussed how companies can develop the necessary skills to move progressively from idea to impact through innovation.</p> <p>In 2015, Globe joined six telecommunications companies from six countries in the GSMA Humanitarian Connectivity Charter designed to ensure people's access to communication and information during a crisis in order to minimize loss of life and aid humanitarian response. GSMA launched the charter at the Mobile World Congress in March, and is supported by the UN Office for the Coordination of Human Affairs, the UN Emergency Telecommunications Cluster, and the International Federation of the Red Cross and Red Crescent Societies.</p> <p>We adopted a number of mechanisms of the charter including transmittal of free mobile alerts via SMS, first implemented when Typhoon Koppu (Lando) struck Luzon in October.</p> | Association        | Health            | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO  | NO  | NO  | NO | NO | NO | NO |
|   | Communication      | Health            | Customers                     | Nothing                       | Strategic | YES                    | NO  | NO  | NO  | NO | NO | NO | NO |

| What  |                                 | Why               |                               | How                           | ALERT     | Strategic CSR criteria |     |    |     |    |    |    |    |
|---|---------------------------------|-------------------|-------------------------------|-------------------------------|-----------|------------------------|-----|----|-----|----|----|----|----|
| Initiative Description  | Type of Initiative              | Societal Issue    | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2   | 3  | 4   | 5  | 6  | 7  | 8  |
| We also developed a mechanism to share relevant information on restoration, disruption of services, and other preparedness initiatives. When a disaster area is cleared for humanitarian efforts, we also provide relief services such as free calls, internet, charging stations, and other relief materials.  | Communication                   | Health            | Customers                     | Nothing                       | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| We also developed a mechanism to share relevant information on restoration, disruption of services, and other preparedness initiatives. When a disaster area is cleared for humanitarian efforts, <b>we also provide relief services such as free calls, internet, charging stations, and other relief materials.</b>   | Donation & Funding              | Health            | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| Globe also became the first telecommunications company in the country to be re-certified in Business Continuity on an enterprise-wide scale in 2015. We received from the British Standard Institute an ISO 22301: 2012 or the Business Continuity Management System Standard, which recognizes our implementation of best practices on business resiliency based on our efforts to plan, establish, implement, operate, monitor, review, maintain, and continually improve a documented management system. This ensures that our clients and stakeholders that we are equipped to survive in the event of a major incident or disaster.  | Adoption of Standards and Rules | Economic Security | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| We fortified awareness of Business Continuity Management (BCM) by launching the #GlobeREADY campaign, which we ran in preparation for the Metro Manila Development Authority's (MMDA) earthquake drill in July. This involved nationwide awareness sessions and forums which were graced by prominent officers from the MMDA, National Disaster Risk Reduction and Management Council (NDRRMC), and other local government units.   | Communication                   | Economic Security | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| In addition, we have utilized a system that the Department of Science and Technology developed for threat and hazard mapping. This will enable us to overlay the locations of our stores and cell sites with the hazard map, so that we can identify potential risk areas and take the necessary precautions to minimize our exposure to disasters.   | Modification of Procedures      | Economic Security | Local Communities and Society | Nothing                       | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| In July, we launched Ayala ASSIST—the Ayala Group's emergency management mobile app—together with other Ayala subsidiaries. Since its launch, 1,995 employees from Globe were registered to the Ayala ASSIST, out of the 2,445 employees from the Ayala Group of companies. The application was co-developed with Yondu, a technology solutions company established in 2001. Using the app, it makes it easier to alert employees in times of an emergency, for people managers to account for their staff, and to request for help, to name a few of its essential features.   | Association                     | Health            | Employees                     | Business Partners & Suppliers | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| We partnered with the Provincial Government of Bataan for the launch of the Community-Based Disaster Risk Reduction and Management (DRRM) Program, which aims to provide them with ICT support through the Metro Bataan Development Authority (MBDA). The program addresses the need for quick and efficient communication during a disaster by ensuring that communities are ready, responsive, and resilient at all times. We make this possible through TxtConnect, an SMS broadcast facility that enables the Governor or the head of the MBDA to contact directly the different local government and barangay leaders, and provide them with relevant and critical information during emergencies... | Association                     | Health            | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| ...Each barangay will also receive SIM Cards that are included in the TxtConnect database, which will be distributed to barangay officials. Participating officials will also receive equipment for rescue operations.  | Donation & Funding              | Health            | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO  | NO | NO  | NO | NO | NO | NO |
| Through our partnership with Weather Philippines, we conducted Weather 101 and a series of community-based DRRM trainings for their officers and barangay officials. These equip barangay officials who act as first responders in the community with basic knowledge on emergency procedures and basic first aid so they can respond to emergencies more effectively.  | Training                        | Health            | Local Communities and Society | Business Partners & Suppliers | Cosmetic  | NO                     | NO  | NO | NO  | NO | NO | NO | NO |
| We also maximized our partnership with MMDAs as they give back to our partner communities by giving free DRR trainings focused on basic awareness during disasters or emergency situations.   | Training                        | Health            | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |
| The MMDA is another recipient of our TxtConnect and internet facilities. As with the MBDA, these will help ensure reliable communication and enhance the organization's capability in areas such as public safety and disaster response.  | Donation & Funding              | Health            | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO  | NO | YES | NO | NO | NO | NO |
| We have also helped build classrooms across the country, including disaster-resilient ones in areas affected by Typhoon Haiyan in 2013. Called Noah's Ark classrooms, these are designed by Habitat for Humanity to be transformed into evacuation centers in case of a disaster. These can accommodate a large number of people, and come with two toilet and bath facilities, and a kitchen. We have constructed seven of these classrooms in Aklan where we were tasked by the government through the Office of the Presidential Assistant for Rehabilitation and Recovery (OPARR) as the province's development partner after Haiyan.   | Donation & Funding              | Education         | Local Communities and Society | Nothing                       | Strategic | NO                     | YES | NO | NO  | NO | NO | NO | NO |

| What   |                            | Why            |                               | How                           | ALERT     | Strategic CSR criteria |    |    |    |     |     |     |    |
|--|----------------------------|----------------|-------------------------------|-------------------------------|-----------|------------------------|----|----|----|-----|-----|-----|----|
| Initiative Description   | Type of Initiative         | Societal Issue | Stakeholder Recipient         | Stakeholder Vehicle           |           | 1                      | 2  | 3  | 4  | 5   | 6   | 7   | 8  |
| <p>This is where our e-waste recycling program called Project 1Phone, which was rolled out in 2014, comes in. In this project, we collect e-waste from our operations and customers and transport the whole lot to our accredited partner Total Environment Solutions Asset Material Management (TES-AMM) in the Philippines. After weigh-in, TES-AMM Philippines now ships the waste to TESAMM Singapore for proper recycling. This year, <b>we further increased the e-waste we collected by partnering with Huawei, Aboitiz, Coca-Cola, and JPMorgan Chase &amp; Co. among others</b>, resulting in 124,572.19 kg of e-waste generated, up by 56% compared to last year's 79,968.20 kg. Another hazardous waste that is crucial to our operations are lead acid batteries from our towers, which we also collect and dispose of carefully. Compared to the previous year, we saw a 73.5% drop in the disposal of used lead acid batteries we generated from 222,857 kg to 58,926 kg in 2015. This was due to a delay in the renewal of contract with our accredited recycler, Oriental &amp; Motolite Marketing Corporation (OMMC). These batteries are currently in our staging facilities and scheduled for disposal in the first quarter of 2016.</p> <p>Meanwhile, there was an increase in the busted fluorescent lamps we generated from 1,125 in 2014 to 5,018 in 2015 from which we generated 200,720 mg of liquid mercury. <b>This was mainly due to our proactive move to LED lights in our various facilities.</b></p> <p>Used oil is another form of waste that we collect and treat. This year, we were able to collect 844 L of used oil, down from 3,728 L in 2014 due to a delay in our agreement with Genetron International. Currently, the collected used oil are stored at staging facilities and scheduled for hauling in the first quarter of 2016.</p> <p>We also began to generate and collect grease waste in 2015 due to the opening of cafeterias in our TGT Fort sites. However, we make sure that our housekeeping partners collect these in drums regularly, and safely store these in our materials recovery facility, then disposed of by our accredited partner for waste management. This follows the same practice we apply to other types of waste that we generate, such as busted fluorescent tubes and used oil.</p> <p>All of our regular employees who were issued a postpaid plan are automatically enrolled to our billing on mobile program, also known as paperless billing. By being in the program, we eliminate paper waste by enabling ourselves to view our bill on our phones, tablet, or desktop, and enjoy the convenience of getting our bill on time.</p> <p>We have also pushed our customers to sign up for the same program through raffles and promos. Part of the ongoing initiative of paperless campaign since 2013, we saw an increase in customers who now prefer to receive their bills online. In return, we also saw a 59.9% reduction of paper usage just from last year alone.</p> <p>We also make our business customers part of our endeavor to protect the environment by encouraging them to use the Canvas application. It can reduce or do away with their need for traditional paperwork. Users of the app can choose from 14,000 apps that range from inspection forms to work orders to surveys, which can help cut their paper costs and achieve productivity savings.</p> <p>We have thus undertaken programs that enable us to identify solutions that can make our sites run more efficiently. One way we've done this is to revisit our existing legacy sites. Through analysis and field visits, we were able to develop solutions and quick fixes that will be applied to all our sites. Through our pilot program, these solutions yielded an average of 1.6kW reduction in energy consumption per site. This translated to a 23% average decrease in consumption in the pilot sites. At P10/kWh, this translates to approximately P384 per day or P11,500 per month of savings.</p> <p>We also implemented solutions such as shutting down legacy equipment, migrating equipment outdoor, and optimizing existing free-cooling system, cabin vacation, and air-con shutdown.</p> <p>Another step we undertook was using the new SingleSON (self-optimizing network) solution that allows automatic near real-time diagnostics of our mobile broadband network and optimizing it intelligently. It means less equipment are needed to manage complex networks while delivering a great network experience to our customers. Powered by a SONMaster as the core product and engine, it detects coverage problems and adjusts radio frequency parameters automatically.</p> <p>Improvements don't stop at our outdoor network infrastructure. We also look into our in-building sites' design and operating models and optimize the design according to the demand of the building or floor type, from putting equipment on standby mode to shutting down legacy equipment.</p> | Association                | Environment    | Local Communities and Society | Business Partners & Suppliers | Strategic | NO                     | NO | NO | NO | YES | YES | NO  | NO |
|  | Modification of Procedures | Environment    | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Asset Modification         | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Modification of Procedures | Environment    | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Modification of Procedures | Environment    | Local Communities and Society | Business Partners & Suppliers | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Modification of Procedures | Environment    | Local Communities and Society | Employees                     | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Incentives                 | Environment    | Local Communities and Society | Customers                     | Strategic | YES                    | NO | NO | NO | YES | NO  | YES | NO |
|  | Incentives                 | Environment    | Local Communities and Society | Customers                     | Strategic | NO                     | NO | NO | NO | YES | NO  | YES | NO |
|  | Modification of Procedures | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Modification of Procedures | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Asset Modification         | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |
|  | Asset Modification         | Environment    | Local Communities and Society | Nothing                       | Strategic | YES                    | NO | NO | NO | YES | NO  | NO  | NO |





## Results of content analysis for 2016 Sustainability Report

| What  |                    | Why                 |                               | How                             | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|---|--------------------|---------------------|-------------------------------|---------------------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
| Initiative Description  | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle             |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| In 2016, Globe myBusiness empowered Filipino SMEs to embrace the digital shift with its latest portfolio of postpaid plans and innovative business solutions, giving them the competitive advantage to improve efficiency and productivity, reduce cost, and further grow their business. Globe myBusiness launched the new myBusiness Unli Plus Postpaid Plan, a new mobile postpaid plan that gives them more value for their business with built-in unlimited calls and texts to Globe/TM numbers, allowing them to focus on choosing the right business solutions that they need with their plan. The myBusiness Unli Plus Postpaid Plan also comes with a choice of freebie such as mobile data services or discounts to business solutions. | New Products       | Wealth Distribution | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Globe myBusiness also offered the myBusiness Tracker, a do-it-yourself portable GPS tracking solution that enables users to monitor the real-time location of their vehicles and assets. The Globe myBusiness tracker can help SMEs improve delivery planning, real-time monitoring, improve driving habits and save and avoid unnecessary costs.   | New Products       | Wealth Distribution | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Other dynamic cloud platforms include Virtual Private Cloud, Back-up-as-a-Service, Microsoft Office 365 and AppMarket. These solutions not only eliminate the demand for server maintenance, updates, deployment and compliance, but also ensure safer, more accessible email and business operation systems right in the cloud.  | New Products       | Wealth Distribution | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| With Shopify, Filipino entrepreneurs can start their own business in less than 5 minutes – their gateway to building and managing their own online store. Globe myBusiness has also developed an online bazaar called Digimall powered by Shopify that showcases products from local businesses over the web. A weekend “bazaarista” can now sell to anyone with an internet connection, nationwide, or around the globe, at any time or day.   | New Products       | Wealth Distribution | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Globe Business holds its annual Enterprise Innovation Forum (EIF) for leaders and corporations to participate in an insightful learning session and sharing of best practices... In October 2016, the seventh annual EIF was held with the theme “Find your purpose: Transform Business to Greatness,” featuring an elite roster of thought leaders topbilled lined by Strategic Communications and Leadership Expert Heath Slawner.  | Training           | Self Realization    | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Globe also expanded its presence and reach amongMSMEs all over the Philippines through its GlobemyBusiness Day caravan, a one-stop exhibit forentrepreneurs that allows MSMEs to explore newbusiness opportunities, find new ways to increasetheir revenues, and discover new solutions to stay competitive in the digital age. The caravan alsoenables MSMEs to meet, be inspired by successfulentrepreneurs and participate in insightful speakerdiscussions.   | Communication      | Self Realization    | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| Globe myBusiness and the company’s digitaladvertising business, AdSpark, also organized DigPH,an annual convention that equips entrepreneurswith up-to-date knowledge on using effective, costefficientdigital tools and platforms to expand andrevolutionize their business. The country’s largestdigital and mobile marketing summit also servesas a venue for entrepreneurs to learn practical tipson social media, e-commerce techniques, and otherpressing digital topics that they can apply in theirbusiness.  | Training           | Self Realization    | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Thus we provide schools with innovative, interactive, cutting-edge learning tools to give students and teachers access to 21st-century learning. Our solutions include the following:<br>• Learning Management System for personalized, adaptive, and monitored learning to address student engagement in schools.  | New Products       | Education           | Local Communities and Society | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| • School Management System for access toconsolidated learning resources and tools forbetter and faster school management decisions.   | New Products       | Education           | Local Communities and Society | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| • Virtual Private Cloud to eliminate the cost ofexpensive IT equipment to run new applicationsfor teachers and school staff.  | New Products       | Education           | Local Communities and Society | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| We also mounted the Healthcare Industry Forum, which discussed healthcare industry insights and trends, business apps to mobilize the workforce, and a range of digital marketing tools to make Globe the brand of choice for patients.   | Communication      | Health              | Customers                     | Nothing                         | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| We share the same approach in business continuityand disaster recovery with companies fromvarious industries. They can outsource their datamanagement requirements and media storage to ustoshore up their protection and capabilities in timesof unfortunate events.   | New Products       | Economic Security   | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| We take a holistic approach to manage threats andsecurity breaches and ease enterprises’ security,compliance, consolidation and cost concerns.Through solutions such as Managed SecurityServices that leverage on the latest ICT capabilitiesand innovations, we take the lead in averting cybercrime attacks and threats.  | New Products       | Economic Security   | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| We also put a premium on customer education.Through our #ProTECH101 campaign, customerslearn about the dangers of online crimes andpractical tips to keep their accounts and othervaluable data safe.   | Communication      | Self-ownership      | Customers                     | Nothing                         | Strategic | YES                    | NO  | NO  | NO | NO | NO | NO | NO |

| What   |                    | Why                 |                               | How                             | ALERT     | Strategic CSR criteria |     |     |    |    |    |    |    |
|--|--------------------|---------------------|-------------------------------|---------------------------------|-----------|------------------------|-----|-----|----|----|----|----|----|
| Initiative Description   | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle             |           | 1                      | 2   | 3   | 4  | 5  | 6  | 7  | 8  |
| Globe myBusiness also extended its services beyond telecommunications products with the introduction of its free business consultancy services. With this exclusive service, Globe myBusiness helps entrepreneurs review their business processes and operations and provide advice and recommendations to help the business run more efficiently. Entrepreneurs will be able to get in touch with inhouseexpert business consultants with certifications on Certified Management Consultants (CMC), LeanSix Sigma, Business Process Reengineering (BPR), EN16114 Management Consultancy Services, InformationSecurity Management System (ISMS), eSourcingCapability Model, Supply Chain Management, CustomerOperations Performance Center (COPC), Total QualityManagement for free. | New Products       | Wealth Distribution | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Apart from bringing you easy access to doctors,KonsultaMD partnered with several establishments tobring health care within every Filipino’s reach. Severalpartnerships were forged this year to enrich the wholevalue chain for customers. MedGrocer, an onlinepharmacy for door-to-door delivery of medicine andhealth supplements in GMA area;   | New Products       | Health              | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Lifeline Ambulance Rescue, Inc. for emergency quick-response;  | New Products       | Health              | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Generikadrugstore chain to provide a wide range of low cost, high quality generic medicines from approximately600 outlets in the country;  | New Products       | Health              | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| FamilyDOC, a 3-in-1 facilitythat houses a clinic, a diagnostics laboratory, and apharmacy.   | New Products       | Health              | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| KonsultaMD has also started to cater to overseasFilipino workers (OFWs) in Hong Kong. These OFWscan conduct unlimited calls to a maximum of 5 Globenumbers and gain unlimited access to KonsultaMD for30 days for just HK\$129   | Pricing            | Health              | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | NO  | NO | NO | NO | NO | NO |
| Along with this, a dynamic #startupPH community of more than 4,000 young minds with big ideas — innovators, investors, mentors, corporate advocates, and policymakers — have begun to collaborate and set the standard for the Philippine startup community through Slingshot Philippines, a National Summit on Startups and Innovation organized by the Department of Trade and Industry (DTI), and supported by Globe Business.  | Association        | Fair competition    | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | YES | NO  | NO | NO | NO | NO | NO |
| Among the new startups in Kickstart’s portfolio areZipmatch, a data analytics company focused on thehigh-value real estate sector, using its brokerage andlisting site to bring together a community of homeseekers and real estate professionals;   | New Products       | Wealth Distribution | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| and Coins.ph,Southeast Asia’s leading mobile blockchain-enabledplatform that enables anyone, including the millions of unbanked, to easily access financial services directlyfrom their mobile device. Using Coins.ph, customershave access to a mobile wallet and services suchas remittances, airtime, bill payments, and onlineshopping at over 63,000 merchants who acceptdigital currency. Operating in the Philippines and Thailand, Coins.ph’s mission is to increase financialinclusion by delivering financial services directly topeople through their mobile phones.  | New Products       | Wealth Distribution | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| There are over 400 million people in Southeast Asia who remain unbanked and underserved. Through Mynt, a wholly-owned financial services company of Globe, these sectors in the Philippines can now partake of economic growth without going through formal banking channels. Mynt has so far over three million customers doing P4 billion transaction value per month serviced through a network of more than 12,000 partner outlets.  | New Products       | Wealth Distribution | Customers                     | Business partners and suppliers | Strategic | NO                     | NO  | YES | NO | NO | NO | NO | NO |
| Moreover, Mynt has recently started its own lending company under the name Fuse, and has disbursed approximately 4,000 loans to 3,000 borrowers in the last quarter of 2016.   | New Products       | Wealth Distribution | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| Through GCash, Filipino taxpayers can also pay theirannual income tax with greater ease. Globe teamedup with the Bureau of Internal Revenue (BIR) and theUnited States Agency for International Development(USAID) in developing the mobile payment system— a significant milestone for the government’s taxcollection effort.   | New Products       | Wealth Distribution | Local Communities and Society | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| GCash has also enabled over nine million Filipinoswho are Social Security System (SSS) members topay their contributions and monthly amortizationsfor salary and real estate loans using their mobilephones. The GCash payment scheme is availablefor SSS members registered as self-employed orvoluntary, including non-working spouses, OverseasFilipino Workers (OFWs), farmers and fisherfolk.   | New Products       | Wealth Distribution | Customers                     | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |
| The company’s GMovies app leads the pack inenhancing the digital lifestyle and entertainment experience. GMovies forged partnerships with SMLifestyle and Entertainment to widen the footprint ofcinema ticket reservations and booking nationwide.Globe also reached greater heights in its partnershipwith Ayala Land Inc. as GMovies is poised to takeoverthe revamp and management of Sureseats’ digital channels.   | New Products       | Self Realization    | Customers                     | Business partners and suppliers | Strategic | YES                    | NO  | YES | NO | NO | NO | NO | NO |



| What  |                                 | Why            |                               | How                             | ALERT     | Strategic CSR criteria |    |     |    |     |    |     |    |
|---|---------------------------------|----------------|-------------------------------|---------------------------------|-----------|------------------------|----|-----|----|-----|----|-----|----|
| Initiative Description  | Type of Initiative              | Societal Issue | Stakeholder Recipient         | Stakeholder Vehicle             |           | 1                      | 2  | 3   | 4  | 5   | 6  | 7   | 8  |
| <p>In 2016, we invested P2.371 million on total environmental protection, particularly on <b>reforestation programs</b>, solid waste management in our corporate offices; and hazardous waste disposal and treatment (including the construction and upgrade of Hazwaste staging areas in 40 sites).</p> <p>In 2016, we invested P2.371 million on total environmental protection, particularly on reforestation programs, <b>solid waste management in our corporate offices; and hazardous waste disposal and treatment</b> (including the construction and upgrade of Hazwaste staging areas in 40 sites).</p>   | Donation & Funding              | Environment    | Local Communities and Society | Nothing                         | Strategic | NO                     | NO | NO  | NO | YES | NO | NO  | NO |
|   | Modification of Procedures      | Environment    | Local Communities and Society | Nothing                         | Strategic | YES                    | NO | NO  | NO | YES | NO | NO  | NO |
| <p>In 2016, we invested P2.371 million on total environmental protection, particularly on reforestation programs, solid waste management in our corporate offices; and hazardous waste disposal and treatment (including the <b>construction and upgrade of Hazwaste staging areas in 40 sites</b>).</p> <p>At the end of the year, we donated P1.4 million as initial grant for 13,500 seedlings to non-profit organization Hineleban Foundation, which advocates environmental conservation and livelihood development by preserving and restoring mountain rainforests and watersheds, as well as providing livelihood opportunities for indigenous people in Bukidnon and Lanao del Sur...</p>  | Asset Modification              | Environment    | Local Communities and Society | Nothing                         | Strategic | YES                    | NO | NO  | NO | YES | NO | NO  | NO |
|   | Donation & Funding              | Environment    | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO | NO  | NO | YES | NO | NO  | NO |
| <p>...We leveraged on our iPhone 7 launch in November to <b>enable our recontracting iPhone 7 customers to participate in this worthwhile advocacy</b> as we collaborated with Hineleban Foundation to drive the reforestation of 4,396 hectares across six mountain ranges at the heart of Mindanao, and jointly entered into a memorandum of agreement for a five-year rainforestation program composed of three key components: reforestation, food security, and sustainable livelihood development.</p> <p>...We leveraged on our iPhone 7 launch in November to enable our recontracting iPhone 7 customers to participate in this worthwhile advocacy as we collaborated with Hineleban Foundation to drive the reforestation of 4,396 hectares across six mountain ranges at the heart of Mindanao, <b>and jointly entered into a memorandum of agreement for a five-year rainforestation program composed of three key components: reforestation, food security, and sustainable livelihood development.</b></p>   | Volunteerism                    | Environment    | Local Communities and Society | Customers                       | Strategic | NO                     | NO | NO  | NO | YES | NO | YES | NO |
|   | Association                     | Environment    | Local Communities and Society | Nothing                         | Strategic | NO                     | NO | NO  | NO | YES | NO | NO  | NO |
| <p>Aside from financial support, we also provided infrastructure capability to enable the public to extend their support to the reforestation efforts of Hineleban Foundation by texting TREE to 2158-8733, an SMS-based donation platform powered by Globe.</p> <p>Globe also complies with the Environmental Impact Statement (EIS) system of the DENR and pays nominal filing fees required for the submission of applications for Environmental Clearance Certificates (ECC) or Certificates of Non-Coverage (CNC) for all cell sites and other facilities, as well as miscellaneous expenses incurred in the preparation of applications and the related environmental impact studies.</p>   | Volunteerism                    | Environment    | Local Communities and Society | Customers                       | Strategic | NO                     | NO | NO  | NO | YES | NO | YES | NO |
|   | Adoption of Standards and Rules | Environment    | Local Communities and Society | Nothing                         | Strategic | NO                     | NO | NO  | NO | YES | NO | NO  | NO |
| <p>On the operations front, we continued to push our paperless billing initiative, with electronic billing statements sent to Globe postpaid customers to eliminate further environmental stress and billing delays. In 2016, we introduced Bill via Text through Globe MYBILL, where customers received a text from Globe with a link to access their latest billing statements online. On top of Globe myAccount and email, we continuously innovate and introduce more channels on how to view customers' billing statements with more ease and flexibility.</p> <p>We also set up e-waste recycling bins called Project 1Phone (P1P) stations at Globe stores to entice our customers to return electronic products and accessories that have reached end-of-life to further promote environmental awareness and protection.</p>  | New Products                    | Environment    | Local Communities and Society | Customers                       | Strategic | YES                    | NO | YES | NO | YES | NO | YES | NO |
|   | Communication                   | Environment    | Local Communities and Society | Customers                       | Strategic | NO                     | NO | NO  | NO | YES | NO | YES | NO |
| <p>We still work with Total Environment Solutions Asset Material Management (TES-AMM), through its local arm TES-AMM Philippines, on recovering precious metals and plastics for remanufacture from the disposed gadgets. Aside from responsibly collecting and recycling our operations' electronic wastes, we continued to expand the scope of this program by initiating stronger partnerships with Huawei Technologies Philippines, BPI, Accenture, LeadSurf Data Marketing, Unionbank, Oxfam, among others; and exceeding our target of collecting and recycling 120,000 kg of e-waste this year.</p> <p>We have adopted the power-usage effectiveness (PUE) calculator, a widely accepted benchmarking standards proposed by the Green Grid Association, to determine how energy efficient our infrastructures and facilities are, and to monitor the impact of our efficiency efforts. According to Green Grid, infrastructure with more than 2.5 level of PUE is inefficient. In this regard, as a pilot year, Globe identified and tracked 84 sites with PUE greater than 1.4...</p> | Association                     | Environment    | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO | NO  | NO | YES | NO | NO  | NO |
|   | Adoption of Standards and Rules | Environment    | Local Communities and Society | Nothing                         | Strategic | NO                     | NO | NO  | NO | YES | NO | NO  | NO |
| <p>...We implemented both quick environmental fixes and long-term solutions, such as installing new free cooling systems and replacing automatic transmission systems.</p>  | Asset Modification              | Environment    | Local Communities and Society | Nothing                         | Strategic | YES                    | NO | NO  | NO | YES | NO | NO  | NO |

| What   |                                 | Why                 |                               | How                             | ALERT     | Strategic CSR criteria |    |    |     |     |    |     |    |
|--|---------------------------------|---------------------|-------------------------------|---------------------------------|-----------|------------------------|----|----|-----|-----|----|-----|----|
| Initiative Description   | Type of Initiative              | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle             |           | 1                      | 2  | 3  | 4   | 5   | 6  | 7   | 8  |
| <b>In addition, 750 out of the targeted 797 Globe sites successfully adopted "green" solutions.</b> Despite upgrades to sites and additional network capabilities, average PUE readings dropped from 2.23 to 1.56. We will continue PUE roll-out to more than 1000 additional sites nationwide in the coming years so we can monitor the efficiency of our site.   | Asset Modification              | Environment         | Local Communities and Society | Nothing                         | Strategic | YES                    | NO | NO | NO  | YES | NO | NO  | NO |
| Employees are treated to free rides to work through Globe Shuttle in support of carpooling.  | Incentives                      | Environment         | Local Communities and Society | Customers                       | Strategic | NO                     | NO | NO | NO  | YES | NO | YES | NO |
| <b>We also have bike facilities in numerous Globe locations and offer various telecommuting solutions, including online messaging apps like Google Hangouts and Skype, Cisco IP conference phone calls, and large-screen MondoPad sessions to minimize our employees' carbon footprint when they travel to work.</b>   | Incentives                      | Environment         | Local Communities and Society | Customers                       | Strategic | NO                     | NO | NO | NO  | YES | NO | YES | NO |
| <b>We also have bike facilities in numerous Globe locations and offer various telecommuting solutions, including online messaging apps like Google Hangouts and Skype, Cisco IP conference phone calls, and large-screen MondoPad sessions to minimize our employees' carbon footprint when they travel to work.</b>   | Incentives                      | Environment         | Local Communities and Society | Customers                       | Strategic | NO                     | NO | NO | NO  | YES | NO | YES | NO |
| Just as we have sought for greater cooperation with national agencies and local government units (LGUs) to allow faster processing of permits to facilitate building of cell sites, we also cooperate with homeowners' associations (HOAs) to expedite the construction of cell sites to improve internet services.  | Association                     | Wealth Distribution | Customers                     | Nothing                         | Strategic | YES                    | NO | NO | NO  | NO  | NO | NO  | NO |
| Globe cell sites have been issued radiation-safety certificates by the DOH, proof that radio frequency signals coming from such facilities do not pose any adverse health impact. The radiation-safety certificates issued by the DOH are based on the guidelines of the International Commission on Non-ionizing Radiation Protection (ICNIRP) and the Institute of Electrical and Electronics Engineers (IEEE) on maximum human exposures to radio frequency fields.   | Adoption of Standards and Rules | Health              | Local Communities and Society | Nothing                         | Strategic | YES                    | NO | NO | NO  | NO  | NO | NO  | NO |
| Globe also has 10 certified radio-frequency radiation safety officers, who conduct radio frequency radiation measurements of our sites and public hearings to provide awareness based on studies from the World Health Organization (WHO).   | Organizational Structuring      | Health              | Local Communities and Society | Nothing                         | Strategic | YES                    | NO | NO | NO  | NO  | NO | NO  | NO |
| In order to create a wonderful world for our customers, partners, and the community, we prioritize protecting our customers' data and regard privacy with utmost importance. We have set and observe clear-cut measures on: • Judicious use and collection of customer data, whether the information is personal or nonpersonal • Limiting access to or processing of private data to authorized personnel and with strict confidentiality • Abide by Groupe Speciale Mobile (GSM) Association's high-level privacy principles based on internationally recognized and accepted principles on privacy and data protection  | Modification of Procedures      | Self-ownership      | Customers                     | Nothing                         | Strategic | YES                    | NO | NO | NO  | NO  | NO | NO  | NO |
| we also educate the youth to better understand the impact of their online behavior so they can be responsible digital citizens. This cyber wellness advocacy takes the form of the award-winning Digital Thumbprint Program (DTP), held in partnership with Optus and Singapore Telecommunications Ltd. (Singtel), which targeted grades 7-12 students in public and private high schools nationwide. ...In 2016, we cascaded DTP to 64 public and private schools, empowering 24 Globe employees and 123 GFS lead teachers, benefitting 703 non-GFS lead teachers and 4,962 students nationwide.  | Communication                   | Self-ownership      | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO | NO | YES | NO  | NO | NO  | NO |
| An assessment by global consulting firm Karrikins Group of Australia, the country where the program started and first succeeded, showed that DTP had a very high impact among over 2,200 students of two pilot schools – Dasmariñas East National High School in Dasmariñas, Cavite, and Sico 1.0 National High School in San Juan, Batangas – particularly on the topic of privacy and security settings on social media platforms.   | Assessment and Measurement      | Self-ownership      | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO | NO | NO  | NO  | NO | YES | NO |
| Given the rapid growth in connectivity that has become increasingly accessible to minors, it has become imperative for us to also build awareness and strive to make the internet safe for children. The protection of children against exploitation online is the goal behind the Memorandum of Understanding that Globe signed with UNICEF Philippines and the Ateneo Human Rights Center (AHRC). Through the MoU, Globe hopes to determine how child rights protection can be integrated into our business principles. This will not only ensure our compliance with international standards on online child protection, but our employees will also be informed properly about related laws. | Association                     | Self-ownership      | Local Communities and Society | Business partners and suppliers | Strategic | NO                     | NO | NO | YES | NO  | NO | NO  | NO |
| Intensifying our customer protection efforts, we are now entering the second phase of our anti-spam/scam campaign that utilizes a fully automated anti-spamming tool for blocking messages sent by other networks. <b>During the first phase rolled out in February 2016, we were able to rid our own network of 165 million spam/scam messages.</b>   | Modification of Procedures      | Economic Security   | Customers                     | Nothing                         | Strategic | YES                    | NO | NO | NO  | NO  | NO | NO  | NO |

| What   |                                 | Why                 |                               | How                             | ALERT     | Strategic CSR criteria |     |    |     |     |    |     |    |
|--|---------------------------------|---------------------|-------------------------------|---------------------------------|-----------|------------------------|-----|----|-----|-----|----|-----|----|
| Initiative Description   | Type of Initiative              | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle             |           | 1                      | 2   | 3  | 4   | 5   | 6  | 7   | 8  |
| We continue to work closely with police authorities in the implementation of our anti-fraud campaign to prevent illegal activities that involve our products and services. Dovetailing this is an online advocacy among our customers to step up their online vigilance so they can better protect themselves against becoming victims of online hacks, identify theft, and other cybercrimes. Our #ProTECH101 campaign is aimed at combatting online security threats, particularly those that involve issues on weak account passwords, the dangers of the auto-fill feature, online sharing of information, and awareness on new software, among others.              | Communication                   | Economic Security   | Customers                     | Business partners and suppliers | Strategic | NO                     | NO  | NO | NO  | NO  | NO | YES | NO |
| The strong partnership and mutual understanding between our company and the union has been continuously demonstrated throughout the years and amid many changes and transformations. In fact, Globe and GTEU-FFW renewed a five-year collective bargaining agreement for year 2016-2020, a testament to a stable and peaceful relationship.  | Association                     | Individual Equality | Employees                     | Nothing                         | Strategic | NO                     | NO  | NO | YES | NO  | NO | NO  | NO |
| Globe also developed a Learning Management System to track the progress of an employee's individual development plan, as well as continue to offer learning-on-the-go and books-on-the-go so employees will be able to learn at their most convenient time.  | Modification of Procedures      | Self Realization    | Employees                     | Nothing                         | Strategic | YES                    | NO  | NO | NO  | NO  | NO | NO  | NO |
| We have also expanded training and development to our partners. 120 retail managers across our Premium Dealer-owned stores developed action learning projects for their respective branches.   | Training                        | Self Realization    | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO  | NO |
| Not only do we nurture our employees and partners, we also look into the future by getting newly graduate students and encourage them to join Globe. Through Globe Game Changer, one of the country's premiere digital innovation competition, we invite graduating students from universities nationwide and give them the opportunity to bring out the most innovative ideas that will change the game in and beyond the telecommunications industry. The top 30 qualifiers will advance and learn more about leadership, innovation, and the digital lifestyle in a fun yet challenging three-day business case workshop, who will be mentored by leaders from Globe. | Training                        | Self Realization    | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO  | NO |
| Winners will take home gadgets and cash prizes, plus an all-expense-paid trip to Singapore. They will also get a chance to be the next management trainees in the Management Development Program of Globe. In 2016, we hired 12 management trainees who competed in Globe Game Changer in 2015.  | Incentives                      | Self Realization    | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO | NO  | NO  | NO | NO  | NO |
| Globe complies with RA 7610 or the Special Protection of Children Against Child Abuse, Exploitation and Discrimination Act, and has full observance of the principles of the Human Rights Act and Child Labor Law. Benchmarking such regulations generate a happy workplace without presenting any fear of discrimination or violation towards any of our employees.   | Adoption of Standards and Rules | Self-ownership      | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | NO | YES | NO  | NO | NO  | NO |
| Since 2011, we have been bringing in volunteers from Singtel and Optus through the Singtel Group Corporate Social Responsibility's Overseas Volunteering Program to help rebuild communities devastated by natural disasters in partnership with Gawad Kalinga (GK). In 2016, we extended our volunteering activities to our contact center agents so they can also co-create a Globe of Good.   | Volunteerism                    | Wealth Distribution | Local Communities and Society | Business partners and suppliers | Cosmetic  | NO                     | NO  | NO | NO  | NO  | NO | NO  | NO |
| In time for the opening of school year 2016-2017, a total of 1,187 employee-volunteers participated in the annual classroom painting and repair activity of the Department of Education (DepEd) dubbed Brigada Eskwela. Along with partner organizations such as Habitat for Humanity and the Ayala Foundation, our volunteers lent their time and energy to help in the restoration and beautification of 81 public elementary and high schools, in turn benefiting over 96,000 learners.   | Volunteerism                    | Education           | Local Communities and Society | Employees                       | Cosmetic  | NO                     | NO  | NO | NO  | NO  | NO | NO  | NO |
| Not content with simply making the classrooms presentable and usable, Globe volunteers also provided snacks and school supplies for the children, virtual reality devices for students to have an immersive experience inside their classroom, additional appliances — electric fans, computers, and smart TVs — through the funds they raised on their own.   | Volunteerism                    | Wealth Distribution | Local Communities and Society | Employees                       | Cosmetic  | NO                     | NO  | NO | NO  | NO  | NO | NO  | NO |
| This year's Gawad Kalinga (GK) five-day Bayani Challenge was attended by over 45 volunteers from Globe, Singtel, Optus and Optus' local contact center partners Convergence and [24]7. The challenge was composed of a coastal cleanup in Freedom Island wildlife sanctuary inside the Las Pinas Paranaque Critical Habitat and Ecotourism Area (LPPCHEA), house build at GK Manggahan-Kawayanan, Marcelo Green Village, Paranaque, participation in Paraisong Pambata workshops doing arts and crafts, storytelling, sports, and other games for the youth age ranging from 3-21 years old.   | Volunteerism                    | Environment         | Local Communities and Society | Employees                       | Strategic | NO                     | NO  | NO | NO  | YES | NO | NO  | NO |

| What  |                    | Why                 |                               | How                 | ALERT     | Strategic CSR criteria |     |     |    |     |    |    |    |
|---|--------------------|---------------------|-------------------------------|---------------------|-----------|------------------------|-----|-----|----|-----|----|----|----|
| Initiative Description  | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle |           | 1                      | 2   | 3   | 4  | 5   | 6  | 7  | 8  |
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| Globe volunteers also took part in #METamorphosis, a cleanup and restoration campaign to regain the former glory of the long abandoned Metropolitan Theater (MET) in Manila. The volunteers cleared the theater's arcades, trimmed hedges, and cleared the area of scattered debris to give the MET a new lease in life.  | Volunteerism       | Self Realization    | Local Communities and Society | Employees           | Nothing   | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
| Globe also participated in the Servathon 2016 of Hands On Manila Foundation, Inc. where volunteers assembled solar bottle bulbs using soda bottles that will provide daytime light to urban indigent communities in Manila.   | Volunteerism       | Wealth Distribution | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
| We also built houses for the community of People with Disabilities in Gawad Kalinga Escopa,...  | Volunteerism       | Individual Equality | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
| ...created a community garden for a group of distressed mothers and abandoned toddlers in the Heart of Mary Villa of the Good Shepherd Convent to help sustain food and vegetable supplies at the center,   | Volunteerism       | Wealth Distribution | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
| ...planted trees at Buhay Punlaan, Caliraya-Lumot Watershed Area in Laguna,   | Volunteerism       | Environment         | Local Communities and Society | Employees           | Strategic | NO                     | NO  | NO  | NO | YES | NO | NO | NO |
| ...re-packed relief goods for victims of Typhoon Lawin,   | Volunteerism       | Wealth Distribution | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
| ...shared joy of reading on how to use technology in Andres Bonifacio Integrated School (ABIS),   | Volunteerism       | Self Realization    | Local Communities and Society | Employees           | Strategic | NO                     | NO  | YES | NO | NO  | NO | NO | NO |
| ...and distributed Wonderboxes in time for Christmas to the Charity Patients of the Philippine General Hospital together with Amdocs' employee volunteers and contact center agents of Tech Mahindra, Teleperformance, and Convergys. In addition, our program served as a venue to train volunteers who share the same passion and cause with other partners. Globe, in partnership with MyBrave Little Warriors, held workshops and training to our volunteers who believe that play is an important part of childhood and an essential tool for therapy and healing for young patients with medical conditions.  | Volunteerism       | Wealth Distribution | Local Communities and Society | Employees           | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
| Through our <b>five-year expanded Global Filipino School (GFS) program</b> , Globe intends to transform select public schools into centers of excellence in ICT and innovative teaching methods. This program is expected to benefit all 218 school divisions of the DepEd nationwide by 2020. GFS started four years ago in Bilar National High School and is now operating in 80 public schools around the country, cumulatively influencing 5,788 teachers and benefitting 151,526 students. Public Elementary and High School Filipino students are transformed into 21st-century learners through unparalleled online connectivity and homeroom teachers' access to limitless teaching and learning engagements available on the internet.   | Training           | Self Realization    | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO | NO  | NO | NO | NO |
| The schools also enjoyed quality education content from Mind Museum App and received a Globe Digital Laboratory package containing netbooks/tablets, mobile projectors, printers, and sound systems, while over a thousand educational e-books apt for K-12 learning are made available to more than 15 million public elementary and high school students and some 500,000 teachers through GFS Library.com.   | Donation & Funding | Education           | Local Communities and Society | Nothing             | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO | NO |
|   | Donation & Funding | Education           | Local Communities and Society | Nothing             | Strategic | NO                     | YES | NO  | NO | NO  | NO | NO | NO |

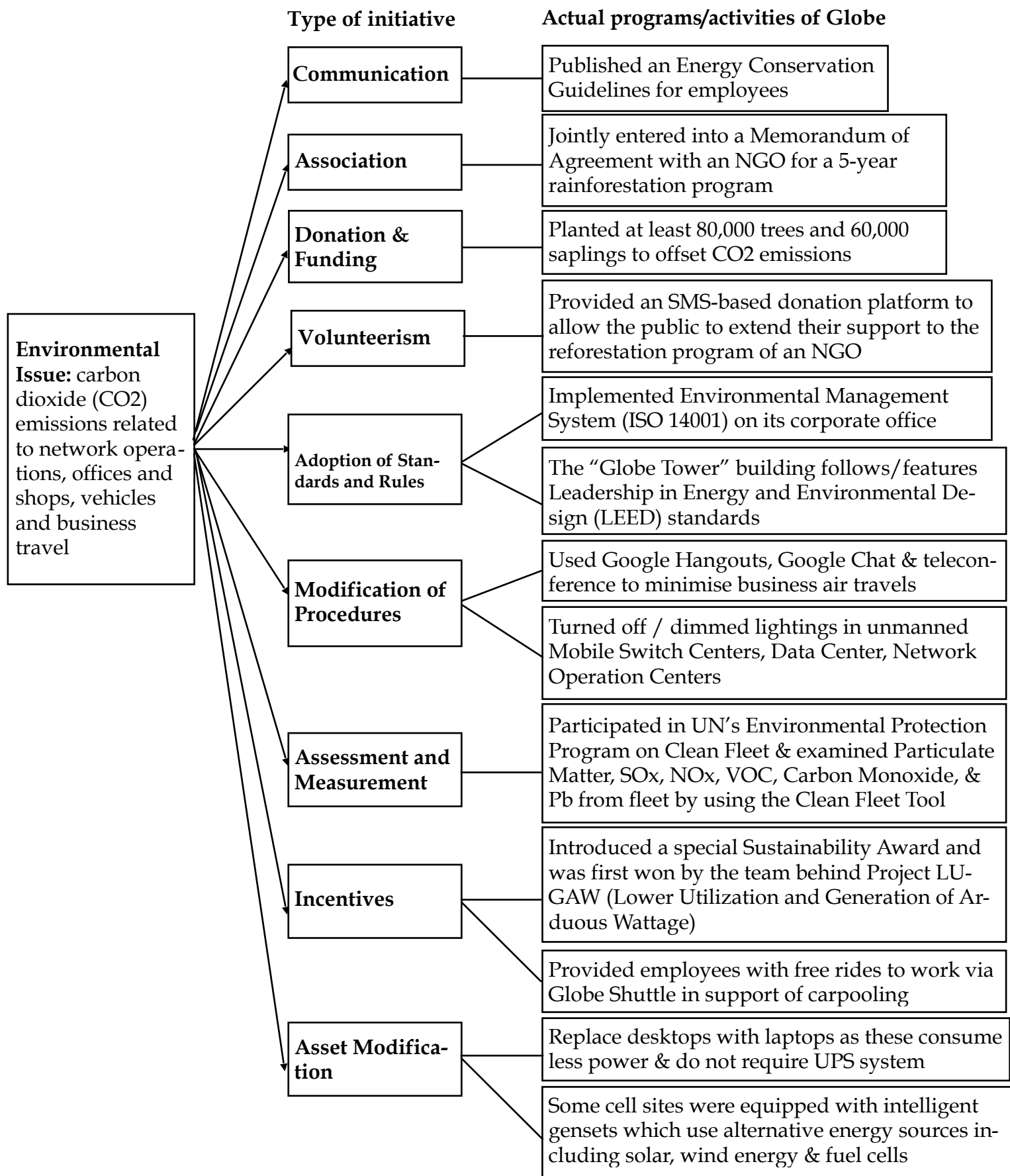


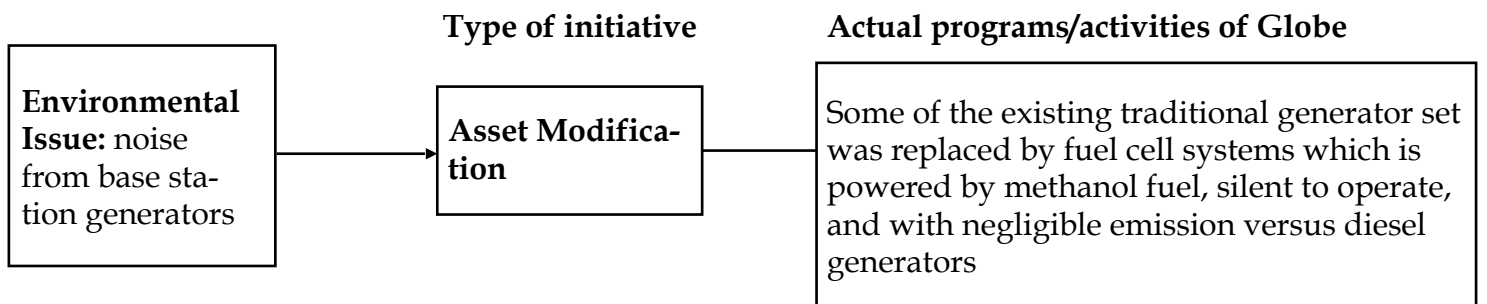
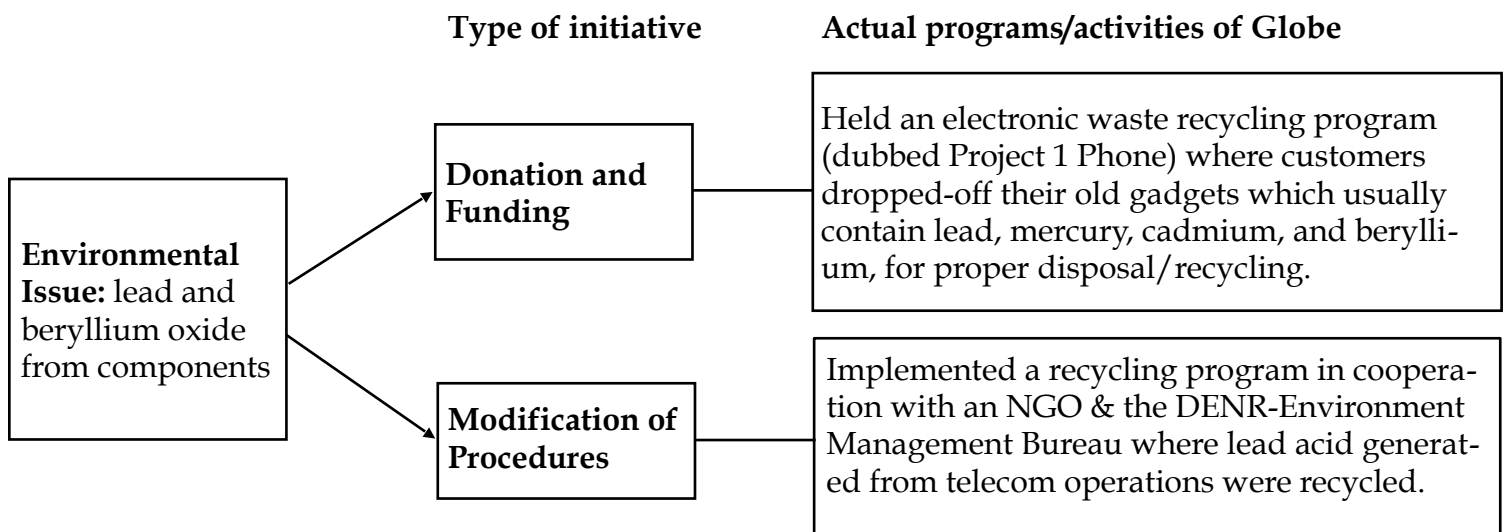
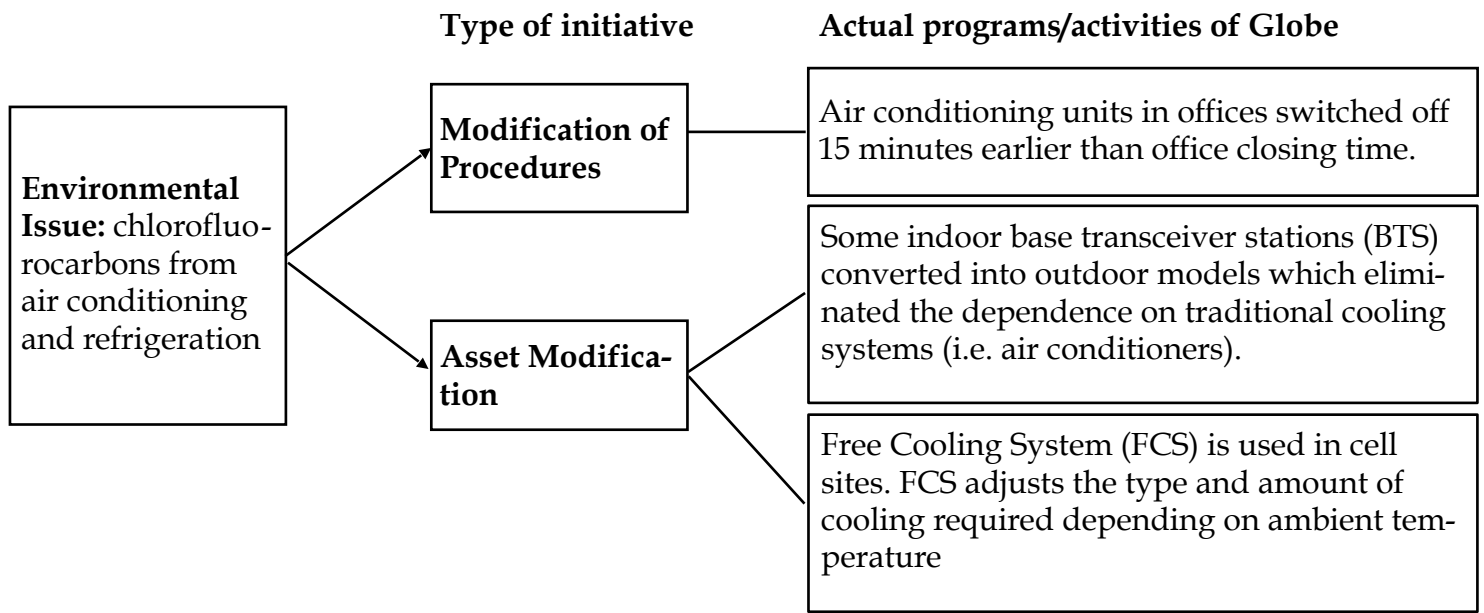
| What  |                    | Why                 |                               | How                             | ALERT     | Strategic CSR criteria |     |     |    |     |    |     |     |
|---|--------------------|---------------------|-------------------------------|---------------------------------|-----------|------------------------|-----|-----|----|-----|----|-----|-----|
| Initiative Description  | Type of Initiative | Societal Issue      | Stakeholder Recipient         | Stakeholder Vehicle             |           | 1                      | 2   | 3   | 4  | 5   | 6  | 7   | 8   |
| Together with thousands of our postpaid customers, we realized the creation of GFS in General Santos City, allowing teachers and students to access 21st century learning within and beyond the classroom. For every approved iPhone 7 renewed contract, Globe made a donation to selected partner causes, which included the GFS program. For this activity, all proceeds went to General Santos City SPED Integrated School (GSCSIS) where one-fourth of the 4,000 student population comprises of kids with special needs. The transformation of GSCSIS into a GFS not only benefits regular students but also the special children who require online therapy and learning engagements using ICT. | Donation & Funding | Education           | Local Communities and Society | Customers                       | Strategic | NO                     | NO  | NO  | NO | NO  | NO | YES | NO  |
| DepEd also tapped Globe to be its official partner for the Adopt-a-School (AAS) Program, which calls for private entities to assist public schools in infrastructure, health and nutrition, teaching skills and development, compute and science lab equipment, and learning support.   | Association        | Education           | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO  | NO | NO  | NO | NO  | NO  |
| Through a partnership with San Francisco-based nonprofit organization Kiva, Globe provided crowd-funded loans to deserving micro-enterprises in the areas of agriculture, food, retail, and services in the Philippines. Leveraging on our SMS capabilities, GCash mobile money service and Globe Rewards, we made a difference in the lives of millions of local micro-entrepreneurs who are most in need of financial assistance. Kiva is also one of the beneficiaries of the Globe of Good bundle offered during the iPhone 7 launch. As a result, we were able to generate P8,161,550 in revenues for Kiva's micro-enterprises.  | Donation & Funding | Wealth Distribution | Local Communities and Society | Customers                       | Strategic | NO                     | NO  | YES | NO | NO  | NO | YES | NO  |
| We also have ongoing ecotourism efforts that cater to communities involved in fisheries and aquatic resources. We have partnered with USAID to stage the first Fishackathon in the Philippines that aims to develop usable technology solutions to address the glaring worldwide problem of overfishing.  | Association        | Environment         | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | NO  | NO | YES | NO | NO  | NO  |
| Fishackathon 2016 was not our only initiative in line with our sustainability advocacy to create a #WonderfulPH through positive impact with the use of modern technology. Similar programs include partnerships with: • PUSOD, on the protection and enhancement of Taal Lake in the Batangas ecosystem;   | Association        | Environment         | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | NO  | NO | YES | NO | NO  | NO  |
| • Save Philippine Seas, on the protection of thresher sharks through the engagement and education of community stakeholders in Malapascua, Cebu;  | Communication      | Environment         | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | NO  | NO | YES | NO | NO  | NO  |
| • Sangkalikasan Producers Cooperative, on the establishment of an environment hotline center in Boracay, Malay, Aklan; and  | Association        | Environment         | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | NO  | NO | YES | NO | NO  | NO  |
| • Casa San Miguel, on livelihood opportunities for those living along the coastal barangays of San Antonio, Zambales.   | Association        | Economic Security   | Local Communities and Society | Nothing                         | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO  | NO  |
| We actively support collaborative programs such as the Indigo Project, which promotes the development and implementation of ecological and social standards in the hand-woven textiles productions.   | Association        | Fair competition    | Local Communities and Society | Business partners and suppliers | Cosmetic  | NO                     | NO  | NO  | NO | NO  | NO | NO  | NO  |
| We champion the production and sourcing of eco-friendly natural dyes and fibers and work with artisans in indigenous upland and rural communities, such as members of the Mangyan Alangan, Mangyan Hanunoo and Mangyan Iraya from the island of Mindoro.  | Association        | Individual Equality | Local Communities and Society | Nothing                         | Strategic | NO                     | NO  | NO  | NO | NO  | NO | NO  | YES |
| As a pilot year, we've partnered with the Department of Social Welfare and Development (DSWD) to provide livelihood opportunities and create value to Pantawid Pamilyang Pilipino Program (4Ps) beneficiaries, out-of-school youths, and technical vocational graduates. At the end of the year, we oriented a total of 1,559 beneficiaries to be Broadband Sales Agents from Regions 1, 7, 8, 9, 11 and the National Capital Region (NCR).   | Training           | Economic Security   | Local Communities and Society | Nothing                         | Strategic | NO                     | YES | NO  | NO | NO  | NO | NO  | NO  |
| We have also expedited the migration of our system to immediately enable transmission of SMS or text messages through 8888, and have put in place regular voice charges plus an added P5 per call (when using the 911 hotline) as a way to discourage prank calls and compliance with the law   | New Products       | Fair competition    | Local Communities and Society | Nothing                         | Strategic | YES                    | NO  | YES | NO | NO  | NO | NO  | NO  |
| In addition, we provide inbound and outbound SMS accessibility for 2286 (BATO), an SMS hotline for the public to directly report incidents to the Philippine National Police.   | New Products       | Self-ownership      | Local Communities and Society | Customers                       | Strategic | YES                    | NO  | YES | NO | NO  | NO | YES | NO  |
| We implement the same in certain localities. We have collaborated with the Davao City government to help improve its peace and order situation through the 0917-DUTERTE hotline, which receives calls and texts relating to the security concerns in the city. This accessible and easy-to-remember number for reporting security leads and information comes on the heels of the Davao bombing incident that left 14 dead and 70 injured in a night market in Davao City in September 2016.  | New Products       | Self-ownership      | Local Communities and Society | Customers                       | Strategic | YES                    | NO  | YES | NO | NO  | NO | YES | NO  |

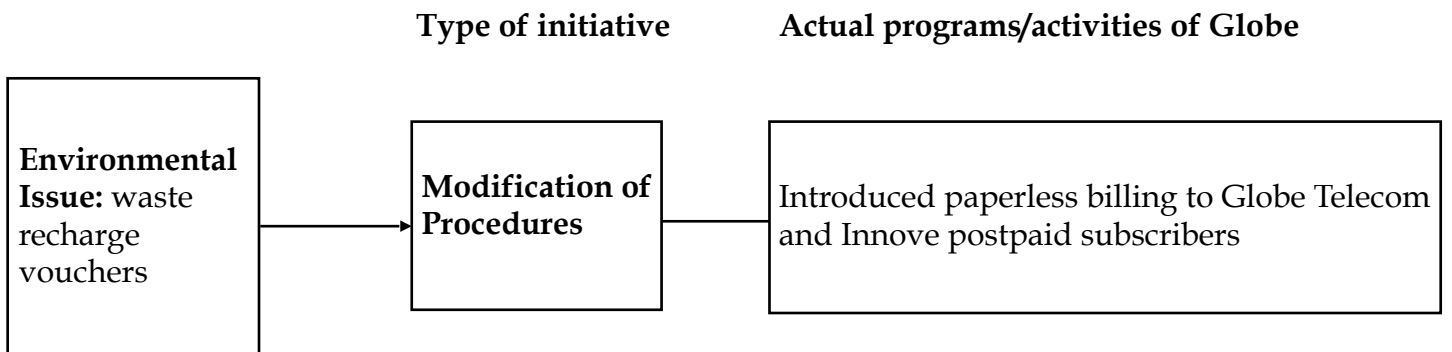
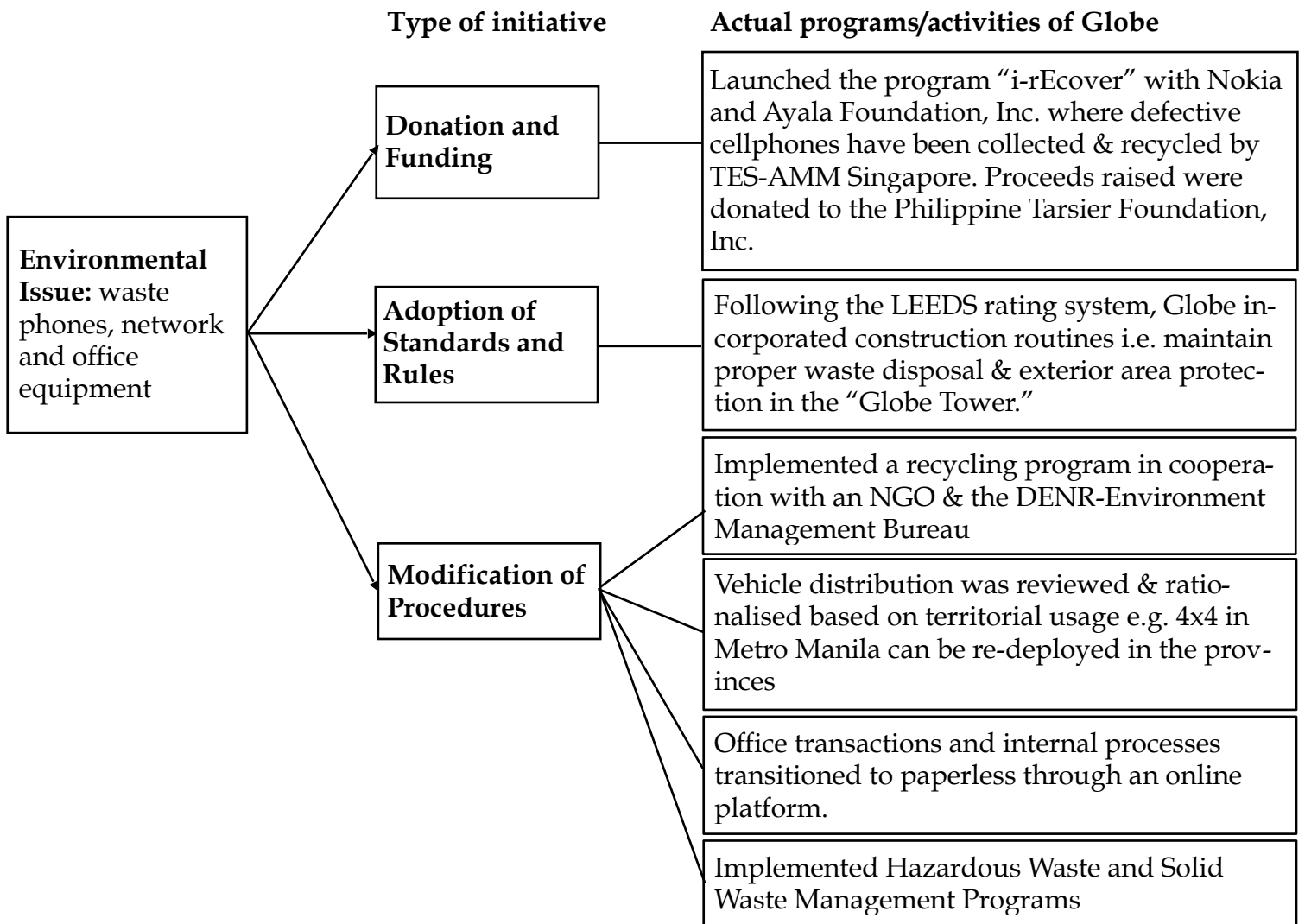




Initiatives for telecommunications-specific issues







**Type of initiative**

**Actual programs/activities of Globe**

**Social Issue:**  
procurement of raw materials

**Association**

Partnered with social enterprises Gifts & Graces Inc. to produce eco-bags to be sold at all Globe business centers and online, and to be used internally for merchandising and gift requirements of business groups

Launched the Kape't Buhay Program in partnership with Bote Central, Inc. which provides farmers with a community roasting business unit allowing them to roast their own beans. These beans were also used in the coffee vending machines located in Globe Telecom offices in Metro Manila.

Salay handmade Paper Industries, Inc. and Custom Made Crafts Center, Inc. (CMCC) were tapped to produce the 2013 My Fair Share Planner, made from handmade paper and bound by a special weave by the hi-gaonon tribe in Bukidnon.

**Type of initiative**

**Actual programs/activities of Globe**

**Social Issue:**  
corruption

**Modification of Procedures**

Human Resources required employees to submit related party and gift giving disclosures

Required all employees to submit the Related Party Disclosure Form, regardless if an employee has any declaration or none, to Human Resources

**Training**

Launched a program to improve rapid service which included service education to inspire employees not to commit criminal service and aim for unbelievable service that will satisfy customers and improve brand preference.

