

aboitiz eyes

The Official Publication of the Aboitiz Group • www.aboitiz.com • 2nd Issue 2010

A RUSH OF RECOGNITION

FinanceAsia

THE ASIAN BANKER

INSTITUTE OF
CORPORATE
DIRECTORS

UPPER

VISA

ABS

SGS

Philippine
Overseas
Employment
Administration

Philippine Society
for Industrial Security

INSIDE



GROUP NEWS

- 4 Aboitiz companies awarded for corporate governance
- 5 UnionBank is 2009 Asian Banker Award for Cash Management in the Philippines
- 6 Jebsens Maritime honored with POEA Presidential Award of Excellence
- 7 AEV prepares businesses for further expansion
- 8 AboitizPower gears for further growth
- 10 Giving an Hour and a Day for Mother Earth
- 12 Sibulan project to increase generation capacity
- 13 Magat and Binga plants now generating more power
- 14 Davao Light launches Interruptible Load Program
Cotabato Light adopts ERP system
- 15 New VECO substation to increase system reliability
- 18 ATS resilient despite industry challenges
- 19 Tsuneishi Cebu launches 105th vessel
Abojeb ISO 9001:2008 renewed
- 20 Pilmico Foods awarded ISO 9001:2008 certification
- 21 AboitizLand launches Ajoya
- 24 Aboitiz teams groupwide volunteer for Brigada Eskwela
- 27 Aboitiz Foundation donates classroom buildings to Mandaue schools

EVENTS

- 32 Meet the Board Cocktails and Dinner
- 34 Bankers' Appreciation Night

PEOPLE

- 39 AEV, AboitizPower elect new independent directors
Welcome to the Team!

ON BRAND

- 41 Managing your brand through your employees

COLUMNS

- 42 Tech Hub: Blackberry shortcuts
- 43 Wandering Eye: Teaching kids sustainability habits early
- 44 Sustainability Living: A Race to Reduce update

Aboitiz Equity Ventures, Inc.

President & CEO
Erramon Aboitiz

Chairman
Jon Ramon Aboitiz

Editorial Board
Sebastian Lacson • Caroline Ballesteros • Nancy Lim

Editor-in-Chief
Evelyn Paul

Managing Editor
Paula Ruelan

Layout Artist
Ricky Sibonghanoy

Senior Editor
Rianne Tecson

Circulation Officer
Yhol Colegado

CONTRIBUTORS THIS ISSUE

Corporate Center

Sebastian Lacson
Rianne Tecson
Marge Gravador
Ganzo Sederiosa
Mia Borja
Vianney Yap
Kathleen de Guzman
Kim Villacruz
Armarie Borden
Edelyn Juntilla
Christian Riconalla
Bingen Mendezona
Yhol Colegado

Power

Rhoda Santos
Nikki Paredes

Banking

Karen Padawag
Donjie Vertuoso
Ruth Ferolin
Anna Leah Nataño
Christopher Ven
Mary Mae Siang
Raymund Tamayo
John Louis Ducos
Ethel Navarro
Jerry Paul Mendez
Jerry Mark Famanila
Ross Luga
Vic Sumalinog
Ruann Pogado
Emily Cancio
Oliver Makilang

Food

Malu Evaristo
Reena Sarmiento
Gabby Gonzalez
Mags Vasquez
Sheila Cuyos
Leizel Panangit
Ivy Uy
Mark Yamson

Transport

Araceli de Guzman
Vivien Vicente
Arlette Capistrano
Beng Cristobal

Construction

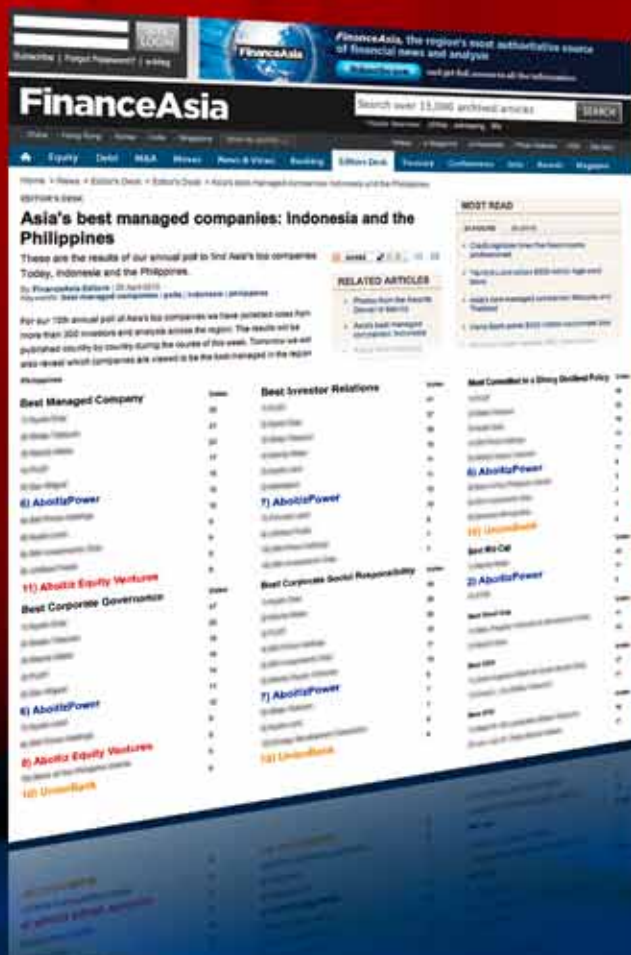
Zeny Novabos
Loi Resma

Real Estate

Leorelei Ylaya
Catherine Relosa

Foundation

Rogie Abala
Rowena Astillo
Danny Cerence
Christel Ponce
Carnet Sasuman
Nancy Cudis



abotiz
Equity Ventures

AboitizPower
A Better Future

UNIONBANK

AEV, AboitizPower and UnionBank among Asia's best companies

Aboitiz Equity Ventures, Inc. (AEV), Aboitiz Power Corporation (AboitizPower) and Union Bank of the Philippines (UnionBank) have been named as among the best Philippine companies in Finance Asia's 10th Best Companies in Asia annual poll.

FinanceAsia, the region's most authoritative source of financial news and analysis, collected votes from more than 300 investors and analysts across the region, and ranked companies in several categories.

AboitizPower and AEV ranked sixth and 11th among the best managed companies in the Philippines. In answering this question, respondents were asked to consider the overall general management, corporate culture and leadership of the company.

AboitizPower, AEV and UnionBank were ranked sixth, eighth and 10th, respectively, in the most committed to corporate governance category.

In the area of best investor relations, AboitizPower ranked seventh. For companies most committed to a strong dividend policy,

AEV, AboitizPower and UnionBank placed fifth, sixth and 10th, respectively.

On which company was best in corporate social responsibility, AEV took the No. 6 slot, AboitizPower came in at No. 7, and UnionBank at No.10.

For best mid-cap company, AboitizPower ranked second. Mid-cap companies are those with market capitalization ranging from \$US1 billion to \$US5 billion.

Other Philippine companies that were also cited in the different categories include Ayala, Globe Telecom, Manila Water, PLDT, SM Prime Holdings, San Miguel and Jollibee. Only three banks were included in the rankings, with UnionBank getting three citations.

(Ganzo Sederiosa with Malu F. Evaristo)

Aboitiz companies scored in the following categories:

Best Managed Company
Best Corporate Governance
Best Investor Relations
Best Corporate Social Responsibility
Most Committed to a Strong Dividend Policy
Best Mid-Cap Company

All Aboitiz listed companies awarded for corporate governance

By Basti Lacson

AEV, AboitizPower, Aboitiz Transport System Corporation (ATS) and UnionBank received recognition for their outstanding corporate governance practices from the Institute of Corporate Directors (ICD) during its annual gala dinner at the Peninsula Manila on May 27.

It was the first time that all four publicly listed companies of the Aboitiz Group landed among the top 30 of 214 companies rated by the ICD in its Corporate Governance Scorecard 2009. It is also worth noting that all four companies increased their scores from the previous year.

The event was star-studded, with many Philippine corporate bigwigs in attendance. Tessie Sy-Coson, vice chairman of the SM Group, gave the keynote address after ICD Chairman Jesus Estanislao opened the evening with a short address, stressing the need for Philippine listed companies to adhere to governance standards in order to attract more investors and obtain higher market valuations.

The dinner was preceded by an investors' forum on corporate governance, where resource persons described the benefits of investor relations professionals in enhancing trust from the investment community. They said that while full and honest disclosure is the minimum expected from publicly listed companies, a good investor relations department can ensure an engaging dialogue between company



FOUR AWARDS. ICD Chairman Jesus Estanislao (center) with (from left) AEV Chief Reputation Officer Sebastian Lacson representing AboitizPower, ATS Senior Vice President -CFO Lilian Cariaso, AEV Chairman Jon Ramon Aboitiz, and UnionBank Chairman & CEO Justo Ortiz.

management and the investment community, both retail and institutional.

AEV Chairman Jon Ramon Aboitiz, UnionBank Chairman & Chief Executive Officer (CEO) Justo Ortiz, ATS Chief Finance Officer (CFO) Lilian Cariaso, and AEV Chief Reputation Officer Sebastian Lacson (for AboitizPower) received the awards from Estanislao.

Other business groups with more than one company in the top 30 were the Ayala, Lopez and SM groups.

ICD Corporate Governance Scorecard Ratings

	2008	2009
AEV	90 %	93 %
AboitizPower	89 %	91.6 %
ATS	86 %	90.6 %
UnionBank		90.3 %

Visa awards UnionBank credit and debit cards

By Mags Vasquez



OUTSTANDING PERFORMANCE. Visa Philippines' Country Head Iain Jamieson (third from right) presents one of four awards to UnionBank Chairman & CEO Justo Ortiz. With them are UnionBank officials, from left, Mags Vasquez, AVP-Cards Marketing; Edwin Bautista, EVP-Transactional Banking; Manuel Santiago, Jr., SVP & General Manager for Credit Cards; and Ramon Duarte, SVP-Retail Product Development.

Visa Inc. recently recognized UnionBank for its outstanding performance in 2009 of its credit and debit cards businesses.

For its credit cards, the Bank was awarded for 'Highest Average Spend per Card Growth for Platinum Visa' and 'Highest Transaction Volume Growth for Gold Visa.' The average spend per card of Platinum Visa cardholders has grown by 41% from 2008 to 2009. The UnionBank Gold card has grown in transaction volume by an average of 14% over the past two years.

For its debit cards, awards were given for 'Highest Transaction Volume Growth' and 'Highest Payment Volume Growth.' The increased card usage is attributed to the Bank's aggressive marketing campaigns. Its Visa debit cards recorded the highest transaction volume growth of 43% and highest payment volume growth of 45%. The Bank has more than 2.6 million Debit Visa cardholders.

UnionBank is 2009 Asian Banker Award for Cash Management in the Philippines

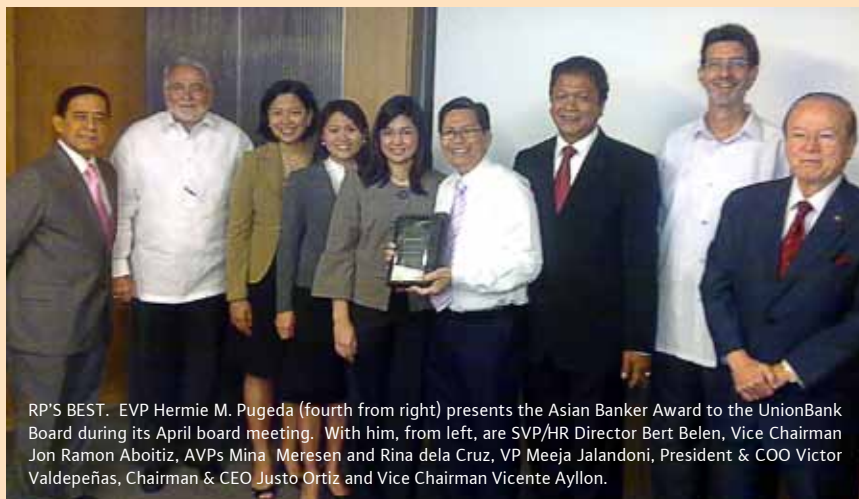
By Reena Sarmiento

UnionBank has solidified its claim to being the leader in cash management among local banks in the country after it bagged the Achievement Award for Cash Management during the recent Asian Banker Achievement Awards.

UnionBank Executive Vice President (EVP) Hermie Pugeda accepted the award during the awarding ceremony held at the Asian Civilization Museum in Singapore on April 19.

Pugeda said the award is a fitting recognition of UnionBank's efforts to be the leader in cash management, which it pioneered 15 years ago.

Bank executives all over Asia attended the event; representing UnionBank were Chairman & CEO Justo Ortiz, EVPs Pugeda and Edwin Bautista, Vice President (VP) Josefina Jalandoni and Assistant Vice President (AVP) Romina Meresen.



RP'S BEST. EVP Hermie M. Pugeda (fourth from right) presents the Asian Banker Award to the UnionBank Board during its April board meeting. With him, from left, are SVP/HR Director Bert Belen, Vice Chairman Jon Ramon Aboitiz, AVPs Mina Meresen and Rina dela Cruz, VP Meeja Jalandoni, President & COO Victor Valdepeñas, Chairman & CEO Justo Ortiz and Vice Chairman Vicente Ayllon.

Since its inception in 2001, the Asian Banker Achievement Awards has grown to be widely acknowledged by the financial services industry. This event is the largest annual gathering of

financial institutions in the Asia Pacific region today. Due to the very strict competition and rigorous evaluation process, it is now possibly the most prestigious financial awards in Asia.

UnionBank recognized for Excellence in Fund Management

By Gabby Gonzalez

UnionBank has been acknowledged as having the Best Medium-Term Philippine Peso Bond Fund during the recent 2010 Lipper Fund Awards.

UnionBank's Philippine Peso Bond Portfolio, a unit investment trust fund managed by the Trust and Investment Services Group, was able to consistently deliver strong risk-adjusted

performance relative to peers. The fund was the best among 14 funds evaluated under the Lipper Leader Rating System.

The Lipper Fund Awards program recognizes fund families with high average scores for all funds within a particular asset class or overall. Lipper, a Thomson Reuters company, is a global leader in supplying fund information, analytical



LIPPER WINNER. (from left) Darren Duffy, Chief Content Officer, Thomson Reuters; Karen N. Jonas, Portfolio Manager, UnionBank; Michael B. Garcia, First Vice President (FVP)/Chief Investment Officer, UnionBank; Cristina B. Gabaldon, Portfolio Manager, UnionBank; Enrico Trinidad, VP-Capital Markets Development Division, Philippine Stock Exchange; and Marvin Fausto, Senior Adviser, Fund Managers Association of the Philippines.

tools, and commentary. Lipper's benchmarking and classifications are widely recognized as the industry standard by asset managers, fund companies and financial intermediaries. The Lipper Fund Awards take place in 21 countries across Asia, Europe, Middle East and North Africa, and the Americas.

As of June 1, UnionBank's Philippine Peso Bond Portfolio has delivered an average return of 10.16% per annum over the past five years. This is the best return in its category and of all Philippine bond funds. (Source: Bloomberg)



AWARD OF EXCELLENCE. Abojeb Managing Director Ole Stene (second from right) poses with President Gloria Arroyo, Abojeb Crewing VP Arleen Asuncion (rightmost) and Senior Crewing Manager Geraldine Massalang (left) during the conferment of the POEA Presidential Award of Excellence on Jebsens Maritime, Inc. in ceremonies in Malacañang.

Jebsens Maritime, Inc. (JMI), the manning arm of Aboitiz Jebsen Bulk Transport Corp., has been conferred the POEA Presidential Award of Excellence by President Gloria Arroyo at the Rizal Hall of Malacañang Palace.

JMI received the award for consistently achieving outstanding performance in providing decent and gainful employment to overseas Filipino workers.

This is the first time that the Presidential Award of Excellence was bestowed on a manning agency, by virtue of Proclamation 1519 signed in May 2008. The award is given to recruitment companies that

Jebsens Maritime honored with POEA Presidential Award of Excellence

have consistently received at least five Awards of Excellence from the Philippine Overseas Employment Administration (POEA). Criteria for the award include technical capability, deployment, industry leadership, welfare programs and allied services to workers and their families, and social awareness and responsibility.

In a separate event, JMI was also recognized during the 2009 POEA Agency Performance Awards ceremony,

which had the theme “Sustaining Excellence and Professionalism Amid the Challenging Times” and held at the Philippine International Convention Center.

In its 27 years of operations, JMI has received several citations, including the POEA Top Performer Award (1991, 1992, 1994, 1995), POEA Award of

Excellence (1996, 1997, 1998, 2002, 2005), Certificate of Recognition for our Promotion of Human Resources Development (2002), Special Awards for Special Commendation for Exemplary Welfare and Allied Services (2005), Presidential Award of Excellence and POEA Award of Excellence (2009).

Aboitiz Jebsen proudly shares its awards with all its business partners—principals, seafarers and their families—for their cooperation and loyalty throughout the years.



POEA CITATIONS. Ole Stene wears the Presidential Award of Excellence sash of recognition during the POEA 2009 Agency Performance Awards night. With him are (from left) Employment Undersecretary Romeo Lagman, Labor Secretary Mariano Roque, POEA Administrator Jennifer Jardin-Manalili, Abojeb's Arleen Asuncion and Geraldine Massalang.



(The following commentary was written by Fred Pundol and posted in the Marine Café Blog on the Presidential Award that POEA recently conferred upon Jebsens Maritime.)

Posted Wednesday 5th May 2010

Jebsens Maritime: An accolade earned



In a society where people hanker for recognition and feel bad when they don't get it, awards tend to be a dime a dozen. Such is the case in the Philippines, where not a week seems to pass by without somebody receiving some kind of accolade—be it a trophy, a crown, a medal, a sash or, the

stodgiest of the lot, a plaque of appreciation. But sometimes, the plaudit extended carries weight, as when President Gloria Arroyo recently bestowed the Presidential Award of Excellence on Jebsens Maritime, the crewing arm of Aboitiz Jebsen.

The honor isn't diluted by the fact that eight other manning outfits got the same award. We have always thought of Jebsens Maritime as one of the best three in the business. It's not only because, unlike some of its big competitors, the company is not known to stoop to such practices as collecting money from job applicants or shortchanging seafarers and their families by monkeying around with the foreign exchange rate. Jebsens Maritime

has really exemplified crew management in its most professional and mature iteration—from recruitment and training to corporate social responsibility (CSR) programs and the use of the Internet for administering seafarers.

We have no doubts at all that the manning sector has a good number of gems, notwithstanding the fact that professionalism isn't commonplace and some unscrupulous players continue to give the business a bad name. There are rubies, pearls and emeralds. But there are only a couple of diamonds, not the bogus kind but the one used in engagement and wedding rings. We consider Jebsens Maritime to be one of these.

AEV prepares businesses for further expansion



THE BOARD. (from left) AEV Director Mikel Aboitiz, Corporate Secretary M. Jasmine Oporto, CFO Stephen Paradies, Chairman Jon Ramon Aboitiz, President & CEO Erramon Aboitiz, Directors Enrique Aboitiz, Jr., Justo Ortiz, Roberto Romulo, Jose Vitug and Antonio Moraza

Aboitiz Equity Ventures (AEV) President & CEO Erramon Aboitiz expressed optimism over the company's future, saying its businesses are well positioned to capitalize on opportunities arising from the recovering global economy.

At the company's stockholders' meeting at the Cebu City Marriott Hotel on May 17, Aboitiz said AEV took advantage of the global economic slowdown to prepare its businesses for further expansion.

For 2009, the company reported consolidated revenues of over P46 billion, up by 29% from 2008, owing mainly to contributions of AboitizPower's acquisitions during the year.

Earnings before interest, taxes, depreciation and amortization reached P15.6 billion, 82% higher than in 2008. The company also turned in a record-high consolidated net income of P8.3 billion in 2009, a 102% increase year-on-year (YOY). This translated to an earnings per share (EPS) of P1.49 versus P0.73 in 2008. Return on equity jumped to 23% compared to 12% the year before.

"The worst seems to be behind us, with green shoots of economic activity sprouting. The Philippines, resilient as ever, managed to parry the economic blows from outside our shores with OFW remittances and the services sector balancing the threats of a recession as earnings from our export sector declined," Aboitiz said.

He said the company is eyeing some of the remaining assets of the Power Sector Assets & Liabilities Management Corporation for bidding in 2010 although the bulk of expansion "will come from the development of Greenfield projects that will supply our country's demand for more power in its hunger for growth and progress."

Income contributions

Of the total earnings contributions from the four business segments, the Power group continued to account for the lion's share, contributing 56% to total earnings. It was followed by the Banking group with a 23% contribution; the Food group, 16%; and the Transport group, 5%.

Aboitiz said that while the company has "taken major leaps in building AboitizPower to what it is today, opportunities still abound in the industry that will pave the way for more growth for your company."

AboitizPower ended 2009 with an income contribution of P4.3 billion, 30% higher than last year. The power generation business contributed P3.6 billion for the year, up by 68% YOY while the power distribution business recorded a 5% YOY increase in its earnings contribution to AEV, turning in P1.2 billion.

The Banking group contributed net earnings of P1.8 billion in 2009, a 106% YOY improvement compared to the previous year. UnionBank ended the year with an earnings contribution of P1.7 billion, up by 103% YOY. City Savings Bank (CitySavings) turned in P96 million in 2009, 163% higher than in 2008. On a combined basis, total interest income from the Banking group grew by 17% to P13 billion.

On March 10, 2010, the AEV Board of Directors approved a proposal to increase its ownership in CitySavings to up to 100% by a direct ownership of 60% and indirectly by Pilmico, acquiring the remaining 40%.

"We are very bullish about CitySavings' future and believe that the Bank will be better positioned to optimize its potential under AEV's wings and support," Aboitiz said.

The Transport group ended the year with an income contribution of P387 million, up by 375% from 2008, mainly due to a reduction in the company's operating expenses, primarily fuel costs, its single largest expense.

The company took advantage of lower vessel prices last year, purchasing two 1,000-TEU container ships for 2GO, two SuperCats and a Cebu Ferries vessel. In the first quarter of 2010, two ships were added to the SuperFerry fleet that are expected to start operating in the second quarter.

"The company will continue to keep a watchful eye to take advantage of the current market situation and acquire vessels to replace some of the older vessels to further enhance operating efficiencies," Aboitiz said.

Income contribution from food subsidiary Pilmico Foods recorded a 168% YOY increase to P1.2 billion. Income expanded 2,707% due to volume growth coupled with improved margins in the animal feeds business resulting from enhanced cost structure.

With strong demand for its feeds and its Iligan feedmill nearing full utilization, the company is doubling capacity expected to start commercial operations by the third quarter of this year. For its swine business, a third grower-finisher farm in Capas, Tarlac is set to commence operations by this quarter, increasing capacity of company-owned farms by 60%.

As of December 2009, AEV's total assets grew by 89% to P143 billion.

First-quarter results

For the first quarter of 2010, AEV reported a net income of P6.2 billion, 341% higher than in the same period last year and translating to an EPS of P1.13.

Of the total contribution from AEV's subsidiaries, the Power group provided 88%, equivalent to P5.7 billion, 18X higher than the same period last year.

The Banking group provided P379 million, equivalent to 6% of total earnings contribution to AEV, an increase of 57% over the same quarter in 2009.

The Food group turned in P372 million, 70% more than in the same period last year while the Transport group posted a loss of P110 million.

AEV to issue P2.5 billion in six-year notes

Aboitiz Equity Ventures signed on May 14 a Notes Facility Agreement for the issuance of six-year peso-denominated corporate fixed rate notes amounting to P2.5 billion.

The agreement was signed with a consortium of primary institutional lenders with First Metro Investment Corporation as the Arranger and Metropolitan Bank & Trust Company-Trust Banking Group as the Notes Facility Agent.

The notes will be issued in a private placement to not more than 19 institutional investors pursuant to Section 9.2 of the Securities Regulation Code (SRC) and Rule 9.2(2)(B) of the SRC Rules.

Proceeds of the notes will be used to fund the company's investments in various projects, including capital expenditures and acquisitions.

AboitizPower gears for further growth



POWER BOARD. (from left) AboitizPower Chairman Enrique Aboitiz, Jr., President & CEO Erramon Aboitiz, Vice Chairman Jon Ramon Aboitiz, and Directors Jim Aboitiz (partly hidden), Romeo Bernardo, Jose Facundo and Mikel Aboitiz.



MEETING. Erramon Aboitiz delivers his report to stockholders. Seated are AboitizPower EVP Antonio Moraza, Corporate Secretary M. Jasmine Oporto, EVP Juan Antonio Bernad and Chairman Enrique Aboitiz, Jr.

AboitizPower sees more opportunities for further growth in 2010 under the open access regime as it also plans to acquire more government-owned assets to boost its power generation portfolio.

"While we have taken major leaps in building AboitizPower to what it is today, opportunities abound in the industry that will pave the way for more growth for the company. There are still attractive PSALM assets up for bidding in 2010, which we are targeting to add to our portfolio," said President and CEO Erramon I. Aboitiz during the company's annual stockholders' meeting at Cebu City Marriott Hotel on May 17.

"Our country will demand more power in its hunger for growth and progress. We are therefore ramping up our capabilities to develop Greenfield projects to help boost the country's power requirements. We remain committed to provide available, affordable and acceptable energy to our consumers," he added.

Fueling this optimism is AboitizPower's performance for 2009, with total consolidated revenues reaching P23 billion or an 89% growth, mainly from contributions of the acquired Power Sector Assets and Liabilities Management (PSALM) generation assets turned over to the company last year. In May, AboitizPower took over the operations of the 467-MW Tiwi-MakBan geothermal power stations, and the 700-

MW Pagbilao independent power producer administrator contract, trading of which started in October.

AboitizPower ended 2009 with a record net income of P5.7 billion, up by 31% from the previous 2008. This translated to an earnings per share of P0.77, versus P0.59 in 2008.

Aboitiz said that over the past few years, the company has built a diversified portfolio of competitive and complementary generating assets with a total capacity of 2,577 MW. This year, AboitizPower is also set to increase its generation capacity to 2,066 MW through the following projects:

- Takeover of two power barges moored in Mindanao, with a total capacity of 220 MW, that will not only help address the power shortage in the area but provide ancillary services like backup and reserve power;
- Completion of the 42.5-MW run-of-river hydropower plant in Sibulan, Davao and the 246-MW coal-fired power plant in Toledo City, Cebu; and
- Completion of the full rehabilitation of Ambuklao hydro complex

Also last year, AboitizPower relaunched its brand of clean and renewable energy,

Cleanergy, as manifestation of its commitment to incorporate sustainability in its business strategy.

The company's distribution business contributed P1.6 billion, a 6% increase from 2008.

Three AboitizPower distribution utilities have either started to or are about to be regulated under the Performance Based Regulation scheme. Cotabato Light & Power Company (Cotabato Light) began its regulatory period in April 2009, while Davao Light & Power Company, (Davao Light) and the Visayan Electric Company (VECO) will start theirs next month.

As of December 2009, AboitizPower's total assets had increased by 136%, reaching P111 billion.

For the first quarter of 2010, AboitizPower posted earnings of P7.4 billion, compared to P381 million for the period last year, or an increase of 1,850%.

With the demand growth in the first quarter but with the scheduled maintenance of power plants and the Malampaya pipeline, AboitizPower facilities were able to provide power and played a crucial role in partially covering the shortfall that these outages created.

In 2009, AboitizPower's share price shot up by 126%, ending the year at P8.60 per share. As a result, the company's market capitalization for the year increased by P35 billion, reaching over P63 billion.

The AEV Board declared a cash dividend of P0.30 per share to shareholders on record as of March 24, 2010. On April 16, 2010, P2.21 billion worth of dividends, 50% more than the previous year, were released to the shareholders.



AboitizPower believes in consumers' key role in sustainable and cleaner energy solutions

Consumers play a vital role in helping companies develop technologies and systems that will allow for sustainable and cleaner energy solutions.

This was the observation made by AboitizPower President and CEO Erramon Aboitiz in his speech delivered at the recent Renewable Energy Summit at Hotel Sofitel in Manila.

AboitizPower is one of the largest private renewable energy producers in the country with a portfolio that includes geothermal and hydroelectric power plants. It currently operates two geothermal power plants: Tiwi in Albay and the MakBan facility in the Laguna-Batangas border.

Its hydro generation assets, meanwhile, include the Bakun plant in Ilocos Sur, the Magat plant in Isabela, and the Ambuklao plant in Benguet. The Magat and Ambuklao plants are projects in partnership with Norwegian company SN Power.

This generation portfolio has replaced generation that would have amounted to 2.5 million tons of carbon dioxide annually.

AboitizPower boosts its support for clean and renewable energy with the operations of the Sibulan Power Plant, a Greenfield project that utilizes water running on Sibulan River to power two hydroelectric facilities. The first of these two plants is already operational and is generating 26 megawatts (MW). The second plant is currently under construction and expected to generate 16.5 MW when completed.

In his speech, Aboitiz said the customer is the key to creating a market that encourages clean energy, its efficient use and its conservation.

"For customers to do this, they have to be aware of what's happening, what is the alternative, and how they can participate," Aboitiz said.

One of the ways by which AboitizPower has helped in achieving this aim of consumer engagement is through Cleanergy, its brand of clean and renewable energy that communicates the company's vision to offer an energy solution that leaves a lighter impact on the earth's climate and its limited resources.

"We launched Cleanergy in 2001 and its mission then still holds true now—to make Cleanergy available to every Filipino," Aboitiz said.

Through Cleanergy, AboitizPower envisages a future where business and people power their activities with cleaner and renewable power; where companies that have chosen Cleanergy receive recognition for making a responsible choice; and where customers can be part of a community of like-minded people who champion sustainable energy use, from businesses to households.

It is also a future that sees Cleanergy contributing to sustainability projects that promote the development of new sources of clean and renewable power and participate in more activities that encourage the use of efficient energy.

"We believe that available, reliable and affordable electricity is the lifeblood of our country, fueling both the economy and individual opportunity. We in AboitizPower, therefore, consider it our responsibility to provide reliable and ample power supply when needed, to ensure that the supply of electricity is provided at a reasonable cost, and lastly to accomplish the first two duties with the least possible effects on our environment," Aboitiz said, adding that "the future of our children is our choice, not our fate."

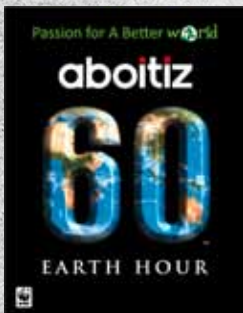


Through Cleanergy, AboitizPower envisages a future where business and people power their activities with cleaner and renewable power, where companies that have chosen Cleanergy receive recognition for making a responsible choice, and where customers can be part of a community of like-minded people who champion sustainable energy use, from businesses to households



GIVING AN HOUR AND A DAY FOR MOTHER EARTH

By Marge Gravador



From an hour to a day, the Aboitiz Group joined the global campaign to make the world a better place to be in.

On March 27, the whole world shut lights off for an hour from 8:30 p.m. to 9:30 p.m. in observance of Earth Hour. As their share, Aboitiz companies nationwide switched their lights off while team members (TMs) were encouraged to do the same in their homes.

Several Aboitiz companies went beyond the call of duty and organized supplementary activities. In Cebu, some took part in an eco-bazaar at AboitizLand's The Persimmon Plus in Barangay Mabolo, Cebu City that featured earth-friendly products. Later in the afternoon, hundreds of TMs of AEV,

AboitizPower, AboitizLand, Pilmico and Metaphil joined a walkathon from the Aboitiz Corporate Center to The Persimmon Plus. A fanfare of drumbeats and fire-dancing entertained the crowd while waiting for the countdown to switch-on. Ms. Cebu 2010 and her court graced the affair.

Cotabato Light noted that 4,600 of their residential customers took part in the event. Davao Light and VECO continued with their effort to distribute CFL lamps in exchange for incandescent bulbs. Davao Light also reported a 13-MW drop in the load in its franchise area during Earth Hour. Aside from monitoring the load difference, it also sent a contingent of 100 TMs to take part in the official Earth Hour event in SM Davao.

On April 22, the Earth Day movement celebrated its 40th anniversary. Aboitiz Group TMs responded to the





call for service pledges. Nationwide, companies initiated cleanup drives in their communities. The service pledges generated a total of 1,084 man-hours spent to clean up different localities. This is equivalent to 45 man-days of picking up trash, sweeping waste and collecting garbage all over the country.

Team leaders (TLs) and TMs from the Aboitiz Corporate Center in Makati, together with ATS volunteers, organized a cleanup at the Luneta Park. A total of 82 volunteers armed with brooms, dustpans and garbage bags trooped to the park to clean it up.

AboitizPower's Hedcor in Davao conducted a coastal cleanup while Hedcor Benguet cleaned up a river and collected 30 sacks of litter. AP Renewables, Inc. (APRI) in Tiwi, Albay facilitated a coastal cleanup while its branches in MakBan in Batangas and Laguna cleaned up an abandoned well

site. This contingent went the extra mile as they also planted trees at the C17 site, one of the abandoned well sites in their facility.

TMs from SN Aboitiz Power (SNAP), which operates hydropower plants in Binga, Benguet and Magat in Isabela, picked up debris in areas surrounding the dams. In Iloilo, representatives from CitySavings, 2GO and Superferry got together to do a coastal cleanup.

In Cebu, AEV TMs cleaned up Sitio Lahing-Lahing in Barangay Mabolo. VECO volunteers cleaned up a community in the City of Naga while Balamban-based Cebu Industrial Park Developers, Inc. (CIPDI) and Metaphil Construction Group (Metaphil) conducted a joint coastal clean-up activity.

Be it for an hour or a day, volunteers from the Aboitiz Group are only too willing to render their time and energy and do their share toward a cleaner and healthier Earth.



Sibulan project to increase generation capacity in Mindanao grid

The Sibulan Hydropower Project (SHP), one of AboitizPower's largest investments in the hydropower business, will add a significant amount of generation capacity to the Mindanao grid once it is in full operation. The first of its two plants is already generating 26 MW since it began fully operating in March this year.

The SHP is a 42.5-MW Greenfield hydropower project that entails the construction of two cascading run-of-river hydropower plants that will harness the Sibulan and Baroring Rivers in Sta. Cruz, Davao Del Sur. The construction of the second plant is already underway and is expected to generate an additional 16.5 MW once it is finished.

The project includes the construction of five drop intakes; more than 16 kilometers of steel pipes to divert the water from the rivers to the plants; about three kilometers of tunnel; and about 34 kilometers of transmission lines to connect the plants to ERA substation in Bajada, Davao City. Each plant will be capable of operating during peak hours.

SHP will generate carbon neutral electricity that will reduce greenhouse gas emissions by more than 95,000 tCO₂e. It is registered

under the United Nations Framework Convention on Climate Change as a Clean Development Mechanism (CDM) project that will sell certified emission reduction units (CERs) to industrialized countries. SHP is the only CDM-registered hydropower project in the country.

CDM, the first global environmental investment and credit scheme, allows emission-reduction or emission removal projects in developing countries to earn CER credits, which is equivalent to one ton of CO₂.

These CERs can then be traded and sold and eventually used by industrialized countries to meet a part of their emission reduction targets under the Kyoto Protocol.

The SHP is part of AboitizPower's commitment to responsibly provide

power to the Philippines through Cleanergy, its brand of cleaner and renewable energy. Under this, the company has committed to offer an energy solution that leaves a lighter impact on earth's climate and its limited resources. It likewise promotes the usage of energy from sources that are sustainable and cleaner.

The SHP is being developed by Hedcor Sibulan, Inc., a wholly owned subsidiary of AboitizPower.



ABOITIZPOWER-ATENEO PARTNERSHIP. AboitizPower and Ateneo de Davao University (AddU) recently formalized their partnership to increase the plant efficiency of five run-of-river hydropower plants operated by Hedcor, Inc. The Engineering and Architecture Division of AddU will provide site survey, hydro structure measurements, and construction drawings of the improvement to be done at the Talomo hydro plants in Davao City. AddU will receive P242,000 from Hedcor as payment for the contracted work. "We partnered with Ateneo de Davao University knowing that they have the capacity to bring out what we require and to help the academe sector in promoting and enhancing the talents and skills of their students," said Hedcor President Rene Ronquillo. In the agreement signing, AboitizPower was represented by Ronquillo (seated, right) and Engineering and Construction Division Supervisor Bert Camacho, while AddU Engineering and Architecture Division chair Jenith Banluta (seated, left) and Engineering Faculty member Engr. Bebot Monteclaro (standing at left) represented the university. (Karen May Padawag)

SNAP marks World Day of Safety and Health

To further strengthen its commitment to promote a safe and healthy workplace, SN AboitizPower (SNAP) recently conducted a seminar on stress management.

The seminar, given last April 28, coincided with the observance of the World Day of Safety and Health at Work (WDSHW). Also on the same day, SNAP plant sites also held their commemorative activities for the WDSHW, an international annual campaign to promote safe, healthy and decent workplaces.

"These (safety) principles are (also) at the core of our business operations. Beyond holding them as symbolic statements, we practice safety and health in the SNAP Group's way of life," SNAP CEO Emmanuel Rubio said in his message, which was read by AVP for Human Resources (HR) and head of the Safety Committee Hernando Zamora.

In her keynote message, CFO Eleanor Blomdahl cited the equal responsibilities of companies and individuals in ensuring safety and health. She further noted that technology has eliminated traditional risks in the workplace but replaced them with new ones as the workplace gets automated. "Work-life balance is strongly encouraged by the management."

As of March this year, SNAP's three sites have posted record man-hours without any lost time injury (LTI). Since April 25, 2007, Magat hydro power plant clocked in 942,740 man-hours LTI, Binga posted 589,534 man-hours LTI since July 11, 2008 and Ambuklao has 560,308 man-hours LTI since July 11, 2008. The rehabilitation project of Ambuklao also registered a little over two million man-hours LTI since Sept 1, 2008.

The International Labor Organization launched WDSHW in 2003 to promote the prevention of occupational accidents and diseases worldwide.

(Rhoda Santos)

Magat and Binga plants now generating more power

By Rhoda Santos

SNAP-Magat announced on June 3 that its hydroelectric power plant is already available for power generation as the National Irrigation Administration has released water for irrigation.

The power plant in Ramon, Isabela and Alfonso Lista, Ifugao has a rated capacity of 360 MW and draws water from the multi-purpose Magat dam that is prioritized for irrigation of agricultural lands in Cagayan Valley. The water used for irrigation is the same water used by the power plant for generation.

The Magat plant had been operating at reduced capacity since January and temporarily shut down in mid-March when water elevation was no longer sufficient for the plant to generate power due to the dry spell caused by the El Niño.

Meanwhile, SNAP hopes that the onset of the rainy season will allow steady increase of the water elevation at the Binga dam in Itogon. The Binga hydro plant, owned and operated by SNAP-Benguet, has been available for power generation despite the dry spell but it has been constrained as well due to low water levels over the past months.

"When the water elevation is steady and sufficient for power generation, both Magat and Binga power plants can be expected to contribute substantial capacities for power supply in the Luzon grid," said SNAP spokesperson Mike Hosillos.

SNAP is a joint venture between SN Power of Norway and AboitizPower.



SNAP-Magat turns 3

By Rhoda Santos

SNAP-Magat marked its third anniversary with a promise to continue "powering" people's lives amid the challenges brought about by the dry spell affecting the country.

With the theme "United in Adversity, Standing Strong @ 3," SNAP-Magat's

anniversary celebration was marked by a fun run, team building games, and a short program. The activities were held at the Magat Powerhouse Grounds in Ramon, Isabela last April 26.

CEO Emmanuel Rubio, Site Manager Melvyn Eugenio, Chief Technology Officer Leif Nordseth and AVP for HR Hernando Zamora graced the affair.

In his anniversary message, Rubio thanked SNAP-Magat employees for their help and support in the three years of successful operation of the 360-MW hydro power plant.

"What is more important now is not what Magat used to be but what Magat will be...Magat is a benchmark of SN Power and AboitizPower on safety and business processes," he added.

In November 2009, SNAP-Magat received the Confirmation of Certification for the standard set in the internationally recognized assessment series for occupational health and safety management systems (OHSAS 18001:2007). The plant has also reached over one million hours of operation without lost time injuries.

Magat plant was successfully bid out by the government on Dec. 12, 2006 as part of the electric power industry reform. SNAP-Magat took over operations on April 26, 2007. *(With a report from Ness Adsuara)*



Davao Light launches Interruptible Load Program

Davao Light is now employing a strategy seen to address the ongoing power crisis in Mindanao.

The Interruptible Load Program (ILP) involves customers that have their own generating facilities to volunteer to be interrupted when requested by Davao Light.

The load of the customer that was interrupted can be made available to other customers who do not have the capability to generate their own power and will be spared a power outage.

Davao Light EVP Manuel Orig said the ILP is needed even though Hedcor has delivered power from the newly built Sibulan Hydroplant.

"It still is not enough. Something must be done or livelihood of the people will be undermined," Orig said.

Davao Light considers the ILP an

important component of its strategy to address the present energy crisis in its franchise area, which may get worse in the next months.

Although the ILP will not completely prevent outages, it will minimize the extent or duration of an outage, Orig said.

A signing of the memorandum of agreement between Davao Light and six customers that have generators—Victoria Plaza, DSG and Sons, NCCC, Waterfront Insular Hotel, Unifrutti Services, and DOLE Philippines—was held during the launching.

These customers have a combined peak demand of 23 MW.

ILP is a scheme pioneered in Cebu by VECO in 2009 to address the power shortage in the Cebu-Negros-Panay grid. It was later institutionalized by the Energy Regulatory Commission.

Ready for GPS

Distribution utilities (DUs) under the Power group recently underwent a six-day training in its effort to improve customer service and keep abreast with the latest technology. Engineers Russel Bolivar and Harvey Mar Panes of Davao Light's Geographical Information System department conducted the training.

Cotabato Light plans to convert its present AutoCAD mapping into a GPS (geographical positioning system)-ready map that the Group foresees to use by yearend. The company has ordered the GPS equipment, and pending its delivery, a survey of distribution lines is ongoing.

GPS satellite feeds provide the user the exact location on map data of roads, poles, points of interest or landmarks globally. It can also be used as a mobile tracking device for all service vehicles and personnel. The GPS will collect the signal coming from the satellites then the GPRS (General Packet Radio Service) sends signal to cell sites which in turn lets the server plot actual location.

This way, the tracking of service and emergency vehicles will be easier and faster, allowing a faster dispatch of maintenance personnel in areas where emergency calls are reported. *(Christopher Ven)*

Cotabato Light adopts ERP system

By Mary Mae Siang



NEW SYSTEM. Cotabato Light's Oracle ERP team works together to fast-track the completion of the new system. The team aims to have the ERP system go live by September this year.

Cotabato Light began implementing the ERP in March. The project, however, is expected to go live this September yet. Its ERP Project team is headed by Joseph Lua and has Reginald Gustilo, Anthony Bueno, Gary Jimmy Alombro, Lysette Leong, Mary Mae Siang and Daniel Yap as functional team members.

Cotabato Light is now implementing a new software system to promote customer satisfaction and productivity.

The Oracle Enterprise Resource Planning (ERP) is a broad set of activities supported by a multi-module application software that helps the company manage the flow of information between all business functions, including fixed assets, purchasing, inventories, and financial resources. The most crucial factor in the whole ERP system is the implementation aspect. It involves considerable business process analysis, employee re-training, and new work procedures.

"During our orientation at the Davao Light office, we learned the objectives of this project, the effects in the operation, the advantages and disadvantages. Information processes will be easier and fast. When changes occur, the system will update accordingly, also allowing individuals to work more effectively and decrease redundant data," said Leong, Cotabato Light accounting supervisor.

Recently, the Davao Light ERP team conducted a user's training as part of the pre-implementation of the Cotabato Light ERP team.

Davao Light on

facebook & twitter

Davao Light is now using Facebook and Twitter to reach as many customers as it can to inform them of the daily rotating power outages.

Ross Luga, AVP for Corporate Communications and Branding, said that Davao Light recognizes the advantage of using the electronic media in view of its ability to get the news out instantly. On the part of the customers, the main benefits are added convenience and availability of more options to reach the company. Information is at their fingertips wherever and whenever there is Internet connection, he added.

Aside from the power outage schedules, Davao Light also posts relevant news and information on these network sites.

Systems implementation moving forward

By Jerry Mark Famanila

Subic EnerZone Corporation (Subic EnerZone) is making headway in its Systems Implementation project, one of the company's major Information Technology (IT) goals for 2010.

Last March 22, a team from Davao Light's Engineering Information Department visited Subic EnerZone to assist in the deployment of new systems that will automate and facilitate the company's critical and important business processes.

One of those deployed was the Meter Management System or MMS, a meter tracking system that also features a barcode printing of the meter number and serial number.

Others were the Integrated Human Resource Systems or iHRS, which includes the Overtime System (OTS) and the Employee Scheduler System (iHRS Scheduler).

OTS is used for the electronic filing and approval of overtime requests, with e-mail notification for the OT requestor and approver. This system is already interfaced with the current payroll system and will help employees monitor and inquire their rendered OT with automated time computation.

The iHRS Scheduler, another automated system, was deployed to cater to the electronic scheduling/shifting of duties of employees, particularly those in the technical operations group and the substation personnel.

Subic EnerZone was also able to test another system, the Fleet Management System, which will be used by the Motorpool section in monitoring company vehicles. Once this system is fully tested, it will soon be deployed to the production environment for use.

Installation of RMU in SBIP completed

A new expandable five-bay Ormazabal Ring Main Unit (RMU) has been installed at the Subic Bay Industrial Park (SBIP) to provide flexibility and reliability of power supply for Subic EnerZone customers.

Another advantage of the project is the expandability of the installed RMU that will help reduce tapping works for feeder lines of new customers and also eliminate service interruptions caused by eye-splices on power cables.

The RMU was installed last April 1 in front of the newly constructed Richway Factory in the SBIP. The installation was made possible through the combined efforts of Subic EnerZone's Line Services, Transmission & Distribution, and Projects departments. (*John Louis Ducos*)

New VECO substation offers increased system reliability

By Nikki Paredes

VECO recently inaugurated the 13th substation serving its franchise area. The North Reclamation Area (NRA) substation in Subangdaku, Mandaue City caters to the high-load demand in the dense commercial zones of Mabolo, Cebu City and Mandaue.

Present during the April 26 inauguration were VECO EVP and Chief Operating Officer (COO) Jimmy Aboitiz and members of the NRA Substation Project Team. Valentin S. Saludes, AVP for Engineering, performed the ceremonial switch-on of the facility.

The 25/33 MVA, 69/23kV substation offers enhanced and increased system reliability; VECO need not shut down the entire system when one of its substations is in need of maintenance or repair. Adjacent substations will also ease up,

thanks to the load transfer or de-loading option to the new substation.

The substation uses XLPE power cables, buried underground, which gives the power lines a clean and orderly look. The design of the substation is also more compact, occupying only a 650 square-meter lot area, compared to the typical 1,000 square-meter lot area utilized by VECO in substations built earlier.

"This is something new for VECO and Aboitiz—to build a substation that will, hopefully, not look like a substation. We wanted to build a substation that blends with its surroundings," said Aboitiz. "It is VECO's goal to make the NRA substation the model for future substations in the city. We chose to build it this way so that it will be appreciated by our customers."

Subic EnerZone improves meter calibration services

By Jerry Paul Mendez



NEW METER TEST EQUIPMENT: PMD engineer Jerry Paul Mendez sets up SEZ's newly acquired Meter Test Equipment (MTE) test bench from Germany.

Subic EnerZone has purchased equipment that will improve meter calibration services of its Power Metering Department (PMD).

Before the acquisition of the P8-million Meter Test Equipment (MTE) 5-Position Test Bench from MTE Germany, Subic EnerZone-PMD was able to calibrate a maximum of 25 electric meters per day. Now, they calibrate an average of 130 meters per day.

The Test Bench has a fully automatic system enabling simultaneous, multi-position calibration of kWh meters. The automation includes the Power Source, Reference Standard, Scanning Heads, Isolating Transformers, Comparator and Quick Connect meter socket device.

An important feature of the Test Bench is that it performs automatically in operating the testing process.

Test procedures and conditions are controlled using the windows-based CAMCal software. Actual test conditions and test results can be viewed and printed directly.

In December last year, engineers Justin Jay Navarro and Jerry Paul Mendez went to the EMH Energie-Messtechnik office in Brackel, Germany to train in using the Test Bench and the CAMCal software.

The use of the latest design, signal processors and advanced technologies, and unmatched precision, quality, and functionality qualify the system for testing all kinds of electric energy meters available on the market, from the simplest electromechanical ones to multi-functional electronic meters.

Cotabato Light team leaders attend risk assessment workshop

By Oliver Makilang



Sixteen Cotabato Light TLs recently took part in a risk assessment workshop to identify risks in the workplace and how these could be avoided or addressed.

The workshop, held last April 26 and 27, also aimed to institutionalize the practice of Enterprise Risk Management and develop a risk awareness culture throughout the Aboitiz Group. Ronaldo Ramos, AVP for Business Risk of AEV's Enterprise Risk Management Group, led the speakers during the workshop.

Participants brainstormed to identify the risks, analyze their causes and impact,

then weighed and ranked these accordingly. The identified risks with high scores will be addressed first to allow the company to focus on them and use its resources properly to manage the threat at hand.

The AEV-Risk Management team also did an ocular inspection of company premises, interviewed key TLs and assessed the properties, plant and equipment of the company relative to its safety and risk insurability.

"We aim to be recognized across the Asia Pacific Region as one of the best companies embracing this kind of practice," Ramos said.

Subic EnerZone-HR launches field trip program to promote Aboitiz brands

By Ethel Navarro

The HR department of Subic EnerZone has launched a program for student field trip visitors as one way of promoting the distribution utility and Aboitiz brands to future potential applicants or hires.

The Field Trip Participants' Orientation (FTPO) is the brainchild of EnerZones HR head Mars Escobar and implemented by HR staff Raymund Tamayo.

The program includes discussions about Aboitiz and Subic EnerZone brief company overviews, brand cascades, and HR best practices. It also features two presentations from the Substation and Electrical Engineering department and Transmission & Distribution department. The students then visit the hotline tools room, and are given a tour of Subic EnerZone's Remy Field Central Control Station where they will see for real all the equipment discussed earlier.

Twenty graduating Electrical Engineering students from the Camarines Sur Polytechnic Colleges were the first batch of FTPO participants. The next group had 34 graduating Electrical Engineering students from the Bataan Heroes Memorial College.

The students learned a lot from the program as written on their evaluations. Some said they were much in awe of how big the Aboitiz conglomerate is while others remarked how they enjoyed seeing the electrical equipment they have been studying in theory for many years.

Power simplified for the press

By Nikki Paredes



POWER SIMPLIFIED. Cebu journalists learn the nuances of power from VECO Engr. Julius Agabre, who made the ins and out of the power industry less intimidating.

the Nuances of the Power Industry," held last April 30 at the VECO Main Office in Banilad, Cebu City.

The seminar covered topics ranging from power generation to distribution, shedding light on the major power players in the Philippines. It was organized by VECO Corporate Communication Department Manager Ethel Natera.

The lecture series began with the topic, "Introduction to the Power Industry" by Jesse Serrano

(Representative, Key Accounts and Retail Supply). Engr. Lyndon Jayme (AVP, Utility Economics) followed with his talk about "Power Regulation."

Engr. Ed Satina (VP, Cebu Energy Development Corporation) gave a brief lecture titled "The Philippine Electric Power Industry: Generation Sector".

Engr. Julius Agabre (Manager, Power Systems Design), explained the topic, "Understanding Power Lifeline and Terminologies," while

Engr. Armil Logarta (Manager, Distribution Services) tackled the subject "The Power Supply Situation."

An open forum, which gave participants a clearer understanding of the ins and outs of the power industry, capped the half-day seminar.

(Unbundling or "Unbundled Rates" refers to the separate pricing of goods and services indicated in a customer's bill, which includes the generation charge, transmission charge, distribution charge, and so on.)



ANNUAL STOCKHOLDERS' MEETING. In 2009, UnionBank posted a net profit of P4.3 billion, 109.1% higher than the P2.1 billion recorded last year. This was reported by Chairman and CEO Justo A. Ortiz at the bank's annual stockholders' meeting held recently. He also said that the Bank continued to display higher-than-industry performance in key profitability ratios. Return on shareholders' equity (ROE) was at 14.6% and return on assets (ROA) at 2.0%, better than industry's 11.4% and 1.2%, respectively. In terms of market position, among private domestic commercial banks last year, UnionBank was sixth largest in assets, third in ROE, second in ROA and most cost-efficient measured by cost-to-income ratio. In photo with Mr. Ortiz (2nd from left) are, from left, UnionBank Vice Chairman Jon Ramon Aboitiz, Corporate Secretary Atty. Fe Macalino, and President and COO Victor Valdepeñas.

UP School of Economics gets P20-million donation

By Malu Evaristo

True to its commitment to make a difference, UnionBank recently turned over the first tranche of its P20-million donation to the University of the Philippines Foundation, specifically to partner with the UP School of Economics (UPSE).

The donation will be used to fund the following: establishment of a UnionBank professorial chair in Economics; an annual support to a research program in Financial Economics; a scholarship and research assistance support; and a facilities improvement project of the UPSE consisting of the establishment of the UPSE Center for Financial Economics.

The second tranche, which is P10 million, will be released upon UPSE's submission of the progress report in compliance with the specifications of UnionBank.

UP officials led by its president, Dr. Emerlinda Roman, thanked UnionBank for the donation, saying that the Bank made a good investment in partnering with the country's premiere state university. She also expressed hope that the donation would mark the beginning of the Bank's continued support for UP.

UPSE Dean Dr. Emmanuel de Dios, for his part, also thanked UnionBank for the donation, which he said was the single biggest donation made to the UPSE and took almost three years to finalize.

In response, UnionBank Chairman and CEO Justo A. Ortiz said that partnering with UP is in sync with the Bank's brand attributes of being relevant, expert and challenging convention and its purpose of enabling communities through smart banking. Ortiz also said that with the Bank's support, UPSE could take the lead in tapping new ideas that will affect public governance and policy making.

"We as individuals and the Bank in general can be instruments/catalysts of progress in the communities we serve and the country as well. Government cannot do it alone, the private sector needs to step up to achieve development," Ortiz said.



DONATION. UnionBank Chairman & CEO Justo Ortiz and President & COO Victor Valdepeñas (second and third from left, respectively) turn over the facsimile check for P10 million to UP President Dr. Emerlinda Roman and UPSE Dean Dr. Emmanuel de Dios, Dean. At far left is UnionBank Director Romulo Neri

5 new branches now open

By Malu Evaristo

UnionBank recently opened five new branches in key areas, bringing to 180 the Bank's total branch network across the country.

These branches are located in the following areas: Robinson's Cybergate Plaza; Newport City, within the vicinity of the NAIA Terminal 3 in Pasay City; San Fernando, La Union; 5th Avenue at the Global City in Taguig; and Ozamiz City in Mindanao.

The EDSA-Pioneer branch is at Level 1, Robinson's Cybergate Plaza while the Newport City branch is at the ground floor of Star Cruises Building.

The branch in San Fernando City, La Union Branch is on the ground floor of Shania Tower on Quezon Avenue. This new office completes UnionBank's branch network in the Ilocos Region, together with the Laoag, Vigan, and Dagupan branches.

Meanwhile, the 5th Avenue-Global City branch is at Unit 3 at the ground floor of One Global Place.

The Ozamiz City branch is at the ground floor of the Insular Life Building on Don Anselmo Ave. corner Jose Abad Santos Street. This branch is UnionBank's 17th in Mindanao.

ATS resilient despite industry challenges



STAYING STRONG. ATS President & CEO Enrique Aboitiz, Jr. reports to stockholders. Seated, from left, are Chief Finance & Resource Officer Lilian Cariaso, Vice Chairman Roberto Gothong, Chairman Jon Ramon Aboitiz, Corporate Secretary Helen Tiu, and directors Sabin Aboitiz and Justo Ortiz.

Aboitiz Transport System (ATS) delivered a strong performance in 2009 with a net income of P546 million, a 559% improvement over just P83 million in 2008. Consolidated revenues, however, dropped by P1 billion, largely due to the decrease in freight revenues, specifically the drop in the international ship chartering business as a result of a depressed market.

2009 was a challenging year for ATS. In September, it lost a ship and the MARINA temporarily suspended the rest of the fleet, greatly affecting the local freight and passenger businesses. Devastating typhoons in the last quarter also affected

overall operations although ATS responded with its resources quickly.

At the company's recent annual stockholders' meeting, President & CEO Enrique M. Aboitiz, Jr. said that over the past five years, focus has been on operation of excellence. "We sold assets at the peak of the market. Now, we are retooling our fleet with more efficient assets bought at the base of their price cycles. To date, we have purchased 10 vessels, adding over 46,000 tons to our fleet. To our customers, this means we can move an additional 1,700 TEUs and 5,200 passengers."

ATS will continue to focus on growing and de-commoditizing its freight business. Over

the last few years, 2GO has greatly expanded the breadth and depth of its solutions portfolio. It is increasingly bundling its value-added services, such as third party logistics, nationwide air, land and sea transport for lead time sensitive cargo, cold chain management, asset maintenance, money remittance, domestic and international courier, to better deliver value solutions to new and existing customers.

"In the long run, this new approach in reaching out to our customers may prove to be one of the most significant changes ever made to our domestic freight business," Aboitiz said.

ATS EVP and CFO Lilian Cariaso reported that the company's balance sheet and cash flows remain strong as ATS demonstrates its resilience and drive to excel even under the most trying conditions.

Aboitiz said, "We are prepared for volatility. Our having sold ships at peak prices and our buying them at low prices is part of our attempt to maximize that volatility. As we expand our capacity in all sectors, we are focused on building market share in what is a growing market. With everything we do, we will be diligent in driving productivity across ATS and direct our resources on the highest-value opportunities. The opportunities are there."

ATS signs P2-billion notes facility agreement



AGREEMENT SIGNING. ATS CFO Lilian Cariaso (seated, fourth from left) signed the notes facility agreement with representatives from various financial institutions.

ATS recently signed a notes facility agreement with SB Capital Investment and BPI Capital Corporation as joint lead managers for the issuance of five-year peso-denominated corporate fixed rate notes in the aggregate amount of P2 billion.

Proceeds of the notes issuance will be used to finance vessel acquisitions as well as for working capital purposes.

"ATS has materially evolved over the last few

years. From a shipping company that merely transported people and goods from one port to another, we have grown into a complete transport solutions enterprise," said Lilian Cariaso, ATS EVP and CFO.

To recall, ATS has sold ships at peak prices starting in 2006. Since then, the company has been acquiring ships that are better suited to take advantage of the shift in the transport market.

"ATS has over the past two years purchased a total of 10 vessels (four fast crafts, two Cebu Ferries, two freighters, two SuperFerries) at reasonable prices. This has allowed us to provide quality solutions to our customers at a much lower operating cost. We will start seeing the result of these more efficient vessels once we have them fully operational," said Cariaso.

ATS believes that the supply chain industry is still in its infancy stage with tremendous growth potential and that a very important success factor for this type of business is the presence of reliable vessel capacities that in turn, can provide customers with frequency, speed and reliability.

The return of ATS to the debt market and this specific long-term financing reflects the trust of the financial markets in the company's ability to continue to be a major player in the shipping industry.

Tsuneishi Cebu launches 105th vessel

By Rianne Tecson

Tsuneishi Heavy Industries (Cebu), Inc. (THICI) continues to be optimistic about its prospects for the next three years, eyeing about P37.5 billion in sales for this year alone from exporting vessels made in its shipyard in Barangay Buanoy, Balamban town.

THICI President Shinji Watadani said they are expecting sales estimates to grow in the next three years, with orders continuously increasing, and will be hiring 1,000 more workers to cope with the demand.

For this year, the company has so far delivered seven vessels and will be

building 12 more. Next year, it will deliver 20 vessels and 21 in 2012.

Later this year, THICI will also release the newest and biggest vessel—the 180,000 DWT cape-sized bulk carrier—ever built in its shipyard. The vessel was specially designed for THICI.

Watadani said that unlike their competitors, THICI and the Japan-based Tsuneishi Shipbuilding Co. have not experienced cancellation of orders as a result of the economic meltdown.

Watadani was among those

who graced the naming and launching of MV Spring Eagle last April 22. The 58,100-metric ton bulk carrier is owned by Japan-based shipping firm Nissen Kauin Co., Ltd. and is being chartered by Atlantic Bulk Carriers Management Ltd.

Capt. Stelios Papadopoulos of Atlantic Bulk Carriers led the naming ceremony and was joined by his wife Georgia Lympelopoulou, and Nissei Kauin representatives Hirofumi Hamada and wife Teiko.

Construction of the MV Spring Eagle started on Feb. 26, 2010; it will be delivered to Nissen Kauin this month.

THICI, located at the West Cebu Industrial Park, is a joint venture between the Tsuneishi Group and the Aboitiz Group. Established in 1994, the company builds and repairs many types of vessels, among them, bulk carriers, and car and truck carriers for clients around the world.

TOWN'S PRIDE. Workers of THICI and residents of Balamban town witness the MV Spring Eagle being set out to sea for final touches during its launching last April 22. The vessel, the 105th to be released by the shipbuilding firm, will be delivered to its Japan-based owner anytime this month.



2GO utilizes RF scanning

2GO is now using state-of-the-art programs as part of the implementation of the Radio Frequency (RF) scanning of its cargoes.

The RF project is spearheaded by 2GO Manila Operations Manager Angel Guillermo and 2GO Operations TLs Meann Raymundo, Elson Docuyan and Dan Merza. Its main objective is to improve efficiency and productivity through real time scanning and streamlining of processes.

With the RF scanning, the operations team is able to promptly collect and validate information related to cargo transactions by scanning the barcodes in a real time environment. The data is then sent to 2GO's Zip and QuikAir systems via radio transmission therefore updating the database in real time.

Using the RF terminal, 2GO Manila operations can now transmit validated information while performing all activities in the warehouse

such as accepting, stuffing/loading, and stripping.

RF scanning has been deployed to major branches in Cebu, Iloilo, Bacolod, Cagayan de Oro and Davao.



Abojeb ISO 9001:2008 renewed

By Beng Cristobal

The Aboitiz Jebson (Abojeb) Group of Companies recently renewed its ISO Certification on Quality Management Systems for 2010. Abojeb is now certified under the new version ISO 9001:2008. It has maintained the ISO 9001:2000 certification since 2004.

The audit, held in Cebu and in Manila, was conducted by American Bureau of Shipping (ABS), with Kuay Siong Ng as lead auditor assisted by Alvaro Souza.

The certification covers all business units under the Abojeb umbrella, including Jebsons Maritime, Inc and EMS Crew Management Phils., Inc. (for Crewing Division); Harbor Training Center, Inc (Training Division); the Shipping Division;

and all the Support Groups – Employee Care and General Services, Information System and Finance.

The Abojeb ISO 9001:2008 official certificate is now in process.

This year's audit was tougher compared to previous years' since it was a renewal of certification apart from an application for the new version ISO 9001:2008. Still, Abojeb passed the audit with only one minor non-conformity and several opportunities for improvement.

In the coming years, the company will prioritize continual improvement of audit compliance focusing on the goal of becoming the "Preferred Maritime Partner."

Pilmico Animal Nutrition launches ISO Certification project



BETTER SERVICE. (from left) Pilmico COO Michael L. Tan and President and CEO Sabin Aboitiz with ISO consultants Tiffany Unson and Michelle Matusalem.

Pilmico Animal Nutrition Corporation has launched its initiative for ISO Certification in its pursuit to fulfill customers' quality requirements and satisfaction.

Pilmico VP for Operations Riel Griengo opened the launching activity with a message to Pilmicans. ISO Team Leader Roderic dela Cruz presented the timeline and objective of the ISO Project, which aims for continual improvements

covering all key processes of the company through quality management.

Pilmico President and CEO Sabin Aboitiz, in his message, assured the team of management's support for the project and officially declared the launching of the ISO Project. He and COO Michael L. Tan led the contract signing. Other signatories were ISO Consultants Tiffany Unson and Michelle Matusalem.

Pilmico holds risk assessment workshop

By Ivy Eleanor Uy

Change is constant. And with change comes risk, which, if properly managed, could turn into an opportunity. By identifying and proactively addressing risks and opportunities, business enterprises protect and create value for their stakeholders, ensuring them of the company's ability to meet its company strategies. This is what ERM is all about.

Enterprise risk management (ERM) provides a framework for risk management, which typically involves identifying particular events or circumstances (risks and opportunities) relevant to the organization's objectives, assessing them in terms of likelihood and magnitude of impact, determining a response strategy, and monitoring progress. ERM in businesses include methods and processes used by organizations to manage risks and seize

opportunities related to the achievement of their objectives.

Aligning with AEV's aim to be the best risk-managed business group in the region, Pilmico had a formal kick-off of the ERM process with a whole day session of the Food Group Risk Assessment on April 14 at the AEV-AVR. The activity was held in coordination with the AEV-Business Risk Management Team.

Participants learned, engaged, and discussed ERM and Pilmico's top risks during the session and came up with a list of identified risks with corresponding rankings on impact and probability.

After the seminar, the team was expected to focus on risks with a common mindset and precess—a comprehensive and integrated system to identify, measure, control and monitor risk on a continuous basis.

Pilmico Foods awarded ISO 9001:2008 certification

By Leizel Panangit

After months of preparation and hard work, the Iligan flourmill plant of Pilmico Foods Corporation (Pilmico Foods) has earned its ISO 9001:2008 certification.

SGS United Kingdom Ltd. Systems and Services Certification through SGS-Philippines, a globally recognized ISO accreditation group, awarded the ISO certification.

SGS auditors Maria Malaya Polidario and Grace Fabay comprehensively checked Pilmico Foods' processes, procedures and operating practices during a certification audit on April 26 and 27, focusing on significant aspects, risks or objectives required by the standards. Except for some general observations, Pilmico Foods excellently completed the audit with zero non-conformances.

Pilmico Quality Management Representative and VP for Operations Engr. Reano Gumalo reminded all Pilmicans in his statement: "Being certified...it doesn't stop there...we must continuously strive hard towards achieving a common goal—Partners for Growth."

Pilmico Foods—Iligan first earned its ISO 9001:2000 certification back in 2005 and has since successfully hurdled annual SGS audits, strongly reaffirming its world-class quality management systems. This year's certification audit saw a transition from ISO 9001:2000 to the ISO 9001:2008 version. Though no new requirements were introduced, this latest version gives special focus on measures that would gauge the effectiveness of a quality management system.

Attaining the certification confirms Pilmico Foods' compliance with globally approved standards for establishing a quality management system that meets the requirements related to customer satisfaction, management responsibility and continuous improvement.



AboitizLand launches

Ajoya
made for life

These days, establishing a home could mean either building a structure according to your specifications or buying something “straight from the rack” of a property development company.

However you choose to do it, each has its advantages and disadvantages.

Now, AboitizLand provides you the solution to this dilemma—being spared with the burden of supervising construction and coming home to a residence with the layout and interior color combination that’s different from your next-door neighbor’s, one that’s uniquely yours.

The Ajoya scheme allows *vecinos* (Spanish for neighbors; AboitizLand’s term for its clients/homeowners) the option of taking finished or bare units. With the bare units, *vecinos* may apply the interior finishing and install divisions and furnishings themselves, based on their individual preferences.

Vecinos also have choices on the interior color schemes in their respective home units. The Ajoya house-and-lot units offer two color combinations. There are two wall paint colors and two floor tile colors to choose from.

The village will have shophouses, townhouses, duplex units, single- and two-storey single detached homes.

“Ajoya is the embodiment of AboitizLand’s pride in the beauty of the Philippines and the Filipino,” says Marketing Manager Leorelei Ylaya.

Ylaya says the village is designed to showcase the best assets of the Philippines—from its architecture, hospitality, traditions, flora and fauna and other natural bounties.

Ajoya is a 15-hectare community in a lush tropical environment in Barangay Gabi, Cordova. It is a few minutes’ drive from the Mactan–Cebu International Airport, the beaches and economic zones, and the cities of Cebu and Mandaue.

The first Filipino-themed community in Cebu, Ajoya is set against the refreshing backdrop of the Gabi River, one of only two inland waterways in Mactan Island. A distinct feature of Ajoya is the Filipino childhood games zone at the community assembly area. At the game zone, grown-ups will relive the carefree days of their youth and children will relish the unparalleled joy of playing *patintero*, *tubig-tubig* and *luksong-tinik*.

It was launched last May 28, with the celebration extending until the weekend with an open house.

Delan 1 Storey

Haliya 2 Storey Single

Muhen 2 Storey Single

Yumi Duplex

Yumi Duplex

Nabi Townhouse

Quick Facts

Pronunciation: **A-ho-ya**

Ajoya is derived from the word Joy.

Its logo is a play of the colors of nature—green, fresh and has a cooling effect. It also represents a sunrise on a lush green horizon. The “A” is formed like a leaf to further emphasize the closeness of the place to nature.

Located in Barangay Gabi, Cordova in Mactan Island, the 15-hectare community features homes with modern Asian/Filipino themes and basic amenities. A unique feature of Ajoya is its community area that features Filipino childhood games.

Ajoya will be home to a total of 820 units—house and lot, lot only and shop houses.

Vecinos are also given the privilege to choose their future homes’ interiors to best suit their preferences and lifestyles.

The Grand Launch



NEW NEIGHBOR. AboitizLand President & CEO Andoni Aboitiz and Robinsons Retail President & COO Robina Gokongwei-Pe (first and second from left) lead the groundbreaking ceremony.

Robinsons Supermarket to rise in Pueblo Verde

A new Robinsons Supermarket will rise in Pueblo Verde, the commercial hub of the Mactan Economic Zone II (MEZ II) in Lapu-Lapu City.

Robinsons Supermarket Corporation, one of the largest supermarket chains in the Philippines, in partnership with AboitizLand held its groundbreaking for the supermarket on May 11. It is Robinsons' first venture with AboitizLand, developer and operator of MEZ II and its adjacent commercial area Pueblo Verde.

The groundbreaking ceremony was attended by Robina Gokongwei Pe, president and COO of Robinsons Retail; Andoni Aboitiz, president and CEO of AboitizLand; and key officers of the Philippine Economic Zone Authority, Mactan-Cebu

International Airport Authority, the City of Lapu-Lapu and Barangay Basak.

The supermarket, which will have 2,083 square meters of retail space, will be operational by November 2010. With the supermarket, AboitizLand is going a step further in its vision to make Pueblo Verde the total one-stop neighborhood center of Lapu-Lapu City. The existing commercial center houses shops, restaurants and cafes, banks, pharmacy and other essential establishments as well as the BPO building, iMEZ.

Pueblo Verde also hosts a 2,112-square meter public utility vehicle terminal that provides facilities for commuters on key routes within Lapu-Lapu and those connecting to the cities of Mandaue and Cebu.



PURSuing THEIR DREAMS. Aboitiz Foundation Managing Trustee Sonny Carpio with the scholars and their parents.

Aboitiz Foundation grants purposive college scholarships

By Rianne Tecson

Eight students who graduated valedictorian from public high schools across Cebu Province are assured of going to college after being awarded full scholarship grants by the Aboitiz Foundation, Inc.

The scholars will be enrolled in different universities in Metro Cebu and will be taking courses that will give them the opportunity to be employed within Aboitiz Group companies upon graduation.

Those who received the Aboitiz Foundation grants were Kristy Jane Amacna, Ria Mae Arong, Ma. Liezel Rose Batoon, Doris Boquecosa, Lexander Cal, Christine Louise Catipay, Jessila Lauron and Giah Villahermosa.

A signing of the memorandum of agreement (MOA) for the granting of the Purposive College Scholarship Program was held last June 1 at the Aboitiz Corporate Center.

Present during the MOA signing were Aboitiz Foundation Managing Trustee Sonny Carpio, the scholars and their parents.

In his message, Carpio urged the scholars to strive to do well and the parents to support their children in this endeavor.

Batoon, who spoke on behalf of the scholars and who has been a Aboitiz Foundation scholar since high school, said receiving the college education grant was an answered prayer.

“(Some may consider me) lucky but for me and my fellow scholars, we believe we deserve this. I deserve to be a scholar and I will (prove I’m worthy to be one) for myself, for my family and for the Aboitiz Foundation,” Batoon said.

Lauron’s mother Rosie Alma, who spoke on behalf of the parents, assured the Aboitiz Foundation that they will take to heart the responsibility of making sure that their children finish college.

She also thanked the Aboitiz Foundation for the scholarship grant, which she described as the scholars’ stepping stone to success.



A winding but worthwhile journey

Beryl Ann Manching

(Beryl Ann was an Aboitiz Foundation scholar from high school at the Science and Technology Education Center in Lapu-Lapu City and all through college at the University of the Philippines in the Visayas Cebu College.)

About six months ago, at the start of my last semester in college, I started to wonder how it was like to graduate. The thought of graduation is like a lightness of being; it’s bidding a final goodbye to your regular 5 a.m. alarm, to four hours of sleep every now and then, to dark eye bags, to sitting through that six-hour exam in Strategic Management (yes, a six-hour individual case study). Like an excited kid, I hoped so hard that the big day would come so soon.

But then there were other things to worry about before I could finally wear the University of the Philippines’ Sablay (graduation sash). The last semester was a difficult one, not mainly because of the academics but of things about myself that I wasn’t certain of.

How Strategic Management was scheduled (as capstone course) at this time felt tricky. It was in those first few discussions that I met Reality. We were discussing the importance of a vision. Vision, in business parlance, answers the questions “Where do you want to go? What do you want to become?” The vision

you set for yourself is your dream, and there are measures to check whether you’re still on the right track doing things that will bring you to that dream. I remember staying up as late as 2 a.m. trying to find answers.

The sure thing was my desire to succeed. I always kept in mind what Sir Sonny Carpio, managing trustee of the Aboitiz Foundation Inc., told us: “Strive to excel.” That “dream” was acceptable when you’re young. Later on, you realize that the dream is a long-term goal that support-short-term goals. I didn’t have that yet and I was a bit nervous.

It’s not easy for fresh graduates to land a job. This is compounded when you don’t know what kind of work you want.

So I did what I was supposed to do and eventually found myself wearing the Sablay on my shoulder.

There were many other crucial things that crossed my path last year. But the lessons I learned in school and from my being an Aboitiz scholar helped me hurdle these obstacles.

I have learned that it is important to always strive to excel, keep your values and integrity intact as knowledge is nothing without these two, make a difference and know where to go and remember where you came from.

I am where I am now because I had people who believed in me. Since high school, Aboitiz was there like my family, teaching me to dream and to strive to reach that dream. I signed the college scholarship agreement knowing it was more than a just commitment to hand in good grades. It was a commitment to be the best you can be, to make the most of what you have, so that in the end, you may help yourself and help others in return.

I’ll miss school, that’s for sure. I’ll miss working with my fellow Aboitiz scholars, too. But I can never be so far from both institutions for they’re already a part of me.

As I start climbing the ladder and soon help make the world better, I will always remember those lessons, which can be summed up into one question that we could ask ourselves everyday—Is there a better way?



Aboitiz teams grow for Brigada

By Rianne Tecson

Hundreds of volunteers from Aboitiz Group companies across the country again took part in this year's Brigada Eskwela to prepare public schools for the opening of classes this month.

TMs from the Aboitiz Corporate Center in Cebu City led by AEV repainted the interiors of 40 classrooms of Banilad Elementary School (BES) and Banilad Night High School (BNHS) that they had repaired in 2009. They also did other maintenance works in the premises.

Last year, the school was the regional champion in the Brigada Eskwela competition. This year, the Aboitiz Foundation aims that the BES and BNHS will be the national champion.

In Mandaue City, Metaphil International, a wholly owned subsidiary of the Aboitiz Construction Group Inc., adopted two classrooms of the Tipolo National High School for its Brigada Eskwela activity.

Led by its Tribu Kasaligan, Metaphil TMs repainted the interior and exterior walls; repaired room dividers; replaced blackboards, jalousies frames and doorknobs; and re-arranged chairs and furniture.

In Luzon, team members from Pilimico Animal Nutrition, AP Renewables, Inc. (APRI), Subic EnerZone, SNAP Benguet and SNAP Magat conducted separate Brigada Eskwela activities.

Volunteers from Pilimico Animal Nutrition repaired classrooms, repainted school buildings and cleaned the surroundings of Kawili-wili Elementary School in Capas, Tarlac.

APRI volunteers, on the other hand, worked on the Bitin Elementary School in Laguna while Subic EnerZone TMs worked on the New Ilalim Elementary School.

SNAP Magat TMs cleaned and repainted the General Aguinaldo Elementary School in Ramon, Isabela while SNAP Benguet TMs worked on the Binga Elementary School. They also donated the paint and cleaning materials.



upwide volunteer a Eskwela

In Davao and Cotabato, at least 300 TMs volunteered to participate in Brigada Eskwela activities in their respective areas.

About 300 employees of Davao Light adopted the V. Hizon Sr. Elementary School in Barangay Hizon and the Gredu Elementary School in Panabo.

Three teams did minor repairs and repainted a three-classroom school building donated by Davao Light in 1996, repainted the roof and facade of five classrooms attached to the bleacher of the school gymnasium, made minor repairs at the front areas of other classrooms, and repainted the bamboo fence of the school garden.

The Panabo team also did minor repairs and repainted a three-room single-storey elementary school building of the Gredu Elementary School located just across the company's Panabo branch office.

Also in Davao City, Hedcor, Inc. TMs repainted and repaired six classrooms of the Catalunan Pequeño National High School in the Talomo District.

Cotabato Light, on the other hand, had about 40 TMs clean, repaint and do some minor repairs on the PC Hill Elementary School.

Brigada Eskwela, a program of the Department of Education (DepEd) now on its eighth year, is a week-long activity that taps parents, teachers, students, alumni, civic groups, local businesses, non-government organizations, and other volunteers to help public schools across the country get ready for school opening in June.

Volunteers paint roofs and classrooms, cement footpaths, fix leaking water pipes, and repair toilets, chairs and desks, among other activities.

Aboitiz Group companies in other parts of the country also participated in Brigada Eskwela activities in their respective areas of operation.



With reports from Rogie Abala, Rhoda Santos, Vic Sumalinog, Ruann Pogado, Loi Resma, Mary May Siang, Raymund Tamayo and Mark Yamson

CSR teams groupwide undergo immersion program

By Danny Cerence and Christel Ponce

The Aboitiz Foundation has successfully facilitated separate immersion programs held in Cebu and Davao for Aboitiz business units (BUs) groupwide.

The immersion oriented CSR teams of BUs on community-based programs and projects that they could develop in their areas. There were also visits and discussion-sessions with community-based organizations that the Aboitiz Foundation assists.

The Cebu City immersion was held from March 22 to 25 while the one in Davao was conducted on April 20 and 21.

In his message, Aboitiz Foundation President Jon Ramon Aboitiz emphasized that the role of CSR is a very essential part of the company.

For his part, Managing Trustee Sonny Carpio said: "The immersion program is a good venue where BUs and the Aboitiz Foundation can harmonize their processes and have a common understanding on the things done to help the communities where the companies operate."

A total of 11 companies attended the four-day activity in Cebu. These were



EXPOSURE. The immersion included a visit to the water system in Barangay Casuntingan in Mandaue City

AboitizPower, VECO, Subic EnerZone, Mactan EnerZone, APRI, Aboitiz Energy Solutions Inc. (AESI), Pilmico Foods, Pilmico Animal Nutrition, THICI, Metaphil and AboitizLand.

In the Davao immersion, the companies that were represented were Davao Light, Cotabato Light, and Hedcor Benguet and Davao.

Foremost on the agenda was the discussion of the Board-approved mandate and program

components for 2010—education, enterprise development, primary health & child care, and corporate and other donations. Other topics that were discussed included micro-finance program, environment-related projects, team member volunteerism, and best practices, among others.

The activity concluded with an evaluation from the participants and the facilitators.

Aboitiz Foundation goes team building

By Danny Cerence



The Aboitiz Foundation, team recently conducted team-building activities to foster stronger camaraderie and harness a deeper bond among its members, especially the new ones.

The activities were held at the Cabana resort in Moalboal,

Cebu from May 21 to 22.

There were sessions on efficient communication, deepening of trust and enhancing teamwork, and strengthening the team. All the topics had structured learning exercises (SLEs) that demonstrated how the theories translate to actual interactions in home and office situations. The TMs were able to share their own experiences that gave the other members a better insight and understanding into the personality and work ethics of each TM.

The highlight of the team building activity was the sharing of positive traits and things that one can improve on.

Aboitiz Foundation Managing Trustee Sonny Carpio and Supervising Project Officer Danny Cerence took turns in facilitating and discussing the activities and SLEs. As the Aboitiz Foundation's TL, Carpio said: "It is important for the team to have group exercises and talk about things that make the group stronger, so they can be a team that accomplishes tasks and targets efficiently and punctually."



Donation to C-CIMPEL

The Aboitiz Foundation donated P500,000 to the Cebu-Citizens' Involvement and Maturation In People's Empowerment and Liberation (C-CIMPEL) to help in the technical training phase and operations of the recent national elections. The C-CIMPEL responded to the challenge of the Archdiocese of Cebu to educate the public on the new system of voting. The Aboitiz Foundation first assisted the organization in 2007. In photo, Aboitiz Foundation Trustee Roberto Aboitiz hands the donation to Ricardo J. Cardinal Vidal, Archbishop of Cebu. With them is Aboitiz Foundation Managing Trustee Sonny Carpio.

Aboitiz Foundation donates classroom buildings to Mandaue schools

By Rogie Abala

Students of two elementary schools in Mandaue City now have a conducive place for learning after the Aboitiz Foundation recently donated to each school a three-storey, three-classroom building.

The donations to Canduman Elementary School and Pagsabungan Elementary School are part of the Aboitiz Foundation's commitment to help address the lack of educational infrastructure in public schools in the country.

"We continue to fulfill our mission of helping people help themselves by implementing projects that will improve the quality of lives. We in Aboitiz strongly believe that the business sector plays a role in helping and assisting in the social development projects of our people and in partnership between businesses and local city government and barangays," said Aboitiz Foundation President Jon Ramon Aboitiz during the buildings' turnover ceremony.

The Aboitiz Foundation has donated 238 classrooms, benefiting at least 20,000 students.

In accepting the donations, Mandaue City Mayor Jonas Cortes said: "Mandaue City has been blessed with the magic of the Aboitiz Foundation by being a consistent recipient of their projects."

Officials from the Department of Education (DepEd), the schools and the two barangays similarly expressed their gratitude for the donations.

Also in attendance during the turnover were Romy Ronquillo, Aboitiz Foundation board of trustee; Sonny Carpio, Aboitiz Foundation EVP and managing trustee; Dr Nimfa Bongo, DepEd Mandaue City Division assistant superintendent;



CEREMONIAL KEY TURNOVER. (from left) Aboitiz Foundation President Jon Ramon Aboitiz, Mandaue City Jonas Cortes, DepEd Mandaue City Division assistant superintendent Dr. Nimfa Bongo, and Canduman Elementary School principal Maria Alao

Alejandro Lamdagan, Pagsabungan Elementary School principal; Maria Alao, Canduman Elementary School principal; and city and barangay officials.

Aside from donating classrooms and school buildings, the Aboitiz Foundation provides other education-related assistance. It has so far donated 972 computer units with licenses and printers to public schools nationwide and has refurbished 57 computer laboratories. The Aboitiz Foundation also funds a training program for teachers to improve their computer literacy skills.

11 coops get cash assistance for microfinance projects

Eleven partner-cooperatives have received financial assistance from the Aboitiz Foundation amounting to P11.8 million for the implementation of their various microfinance projects.

These projects include swine fattening, P.O. financing, rug and hanging rice making, canteen operations, vegetable, sweet corn and cutflower production.

The first tranche of the assistance was released after the signing of the memorandum of agreement last April 13 at the DECS Applied Nutrition Center, Banilad, Cebu City.

The activity was attended by Segfredo O. Buagas, concurrent regional director of the Cooperative Development Authority (CDA); Cletus Villamor, CDA Training and Cooperatives specialist; and Exequiel Sarcauga, Department of Labor and Employment assistant regional director. The Aboitiz Foundation was represented by Sebastian Lacson, member of the board of trustees, and Managing Trustee Sonny Carpio. Some 250 participants attended the event.

In his speech, Buagas encouraged the coop members

to be good borrowers to maintain their coops' good standing.

Participating cooperatives and associations were the Sta. Rosa Hugpong Kauswagan Multi-Purpose Cooperative, Cobcawa Multi-Purpose Cooperative, Pung-ol Sibugay Multi-Purpose Cooperative, St. Vincent Neighborhood Multi-Purpose Cooperative, Purok Sili Urban Poor Multi-Purpose Cooperative, Mandaue Subcon & Development Multi-Purpose Cooperative, Cebu Megamoms Multi-Purpose Cooperative, Uling Multi-Purpose Cooperative, Lumanoy Agrarian Reform Beneficiaries Association, Bayabas United Farmers Association and Kapunongan sa mga Banekanhong Mag-uuma Alang sa Ekonomikahong Kalambuan.



P2.6-M loan for hog raisers coop approved

By Rowena Astillo

The South Cebu Hog Raisers Multi-Purpose Cooperative (SCHMPC) in Talisay City has received additional funding to support its project that is expected to run for four months.

The SCHMPC signed a memorandum of agreement with the Aboitiz Foundation for a P2.6-million loan last May 18, at the Aboitiz & Company Board Room in Banilad, Cebu City.

The fund will be used to purchase 400 heads of piglets, swine insurance policy and feeds. Forty-two members will benefit from the project.

Sonny Carpio, EVP and managing trustee of the Aboitiz Foundation, thanked the SCHMPC for being good partners and for efficiently managing their projects, resulting in the granting of an increase in their loan portfolio.

From an initial membership of 15 in 1997, the coop now has 67 active members.

In response, Primitivo Rojo, SCHMPC chairman, pledged his coop's commitment to find ways to provide the best services for their members. He also thanked the Aboitiz Foundation for the opportunity to expand their projects.

SCHMPC is now on its third year of partnership with the Foundation. It has already availed of six loan packages from the Aboitiz Foundation amounting to P6.1 million.

Hedcor encourages UN's universal education goal

By Karen May Padawag



NEW SCHOOL YEAR, NEW SCHOOL MATERIALS. Tudaya Elementary School enrollees proudly show off their brand-new school supplies. Some 300 students received free school materials from Hedcor Sibulan and the Aboitiz Foundation.

Two weeks before the opening of classes in public schools, AboitizPower's wholly owned subsidiary Hedcor Sibulan, in cooperation with the Aboitiz Foundation, distributed school supplies to enrollees of far-flung Tudaya Elementary School in Barangay Sibulan, Sta. Cruz, Davao del Sur.

Some 300 incoming grades 1 to 6 pupils of the school received a pack of paper pads, notebooks, pencils, pens and.

"Low enrollment rate and dropping out of class due to lack of funds to send the students to school are our usual problems here," said Tudaya Elementary School principal Ricky Amaro. "With this kind of support, I am sure the students are encouraged to go to school knowing they are equipped with the basic necessities to attend classes."

In January this year, the United Nations (UN) warned the Philippines in leaving the poor behind when it comes to their education. Achieving universal primary education, which includes expanding early childhood care and education, and providing free and compulsory primary education for all, is the UN's Millennium Development Goal No. 2.

Tudaya Elementary School is one of the host schools of the 42.5-MW Sibulan Hydropower Project owned by Hedcor Sibulan.

MOA signed for new VECO scholars

By Nikki Paredes

VECO continues to give back to the Cebuano community by sending students to college under its Purposive College Scholarship Program.

The VECO scholars are Raphael Bracero, Armand Henzkel Canoy, Miraliza Cugal Edward Allan Hernaez, Tito Linao (Garing National High School), Lexvyn Opolentisima (Cebu City National Science High School), Chad Marion Orquiza (Naga National High School), and Adriel Gamier Sanchez (University of San Jose-Recoletos).

The signing of a memorandum of agreement (MOA) between VECO and the scholars was held last June 2, at the VECO Banilad Compound, Cebu City. Signatories to the MOA were VP for Admin Ricardo Lacson and the scholars' legal guardians. Corporate

Communications Manager Ethel Natera and Manager Mark Kindica served as witnesses.

The scholars were chosen based on their financial status, special awards received, extra curricular activities, academic status, and timely submission of requirements. The selection process also included a final interview by Community Relations Manager Eric Ching.

The new VECO scholars will be pursuing engineering courses in the University of San Carlos, Cebu Institute of Technology,



GRANTS. VP for Admin Ricardo Lacson congratulates the new scholars

and University of San Jose-Recoletos and will have the opportunity to be hired by the company after completing their undergraduate studies.

"The best hope for our nation is the youth," said Lacson. "This hope also has to be coupled with proper education."



COMPUTERS FOR SPECIAL STUDENTS. Davao Light recently turned over five brand new computers to the Davao Special National High School for the school's hearing-impaired and visually challenged students. An operating system is installed in all the units to allow these students to learn basic computer skills. In photo, Davao Light CSR Manager Vic Sumalinog (right) turns over the computers to school principal Johnito Galan.



SCHOLARSHIPS FOR CUSTOMERS' DEPENDENTS. Cotabato Light VP and Resident Manager Crisente Ferolino (third from left) gives advice to three customers' dependents who were recently awarded scholarship grants financed by the company through the Aboitiz Foundation. They are the first batch of college scholars who just entered their first year at Notre Dame University.

VECO donates school building to City of Naga

By Nikki Paredes

Responding to the need for quality education in Cebu Province, VECO and the Aboitiz Foundation, in cooperation with the City of Naga and the DepEd, turned over a four-classroom, two-storey building to the Placido Señor National Science High School on June 4.

Harsh weather conditions and the lack of classrooms prompted VECO to accede to City of Naga Mayor Valdemar Chiong's requests, on behalf of school officials and students, for the company to build a better school building and provide resources and facilities for the community.

The school building will cater to 30 new scholars who will pioneer the school's mission to become a competitive national science high school in Region 7.

Present during the turnover ceremony were school children and faculty members. Also in attendance were Atty. Christine Chiong,



NEW SCHOOL. VECO AVP Ricardo Lacson and Atty. Christine Chiong cut the ceremonial ribbon during the turnover rites for the four-classroom-two storey school building. At left is VECO VP Arlo Sarmiento.

representing Mayor Chiong; DepEd 7 Director Recaredo Borgonia; and Engr. Edilberto Paradela of the Department of Science and Technology.

Edgar Gonzaga, Placido Señor National Science High School principal, praised the efforts of VECO and the Aboitiz Foundation for having completed a "beautifully made structure" in just 20 months. VECO also furnished the structure with chairs, electric fans, and light bulbs.

"VECO is pleased to make what was once a dream a reality," said VECO AVP Ricardo Lacson,

guest speaker during the turnover ceremony. "May this building be a continuing reality for the students so even more children can dream big."

Since 2008, education programs under the VECO's CSR have helped raise the status of literacy for both learning and teaching groups. The partnership of VECO and the Aboitiz Foundation in the Adopt-a-School Project aims to empower the youth through education.

Cotabato Light inks MOA with SKNHS

By Donjie Vertuoso



MOA SIGNING. (from left) Cotabato Light Senior Control Engineer Crispin Guiana, HR-ComRel Officer Anna Lea Nataño, SKNHS Principal Datu Karnain Mamadra, faculty member Henry Zalsos, Branding Officer Donjie Vertuoso, Project Officer Anthony Bueno and HR staff Michelle Prudente.

and the Aboitiz Foundation have refurbished the four other classrooms.

The signing ceremony was held at the Cotabato Light conference room last April 29. Present were Anna Lea Lee Nataño, Donjie Vertuoso, Engr. Anthony Bueno, Michelle Prudente and Engr. Cris Guiana of Cotabato Light. SKNHS was represented by its principal Datu Karnain Mamadra and faculty member Henry Zalsos.

"Again, we feel so blessed and special. On behalf of SKNHS, I am very happy with this donation of fully refurbishment of our six-classroom building. Thank you to the Aboitiz Foundation, more especially to Cotabato Light. We will take good care of these facilities. This will surely be of help for the school and to the students of SKNHS," Mamadra said.

The Sultan Kudarat National High School (SKNHS) will finally see the completion of its six-classroom fully refurbished school building after it signed a memorandum of agreement with the Aboitiz Foundation and Cotabato Light.

As stated in the agreement, Cotabato Light and the Aboitiz Foundation will refurbish the remaining two classrooms to include 100 new armchairs for the students. The project is estimated to cost P360,000. Cotabato Light

Gift giving for indigent children

A team from Cotabato Light recently joined hands with civic groups in distributing gifts to indigent children from different communities within its franchise area.

Last May 7, Cotabato Light volunteers and three former Aboitiz Future Leaders Business Summit delegates distributed 140 gift packs to the children at the Notre Dame Learning Center in Cotabato City.

The activity was held in coordination with the OND Sisters headed by Sr. Josefina Chiongson. The gifts came from the Samaritan's Purse Organization, a US-based non-denominational evangelical group that provides spiritual and physical aid to marginalized people all over the world. (Ruth Ferolin)





MANGROVE PLANTING. This VECO employee literally gets down to business and channels his inner mangrove—crouched waist-deep in water during a mangrove planting activity held last May 15, 2010 at the Naval Force Central, Looc, Lapu-Lapu.

VECO kicks off '1-M trees' pledge with mangroves

By Nikki Paredes

The need to respond to escalating environmental threats in the country has prompted VECO to partner with the Philippine Businesses for Social Progress (PBSP) in the Visayas for the rehabilitation, protection, and conservation of the Central Cebu Protected Landscape and the Mactan Islands.

In the Philippines, only 28% of mangrove forests remain today. Every year, this rate decreases faster than one can say *Rhizophora mangles*, the scientific name of mangroves.

VECO TMs participated in a mangrove planting activity last May 15 at the Naval Force Central, Barangay Looc, Lapu-Lapu City. Over 50 men and women kicked off VECO's pledge to plant one million trees by the year 2015. Also in attendance were members

of the Philippine Navy and Philippine National Police.

As prelude to the mangrove planting activity, Mario Marababol of Ocean Care Advocates, Inc., and Riva Valles of PBSP gave a lecture on planting and growing mangroves, as well as the current status of mangroves in the Philippines. Also cited in the lecture was the need for multi-sectoral participation and a continuing information and education campaign for the protection of mangroves and mangrove associates.

VECO and PBSP have also established strong ties with the Department of Environment and Natural Resources Region 7 for the identification of reforestation sites. VECO has tapped PBSP to identify reforestation sites in the Central Cebu Protected Landscape and in Mactan Island.

SNAP joins benefit climb for Cordillera watershed

The SNAP Group recently joined mountaineering groups and freelance climbers in scaling Mt. Ugo in Benguet to increase advocacy for the preservation and conservation of the Cordillera watersheds.

About 170 climbers from Benguet, Pangasinan, Pampanga, Quezon, Cavite, Laguna, Batangas, Bicol and Metro Manila joined the annual three-day climb, the highest number of participants in the last eight years.

SNAP VP for Corporate Services Michael C. Hosillos said the company supports community-based activities that promote environmental action, cultural awareness, and the practice of "leaving no trace" when interacting with nature.

"However, government, civil society and private sector must continue to work on self-sustaining projects that create more eco-friendly livelihood opportunities. This can help minimize the impact on watershed areas and hopefully, save them from further denudation," Hosillos added.

As a major sponsor of the Mt. Ugo climb for the last three years, SNAP will also establish coffee nurseries in the villages hosting the climb to provide livelihood opportunities through agro-forestry in those communities.

Standing at 2,150 meters above sea level, Mt. Ugo is located in Barangay Tinongdan, Itogon, Benguet. The barangay is home to the 100-megawatt Binga hydroelectric power plant owned and operated by SNAP-Benguet.

(Rhoda Santos)

Agro-forestry project launched

By Rhoda Santos

SNAP-Magat is now working with a non-government organization to come up with measures on how to curb deforestation in the Ifugao watershed area.

Together with the Social Action Development Center (SADC), SNAP-Magat launched the Livelihood, Enterprise and Agro-Forestry Development Project (LEAD) on May 6 in simple ceremonies held in Barangay Cababuyan, Hingyon. They were joined by the Inado Peoples Organization, an upstream community made up of some 30 families.

LEAD is the first joint project of SNAP-Magat with an NGO.

"We strongly believe in grassroots initiatives because residents of the community know best what needs to be done in their own area. It is our way of helping develop forest areas while providing livelihood opportunities to upstream communities," VP for Corporate Services Michael Hosillos said.

SADC Chairman Fr. Valentin Dimoc, for his part, said five nurseries of forest and agro forest trees will be established in five areas identified in the upstream communities of Ifugao. Conversion of grasslands into forests through the planting of fruit-bearing and other agro-forest trees will provide livelihood for communities.

He added that organic farming is also a component of the LEAD project through the establishment of shredding areas to manufacture vermicompost as organic fertilizer for farmers. Vermicomposting is a process that uses earthworms to turn organic wastes into high quality compost.

The LEAD project implementation is expected to run for three years and will be piloted in Barangay Cababuyan.



MORE GUARDBOUSES FOR SBMA. Subic EnerZone recently turned over two more guardhouses to the Subic Bay Metropolitan Authority Law Enforcement Department (SBMA-LED) in a ceremony at the freeport's Morong Gate sentry area. SEZ first donated two guardhouses in 2008 at the Binictican housing area entrances of Maritan Junction and Acacia Street. In photo, Subic EnerZone SVP & COO Dante Pollescas turns over the ceremonial key to SBMA Chairman Feliciano Salonga (middle) and SBMA-LED manager Gen. Orlando Maddela, Jr. (John Louis Ducos)

RAFI completes upgrading of Kobe Resettlement Site

By Nancy Cudis

Residents of the Kobe Resettlement Site in Barangay Canduman, Mandaue City are now enjoying better infrastructure facilities and improved delivery of social needs following the completion of the upgrading project in the community.

The Ramon Aboitiz Foundation Inc. (RAFI) turned over the project site last April 20 after almost three years of upgrading the community.

Among those that were turned over were the site's roads with drainage, market, and livelihood center. RAFI also provided capacity building and trainings leading to improvements in physical conditions and social needs, such as economic opportunities and institutionalization of a solid waste management initiative.

The Kobe Resettlement Site is a project under the Governance, Empowerment and Transformation of the Urban Poor in Mandaue City (GET UP Mandaue City), in which Mandaue

partnered with RAFI in bringing about slum upgrading.

The Japan Social Development Fund-World Bank, through the Philippine Support Service Agencies, provided an P8.3-million funding. The City Government, on the other hand, spent P6 million as its counterpart.

The Kobe site upgrading is under the funding agencies' Urban Partnerships for Sustainable Upliftment, Renewal, Governance and Empowerment project.

"Through this partnership with a purpose, we have put together dreams, plans, and community issues. Through everyone's involvement, leaders have emerged at all levels and responsibility for one's future is placed where it should be... the hands of the people," RAFI President Roberto E. Aboitiz said in his welcome remarks during the turnover ceremony.

RAFI intends to replicate this best practice in community transformation in the 26 remaining barangays of Mandaue City.



UPGRADING COMPLETED. RAFI, led by its President Roberto Aboitiz (extreme right), turned over the Kobe Resettlement Site in Barangay Canduman, Mandaue City last April 20 after almost three years of upgrading the community. With him is Mandaue City Mayor Jonas Cortes (back right), who gave the certificate of turnover to Kobe Canduman Homeowners' Association Inc. President Benny Gumandoy (front left) and Canduman Barangay Captain Leo Jabas (back left).

Cebu Maternity OB Ward renovated

RAFI, through the Dolores S. Aboitiz Children's Fund (DACF), has turned over the newly renovated Dolores S. Aboitiz Obstetrics (OB) Ward to the Cebu Puericulture Center and Maternity House Inc. (CPCMH).

DACF finished the renovation and expansion, which cost P4.1 million, within five months in order to provide a better facility for newborn babies and pregnant mothers.

The OB Ward, which used to have one ward that accommodated only 18

patients, now has two wards that can house 30 patients at one time.

The OB Ward now provides patients a refurbished place with proper lighting and improved ventilation. Windows are also covered with screens to protect patients from the discomfort of mosquitoes.

DACF Deputy Executive Director Anabelle Fajardo said that having an OB Ward with a good environment is important to infants because it is the first place where they spend their first hours after being born. (Nancy Cudis)



BETTER FACILITY. RAFI Executive Committee Chair Marian Aboitiz (center) unveils the marker of the Dolores S. Aboitiz OB Ward that RAFI renovated, expanded, and refurbished to provide an improved maternal and child healthcare services to women and new born infants, especially the less privileged. To her left is CPCMH president Florencia Streegan.

RAFI holds forum on election, H.O.P.E. run

The Eduardo Aboitiz Development Studies Center (EADSC) of RAFI held an Understanding Choices Forum last April 29 to aid voters in making thoughtful and informed decisions during the recently concluded May 10 elections.

Entitled "Beyond the Campaign Jingle: Understanding Young Citizens' Choices for 2010," the forum was held at the Bryant George Hall of the EADSC.

Season 4 scholars of the Young Minds Academy (YMA), a youth leadership and citizenship development program of RAFI, provided carefully researched, non-biased information on the presidential and vice presidential candidates, guided by the framework developed by EADSC called the "Nine Marks of Genuine Leadership."

As another manifestation of concern about the Philippine election, RAFI employees joined the run for H.O.P.E. (Honest, Open, Peaceful Elections), which carried the theme, "Dagan Alang sa Matinud-anon, Hapsay, ug Malinawon nga Piniliay 2010."

The run was a joint project of Dilaab, Philippine National Police and Armed Forces of the Philippines, in collaboration with individuals and groups like RAFI, which desire honest, orderly, and peaceful elections through citizen's vigilance and partnership with government agencies with election-related tasks.

(Nancy Cudis)

MEET THE BOARD

COCKTAILS AND DINNER

By Basti Lacson



As a fitting end to a long day of board and stockholders' meetings as well as a press luncheon for both AEV and AboitizPower, the second edition of the annual Meet the Board cocktails and dinner was held last May 17 at Anzani Restaurant in Cebu.

Guests of honor were the independent directors of both companies. President & CEO Erramon Aboitiz (EIA) introduced new AEV independent director Stephen CuUnjieng to Aboitiz Group executives. He also gave a background of Jakob Disch, the new AboitizPower independent director, who could not make it due to a pressing commitment in Singapore.

In attendance were other independent directors Ret. Justice Jose Vitug, Romeo Bernardo and Jose Facundo. Roberto Romulo could not make it to the dinner, although he was present at the board and stockholder meetings.

EIA began the evening by discussing recent achievements of the BUs and extolling the team to not let recent 2010 first quarter results "sway us away from the values that got us here in the first place...customer service, innovation, reliability, being the low-cost producer, hard work and teamwork."

The 60 guests then all squeezed into three long tables for a night of fun, laughter, sharing and getting to know one another better, over great wine and an exquisite dinner by one of Cebu's best kitchens. As with the previous year, the long day definitely ended on a high note.



Bankers' Appreciation Night

By Rianne Tecson

BANKERS whom the Aboitiz Group companies deal with gathered for a night of fun—and pun—in the first-ever Bankers' Appreciation Dinner. The event, held last April 14 at El Cirkulo in Makati City, brought together about 50 bankers from different financial institutions.

Gabriel T. Mañalac, FVP-treasury group, said they organized the event as a way of thanking these banks for their support to the Group and as an opportunity for Group officers to interact with the bankers.

AEV President and CEO Erramon I. Aboitiz, for his part, acknowledged that the support of these banks has been instrumental in what the Group has attained over the years.

"It is comforting to know that the Group can rely on so many capable individuals and financial institutions to answer the very diverse financial requirements of the Aboitiz Group. The diversity and magnitude of our financial requirements have grown in parallel to the size and complexity of our businesses," he said.

The event was highlighted by the Aboitiz Lampoon Awards for Bankers, an award which recipients will, ironically, not look forward to receiving, Mañalac said.

Among the most "coveted" awards given out were the early bird award (for those who had nothing better else to do in the office and showed up at the event the earliest), basketball games attendance awards (for those who never fail to watch UAAP matches), and most multi-posted award (for the banker who "best exhibited the greatest skill to confuse their customers as to which banks they currently work for and represent.")

The Aboitiz Group officers themselves weren't spared, as Mañalac received the most "OC (obsessive-compulsive) and pain-in-the-ass treasurer award, and AboitizPower CFO Iker Aboitiz being named the most "kuripot" CFO award.





Clash of the Greek God and Goddesses

By Armarie Borden

Greek gods and goddesses “came down” from the heavens one Saturday morning and “lent” their powers to Aboitiz Group TMs and TLs having their annual sportsfest and family day.

Dubbed as the “Clash of the Titans,” the event held at the Family Park in Barangay Talamban, Cebu City last April 17 featured TLs and TMs garbed in costumes to represent the gods and goddesses Hestia, Aphrodite, Athena, Hephaestus, Zeus, Poseidon, Demeter, Hades, Ares, Dionysius, Artemis and Apollo.

Jon Ramon Aboitiz, AEV chairman of the board, led the lighting of the torch to mark the opening of the sportsfest.

A brief Pilates workout, led by AVP-Branding & Corporate Communications Caroline Ballesteros, was performed to get everyone prepared for the challenges that awaited them.

And then the clashes among the teams, named after the Greek gods and goddesses, began.

Among the challenges to be hurdled were catching the Tatarian frogs and the Arymanthian boar, “Name that god and goddess,” Human Temple, “Find the Golden Coins,” Chariot Race, Solving the Maze-Puzzle, and Trojan War, which was played akin to a game of dodge ball. Each of the quests was twined with a treasure hunt at the forest of quests.

Team Aphrodite bagged the best dressed goddess award and also won the chariot race, Team Athena won the best banner award, while Team Poseidon emerged as the champion in the Clash of the Titans.

Children of the TLs and TMs also got to enjoy themselves with the food and games prepared for them.



SUMMER Fun!

By Kim Villacruz and Rynault Austria

One event that TLs and TMs always look forward to is the annual summer outing.

It is during these outings that team bonding is fostered and TLs and TMs are energized and can take a break from the backbreaking daily grind.

These are exactly what TLs and TMs from both Cebu and Makati did during their company outings held separately last May 8 and March 26, respectively.

Cebu-based AEV TLs and TMs trooped to Costabella Tropical Beach Hotel last May 8 to splash rainbow colors all over the place. This year's company outing went with the theme "Rainbow Summer."

Attending the event were AEV President and CEO Erramon I. Aboitiz, Chairman of the Board Jon Ramon Aboitiz, AboitizPower CFO Iker Aboitiz, AEV CFO Stephen Paradies, Chief Strategy Officer Mikel Aboitiz and Chief HR Officer Txabi Aboitiz.

Games were conducted and special awards were given out during the day-long activity.

Edgardo Mahinay of Treasury Services Group bagged the Beach Hunk award while Iris Dorado of Audit won the Rainbow Brite award.

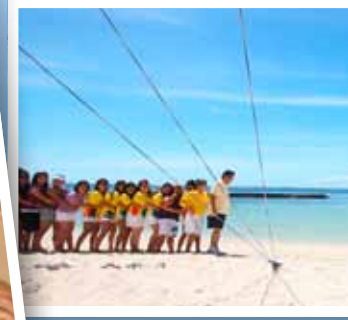
Cool summer items were also raffled off to lucky TLs and TMs.

Meanwhile, the Makati team, which includes AEV, AboitizPower, AP Generation, APRI, AESI, Hedcor, and the Aboitiz Foundation had an enjoyable experience at Caylabne Bay Resort in Ternate, Cavite last March 26 and 27.

Food and drinks were overflowing. Some TMs chose to hit the waters while others opted to show off their singing prowess.

The following day, Genesis1 Dynamics facilitated the team-building activities of the participants.

Among those who attended the activity were AboitizPower SVP-Trading and Marketing Luis Miguel Aboitiz, AEV-Makati Business Development TL Melissa Elizalde and Therma Luzon, Inc. EVP and COO Benjamin Carioso Jr.





Corporate HR holds First Group Learning and Development Forum

By Mia Borja



FORUM. AEV Chief HR Officer Txabi Aboitiz and Training Manager Mia Borja stress on the importance of training in an organization.

The Corporate HR team conducted its first-ever Groupwide Learning and Development Forum at the Aboitiz Corporate Center in Cebu last April 30.

The forum brought together more than 20 training partners and HR managers from across the country, including colleagues from Subic EnerZone, Davao Light and CitySavings.

Chief HR Officer Txabi Aboitiz formally opened the forum, where he stressed the importance of continuous learning and training in an organization.

In the morning, the participants were briefed on the rationale of the Universal Training Program, as well as the details of each program and what needed to be monitored. The forum then focused on the integral role of the training partner of the business unit when an event is being run.

Discussion points also included the training mindset, classroom set-up, preparing the training toolbox, adult learning principles, and a criterion for selecting and evaluating external training providers.

Summer internship for scholars launched

By Vianney Yap

The Corporate HR and Quality officially launched an internship program exclusive to AEV scholars last April 13.

The Summer Internship Program aims to provide AEV scholars with valuable experience in their fields of interest or specialization such as Accountancy, Business Management, Information Technology and Engineering.

Seven scholars participated in the pilot run of the program this year. They were given the opportunity to work on projects and process enhancements in their assigned departments.

Participating departments and business units for this year's summer internship include AEV-HRQ, AEV-iCSD, AEV-Accounting, AEV-Corporate Audit, and Metaphil. Interns were also assigned to mentors who closely monitored their progress.

After the six-week exposure, the interns were tasked to present their accomplishments to their co-interns and mentors, as culmination of their internship experience.

The interns also shared their significant insights and lessons.

"The internship has given me opportunity to venture into various things which are beyond what I think I can only do. It's an amazing experience to have been exposed to the real world beyond the four walls of the classroom," says Sandra Jane Soon, an Industrial Engineering student from Cebu Institute of Technology.

Intern Ma. Regina Agbay from the University of San Carlos says, "It gives me fulfillment that I had spent my summer well. I was exposed to the real business environment. The things I am learning in the classroom have gone hand in hand with things I am learning in the real world, which has helped me apply my knowledge in both areas."

The program also exposed the interns to the work culture of the company.

"I have observed that teams in Aboitiz are unique. They have their own ways but all work toward excellence with passion for better ways. I look forward to joining Aboitiz two years from now and learn more through my work and relationships with the drive to lead, excel, and serve," says Accounting intern Marnelli Mangubat.



SUMMER INTERNSHIP. The 2010 summer interns and their mentors are all smiles after the successful culmination program.

Aboitiz Group security heads earn CSP certification

By Bingen Mendezona



GRADUATES. (from left) Maj Marcelo Go, Noel Maglasang, Aris Templado, Edwin Bueno, Bingen Mendezona and Bernard Mamuad

Security heads of Aboitiz Group companies recently completed the certification for security professionals (CSP) program given by the Philippine Society for Industrial Security, Inc. (PSIS).

The CSP is a program for professional security practitioners that reviews and tests 11 competencies practiced by a security professional, including the ability to conduct a security survey.

Those who completed the CSP program were Edwin Bueno, security manager of APRI; Marcelo Go, CIPDI security manager; Noel Maglasang, Mactan EnerZone security officer; Bernard Mamuad and Aris Templado of Executive Protection; Jessie Garcia of THICI; and Bingen Mendezona, VP for AEV Security.

Representatives from other Cebu-based establishments and from the Philippine National Police also attended the program.

Mendezona said he is recommending the course not only to Aboitiz Group security practitioners, but to everyone involved in Safety and Human Resource.

"It is an excellent enhancer of one's skills needed in developing and handling security and safety programs. The course provides the individual with tools to assist them in making the right security decisions, which are contributory to the total business success," he added.

The PSIS is the Philippines' largest organization of security professionals.

AEV, AboitizPower elect new independent directors

AEV and AboitizPower have added a third independent director to their respective Boards.

Stephen CuUnjieng and Jakob Disch are the newly elected independent directors for AEV and AboitizPower, respectively.

CuUnjieng has a long and extensive experience in investment banking with a number of major international investment banks. He has led several high profile transactions in the Philippines and Asia and has won seven Deals of the Year awards since 2005. He is currently senior adviser to Evercore Partners and Consultant to Macquarie Capital. He is also adviser to the Board of SM Investments Corporation as well as director of Manila North Tollways Corporation.

Disch is the chairman, chief executive officer and founder of Convergence GmbH,

an energy consulting and trading firm located in Wintherthur, Switzerland. He gained extensive experience in the energy business from serving in various capacities in the ABB group of companies, among others as president for Global Responsibility of ABB Enertech Ltd.; EVP of Power Generation and member of the Asia Pacific Regional Management of ABB Asia Pacific Ltd.; chairman of the board of ABB India and Singapore; president of ABB Power Generation Sdn. Bhd in Malaysia; and VP for Marketing, Sales and Project Management of ABB Kraftwerke AG of Baden, Germany.



Stephen CuUnjieng



Jakob Disch

Disch takes over the seat vacated by the late Ernesto Aboitiz.

CuUnjieng joins independent directors Jose Vitug and Roberto Romulo in the AEV Board while Disch's fellow independent directors in AboitizPower are Jose Facundo and Romeo Bernardo.

TRANSFERS



Thomas Sliman Jr.
VP for Business Development,
AboitizPower

Thomas "Tommy" Sliman Jr. is based in the AEV-Makati office and reports to FVP-Business Development Raymond Cunningham.

Prior to joining AboitizPower, Sliman was EVP for Operations of Mirant Corporation, handling the overall operations of all of Mirant's generating assets.

He also served as consultant for AboitizPower in Manila during the bidding proposals for the administration of the Pagbilao and Sual Power Stations.

He graduated with a degree in BS Electrical Engineering from the Mississippi State University, USA.



Jhoanna Kate Alconga
Cleanergy Brand/
Marketing Officer,
AboitizPower

Kate joins the AboitizPower Brand Team as Cleanergy Brand Officer.

Prior to AboitizPower, she was the Corporate Communications Specialist of Aboitiz Transport System. Kate is a BS Information Technology graduate of the University of Asia and the Pacific.

Nemeley Jabla
Market Analyst,
AboitizPower



Nems used to be an HR Assistant of APRI before joining the Trading Team. She is a BS Mathematics graduate of the Mindanao State University-Iligan Institute of Technology and earned post-graduate units in the same university for her Masters in Business Management.



Fernand Madriñan
Billing & Collection
Specialist, AboitizPower

Fernand was formerly with Team Energy Corp. as Senior Analyst-Treasury & Risk Management before

he joined APRI as Billing & Collection Specialist.

Freddybert Mercado
Billing & Collection
Specialist, AboitizPower



Freddy, a certified public accountant, was formerly the Billing & Collection Specialist of APRI Prior to his employment with Aboitiz, he was the Senior Accountant of APRI's newly acquired MakBan Geothermal Power Plant in Sto. Tomas, Batangas.



Joey Rivera
Billing & Collection
Manager, AboitizPower

Before his transfer Billing and Collection Manager for AP Generation, Joey was previously with the AEV-Audit Team from April 2000. He also used to work as APRI's Billing & Collection manager.

WELCOME TO THE TEAM!



Maria Salve Janagap
Procurement Officer, AESI

Salve earned her Electronics & Communications Engineering degree from Central Philippine University. Before she joined AESI, Salve was connected with NXP Semiconductors as sourcing analyst, handling evaluations of the company's low volume commodity trends and implementing cost-saving activities across sites.



Eva Rivalal
Paralegal, AEV

Eva is a BS Management Accounting graduate of the University of San Carlos and is in her second year of law school at the University of Southern Philippines Foundation.

Your *Inspired by Passion* quote

Three essentials: Know what you're doing. Love what you're doing. Believe in what you're doing.

– Steve Musseau

WELCOME TO THE TEAM!



Armarie Borden
Benefits Associate, AEV

Armarie was a delegate of the 3rd Aboitiz Future Leaders Business Summit in 2008 and a member of the Aboitiz OJT program for Human Resource and Quality. She is a BS Psychology–Industrial Psychology graduate of St. Theresa's College.



Elmira de Vera
HR Specialist,
AboitizPower

Elmira is a BS Economics graduate of the University of the Philippines–Diliman where she also earned units in Law. She used to be the public relations specialist of Matsushita Electric Philippines Corp.



Francis Malilong
Associate General
Counsel, AEV

Francis was connected with Picazo Buyco Tan Fider & Santos Law Offices as Junior Associate. He is a BS Business Economics graduate of University of the Philippines–Diliman, and earned his law degree from the same school. He passed the bar in 2006.

Camille Bullan
Financial Analyst,
AboitizPower



Camille is a fresh graduate of BS Applied Economics and BS Commerce major in Management of Financial Institutions from De La Salle University–Manila and is a certified financial consultant. She joins the AboitizPower Sales & Marketing Team under Jay Gatmaitan and Luis Miguel Aboitiz.

Catherine del Villar
Account Officer,
AboitizPower



Catherine graduated from the Ateneo De Naga University with a bachelor's degree in AB Development Communication. She also holds a master's degree in Resource Management. Before joining AboitizPower, she was OIC–Energy Trading Section Head concurrent Data Analyst of Camarines Sur II Electric Cooperative.

Rina Mañucat,
Paralegal, AEV



Rina graduated from the Polytechnic University of the Philippines where she earned her bachelor's degree in Office Administration. Before joining AEV, she worked with Ortega, Del Castillo, Bacorro Odulio, Calma & Carbonell Law Office as legal secretary.



Cristine Cabatangan
Talent Optimization
Manager, AEV

Cristine used to work as HR manager of Babbleglass Philippines Inc. Prior to which, she was connected with Xlibris Philippines Inc. as Business Planning/Compliance Manager. She is a Mass Communication graduate of St. Theresa's College.



Mailene dela Torre
Junior Lawyer, AEV

Mailene was a Junior Associate at Esquerra & Blanco Law Office. She finished Political Science at the University of the Philippines–Diliman. She also took her Bachelor of Laws in the same school and passed the bar in 2007.



Gina Mae Neis
Paralegal, AEV

Gina was a legislative aide to the vice mayor of Butuan City. She is an AB Political Science graduate of the University of San Carlos.

May Ros Catanduanes
Paralegal, AEV



May graduated from the Polytechnic University of the Philippines with a degree in Office Administration. She used to work as legal secretary at the Ortega, Del Castillo, Bacorro, Odulio, Calma & Carbonell Law Offices.

Michelle Fajardo
Administrative Assistant,
AboitizPower



Michelle finished her BS Computer Programming course at AMA Computer College in Laguna. Before joining AboitizPower, she was the project coordinator of People4People, handling operations, administrative and recruitment responsibilities.

Angela Sanchez
Accounting Clerk,
AboitizPower



Angela graduated cum laude with a degree in BS Commerce major in Management Accounting from the Ateneo de Davao University. She was the Software Application Consultant for Push Technologies Int'l Inc. before joining AboitizPower.



Archimedes D.L.S Cayasa
Account Officer,
AboitizPower

Archie is an Electrical Engineering graduate of the Mapua Institute of. Before joining AboitizPower, he was senior sales engineer of Cummins Sales & Service Phils., Inc. as Senior Sales Engineer, handling sales of diesel electric generator sets and related equipments like synchronizing systems, automatic transfer switch gear, among others.



Jaylene Fornis
Junior Accountant,
AboitizPower

Jaylene was previously connected with San Miguel Food, Inc. as Finance Analyst. She is a magna cum laude BS Accountancy graduate of the University of San Carlos and is a certified public accountant.



Warren Clyde Tompong
Internal Auditor, AEV

Warren was a delegate of the 2nd Aboitiz Future Leaders Business Summit, a trainee of our Aboitiz OJT program for Aboitiz Land Inc. and a Young Minds Academy scholar where he received the Young Minds Academy's Roberto E. Aboitiz Award for Team Excellence. He is a BS Accountancy graduate from the University of San Carlos.

Denise Marie Custodio
Corporate Auditor, AEV



Denise was a member of the Aboitiz OJT program for Treasury Services Group. She is a BS Accountancy graduate of the University of San Carlos and a certified public accountant.

Angelito Lumibao
Associate Auditor, AEV



Lito graduated from the Philippine School of Business Administration with a degree in Bachelor of Science in Accountancy. He is a certified public accountant and a certified internal auditor. He was initially with ATS as Audit Staff 2 and used to work as Cost Accounting Supervisor at Nouveau Mfg., Inc.

Flora Villon
Administration Officer,
AEV



Flora was an Executive Assistant to the CEO at Global Business Power Corp. She is a BS Business Management graduate of the University of the Philippines–Diliman.

Managing your brand through your employees

Don't let your employees be the last to know



“ For a brand to come to life, it must permeate the organization's culture, training, performance and evaluation systems, internal communications, and every employee's responsibilities.

In the Aboitiz Group, employees are acknowledged as the organization's greatest assets. Most, if not all, of the Group's organizational development interventions and quality-focused programs consistently drive home this point.

The same holds true in Branding. It is the employees who translate our organization's strategy into reality, it is they who interact with customers and ultimately define and determine our corporate brand.

The following article from www.brandchannel.com written by Larry Oakner illustrates the role of employees in brand definition and promotion. It emphasizes the importance of strategic internal brand alignment to ensure a brand that resonates with customers, excites and motivates employees, and drives true shareholder value. (Introduction by Paula Ruelan)

As competition heightens and customers become more sophisticated, companies must work harder to secure the fundamental relationships that fuel business growth. Building a distinctive brand is at the heart of long-term relationships between company and customer. Yet, with countless brands in every category, few truly stand out in purchasers' minds. What makes the difference between a ho-hum brand and a truly great one?

Company's employees

Your employees are the critical link between your company and your customer. Your employees must actively deliver your unique brand promise every day, all day. Certainly, many companies champion customer service: McDonald's, Fairmont Hotels, Nordstrom. However, few companies translate their brands successfully into employee behavior. Companies strategize at the highest levels—push the marketing and communication teams to craft customer messages, invest in expensive marketing campaigns—yet employees are often the last to truly understand their company's brand. Companies are learning that their brand stands or falls on the internal relationship with its employees as much as their external promises to customers. Aligning your organization, operations and culture with your brand values can provide competitive advantage. However, it is an incredibly challenging process. For a brand to come to life, it must permeate the organization's culture, training, performance and evaluation systems, internal communications, and every employee's responsibilities.

Sounds good, so how do you do it?

Internal brand alignment uses company-wide communications and employee-focused education to help employees understand and actualize their important and valuable roles in expressing their company's brand and its values

through their behaviors. To succeed, you must recognize the following:

- The individual employee must be the central focus
- Efforts must be endorsed by top levels, embraced by middle management and engaged by all
- On-brand actions must be incorporated into employees duties not added on
- Brand values must be translated into real and practical brand behaviors
- Frequency and consistency of communication and action are the levers of success
- Results must be measurable, qualitatively, with an outcome that is financially quantifiable

Understanding a single brand story motivates employees by helping them understand the company's vision and business strategy from their own perspective. When done well, it optimizes performance by setting a single standard for behavior, resulting in an increase in the level of employee engagement that drives improved customer satisfaction.

Still, many organizations fail at enfranchising their employees in their branding. This is due to three reasons: First, many companies do not differentiate their employee populations. A “sheep dip” approach to internal branding does not acknowledge the different needs of internal employee demographics. Second, actual financial outcomes have been difficult to quantify and substantiate. Employee retention, customer satisfaction and internal brand awareness are seen as “soft” numbers. Lastly—and surprisingly, many organizations are so externally focused on the customer, and the shareholders, that they are pursued above all others, excluding the actual messenger of the brand—the employee!

Success can be quantified

- Fortune magazine's “Most Admired Companies” stock prices appreciated 50% over peers after instituting employee motivation and alignment efforts
- Satisfied employees are on average 30% less likely to leave, saving 1 to 1.5 times annual salary per employee turnover
- Employees with a high level of engagement are 38% more likely to have above-average productivity
- A significant improvement in communication effectiveness is associated with a 29.5% increase in market value

These are great numbers—worthy of pursuit. Perhaps the benefit of internal brand alignment can be summed up in a simple equation:

Engaged, productive
and focused employees



Delighted, loyal customer



Business/shareholder value

The challenge of internal brand alignment is ensuring your employees deliver on the promises your brand makes to the market. And that means making employees the first to know.

Larry Oakner is the Director—Brand Culture at Interbrand. He has spent more than 25 years building brands, positioning companies and managing strategic marketing projects. Through his live brand education workshops, online training projects and internal branding programs, Oakner has taught hundreds of communication professionals, product managers and corporate executives how to bring their brands to life.

BlackBerry Shortcuts



How to maximize the battery life of a new BlackBerry

Now that I'm quite familiar with the BlackBerry (BB) phone, here are some tips to maximize your new BB's battery life. (Note: These tips apply to BB models with Lithium-Ion or Li-Ion batteries)

Li-Ion batteries for BBs do not need any break-in. On models 71xx, 81xx, 83xx, 88xx you will be using a Lithium-Ion battery. These do not require "conditioning" as you might have experienced with other cell phones and batteries.

Lithium batteries LOVE to be fully charged at all times. In regular use, plug it in whenever you have the opportunity. This will also help keep the battery life maxed out for those days you really need long battery life.

If you are constantly starved for battery power, avoid realtime software such as BBTodays software; it uses a lot of battery power.

Is your BB constantly searching for a signal while in an office building or other low-signal area? Searching for a signal will drain a battery quite quickly. If you must conserve the battery, turn the wireless or radio off.

What is running in the background of your BB? There are commonly four to five applications that will ALWAYS be running (Messages, Phone, BBMessenger, Homescreen, and the Browser). There are others such as BeamBerry and MyAlarm which will also run. Make sure that the browser is NOT on an active webpage (say with animated radar or another live webpage such as a news website constantly updating to the current news). Close any other applications that do not need to be running (like the camera or a game).

We hope that the tips that we shared in this issue will make your daily work life a little easier and a little more productive. Until next time! Have a great shift!



The first time I joined Aboitiz, I kept on hearing the word "BlackBerry." At the back of my mind, I always had this thought: "Blackberry? I prefer strawberry or blueberry. They taste better." Despite being a Computer Science graduate, I have to admit I was oblivious to this cutting-edge device. Fact is, IT guys are humans too. We cannot know everything, but we do our best to know what you need to work effectively.

I know there are a lot of BlackBerry users in the Aboitiz Group so here is a quick list of the most common shortcuts for a BlackBerry:

Scrolling horizontally in any screen

Press the Alt key while rolling the trackwheel to scroll horizontally in any screen where you can type or view text.

Exiting menus and screens

Press the Escape button to exit any menu, dialog box or screen.

Moving directly to items

Press the first letter or an item in an options list or menu to move directly to that item.

Finding a contact

Type the first letters of a name, or the initials separated by a space.

Viewing messages and calls

Press the Alt key + O to view outgoing messages. Press the Alt key + I to view incoming messages. Press the Alt key + S to view SMS messages. Press the Alt key + P to view phone call logs. Press the Alt key + V to view voice mail messages.

Checking your Calendar

In the Calendar's Day view, press the Space key to go to the next day. Press the Shift key + the Space key to go to the previous day.

Scrolling through days in the Calendar

In the Calendar's week view, hold the Alt key and roll the trackwheel to scroll horizontally through the days.

Moving up and down pages

Press the Enter key to move down a page in an open message. Press the Alt key + the Enter key to move up a page.

Going to the top or bottom of a list

Press T to go to the top of a list or an open received message. Press B to go to the bottom.

Using accents, symbols, or marks for characters

When typing text, press and hold a letter while rolling the trackwheel to scroll through the

accents, symbols, or marks associated with that character – then release the letter key.

Copying and pasting text

Press the Alt key and click the trackwheel. Roll the trackwheel to select text. To copy the selected text, press the Alt key and click the trackwheel. To paste the selected text, place the cursor in an editable field, and then press the Shift key and click the trackwheel.

Capitalizing letters

Press and hold a letter to capitalize it.

Inserting a full stop

Press the Space key twice to insert a full stop when typing text (the letter following the period will be capitalized automatically).

Inserting "@"

Press the Space key to insert the "@" and "." characters in an Email field.

Turning on the cap-lock mode

Press the Alt key + the Right Shift key to turn on cap-lock mode. Press a Shift key again to turn it off.

Inserting numbers

Press number keys, without using the Alt key, to insert numbers in the Phone, Work, Home, Mobile, PIN and Fax fields.

Replying to the sender

Press R in an open message or in the Messages application to reply to the sender.

Forwarding a message

Press F in an open message or in the Messages application to forward the message.

Replying to all recipients

Press L in an open message or in the Messages application to reply to all recipients.

Reading messages from different dates

Press N to go to the next date on the Messages screen. Press P to go to the previous date and press U to go to the next unread item.



Teaching kids sustainability habits early



For sustainability to take root in our personal lives and our families, let's start teaching children early. You will be surprised at how quickly they latch on to small changes that, even to them, make environmental sense.

"Ate, don't waste water! Save water!"

These were the pleas of my four year-old son, Mateo, directed at his elder sister, Amaya, as the latter had failed to place a bucket under her feet to catch run-off water while taking a shower. Recently, we implemented a rule at home that shower run-off must be collected and then used to water plants. Apparently, the boy took the rule seriously!

In the 1980s, when Spain suffered one of its extended droughts, the Spanish government launched a PR campaign to convince the nation to conserve water. The slogan, in Spanish, was:

"Water: You can afford it but Spain can't."

The idea that the very high cost of water in the community and country, despite its relative cheapness, drove home the point as to the precious and scarce resource that is water. That campaign lasted many years with or without drought. The sheer longevity of the campaign and the ironic slogan left its imprint on an entire nation. Today, domestic water usage in Spain is low compared to its neighboring countries, which is good for a nation with low rainfall and high drought susceptibility.

I recall my daughter, then four years old, trying in vain to reach the light switch in my in-laws' house in Manila because she had always been trained to turn lights off when leaving the room.

In Spain, light switches are placed at a height of one meter to allow children easy access and to train them early to switch lights on and off.

In the Philippines, light switches are installed around 1.5 meters high so children do not get into the habit of switching them on and off until they are 7 or 8 years old. Lowering the location of switches is one little measure that would make our young more responsible early on. It is also aesthetically advantageous since it doesn't get in the way of paintings and frames.

For sustainability to take root in our personal lives and our families, **let's start teaching children early**. You will be surprised at how quickly they latch on to small changes that, even to them, make environmental sense. Repeat and insist and harp until such point that seeing clean and potable water flowing down the drain actually starts to bother them. And that plastic bottles are inferior to recyclable glass and metal vessels. And that paper and cardboard must be collected and recycled.

Learning from the Spanish water conservation PR effort, **do not let up until the message sinks in**. Even when it is the rainy season, insist on being frugal with water usage at home.

Finally, **enable the children to exercise their sustainability**. Place recycling receptacles at home, have the bucket ready for run-off water and make it fun to use. Use reusable water bottles and lower the light switches if you can.





The **Race to Reduce** update

The race to reduce is on the right course. A number of BUs groupwide have submitted their consumptions in energy, water and paper for the Aboitiz Race to Reduce Challenge.

Consumption volumes divided by the number of employees will result in average consumption per employee for each of the three categories. The percentage change from one month to the next will be tracked so that BUs with the highest reduction for the month will be recognized.

Some companies, however, reflect zero volume for water consumption because they tap from deep wells and do not have meters to measure consumption. It is recommended that tanks for deep well sources be retrofitted with gauges to properly measure future water consumptions.

With February as the baseline, results have been computed and plotted for March and April. These are listed in the Race to Reduce Honor Roll to reflect the winning BUs that have ably managed their consumptions and reflected the highest reductions during the given months.

The March achievers were Metaphil (Mandaue office) for energy; SNAP Makati office for water; and Luzon Hydro Corp. (Bakun office) for paper. For April, the achievers for energy were SNAP Makati office, AboitizLand (satellite offices 1 & 2), and Cotabato Light (Sinsuat office).

Special mention go to APRI MakBan and their Sustainability Steward Merly Navarette for consistently being the first to submit the consumption data for the months of March and April.

Mar-April	Business Unit	Reduction Volume
Energy	SNAP	14.41% 48.81 kWh/employee
Water	AboitizLand	17.65% .06 cu.m /employee
Paper	CLPC	82.35% 0.28 reams /employee

Most Collaborative Business Unit (earliest to submit consumption data)

Month	Business Unit	Sustainability Steward
March	APRI MakBan	Merly Navarette
April	APRI MakBan	Merly Navarette

Grab the chance to be in the Aboitiz Race to Reduce Honor Roll. The race will run until September 2010. Continue to conserve energy and water, and save on paper. Aim to win the race!

Race for the Next Gen

Race to Reduce is a race for the next generation to make sure there will be enough resources for them to enjoy. Driven with this passion, the Aboitiz Group will sponsor a Race to Reduce: A Race for the Next Gen with an initial run in Cebu slated this August.

The marathon will cover 3K, 5K, 10K and 21K routes that will pass through the scenic stretch of the South Road Properties in Cebu City. The run will commence at 5 a.m. With the welfare of the next generation in mind, the Aboitiz Group has conceptualized a holistic campaign to protect the integrity of resources and the well-being of the next generation themselves.

A Message from EIA

Dear Team Members.

Firstly, allow me to congratulate all those that made the honor roll.

Secondly, I would like to thank everyone for participating in the Aboitiz Race to Reduce Challenge and for taking it seriously.

We definitely believe that our sustainability initiatives are serious and should be taken as such.

The Aboitiz Way has always been geared towards the long-term good. Sustainability is geared towards the long-term good and maybe more – LONG-TERM SURVIVAL.

Many have this misconception that sustainability results to higher costs. We don't think so. Long term means lower costs; for short term, all it takes is a change in attitude and practices.

I am very glad to see that you all have the right attitude and are willing to change your practices towards conservation and using our limited resources more wisely.

Keep it up.



RACE TO REDUCE HONOR ROLL (March and April 2010)		
Feb-Mar	Business Unit	Reduction Volume
Energy	Metaphil	32.56% 120.11 kWh/employee
Water	SNAP	73.57% 1.03 cu.m/employee
Paper	LHC	56.81% 0.25 reams/employee

