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AboitizLand
made for life

Aboitiz gets ahead
with Google
P. 8

Aboitiz support for
Typhoon Yolanda
survivors continue
P. 15



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EPIRA gaining headway in achieving results—EIA

- However, “it’s not a perfect law.”—EIA
- Right-mix strategy also touted as key to national energy independence

The passage of the Electric Power Industry Reform Act of 2001 or EPIRA has already produced some successes, even if there remains room for improvement, Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer, said recently.

“It’s not a perfect law. I think it probably needs some tweaking—maybe some changes in the implementing rules, but I think we are gaining a lot of headway in achieving the results,” EIA told over 600 local and international delegates at the Philippines Investment Forum at Solaire Resort and Casino last February 19.

EIA was part of the five-man panel “Energy and Power Solutions for the Philippine Archipelago” moderated by William Pesek, Asia Pacific columnist for *Bloomberg View*.

Among its other goals, EPIRA was passed to: enhance the inflow of private capital and broaden the ownership base of the power generation, transmission, and distribution sectors; protect the public interest; and promote the utilization of indigenous and new and renewable energy resources in power generation in order to reduce dependence on imported energy.

“The whole purpose of EPIRA was really to make sure that investments in power will come in the future. I think there’s a lot of concern that this is not being achieved,” EIA explained.

EIA also reiterated the need to adopt a “right-mix” strategy in achieving energy independence for the country.

“As far as energy dependence is concerned, I think clearly it’s a challenge, but we have indigenous sources of energy. I think our challenge, really, is to find that balance of independence and cost,” he said.

AEV, through AboitizPower, has for a long time been developing and harnessing a balanced

mix of energy sources—hydro, geothermal, coal, and diesel plants, as well as base load, peaking, and intermittent plants—to be able to offer adequate and responsible power solutions to its

customers, but at reasonable and competitive rates.

“I think we should have some diversity. We should find the right mix of energy,” EIA said.



EXPERT VIEWS. Erramon I. Aboitiz, AEV President & CEO (far left), thoughtfully answers an audience question during the Energy and Power Solutions for the Philippine Archipelago panel at the Philippines Investment Forum last April, moderated by William Pesek, *Bloomberg View* Asia Pacific columnist.

Aboitiz sells stake in Abojeb, completes exit from transport

- PTC Holdings, three other firms buy AEV's Abojeb stake for \$8.3M
- "The very special relationship and friendship we have built with the Jebsen family will not end with this divestment."--EIA

Last February 12, Aboitiz Equity Ventures, Inc. (AEV) completed the sale of its stake in the Abojeb Group, completing AEV's divestment of all shipping and shipping-related businesses that begun with the sale of Aboitiz Transport System Corporation in 2010.

AEV's stake was acquired by PTC Holdings Corporation, Behike Holdings, Inc., Valdicava Holdings, Inc., and Jebsen Invest A.S. for \$8.3 million.

"Aboitiz's joint-venture with the Jebsens Group has been a very fruitful and enjoyable partnership, spanning over 30 years. The very special relationship and friendship we have built with the Jebsen family will not end with this divestment," Erramon I. Aboitiz, AEV President & Chief Executive Officer said.

PTC Holdings is a local pioneer in integrated crew management. Its competency is in the manpower business.



SALE AWAY. The sale of the Abojeb Group was signed and witness by Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer (CEO); Endika Aboitiz, AboitizPower Vice Chairman; Stephen G. Paradies, AEV Chief Financial Officer; Sabin Aboitiz, Pilmico Foods Corporation President and CEO, and Antonio R. Moraza, AboitizPower Generation Group Chief Operating Officer, and other representatives of PTC Holdings.

"We want to ensure that our businesses end up with the right owners who will continue to add value to all their stakeholders. I am confident

that the Abojeb Group and its team members will be under good hands as it pursues its growth strategies here and abroad," EIA added.

Aboitiz rolls out student programs for 2014

The Aboitiz Group unveiled its student program line-up for 2014 in a simple luncheon with various school and university representatives nationwide last February 19 at Makati Shangri-La, Makati City.

The event, an annual celebration of the company's partnership with the academe, marks the roll out of the company's student-focused activities under its "Future Talents Program", which include the annual Aboitiz Future Leaders Business Summit (AFLBS), the curriculum-based On-the-Job Training, and the Aboitiz College Scholarship Program (ACSP).

Aboitiz Group Senior Vice President and Chief Human Resource Officer Txabi Aboitiz said the company's student programs have been

developed to help the country's future leaders establish careers that would eventually aid the country's progress.

"It's not only about preparing them for the corporate world. By forging the leaders of today,

we are guaranteed with a better tomorrow," he said, referring to the country's "best and the brightest"--working scholars, varsity and athletes, honor students, and organization leaders who participate in the annual AFLBS.



STRENGTHENING EDUCATION TIES. AEV HRQ met and engaged with 37 members of the academe last February, unveiling the Group's student program lineup for 2014.

Corporate Center

AIMS policy launched to streamline resources across Aboitiz teams

- **“New AIMS system will make us see more clearly our interrelatedness and interdependence”–EIA**
- **Upcoming team audits will calibrate AIMS compliance towards ISO 9001 (QMS) certification later in the year**

The new Aboitiz Integrated Management System (AIMS) was activated through a joint official launch at both Taguig and Cebu corporate center sites last February 27.

In his speech, President & CEO Erramon I. Aboitiz (EIA) illustrated that the macro-level significance of having an integrated management system is it goes in line with the team's core values of Innovation and Teamwork.

“Working towards an integrated management system will make us see more clearly the interrelatedness of the different teams' processes and interdependence we have on each other,” he explained

Mikel A. Aboitiz (MAA), AIMS Steering Committee Chairman, explained that the strategy has been developed to optimize the use of resources, processes, and procedures in the implementation of both the ISMS (Information Security Management System) and QMS (Quality Management System), which were created in 2007 and 2011, respectively.

ISMS sought to protect the confidentiality, integrity, and availability of company information while QMS was applied to ensure documentation and improvement of processes across the Corporate Service Units (CSUs).

Moving forward, Chief Technology Officer Hoton C. Elicaño, AIMS Operating Committee Chairman, revealed that a series of next steps in support of the program will be conducted in the coming months.

The first, which started in March, is cascading AIMS to all team members and team leaders to provide an overview of each one's role in the program.

Second is documentation and implementation of established processes and further training for the respective teams' AIMS Champions and document and record controllers.

Lastly, there will be a series of inter-team audits to gauge everyone's compliance to the AIMS program and determine organizational readiness for ISO 9001 (QMS) Certification, which is targeted in the third quarter of the year.

AEV Data Centers are ISO 27001 Certified

In line with the AIMS launching, the event also included the awarding of ISO/ IEC 27001:2005 (Information Security Management Systems Standard) certifications to AEV Data Centers in Cebu and Taguig.

TÜV Rheinland, an international certifying body based in Cologne, Germany, granted the certification a mere month after a 3-day certification audit last December 18–20, 2013. Audit findings and results showed zero non-conformities to the requirements of the standard and only identified a few areas for improvement. This is a feat very difficult to achieve unless the practitioners fully understood and appreciated the controls rather than just documenting the processes.

TÜV Rheinland Philippines's representatives handed over the certificates to EIA, Elicaño and Jojo Sitoy in Taguig and MAA and Paulo Quinto in Cebu.



AIMS AND GOALS. TÜV Rheinland Philippines representatives award the ISO 27001 certificates of AEV Data Centers to EIA, Hoton Elicaño, and Jojo Sitoy in Taguig and MAA and Paulo Quinto in Cebu.

Corporate Center

Brokers, bankers toasted at annual cocktail events

- “We have always held your views on the Aboitiz Group in high regard.”—EIA to Aboitiz’s brokers
- “We in Aboitiz give premium to the relationships we forge, including those that we have built and fostered with you, no less.”—EIA to Aboitiz’s banking partners



The Aboitiz Group always knows how to value its partners in the financial industry.

Fifty-two representatives of brokerages that cover the Aboitiz Group joined Aboitiz team members last January 9 at Sala Restaurant in Makati City for an evening of good food, drinks, and company at the annual Aboitiz Brokers’ Night.

“Thank you for keeping us on top of mind in your activities; for the linkages, both old and new, that you have provided us with the investor community; for welcoming us to your conferences; and for your in-depth research about our public companies. We have always held your views on the Aboitiz Group in high regard,” Erramon I. Aboitiz (EIA), AEV President

and Chief Executive Officer (CEO), told the brokers at the event.

There was a pleasant mood among guests as they shared an evening with respected colleagues.

“The Brokers Night is a great way to start the year where you get to see old friends and meet new people from the industry in a very relaxing and enjoyable atmosphere,” said Conrado “Dino” Bate, COL Financial Group, Inc. President and CEO.

Meanwhile, bankers were the toast of the night at the 5th Aboitiz Bankers’ Appreciation Night last March 6, held at the Manila Polo Club.

“We in Aboitiz give premium to the relationships we forge, including those that

we have built and fostered with you, no less,” EIA said, citing Therma South’s P24-billion project finance loan and AEV’s first-ever P8-billion retail bonds as the company’s banking highlights in 2013.

“As always, we want to take this opportunity to specially thank all of you for working with us in our various transactions...we look forward to many more such ‘trail-blazing’ transactions,” EIA added.

The Bankers’ Appreciation Night, hosted by AEV Group Treasurer Gabby T. Mañalac, featured bankers creatively introducing their colleagues’ respective institutions. Each bank received a plaque of appreciation made from recycled wood from the MakBan Geothermal Plant.

Corporate Center

Aboitiz gets ahead with Google

- Google move “another example of our thrust to bring in best-in-class processes and systems to our workplace” (EIA), “practically practically eliminates the challenges of being geographically apart.” (Hoton Elicaño)
- Team members will now enjoy the benefits of Google Mail and Calendar

The Aboitiz Group took a big leap last March with its shift to Google, the company's new email and calendar client, from the present Lotus Notes.

“Our move to adopt Google is another example of our thrust to bring in best-in-class processes and systems to our workplace, supporting our strategic initiative of execution excellence in everything we do, enhance the value we deliver to our stakeholders, and sharpening our competitive edge wherever possible,” Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer, told Manila and Cebu team members via video conference in Taguig City.

During the launch ceremony Google Enterprise Country Manager Kristof Vos handed a Google symbol—an oversized Google Mail icon—to EIA and Hoton Elicaño, AEV Chief Technology Officer.

The Aboitiz Group has been using Lotus Notes for over two decades before the shift to Google, growing from an initial 100 users to over 3,000 users at present.

“The legacy Lotus Notes platform did not allow us to maximize the use of certain technology advancements such as mobile phones, tablets, newer online web services, to name a few. Once fully on the Google platform which includes Google Apps, we will be transforming the way we do our work from emails and chats to real-time collaboration on documents,” Elicaño said in an interview.

“This is almost perfect timing for the corporate move from Cebu to Manila in that the way we work and collaborate practically eliminates the challenges of being geographically apart,” he added.

Following the ceremony launch team members were treated to Google-themed cupcakes and cookies from Pilmico and had a chance to have their pictures taken at a Google-themed photo booth.



Get ahead,
get **Google**

Aboitiz Has Gone Google

Check out the benefits of Google Apps:



Greater storage capacity

Gmail has room for up to 20 years of email



Instant connectivity

Gmail has built-in chat so colleagues are just a click away



Better mobility

Google apps helps you stay in touch anytime, any place, and anywhere



Shared productivity

Collaborate with colleagues anytime, any place, and anywhere

Corporate Center



UnionBank, Davao Light, and AEV lead in Groupwide Team Awards

Union Bank of the Philippines, Davao Light & Power Co., Inc., and Aboitiz Equity Ventures, Inc. were big winners at the Groupwide Inspired by Passion Team Awards held last December 2013.

The Groupwide Team Awards, launched in 2012, recognizes exemplary team projects across the Aboitiz Group.

For an entry to qualify in the Groupwide Team Awards, a participating business unit must have its own local Team Awards in place and the entry must be a winning project from the previous year.

Congratulations to last year's winners!



Driven to Lead ICTSI Community Card by UnionBank

UnionBank offered this unique and convenient payment solution for International Container Terminal Services, Inc. (ICTSI) and its clients. Before, ICTSI clients had to bring large sums of cash in order to pay for the release of their cargo. This type of payment system is prone to theft and other safety risks. UnionBank's Community Card allowed these payment transactions to be done online—cashless and convenient. By putting up payment kiosks at ICTSI and issuing debit cards to clients, ICTSI clients may now transfer payments from their accounts to ICTSI and complete payment transactions in no time.

Driven to Excel IPOD 4S by Davao Light

The IPOD 4S is a new and improved method of centralized dispatching of field orders maximizing the use of Davao Light's Customer Care & Billing system 24 hours a day. IPOD 4S was able to address the multi-location setup of Davao Light's customer services without the need for additional manpower. Transmittals are done online and job order assignments are completed quickly and accurately. With its savings of P2.8 million, the IPOD 4S has proven to be a paperless and centralized method of dispatching teams to address customers' electrical problems faster and more efficiently.



Driven to Serve – Customer Focused Project Squirrel by AEV LEX

In 2011, AEV LEX successfully negotiated the sale of FBMA Marine, Inc.'s assets to world-renowned Australian shipbuilding conglomerate, Austal Philippines Pty., Ltd. for \$7 million. Despite the challenging time constraints, the team managed to achieve its objectives: (1) sell the assets with a tax savings of P77 million; (2) secure a 25-year lease for Cebu Industrial Park Developers, Inc. equivalent to P750,000 per annum; (3) acquire P240-million construction contracts for Metaphil; and (4) save on external lawyers' fees and speedily resolve issues arising during the negotiation.



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Don Ramon Aboitiz Award of Excellence

Manny Rubio (2012 Awardee)

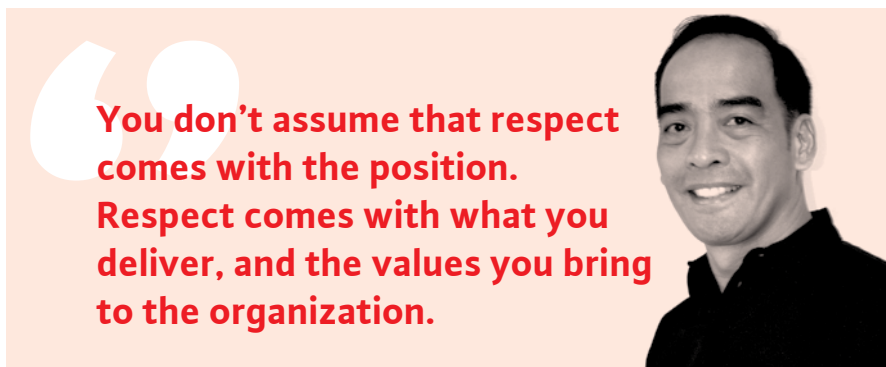
In more ways than one, Emmanuel “Manny” V. Rubio mirrors the water resource that powers the hydroelectric portfolio of the SN Aboitiz Power (SNAP) Group, of which he is President and Chief Executive Officer. Cool, calm, and collected—but also energetic, dedicated, and intensely involved.

Just consider how he views the Don Ramon Aboitiz Award of Excellence (DRAAE), which he won in 2012.

“Personally, it’s really an honor to be recognized and given this award. It’s a confirmation that I’ve worked for the right organization. More important, it’s an affirmation of what we are as an organization (SNAP),” Rubio said in an interview.

Currently, SNAP operates the Magat, Ambuklao, and Binga dams, which were all previously government-owned, and Rubio is proud of the successful privatization model that began with Magat.

Despite a lengthy resume that dates back to the 1990s, Rubio remains well grounded in



You don’t assume that respect comes with the position. Respect comes with what you deliver, and the values you bring to the organization.

his priorities.

“You don’t assume that respect comes with the position. Respect comes with what you deliver, and the values you bring to the organization,” he emphasized. “The definition of work-life balance is very dynamic. There is work-life balance when you can prioritize what is important to you.”

When it comes to the DRAAE, Rubio urges team members not just to aspire for the award just as he did when he started out with Aboitiz,

but to really strive for it. Truly an action man at heart.

“To me, if you don’t aim for it, it won’t happen. Dapat nalalasahan mo. If you can taste it, it’s going to happen,” he declared.

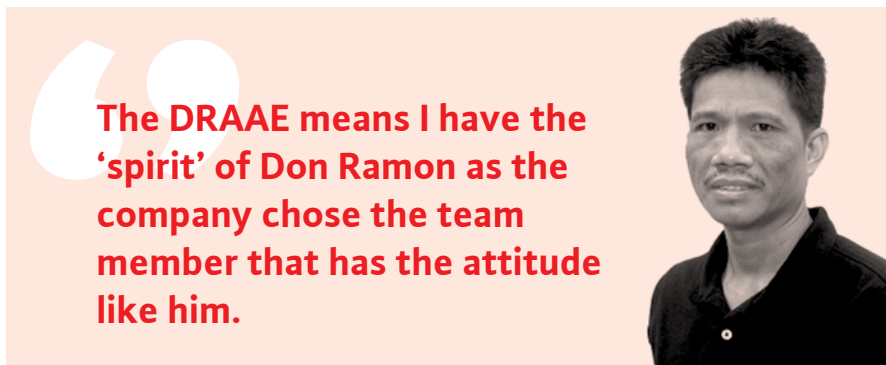
“And as far as I’m concerned, anyone in this organization is a candidate. Anyone who has the aspirations and the dream to become a DRAAE awardee will be able to achieve that,” he said.

“It’s something that’s realistic for everyone as long as you do your work well.”

Nestor Perez (2013 Awardee)

Longevity on the job is one achievement to make; making an impact during your tenure is another. Someone who exemplifies both seems to be Nestor Perez, last year’s DRAAE (Don Ramon Aboitiz Award of Excellence) awardee and the first team member to win the award since 2000.

Perez is a registered Mechanical Engineer and is one of Cebu Private Power Corporation’s (CPPC’s) several Control Room Operators. But what sets him apart from the others is a special



The DRAAE means I have the ‘spirit’ of Don Ramon as the company chose the team member that has the attitude like him.

Corporate Center

degree of dedication he has applied to his job.

"I have been working with CPPC for 15 years. I started as an Engine Room Operator for 11 years and now almost five years as a Control Room Operator," Perez shared in an interview.

"The most valuable lessons that I have learned in CPPC are to be hardworking, humble, and to be a consistent role model," Perez, who has a spotless attendance record, added.

As a Control Room Operator, Perez is responsible for the hourly operation of the company's diesel engines as per loading schedule. He also monitors and identifies the condition of the engine's running units, among other duties.

"I did not expect to win the DRAAE, and I also did not know that I was nominated by my co-team members and supervisors. I feel very happy to win [it] because this is one of the biggest awards given by the Aboitiz Group," he said.

The DRAAE means a lot to him as a team member because it reflects the corporate values the company promotes, and which he tries to embody.

"The DRAAE means I have the 'spirit' of Don Ramon as the company chose the team member

that has the attitude like him. It helps me in my job because as an awardee other business units of Aboitiz will know about me, and maybe also learn lessons like I did," Perez said.

Perez has been described by his colleagues and superiors alike as a "role model" and a "mentor" who is immensely dedicated to his work. In 2007, without a second thought to his own personal safety, Perez stopped an over-speeding engine by manually shutting down the fuel supply when the emergency stop procedures failed, preventing a plant catastrophe.

Despite being a DRAAE awardee, Perez still maintains a work-life balance at home, which he shares with his four school-aged sons. His wife, Jezebel, has been working as a caregiver in Malaysia for nearly a year now.

So, how did Perez win last year's DRAAE award? Nothing but good old toil and sweat, he said.

"My advice to team members who are also aspiring to be DRAAE awardees is to be consistent on your job and performance. Keep up the good work; maybe someday, you can also be the next DRAAE awardee."

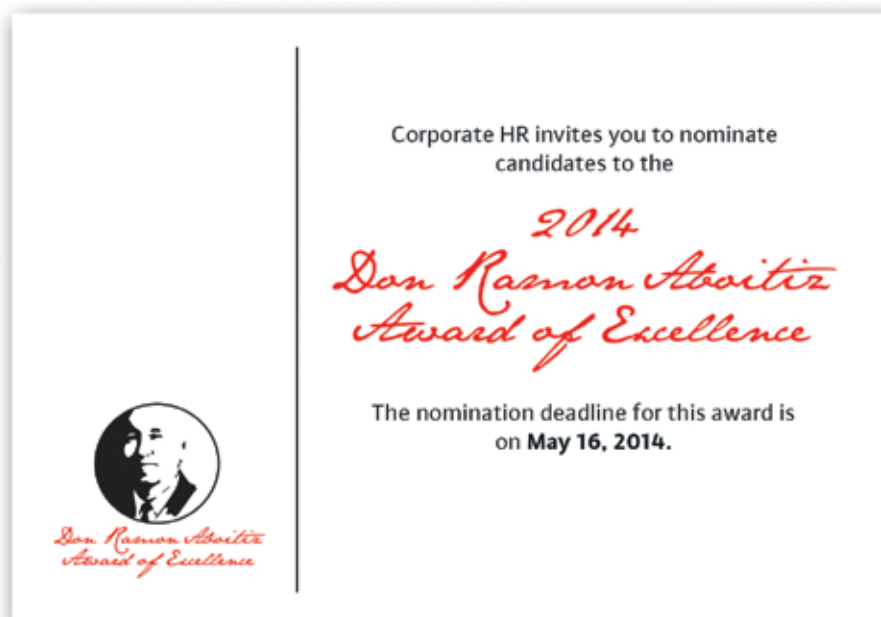
The Don Ramon Aboitiz Award of Excellence

Objective

Through the DRAAE award program, Corporate HR aims to recognize leading individuals across the Aboitiz Group whose achievements truly reflect Don Ramon's legacy of hard work, integrity, and civic responsibility, serving as an inspiration to present and future leaders.

A DRAAE awardee:

- Consistently demonstrates the corporate brand essence of "Passion for Better Ways" by having a track record of relentless pursuit for excellence and innovation;
- Has consistently espoused and acts according to the company's core values of integrity, teamwork, innovation and responsibility;
- Has made a strong and positive impact on the various stakeholders in the Aboitiz Group—management, team members, peers, customers, and investors;
- Has performed beyond the regular call of duty;
- Possesses strong leadership qualities—delivers the desired business results through effective leadership attributes of being collaborative, knowledge-seeking and enthusiastically seeking new opportunities and innovative ideas;
- Is emulated by others to as a role model; inspires and helps other to be Driven-- Driven to Lead, Driven to Excel and Driven to Serve.



To nominate a deserving team leader or team member, visit the DRAAE Portal at <http://draae.aboitiz.com>.

The Aboitiz Honor Roll

A new Aboitiz Eyes section recognizing BU and team member awards across the Group

These awards and the other recognitions given to our other business units are our inspiration that drives us even further to lead, to excel and to serve.

– Erramon I. Aboitiz
AEV President & CEO

AP Renewables, Inc.

- Department of Environment and Natural Resources Philippine Environment Partnership Program (DENR PEPP) Track 1 Award

Davao Light & Power Co., Inc.

- Labor Management Cooperation (LMC) Special Award in Unique Strategic Partnership

Hedcor, Inc.

- Outstanding LMC Award for Industrial Peace
- DENR PEPP Track 1 Award

Hedcor Sibulan, Inc.

- DENR PEPP Track 1 Award

Subic EnerZone Corporation

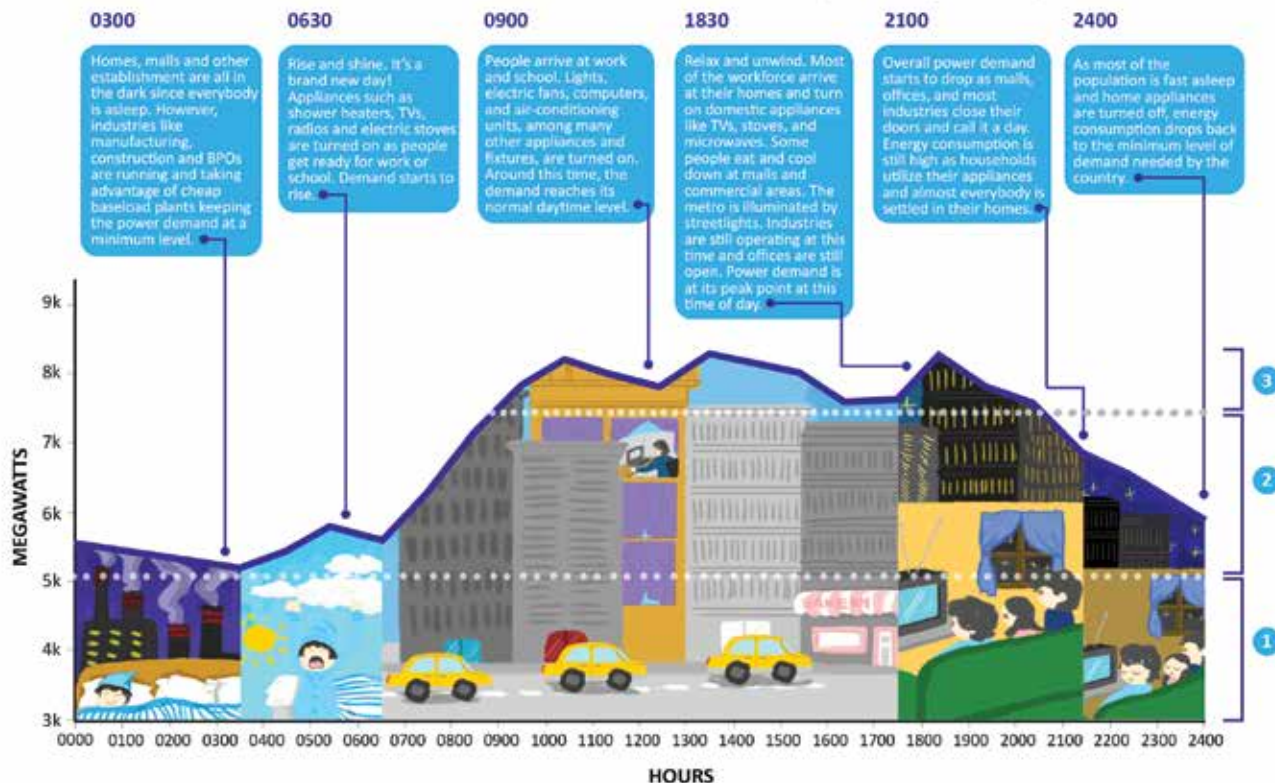
- Subic Bay Workforce Development Foundation, Inc. Good Corporate Governance Award
- Ten Outstanding Freeport Workers of Subic Bay (Justin Jay Navarro, SEZ Engineering Group Manager)



Did You Know?

24HOURS with AboitizPower

Did You Know that our collective daily activities result in the rise and fall of power demand depending on our consumption of electricity? The different types of power demand are baseload, intermediate and peaking. Energy sources such as coal, geothermal, natural gas, oil and hydropower are utilized to address the varying power demands. Find out how AboitizPower sustains the country with reliable and reasonable power throughout the day.



Did you know?

Did you know that AboitizPower employs a right mix of renewable and non-renewable energy sources to supply power to meet baseload, intermediate, and peaking demands?

With our current attributable capacity of 2,232 MW, we continue to explore and build new power plants across the country to satisfy the growing power demand. By 2017, AboitizPower aims to deliver an additional capacity of 1,209 MW to the country through its various hydropower (intermediate and peaking) and coal-fired (baseload) plant projects.

Our Vision: A Better Future

We consider it our responsibility to provide reliable and ample power supply when needed, ensure that the supply of electricity is provided at a reasonable and competitive price, and we accomplish the first two duties with the least adverse effect on our environment and communities.



1 Baseload demand



It is the minimum level of electricity demand required on a continuous basis in a 24-hour timespan. It is used to power industrial processes, and essential services such as traffic lights and hospitals. Baseload plants operate almost ceaselessly to produce reliable and cost-efficient power at all times. Ideal baseload plants are coal, geothermal, nuclear and natural gas plant.

AboitizPower provides cheap and reliable power through its Pagbilao coal-fired plant operated by Therma Luzon, Inc. and Tiwi-MakBan geothermal plants of AP Renewables, Inc.

2 Intermediate demand



The varying level of demand in the course of a day that ranges between baseload and peak demands. Intermediate plants are efficient in supplementing the baseload demand at times of elevated load demand. Hydropower plants and combined-cycle natural gas plants are ideal for intermediate demand.

Hedcor's run-of-river plants in Benguet, Bakun, Davao and Sibulan provide reliable power by harnessing the potential energy of our water resources.

3 Peaking demand



It is the maximum load of electricity demand during a specified period of time. Peaking plants boost power supply at times of high-energy consumption. Most of these plants are on stand-by and are expensive to operate due to their fuel cost. Oil-fired and some hydro plants are ideal to supply peak requirements of the grid.

SN Aboitiz Power's large hydro plants in Magat, Ambuklao, and Binga are mostly used for an additional boost of power from water reservoirs.

AboitizPower's oil-fired barges operated by Therma Mobile, Inc. in Navotas and Therma Marine, Inc. in both Nasipit and Maco are always ready whenever the country needs extra power supply throughout the day.

AboitizPower ManCon 2014 focuses on sharpening competitive edge

- AboitizPower must continue to set itself apart from the crowd even with its status as industry leader
- Doing things smarter, providing customer value to earn trust, and willingness to take on risks are some key measures

“What has become clearer and clearer is that there is no such thing as ‘business as usual,’” said AboitizPower President and CEO Erramon I. Aboitiz as he addressed senior team leaders at the 2014 AboitizPower Management Conference.

EIA stressed that amid heightened stakeholder awareness, regulatory and legislative scrutiny, and growing competition, the company must continue to set itself apart from the crowd even with its status as a leader in the power industry.

“It is imperative that we do things smarter, that we differentiate ourselves from our

competitors, that we provide value to our customers and earn their trust, that we grow ahead of their needs, that we take on more market and financial risk, that we do this in a responsible and environmentally-friendly manner,” he explained as he opened the day-long convention held at The Mind Museum in Taguig City last January 17.

With the theme of “Sharpening Our Competitive Edge”, senior team leaders from each of AboitizPower’s divisions took turns to report on different areas of operations and present both immediate and long-term plans

in building on present achievement.

Guest speaker Tonci Bakovic, Chief Energy Specialist at the International Finance Corporation (IFC), gave a keynote presentation, which offered a comparative model of how different countries are managing the power industry.

The annual AboitizPower Management Conference starts off each year as a venue for review and dissemination of the company’s strategies, direction, and initiatives. The main objective is to establish common understanding of the company’s goals that lay ahead and how these can be attained.



IRON SHARPENS IRON. AboitizPower senior team leaders converge to review the past year and chart out its course for 2014 as well as long-term development plans under the theme of “Sharpening Our Competitive Edge”.



AboitizPower ManCon 2014 Recap

By Endika Aboitiz, Jr.

Firstly, I extend my apologies to all of you for not being at the 2014 AboitizPower Management Conference. I have reviewed the presentations and I owe you all a close. So, albeit unconventional, here is a summary with my comments in lieu of a close.

Secondly, on behalf of both your AEV and AboitizPower Boards, we thank all the organizers, the presenters and the attendees. Every year we have more and more competence from a group of people who know this business better and better every day. Of course, we have to be better because we know what is behind us—lots of competitors. We know what is ahead of us—lots of competition. We welcome both because they will make sure we keep to our Vision—a better future, our Mission—to find better solution, and our Responsibilities, which are to provide reliable and ample power when needed, to ensure that the supply of electricity is provided at a reasonable and competitive price, and to do so at the least possible adverse effects on the environment and on communities. These are serious responsibilities as soon as a fifth of a nation over 100 million people depends on us to be true to our word.

Ramon Aboitiz put nothing ahead of his word, without which one had nothing.

EIA'S OPENING

Montxu's opening is particularly well done. He summarizes history for those who are new with us and gives a reminder for those of us who have been there longer. We have come a very long way from the EO 215 President Cory

Aquino issued in 1987. Ernesto Aboitiz was president of the National Power Corporation and he had great influence in this structural change, an all so important policy, 180-degree shift. We need rolling 8- to 10-hour brownouts to drive this change. Unfortunately, we need crisis to achieve these shifts. Eventually, the Electric Power Industry Reform Act of 2001 (EPIRA) was signed into law by President Arroyo. This reform, with the many that followed over every administration since then, has been forward-moving reforms and a no-reversal all-important policy. The two major reforms were the actual privatization of national power and the expanded VAT law. These two structural reforms have made all the difference in the world. In between, we liberalized telecommunications and transportation and privatized expressways and water in Metro Manila. Again, this made all the difference in the world to our two major economic drivers – overseas workers and call centers. Without the above reforms the former would have grow tepidly and the latter not at all.

Then came further modernization such as WESM (Wholesale Electricity Spot Market), PBR (Performance Based Rate), and Open Access.

Was EPIRA a success? It was a savior. Just think of power, water, telecom, expressways in monopolistic hands be their public or private! Mama mia! I shudder to think where the peso would be and the unrest the resulting unemployment would create. We would not be able to import wine freely as it was before and we would have to drink rum cokes—not that we did not enjoy that. Our market capitalization

would be the same but with many zeros less.

Chance favors the prepared and we were prepared. We went public, we raised capital and we believe in the change to come. We were bold and decisive. We mustered our internal cohesion and we took the leap. That paid off handsomely. We did this when many were still disoriented for many reasons. Our profits increased slightly from .745 billion to 25 billion. Not bad for a small outfit from Baybay, Leyte.

What are we doing now? We are refining. We are evolving. We are building. We know that those windfalls, which we earned by being prepared, have to be leveraged by being better and better at building instead of buying. Our contracts are being lengthened and increased in relative terms as we build sales in absolute terms.

While we were doing that, we also built up our distribution capacity then our regulatory team helped influence PBR.

Montxu, after explaining the past, went into the future.

We have more competition. There are delays but more plants from more players are clearly coming. You heard of who these players are. They are serious people. They are going to be more and more competent. The present shortage is headed towards becoming a glut. We are working hard to contract as much as we can to ride that glut. There is much to contract as we expand our capacity by 2,100 MW, of which 1,200 will come over the next four years. Our market share will increase from 4% in 2001 to 21% in 2020. That is, 21% of 16.4 trillion

Power

“What are we doing now? We are refining. We are evolving. We are building. We know that those windfalls, which we earned by being prepared, have to be leveraged by being better and better at building instead of buying.”

MW from 4% of 6.8 trillion MW—relative and absolute jumps. This is taking us from being a multiple fuel producer to a predominantly coal multiple fuel producer or electric power. Our market share in Mindanao will dance around limits.

Montxu summarized our strategies.

1. Maximize profitability through simple old-fashioned efficiency.
2. The regulatory people need influencing.
3. Open Access customers must be retained.
4. Prepare fates for Open Access.
5. Build the team of the future.
6. Increase customer engagement.
7. Be ready for the privatization of electric coops.

And, at any chance, Montxu reviewed our Vision and our Mission. We all need to know where Rome is and what roads lead to her.

TRADING AND MARKETING

Miguel's team asked us three questions:

1. How is competition affecting your area?
2. How are you planning to differentiate yourself from competition?
3. What are your 2014 Strategic Initiatives?

What did they stress for question #1? Competition.

From 2014 to 2017, climate, reliability of plants old and new, and Malampaya will affect supply. On the demand side, Meralco dominates Luzon's demand. Contestables are 30% of that Luzon demand. Meralco is not sympathetic to Open Access. Some of our competitors chose to avoid the risk associated with Open Access and contracted their capacity almost en toto to

Meralco. AP chose to allocate some capacity to the future. Mindanao is the land of opportunity and that was laid out in front of you – IMEM (Interim Mindanao Electricity Market), TSI 1 and 2, and our contracts there. The Visayan competitive position was explained stressing on First Gen/EDC and Meralco joining Global Power and Kepco.

Question #2 – Differentiation

We are challenged to ensure security of supply, the changing market rules and the expansion of our competitors. We differentiate ourselves through a diverse and balanced portfolio, our focus on power, our nationwide coverage, and the leadership position we have in the industry to influence policy and regulation. Our roadmap is driven by a proactive, expert, and responsible team that is building long-term relationships in vital industries through operational excellence and innovation.

Question #3 – 2014

1. Mitigating risks through balancing BCQ (Bilateral Contract Quantity) and WESM
2. Pricing competitively through a portfolio versus specific plant supply approach
3. Required margins will drive pricing
4. Our team, its dynamism, and its evergreen qualities – THEY MATTER
5. Continuity and succession through the transfer of knowledge
6. We don't forget those we serve—our CSR

THE REGULATORY GROUP

Chollo and his team are developing patience, patience, and more patience to help the regulatory agencies appreciate our vision of the

future. The future being in regulation and not in price control, the future being in lower rates, through lower WACCs (weighted average cost of capital), through a more stable regulatory environment that attracts capital instead of making it nervous.

Their environment is one where Open Access rules are in development, where public perception is overly driving populist decisions, where PBR is under a magnifying glass, and where each is protecting its own instead of working together to enhance the value of electricity supply and distribution. There are issues on evolving renewable energy sources, IMEM, and PBR.

Rules change and policy-making is their most imminent sculpture.

THE BUSINESS DEVELOPMENT GROUP

Ray and his team re-emphasized competition and how old players and new players are emerging. Our success and that of EPIRA has encouraged investment as it spurred interest. Well, that was the intent. This does not open overnight. The restructuring of an industry takes a generation. More adventurous foreign investors are in and, soon, we will see the less adventurous join the fold. How can EPIRA not be a success when, soon, those with lower WACCs will invest?

Some come with Chinese equipment to lower capital costs, some use media to create the impressions they want, and others offer incentives to customers. EPIRA works! Competition is heating up.

And so, we have to be and will be better. We have the experience, we have the balance sheet, we know the communities and how to

Power

deal with them, and we have a reputation with government.

We are ahead as we are growing capacity ahead of the rest in Luzon, Visayas, and Mindanao with the various projects that were shown you—1, 200 MW in the next four years and 2,000 MW plus through 2020. That is serious stuff. EPIRA is working!

Again, looking forward, we are looking at wind and solar locally and projects internationally. We are long-term players. We invest for the long term. We always have been.

THE FINANCE GROUP

You were shown the numbers – US\$25 B of EBITDA.

Much can be done with this. We will invest a billion USD in capex in 2014 and another billion plus in 2015 and 2016.

You saw where it came from—shares of each fuel group. Today, the cash comes from geo and hydro. Tomorrow, it will come from coal. We have the balance sheet to provide both the equity and source the debt. We are way below our capacity to finance. There are some challenges such as SBLs (Single Borrower's Limit), the interest rate environment changing, bank appetites evolving, et. al.—nothing that our balance sheet cannot handle. What matters most is that we need to find projects without losing the discipline of return in an atmosphere that is increasingly competitive.

AP GENERATION

The cry is to be world class by 2014.

In that cry, what matters most is reliability at the lowest cost. Not low cost but the lowest long-term cost. We are guests in communities. With a couple of dozen plants running 165 engines in 39

sites spread over LuzViMinda, we have to be good guests. We need the government and they need to see us in their interest.

We had 400 people in 2004. Ten years later, in 2014, we will have 1,800 team members that all need to be engaged as a 1% improvement of any sort (from plant availability to savings in coal, shipping, and/or toilet paper) in our cash flow means almost P1.5 million pesos per day to our bottom line.

Our major issues in 2014 are project execution, risk management and business continuity, asset management, the GRSC (geothermal resource sales contract) and Chevron, NGCP (National Grid Corporation of the Philippines), the regulatory challenges, and succession. Succession, however, is not a 2014 issue. It is a daily issue. We need to think of succession in terms of everyone preparing everyone for the changes in people and their responsibilities tomorrow. You will not move forward if your flank is not covered. Any first class professional manager takes pride in what he leaves behind. If there is a wake, you have failed!

Our abilities in the greenfield areas will matter most. Our past was about buying low-hanging fruit. Our future is in the climb. That requires us to source from the best in the world and compare to the best in the world. AND WE WILL!

THE DISTRIBUTION GROUP

Again, in consonance with Aboitiz rhetoric, the team envisions world class. They envision delighted customers. They envision engaged stockholders. How? Through reliability, low cost, and safety. Yes, we repeat this at the risk of sounding tantric. Why? Because it matters greatly to us and to our future.

In 2007, we sold 2,800 GWh of electricity.

In 2013, that number came up to 4,100—the former at 1.27 per kWh and the latter at 1.75. More electricity at a higher rate! Now, we need to protect the price of the latter against regression in thinking.

Open Access is a check and balance on all utilities including us and that is why, again, our vision and mission are so vital to mitigate this risk. We see 50 and 27 contestable customers at the VECO and Davao Light levels. Those are on the menus of many of our competitors. Our rates used to be much lower than most utilities. That is no longer so. That makes our contestables more attractive.

CHIEF ENERGY SPECIALIST TONCI BAKOVIC

We are not alone in encouraging private investment in infrastructure in emerging markets. What smarter governments have realized is that they cannot serve an ever growing middle class and their requirements for refrigerators, cars, and showers by themselves. The task is too daunting. Latin America, Asia, Eastern Europe, Brazil, and India have invested the past 20 years in reforming the power sector. A trillion plus US dollars has been invested in both power and telecom.

Power will be fueled by coal, power to fuel both urbanization and population growth everywhere. Shale is changing things not only in the power sector but geo-politically. Why do you think Iran is open to cozying up the USA? And there is a lot of it all over. Solar is here to stay because it is a complement to gas as a peak shaver, Tonci argues. He presents different models and varying challenges worldwide.

The key message is that privatization is necessary and that our model works.

EPIRA works!

Our abilities in the greenfield areas will matter most. Our past was about buying low-hanging fruit. Our future is in the climb. That requires us to source from the best in the world and compare to the best in the world. AND WE WILL!

Power – Generation

AboitizPower touts renewable portfolio; upholds right-mix strategy in Mindanao

- AboitizPower is now country's biggest renewable energy producer, but...
- "...the most viable solution to ensure we have enough power supply and not affect the growth and development of Mindanao" – AboitizPower's Bobby Orig

An official of Aboitiz Power Corporation recently affirmed the company's right-mix strategy in Mindanao, citing AboitizPower's significant efforts in promoting renewable energy vis a vis the development of clean coal-fired plants to address the country's energy needs.

"If we can, we would like to get all of our supply from renewable power sources but the fact is, there is not enough renewable power sources that can fill the shortfall," Manuel "Bobby" Orig, AboitizPower First Vice President-Mindanao Affairs, told participants of the Impact of Coal Plants on Climate Change forum in Digos City last February.

"Therefore, you have to look for an alternative that is feasible and at the same time will not harm the environment," he said.

The forum, organized by the Cor Jesu College of Law, aimed to induce intelligent discussion over the issue of climate change and of the building of coal power plants by presenting both sides of the issue.

The forum's two speakers were Orig, who explained the strategic importance of coal power in solving the power crisis in Mindanao, and Naderev "Yeb" Saño, Philippine Climate Change Commissioner.

"As you can see with our company's investments, we are doing our best to source out power supply from renewable power sources. In fact, we are the biggest private producer of the renewable power in the country today," Orig said, referring to AboitizPower's strong support for renewable energy over the years.

"[But] we are saying that the most viable solution to ensure we have enough power supply and not affect the growth and development of



COAL ROLE NOTED. Speaking at the Impact of Coal Plants on Climate Change forum in Digos City, Bobby Orig, AboitizPower FVP-Mindanao Affairs, gave a compelling case for the company's right-mix efforts, even as he noted that clean coal should be part of the overall power portfolio. He was joined at the forum by Naderev "Yeb" Saño, Philippine Climate Change Commissioner.

Mindanao is to tap coal power," he noted.

AboitizPower, through Therma South, Inc. is currently building two 150-MW clean coal-fired power plants in Davao City and Davao del Sur

Orig pointed out: "AboitizPower's main interest in building this plant is to help Mindanao avoid the big mistake of the past where it failed to build the power plants needed before the demand for power kicked in. As a consequence Mindanao has for years been suffering from frequent and prolonged brownouts and its growth and development have been severely

affected."

All in all, Orig emphasized that clean coal power should be pursued because it is safe and sustainable.

"There are now technologies that will help you ensure that the health of people and environment will not be affected. In fact we are saying, we are not only making sure, but we are guaranteeing that the coal plant we are putting up will not harm the environment and the health of people. There are modern technologies now that can do that," Orig noted.

Power – Generation

Cleanergy Center a huge hit among schools, more exhibits expected this year

By Mary de Guzman

- As of January 2014, over 3,600 guests have visited the Cleanergy Center
- More exhibits are set to open this year to attract more visitors



DAYS OF LEARNING. Various guests, ranging from students to industry professionals, have flocked to the Cleanergy Center in Laguna, only months after the facility opened to the public.

Since opening its doors to schools and the general public last August 28, 2013, the Cleanergy Center has had about 3,000 visitors with more flocking in every month.

The Cleanergy Center is the only educational facility dedicated to energy education. It features interactive displays, audio-visual exhibits and a tour of a working power plant; located a stone's throw from Manila at the admin compound of AP Renewables, Inc.'s

(APRI) MakBan Geothermal power plant.

Exhibits at the Cleanergy Center entertain and educate through activities such as making your own wind turbine and riding a bicycle to generate power to charge your smartphone.

The Cleanergy Center caters to both the young and the young at heart. As of January 2014, the Center has had 3,604 visitors.

96% of the total visitors were students from as far as Northern Luzon, Visayas, and

Mindanao. Some of these schools were St. Louis University (Baguio), Pamantasan ng Lungsod ng Maynila, and Western Institute of Technology (Iloilo). Other visitors were professionals from the country's power industry.

More visitors are expected to come this year, as the Cleanergy Center will have additional displays to make energy education more exciting.

Hedcor funds P3M to automate oldest hydro plant



UPGRADED FACILITIES: On-duty plant operator shows the newly installed control panel in Talomo Hydro 3 that's undergoing tests to generate power more efficiently. The plant will be fully automated this November.

Hedcor, Inc. invested over P3 million to fully automate and optimize its Talomo Hydro 3 Plant as part of its mission to develop and operate efficient hydropower systems.

Since the project began in January 2013, the company has acquired advanced equipment and carried out a complete rehabilitation of the facility. New Auto Voltage Regulators maintain voltage levels while Hydraulic Pressure Units ensure enough pressure and hydraulic control for breaks. The Programmable Logic Controller (PLC) for the Supervisory Control and Data Acquisition (SCADA), a computer system for gathering and analyzing real-time data, was also improved.

"With this development, we can produce power more efficiently and we can easily track,

monitor, and immediately provide solutions if there are power tripping," Hedcor Vice President for Mindanao Operations Rolando Pacquiao said. "It also aims to extend the life span of the plant. Considering its age, we are optimistic that the Talomo Hydros will still last longer."

Talomo Hydro 3 was constructed in 1959 and was previously owned by the National Power Corporation, is one of Hedcor's pioneer plants. It is part of five cascading hydro plants harnessing the Talomo River in Davao City. The Talomo hydropower plant has a total capacity of 4.47 MW.

In time, the four remaining Talomo Hydro plants will also be automated for easier and efficient operation.

Power – Generation

Hedcor powers up new Banengbeng Substation

By Claren Padinay

Hedcor, Inc. went up a notch in delivering clean, renewable energy as it commissions its new substation in Banengbeng, Sablan. The new substation will ensure uninterruptible transmission and distribution of power to both Benguet Electric Cooperative (BENECO) and National Power Corporation (NPC). It will supply a total of 10 MW of energy generated from its run-of-river hydropower plants Bineng 1, 2, 2B, and 3 in La Trinidad and 8 MW from the Ampohaw plant in Sablan.

The Bineng plants supply about 10,000 kWh of energy to 14 BENECO load centers in Banengbeng. The rest of the generated electricity is coursed through the National Grid Corporation of the Philippines's (NGCP) transmission lines to NPC, which supplies electric cooperatives or other qualified third parties.

The construction of the Banengbeng Substation is part of Hedcor's Quality Improvement Program (QIP) and Operational Risk Management (ORM) program, which proactively seeks permanent solutions to

underlying conditions.

Hedcor's Electrical Department Head, Engr. Benjie Bartolome, explained that the substation was built with the highest features in mind to ensure steady flow of power supply from generating plants to its customers.

The substation's state-of-the-art design of circuit breakers and switches enable disconnection during inevitable electrical faults and emergency situations, thus, preventing damage.

A significant event occurred last year when Bineng and Ampohaw both experienced shutdown due to power transformer problems. Through a root cause analysis, it was found that overloading and aging over 22 years caused



UNINTERRUPTIBLE. The Banengbeng substation's upgraded features ensure steady flow of power supply from generating plants to its customers while state-of-the-art circuit breaker design and switches enable disconnection during inevitable electrical faults and emergency situations and preventing damage.

Ampohaw Substation's transformer failure. With innovation being a core value of AboitizPower, the team decided to seek a permanent solution to prevent further shutdowns.

The Banengbeng Substation is also designed for the planned expansion of Bineng 1 and 2 plants while the existing Ampohaw Substation will become the spare transformer.



LEVEL UP. Hedcor companies honor its suppliers in the annually held "Supplier's Day" where local businessmen mingle with Hedcor officers to discuss new trends, regulations and requirements in the market. Hedcor sees its suppliers as strategic partners in delivering its mission and attaining its vision while chipping in the thriving of local businesses. Hedcor executives Senior Vice President Chris Faenar and Assistant Vice President Dan Rey Faenar together with the Hedcor team poses with the top suppliers who support the company in generating clean and renewable energy for the country. Through strengthening its bond with the local suppliers, Hedcor is positive that the products and services needed are available and addressed on time.

Power – Generation

Hedcor, workers' union strengthen partnership

By Claren Padinay

As testament to Hedcor, Inc.'s advocacy of fairness, equality, and healthy work conditions as well as encouraging social dialogues, the company entered into a three-year Collective Bargaining Agreement (CBA) with Hedcor Employees Union (HEU) last January 21.

"We are happy that we come again to this renewed partnership. It only shows the company's mature relationship with the union," said Rene Ronquillo, Hedcor President and COO.

With negotiations completed in a record two days, the CBA shows Hedcor's openness to the voice of its team members. Such transparency has developed a mutual trust that binds both parties together.

"We come to this mutual understanding where each party's interests were upheld in the highest priority," said Medardo Carpio, union leader at Hedcor's Bineng plants,

The CBA provides for an upgraded annual salary increase and additional rice allowance while maintaining the usual benefits like



STEEL BOND. Rene Ronquillo, Hedcor President and COO, and union officers sign the collective bargaining agreement, which was finished in a record two days.

production and mid-year bonuses, retirement package, and clothing allowance. It is specially designed to meet needs given the increasing cost of living.

Team members are Hedcor's number one asset and the company sets programs to improve each individual's core areas. Social dialogue is one of the underlying factors for the success of the CBA negotiation. Each month,

team members converge to discuss issues, freely raise questions, and recommend measures for improvement.

The union was formed in September 2008 by merging Nothern Bakun Union and Hedcor Employees' Union, adopting the latter's name. Currently, about 156 professional and skilled workers in plants from different municipalities of Benguet comprise the union.

DOLE awards Hedcor Tudaya with 2M Safe Man-Hours

By Claren Padinay and Lloyd Revilla

In recognition of strict compliance to safety policies and procedures, the Department of Labor and Employment – Region IX awarded Hedcor and its contractor, JV Angeles Construction Corporation (JVACC), with Two Million Safe Man-Hours for the construction of Hedcor Tudaya 1 and 2 hydropower plants.

Engr. Yolibelle Aviñante, Senior LEO & Technical Adviser at DOLE-IX, formally acknowledged the exemplary performance of the two companies in an awarding ceremony last January 24 at Hedcor's Astorga Camp in Davao del Sur.

Engr. Servillano Haboc, Hedcor's AVP for Engineering and Construction, and Roberto Majito, JVACC Vice President, accepted a plaque and certificate on behalf of their two companies.

In her speech, Engr. Aviñante said: "I do

believe that each and every one is a material in reaching Two Million Safe Man-Hours or in making an establishment accident free." She further reiterated that manpower is the country's best resource.

DOLE's Zero Accident Program, in collaboration with the Occupational Safety and Health Center (OSHC), ensures the promotion and maintenance of the highest degrees of physical, mental, and social well being of workers in all occupations.

Globally, the International Labor Organization (ILO) estimates that 2.2 million work-related deaths occur annually around the world. In support to DOLE's appeal for zero accidents, Hedcor adheres to the highest standard of safety and has been ISO-certified in Occupational Health and Safety or OHSAS 18001:2007.

Since work on Hedcor's 13.6 MW run-of-river hydropower projects began in July 2012, no lost time accident was recorded, which demonstrates outstanding efforts to provide a safe and healthy working environment.

In its 35 years, Hedcor has built a culture of safety and its value is inculcated in each and every person in the company from day one. A DOLE-approved working Construction Program is, likewise, cascaded to team members and contractors in order to intensify safety practices.

Engr. Aviñante said their agency will include Hedcor in the running for this year's Gawad Kaligtasan at Kalusugan (GKK) award. The company has won the GKK twice before, in 2002 and 2008, while in 2010, it received the GKK Labor Secretary's Award and the Bureau of Working Conditions Safety Milestone Award.

Power – Generation

SNAP to complete Magat refurbishment by mid-2014

- **Magat HEPP is 3rd SNAP power plant to undergo rehab**
- **“We have provided the Luzon grid with practically brand-new power plants.”
—SNAP’s Manny Rubio**

SN Aboitiz Power-Magat, Inc. (SNAP-Magat) is working on the remaining unit of the 360-MW Magat hydroelectric power plant (HEPP) to complete its “half-life” refurbishment by June 2014.

SNAP-Magat has embarked on the project to overhaul its electro-mechanical equipment after more than 25 years of operation.

“In 2011, we restored Ambuklao which has not been running since 1999. Then in 2013, we completed the upgrading of Binga, one of the oldest hydro power plants in the country along with Ambuklao. Now, we are wrapping up Magat’s refurbishment. In a span of almost seven years from when SNAP first took over, we have provided the Luzon grid with practically brand-new power plants,” SNAP President and Chief Executive Officer Emmanuel Rubio said.

Half-life refurbishment is good industry practice to ensure that the power plant facility remains available through out its life span.



ON-TIME UPGRADE. By the middle of the year, SNAP is expected to unveil a new and improved Magat HEPP after five years of refurbishment.

The project also aims to avert operational inefficiencies that usually come with many years in operations.

In 2009 and on the 26th year of Magat in operation, SNAP began the plant’s refurbishment project beginning with Unit 2, which was refurbished the same year. Work on Unit 4 followed in November 2010 and was completed

in 2011. Unit 3 was completed in August 2013.

This is the third plant that SNAP Group has rehabilitated to achieve modern, state-of-the-art level under its thrust of “operational excellence.”

Magat HEPP is located at the border of Isabela and Ifugao. SNAP is a joint venture of SN Power of Norway and AboitizPower.

SNAP to build 7.75-MW plant along irrigation canal

- **Planned run-of-river facility to rise in Isabel and Ifugao**
- **First Greenfield project to be built under SNAP**

The SN Aboitiz Power (SNAP) Group marked its first project under its Greenfield Development Program with the planned development of a 7.75-MW hydroelectric power facility along Maris Main Canal.

Last February, SNAP confirmed that it has secured a renewable energy service contract (RESC) from the Department of Energy at the close of 2013 for the twin facility project.

Under Maris Main Canal 1 Project, a 6-MW hydroelectric power plant will be constructed at the Ramon, Isabela side of the irrigation canal

while a 1.75-MW hydro facility at the Alfonso Lista, Ifugao side will be developed under Maris Main Canal 2 Project. The cost of implementing the project will be determined at the feasibility stage.

Both plants are “run-of-river” facilities that will make use of the same water that will flow through the canal for irrigation requirements.

Maris is one of the irrigation canals that, along with the Magat dam and reservoir as well as three diversion dams, make up the Magat River Integrated Irrigation System (MRIIS).

Magat dam’s primary purpose is for irrigation

of about 85,000 hectares of farmlands in Cagayan Valley. It also provides hydroelectric power through the SNAP-owned 360-MW Magat hydroelectric power plant located at the border of Isabela and Ifugao.

SNAP’s Greenfield development program aims to grow its renewable energy portfolio by looking at potential small and large hydro projects in the Philippines, primarily within its current host communities in North Luzon. It also supports the renewable energy program of the government to ensure security of supply.

Power – Distribution

AboitizPower Distribution Group borrows P3.8B from Landbank

- P2 billion for VECO, P1.5 billion for Cotabato Light, & P0.3 billion for Davao Light
- Amount will go to improvement of AboitizPower DU network assets nationwide



BANKROLLING EXPANSION PLANS. The AboitizPower Distribution Group, represented by its dedicated working team, recently signed a deal with Landbank to borrow a total of P3.8 billion to finance the future expansion plans of VECO, Cotabato Light, and Davao Light.

The AboitizPower Distribution Group (DU) signed last December 2013 a 10-year term loan totaling P3.8 billion with Land Bank of the Philippines (Landbank). The loan structure, in the form of one- to 10-year notes, was deemed a first for Landbank, which was booked at an opportune time when market rates were low.

The loan was broken down into P2 billion for Visayan Electric Co., Inc. (VECO), P1.5 billion for Cotabato Light & Power Co., and P0.3 billion for Davao Light & Power Co., Inc.

Present during the signing were Iker Aboitiz, Aboitiz Equity Ventures, Inc. (AEV) CFO; Ma. Chona Tiu, AboitizPower DU CFO; Manuel Lozano, AboitizPower CFO; Gabriel Mañalac, AEV Treasurer; Atty. Joseph Gonzales, AboitizPower

Assistant Corporate Secretary; and May Penalosa, AEV AVP-Treasury.

The proceeds will go to the improvement of AboitizPower DUs' network assets in order to accommodate the projected increase in the electricity requirement of their franchise areas, keeping in mind a commitment to deliver at the most reasonable cost safe, quality, and reliable electric service.

AboitizPower DU continues to budget for projects the Group's capex program which include network upgrading, replacement of old equipment and assets, and continuous improvements intended to keep system losses at a minimum, as well as IT and other system upgrades to enhance customer service processing and response time.

VECO opens renovated Don Gil Garcia Substation

Visayan Electric Co., Inc. (VECO) inaugurated its 69KV Don Gil Garcia (DGG) Switching Station and Substation located near Carbon Market in Barangay Ermita, Cebu City last January 28.

DGG, VECO's oldest substation, has been providing electricity for nearly a century to Cebu City's old commercial districts of Carbon, Magallanes, Pasil, and Colon in the downtown area and stretching to as far as N. Bacalso Avenue to Basak, Pardo.

Renovation and upgrading work of DGG, formerly Ermita substation, started in October 2012. New substation features include state-of-the-art equipment: fully automated switchboards, power transformers and circuit breakers called Condition Based Monitoring, switchyard, and OLTC automation. These are remotely monitored via the Control and Monitoring Center of VECO's Systems Operations Department (SOD).

The new system facility is aimed at reducing operating and maintenance costs. It can provide a more flexible operation as isolation of any breaker for maintenance work may be done without causing service interruptions while short circuits on any of the buses will not interrupt service to any circuits.

VECO's renovated switchyard and substation is named after Don Gil Garcia, who served for almost 50 years as VECO's president.



A PIONEER RETURNS. VECO's Don Gil Garcia Switching Station, the utility's oldest substation, was recently upgraded and can now operate more flexibly, reducing operating and maintenance costs.



KAALAM SA KURYENTE. Davao Light & Power Co.'s (from left) Edilito Fernandez, Ross Luga, and Nelson Gumba share energy conservation tips to listeners in the company's radio program Kaalam sa Kuryente. The program, which airs every Saturday 10:30-11:30 a.m. in DXUM Radyo Ukay 819kHz, educates listeners on information related to power. It also serves as a medium for Davao Light to broadcast important announcements and company updates.

Power – Distribution

Reps from Pakistan distribution utilities visit VECO to share best practices

By Grace Nudnud

- Visit was part of USAID's Power Distribution Program designed to facilitate improvements in electric power distribution utilities across Pakistan
- VECO team leads gave the visitors presentations on various topics including operational, human resources, communications, and customer service

"Cebu is a piece of heaven on earth and VECO is responsible to keep it bright."

This is the statement of the Deputy Director of Multan Electric Power Company (MEPCO), Jamshaid Niaza, one of 12 delegates from various distribution utilities in Pakistan who came to visit Visayan Electric Co., Inc. (VECO) for a two-day Utility Exchange Program.

The delegation's visit, headed by United States Energy Association's coordinator Andrew Palmateer, was part of the US Agency for International Development (USAID)-financed Power Distribution Program designed to facilitate improvements in electric power distribution utilities across Pakistan.

USAID chose VECO to establish baseline information that could be used to measure performance improvement. Team leaders presented on various topics including

operational, human resources, communications, and customer service. Specific needs and issues affecting the Pakistani utilities like system loss management, delinquent management, and power supply deficit management were also covered.

"Although VECO's area of responsibility is not as big as MEPCO, as our peak demand is about 2085 MW, which shows the difference in every aspect, while VECO's highest recorded demand is only 433 MW, we were inspired by the passion and energy of VECO management and staff who has the aim to take their company to the highest position," said Mr. Niaza of Multan Electric Power Company.

The delegates toured VECO's newly constructed Systems Operations Department (SOD) and its full-service center in SM City Cebu.

"VECO has incorporated the latest

technology in their operations. Efforts for customer service are far more elaborate than I imagine," said Aurangzeb Tanvir of Lahore Electric Supply Company Limited.

"We are honored that they (Pakistanis) considered making a trip all the way to Cebu to learn best practices and ideas. We look forward to future collaboration and strong ties with them," said Ricky Lacson, VECO VP-Admin and CSG.

"Philippines must be awarded with the title of 'The Land of Kind People'. Our visit to VECO is unforgettable in the sense that we were warmly welcomed," Mr. Niaza added.

A utility exchange program like this paves the way to keeping abreast with new technologies in the power industry and strengthens collaboration with other distribution utilities in the future.



A GIFT FOR THE 'KIND PEOPLE'. Visiting Pakistani electric utilities representatives present VECO with a Bokhara rug, a handmade modern Tekke-faced rug. They also toured the VECO headquarters in Cebu to learn about the company's best industry practices.

Power – Distribution

SEZ receives DOLE's Certificate of Compliance on labor standards

By Karen Macalinao

Subic EnerZone Corporation (SEZ) has been awarded by the Department of Labor and Employment (DOLE) with the Tripartite Certificate of Compliance on Labor Standards (TCCLS).

DOLE Director Raymundo G. Agravante awarded the certificate to SEZ SVP & COO Dante Pollescas and AVP & GM Warell Kern Sario in a ceremony at DOLE's regional office in San

Fernando, Pampanga.

DOLE Region 3 Supervising Labor & Employment Officer Yolanda Bugay, SEZ HR Manager Mars Escobar, and Compliance Officer Atty. Owlette Christine Jill Verallo also witnessed the event.

Director Agravante said the TCCLS is equivalent to a routine inspection that has a validity period of three years. It aims to promote voluntary compliance with Labor Standards such as General Labor Standards, Occupational Safety and Health Standards, and the Child Labor Law.

TCCLS is a basic pre-qualification requirement to the DOLE Secretary's Labor Law Compliance Award and its highest award, Tripartite Seal of Excellence, which is SEZ's next target.



LABOR MODEL. DOLE Region 3 Director Raymundo G. Agravante hands over the award to SEZ SVP & COO Dante Pollescas.

Davao Light connects its first net metering customer

Davao Light & Power Co., Inc. connected its first net metering customer, MARIPHIL Children's Village (Atung Pinuy-Anan) Inc., last October 18. The facility is equipped with its own renewable energy (RE) source, a solar photovoltaic system with 41,580-watt solar panels.

As mandated by the Philippine Renewable Energy Act of 2008, distribution utilities shall enter into net metering agreements with qualified customers who have installed RE systems. Net metering encourages installation of small RE facilities such as wind, solar, and biomass or biogas energy systems that could generate power up to 100 kW.

With rising environmental problems and depleting traditional energy resources, renewable energy solutions present viable environment-friendly and cost-efficient options that are perfect for this net metering scheme.

Under net metering, Davao Light will install two electricity meter registers—one to measure power consumed (import) from the utility and the other to measure the energy

delivered (export) to the utility. The value of the energy exported from the RE will then be credited to the imported bill of MARIPHIL. Hence, savings will not only come from importing less energy but also from the reduced bill because of the credit for exporting power to the distribution line.

"Davao Light is the first to enter into the net metering scheme in the region. Through this, households and large companies can get savings for any energy they supply to the distribution system. This is also in line with AboitizPower's

vision of providing reliable power at a reasonable cost with the least adverse effects on the environment," said Engr. Reynold Felix, AVP and Panabo Branch Manager.

Engr. Felix added that savings MARIPHIL generates from this scheme could be added to support for children's needs and operational expenses of the foundation.

Information on the net metering scheme can be obtained from the Line Services Section at Davao Light's Bajada office or at its Panabo branch office, or by calling 229-DLPC (3572).



FIRST NET METERS. These solar panels are just part of the total 41,580-watt solar panels installed at one of the buildings in MARIPHIL Children's Village (Atung Pinuy-Anan) Inc.

Pilmico holds Tech Day; new ordering system, website launched

- Presentations focused on Pilmico's core strengths and opportunities for sustainable and profitable growth in the business
- Also launched were the Pilmico Online Ordering System and Pilmico Salto website



GETTING UP TO SPEED ON TECH. Pilmico held its Tech Day last November, featuring experts such as Absolute Software's Seng Lai Cheah, among others. Meanwhile, a new online ordering system and website for the Salto brand were also launched that day.

Pilmico Foods Corporation (Pilmico) Enterprise Support Group (ESG) hosted a Tech Day last November 22, 2013 at the NAC Tower, Bonifacio Global City, Taguig City. The Tech Day brought updates on the firm's different technologies that help create, capture, and act upon timely data needed for the future.

The briefing also provided Pilmico executives

and partners with the occasion to enhance their understanding of new market technologies, namely Absolute Software Endpoint Security Solutions, Samsung Enterprise Mobility Solutions, Samsung Large Format Displays, Google Applications, and Oracle Endeca Commerce. Presentations focused on Pilmico's core strengths and opportunities for sustainable

and profitable growth in the business.

As the Tech Day closed, the Pilmico Online Ordering System and the Pilmico Salto website were also officially launched. Pilmico Feeds Northwest Luzon partners were also oriented with the new online ordering system and successfully ordered over 6,000 feed bags.

Salto Gamefowl Feeds joins World Gamefowl Expo in Manila

By Rhea Embalzado

- The World Gamefowl Expo is the world's largest gathering of industry players
- Salto also officially launched its website and mobile app for customers

Salto Gamefowl Feeds, a product of Pilmico Animal Nutrition Corporation for game birds (sabong), joined the internationally-renowned World Gamefowl Expo in World Trade Center Manila last January 17 to 19. It was the world's largest gathering of gamefowl breeders, suppliers, and enthusiasts showcasing their best in the industry.

Highlighting the event was the official launching of the Salto website www.salto.com.ph and the Salto Gamefarm Manager mobile application. A meet and greet with top Alas ng Salto breeders, raffle draws in booth activities, and free seminars from industry experts were also on top of the event.

Salto website

Participants who registered on the Salto website had a chance to participate in a major raffle of Alas ng Salto signature breeds as well as access helpful gamefarm tools like the Vaccine Program and Vaccine Schedule Generator. Netizens can also interact with



EXPO FOCUS. Several gamefowl enthusiasts visited the Salto Gamefowl Feeds exhibitions and events at the recent World Gamefowl Expo in World Trade Center Manila.

fellow enthusiasts through the Salto Forum and place questions in Ask the Vet page.

Salto Gamefarm Manager mobile app

The Salto mobile app enables breeders to have a recording and evaluating system by means of these tools: (1) Breeder preparation – to ensure that breeders are well conditioned for



reproduction; (2) Markings and bloodlines – to know the resulting bloodlines of offspring and to be able to record their assigned markings; (3) Incubation – to know when to candle the eggs, measure fertility and hatchability rates.

The Salto mobile app is available for free in the AppStore and Google Play.

What's Baking: Pilmico's research initiative



IN GOOD TASTE. A chef from Pilmico Research and Training Bakery welcomed Aboitiz team members for the baked goods taste test while respondents try Pilmico's yummy version of crème puffs.

"What's Baking" is not just a newsletter anymore! Through Pilmico Research and Training Bakery (PRTB), What's Baking has expanded into innovative recipe development. These recipes were introduced as baked goods to selective respondents in the Aboitiz Corporate Center at NAC Tower, Bonifacio Global City (BGC).

Last November 14, 2013, What's Baking was launched and a booth

was stationed at the canteen for the baked goods sampling. Cashew tarts, cronuts (croissant-doughnuts), black forest cakes, double chewy chocolate cookies, nutribuns, and crème puffs were among the baked goods that were tasted.

After the taste test, respondents answered an online survey form for feedback on what the respondents think in terms of taste, texture, smell, sight and price.

What's Baking will continue to be available every 2nd and 4th Thursday of the month at NAC Tower, BGC.

Great deals, great finds: The Outlets, first VisMin outlet mall, now open

- Brands Nike, Levi's, Dockers, Adidas, Converse, Timberland, Oakley, Reef and Giordano to be sold at The Outlets
- The Outlets is the newest addition to Pueblo Verde, a commercial village within MEZ in Lapu-Lapu City



NEW SHOPPING HAVEN. The Outlets at Pueblo Verde, set to be Cebu's next up-and-coming shopping destination, opened last December. A number of business representatives attended a ceremonial toast that day, as well as (1st and 2nd from left) Clifford Academia, AboitizLand Commercial Business Unit Manager; Rafael Fernandez de Mesa, AboitizLand AVP for Project Development; (5th and 6th from left) Paza Radaza, Lapu-Lapu City Mayor; and Andoni Aboitiz, AboitizLand President & CEO.

Visayas and Mindanao's first outlet shopping destination finally opened last December 14. The Outlets at Pueblo Verde is AboitizLand, Inc.'s newest commercial development in Cebu, offering "Great Deals, Great Finds" from top global brands like Nike, Levi's, Dockers, Adidas, Converse, Timberland, Oakley, Reef and Giordano. At The Outlets, it's sale season all year round, as great discounts for as much as 70% off are offered every day of the week.

Nike and Adidas are the world's top athletic wear brands. Levi's and Dockers are everyone's favorite for their engineered jeans and khaki pants. Converse is famous for its "Chuck Taylor" classic sneakers, an all-time favorite footwear brand of fashion enthusiasts across all ages. Timberland is a brand well known for its outdoor lifestyle and durability. Oakley is desired for its high performance sunglasses, while Reef offers a wide range of lifestyle products from swimwear to outdoor fashion apparel. And lastly, who

would not think of Giordano when you need classic and comfortable outfits for everyday use? All these brands and a lot more to come are available for your shopping pleasure at The Outlets at Pueblo Verde.

The Outlets is geared to cater to the money-savvy "fashionistas", the tourist market and the influx of visitors from neighboring provinces during the holidays and festival season, and the rest of the year. It is the newest addition to Pueblo Verde, a commercial village operated by

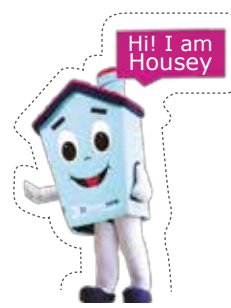
AboitizLand, located along Maximo Patalinghug Avenue, within Mactan Economic Zone in Barangay Basak, Lapu-Lapu City.

As the region's first factory outlet shopping destination, The Outlets at Pueblo Verde promises an exciting new shopping experience offering top brands at amazing discounts all year round!

The Outlets is open daily from 11 a.m. to 9 p.m. For more information, like The Outlets at <http://www.facebook.com/#!/TheOutletsAtPV>

"It was a very successful launch. The merchants were very happy with the crowd turnout, as well as the sales they were able to generate. We're already experiencing spillover from the success of The Outlets."

— Rafa de Mesa, AboitizLand AVP for Project Development



"The next few years will see major milestones for the company as we take big and very bold steps to fulfill the promise of AboitizLand."

Andoni Aboitiz, President and CEO

Studios stands out as Cebu's only condominium project offering move-in-ready, fully-furnished units.

Last year, AboitizLand introduced Almiya, another mid-market village. The sales performance of Almiya, coupled with the phenomenal uptake of other AboitizLand villages, propelled the organization's 12% sales growth from the previous year. Also in 2014, AboitizLand acquired a 60% share of LiMA Land, Inc., which operates the LiMA Technology Center in Malvar, Batangas. The Outlets, the Visayas and Mindanao's first and only outlet mall was also opened.

"Nurturing communities"

AboitizLand continues to offer pioneering ideas and concepts while it develops new and exciting projects. In 2008, AboitizLand strengthened its brand with a fresh look, while retaining its commitment to nurture communities.

An interplay of vibrant colors and creative icons clearly depicts the AboitizLand's passion of nurturing communities. Its "Made For Life" tagline cements the company's vision of a million lifetime partners living and working in communities, enjoying the ultimate real estate experience uniquely crafted by AboitizLand.

As it expands nationally and takes on more ambitious projects, AboitizLand will maintain its position in Cebu as a trusted, homegrown real estate developer, creating assuring, enduring, and nurturing communities.



Outlook for 2014: the Best is Yet to Come

Andoni Aboitiz, President and CEO

As we laud 20 years of nurturing communities and celebrate how far AboitizLand, Inc. has come in 2014, we also herald a new beginning for more exciting years ahead.

We will continue to build a strong presence in Cebu and intensify our market position with the thrust of building horizontal projects.

We will also focus on growing the business on a national scale. With the acquisition of LiMA Land in Malvar, Batangas, we have gained a significant foothold in the Luzon industrial real estate market and a strong start to our plans for a national expansion.

The joint venture with Ayala Land, Inc. will generate synergies by combining local knowledge and experience of both companies' expertise in building a full range of real estate formats.

We will continue to innovate and explore projects to complement our residential, industrial and commercial businesses, in the aim to achieve growth not only in revenues, but growth opportunities as well.

We have come a long way from our simple beginnings as a small division of Metaphil to a homegrown developer today whose dream is to become an important pillar in the Aboitiz Group. As we reflect on the past 20 years, we take pride of what we have achieved and look ahead to even greater challenges.

As we mark the 20th year of AboitizLand, the best is yet to come.

Celebrates 20 Years in Vibrant Color

AboitizLand, Inc. internally celebrated its 20th year anniversary last January 16.

The anniversary theme utilized the new brand identity colors— crisp blues, warm and bright magentas, soothing lavenders dominated the scenery – that promised even brighter days ahead.

AboitizLand President and Chief Executive Officer Andoni Aboitiz announced during the event that "the best is yet to come for AboitizLand." Poised to embark on bigger, more exciting projects this year, the company will definitely have a colorful 2014.

During the company-wide celebration, the official 20th anniversary logo was unveiled. The "Made for Life" campaign, complete with the jingle, audio-visual presentation, and the Housey family of mascots, was introduced.

AboitizLand takes on a more challenging future ahead as it looks towards expansion on the national scene. Indeed, the second 20 years of AboitizLand promises even more color.



SPECIAL FEATURE

Cover Story:
20 Years of Nurturing Communities

2014 Outlook:
The Best Is Yet To Come

Timeline:
Historical Milestones

Party:
AboitizLand Celebrates 20 Years
in Vibrant Colors

Numbers.com
AboitizLand By The Numbers



20 years of nurturing communities

In the context of real estate, the core of every developer is to create environments that help communities flourish, to sustain the value of customer's investments, and to ensure properties sustain quality of life and productivity. These principles, along with the brand promise of nurturing communities, have guided AboitizLand for the last 20 years.

Town brand established ACOland's passion for designing well-planned, high-value communities.

2000 marked ACOland's joint venture with Ayala Land, Inc. through an upscale enclave, Garden Ridge Village.

From ACOland to AboitizLand

In 2001, ACOland became AboitizLand. In the same year, Mahogany Grove in Mandaue City and Briza and Molave Highlands in Consolacion followed on the heels of the successful North Town Homes.

AboitizLand's responsiveness to the needs of a constantly evolving market solidified its reputation as a leader in the real estate industry. Looming challenges in the market notwithstanding, the company launched its first integrated community, Pristina North, in 2003.

Apart from strengthening its position in the market, AboitizLand also improved internal systems. The in-house sales team was activated in 2003 and the Commercial Leasing and Management Team in 2006. Operations were standardized through the International Standard for Accreditation (ISO) in the same year. AboitizLand was the first real estate developer in Cebu to achieve ISO 9001:2000.

AboitizLand later moved south in 2006, to Talisay City, with the launch of the 15-hectare Kishanta development. The hillside village offers panoramic views and blissful living in a lush, well-planned, and environment-friendly atmosphere.

Kishanta was expanded in 2008 to include its 100-unit house-and-lot enclave Kishanta Zen Residences and Kishanta Expansion.

Changing the landscape

Each year, AboitizLand increases its connections with its vecinos and partners and showcases its passion for excellence.

The Persimmon, dubbed as Cebu's first urban village and AboitizLand's first vertical residential project, was launched in 2008. iMEZ, a business process outsourcing (BPO)-enabled facility, also opened at Pueblo Verde.

In 2009, the Aboitiz Sports Field, which now hosts local and national events, was inaugurated. The company also launched its mid-end residential community, Ajoya, in Cordova, Mactan Island and The Persimmon Plus. The "You Can Be a Hero" Program, designed to help young people in areas where AboitizLand communities are located, was also launched in 2009.

Ajoya was enhanced with the launch of its house-and-lot component in 2010 as well as the opening of Pristina North and Pristina North Residences.

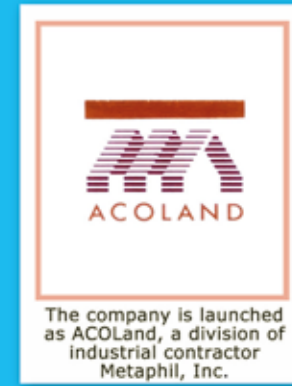
A more expansive upscale community, Priveya Hills, opened in 2012. The community emerges amidst refreshing, open spaces on gently rolling terrain on the hills between Cebu and Mandaue Cities. Priveya Hills is decidedly low-density, exclusive and secure. The Persimmon introduced The Persimmon Studios in the same year. The Persimmon



HISTORICAL MILESTONES



Aboitiz Group sets up a 60% share of Cebu Industrial Park Developers, Inc. [CIPDI]



The company is launched as ACOland, a division of industrial contractor Metaphil, Inc.



ACOLand partners with MCAIA for the development of Mactan Export Processing Zone 2



Garden Ridge, the first joint venture project with Ayala Land, centrally-located in Cabancalan, Cebu



ACOLand becomes AboitizLand



Molave Highlands, a 16-hectare community designed around nature in the hills of Consolacion and Liloan



Briza, a 13-hectare masterplanned yet affordable development in Consolacion, Cebu



AboitizLand achieves ISO 9001-2000 certification



AboitizLand Rebranding



IMEZ, a modern multi-use facility and self-sufficient commercial hub in Pueblo Verde ideal for business process outsourcing (BPO) and retail stores



Aboitiz Sports Field, a FIFA-compliant football field, the only one of its kind in Cebu



The Persimmon Plus, the commercial area of The Persimmon, with fresh concepts in dining, retail, and entertainment



Pristina North Residences, a 50-unit house-and-lot enclave of Pristina North



AboitizLand becomes part of Aboitiz Equity Ventures



Almiya, a five-hectare modern Asian-inspired community located in Canduman, Mandaue City



Ayala Land, AboitizLand ink joint venture to develop a new urban center in Cebu

1992

1994

1995

2000

2001

2001

2003

2006

2008

2009

2009

2009

2010

2012

2013

2014



North Town Homes, AboitizLand's first residential development, a 35-hectare community in Cabancalan, Mandaue City



Mahogany Grove, a five-hectare integrated development in Canduman, Mandaue City which sold out in 48 hours



Pristina North, a 32.5 hectare integrated and fully masterplanned community



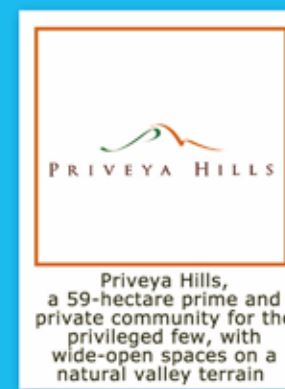
Kishanta, a 28-hectare Zen-style village in Talisay City, Cebu offering panoramic views of city and sea



The Persimmon, AboitizLand's first vertical village with an integrated commercial enclave



Ajoya, Cebu's first Modern Filipino community with a total open area of 16.2 hectares in Cordova, Mactan



Priveya Hills, a 59-hectare prime and private community for the privileged few, with wide-open spaces on a natural valley terrain



The Outlets at Pueblo Verde, the first in outlet retail shopping in the VisMin region, offering top brands at great discounts



LIMALand, a 485-hectare industrial park in Malvar, Batangas, signifying AboitizLand's entry into the national real estate scene



Canso X, Cebu's first hike-bike-camp ecopark, sprawled within 12 hectares in Balamban, Cebu

20 AboitizLand
1994-2014
Made for Life

20 AboitizLand *made for life* BY THE NUMBERS

1994-2014

23 COMMUNITIES
in **20**
YEARS

1994 → **12** TEAM MEMBERS

2014 → **232** TEAM MEMBERS

OUR COMMUNITIES

RESIDENTIAL

200 hectares
DEVELOPED

OVER **3000**
VECINOS

INDUSTRIAL

 **WCIP** Balamban, Cebu
12 locators

16,500 team members

 **MEZ II** Mactan, Cebu
45 locators

12,278 team members

 **LiMA Land** Batangas
62 locators

28,173 team members

COMMERCIAL



100
merchants
at Pueblo Verde
Mactan, Lapu-Lapu City

100%
OCCUPANCY
LEVEL



21
merchants at
The Persimmon Plus
Mabolo, Cebu City

83%
OCCUPANCY
LEVEL

CORPORATE SOCIAL RESPONSIBILITY



25 COMMUNITIES
SUPPORTED BY OUR
CSR PROGRAMS



254 6TH GRADERS IN OUR
YOU CAN BE A
HERO PROGRAM

AboitizLand, Ayala Land partner for future mixed-use site in Mandaue

- **“We are looking forward to embarking on this venture together with a strong partner, who shares the same vision, passion and commitment with us, in building Cebu through what we do best—‘place-making’.”—AboitizLand’s Andoni Aboitiz**
- **The site, to be launched in 2015, will contain residential, commercial, & office hubs**

As part of its expansion in its home turf in Cebu, AboitizLand, Inc. has signed a joint venture with property developer Ayala Land, Inc. to develop a new 15-hectare city center in Mandaue City to be launched in 2015.

The deal with Ayala Land was signed in Fairmont Hotel in Makati City last January 24 with Andoni Aboitiz, AboitizLand President and Chief Executive Officer and Stephen Paradies, Aboitiz Equity Ventures, Inc. Chief Financial Officer signing for the Aboitiz Group.

Also present in the signing were Rafael de Mesa, AboitizLand AVP for Project Development, and Roberto “Bobby” Aboitiz, Ramon Aboitiz Foundation, Inc. President.

“We are looking forward to embarking on this venture together with a strong partner, who shares the same vision, passion and commitment with us, in building Cebu through what we do best—‘place-making’,” Andoni Aboitiz said.

To rise in this new city center, which is just



MOVING IN MANDAUE. AboitizLand, represented by CEO & President Andoni Aboitiz (1st row, center), has sealed a deal to develop a mixed-use property in Mandaue City together with Ayala Land. Joining Andoni Aboitiz are (2nd row, from left) Rafael de Mesa, AboitizLand AVP-Project Development; Bobby Aboitiz, RAFI President, and Stephen Paradies, AEV CFO.

within the vicinity of Cebu’s main business districts, are innovative residential, commercial, and office hubs. The property also enjoys

direct access to major road networks, public transportation facilities, the airport, and major seaports.

AboitizLand is now full owner of LiMA Land

- **AboitizLand bought out Marubeni, which held a 40% stake in LiMA Land**
- **LiMA Land is the owner and operator of LiMA Technology Center in Batangas**

AboitizLand, Inc. has assumed full control of LiMA Land, Inc., purchasing the remaining stake that it did not previously own.

AboitizLand acquired the remaining 360 million common shares of LiMA Land owned by Marubeni Corporation of Japan. This represents 40% of LiMA Land’s total issued

and outstanding shares.

The deal brought AboitizLand’s ownership in LiMA Land to 100% following AboitizLand’s purchase of Alsons Land Corporation’s 60% interest in LiMA Land last October.

LiMA Land a Luzon-based joint venture between Alsons Land and Marubeni is the

developer of the 485-hectare LiMA Technology Center.

LiMA Technology Center, a Philippine Economic Zone Authority-registered economic zone in the Lipa-Malvar area of Batangas, at the heart of the CALABARZON region (Cavite, Laguna, Batangas, Rizal, Quezon).

AboitizLand to offer solar panels in Almiya residential community

- **Enfinity to provide solar panels for Almiya units**
- **As much as P600 in average monthly electricity savings for household expected**

Residential living just got more sustainable and eco-friendly, thanks to the sun, as Aboitiz Land, Inc. recently introduced its first solar-powered residential community in Cebu.

AboitizLand has launched Almiya, a complete community north of Cebu that will also be the first to offer solar system panels on selected homes.

Almiya is a “complete community” with a clubhouse, multi-purpose court, swimming pool, children’s play area, landscaped open green spaces, and now, solar system panels.

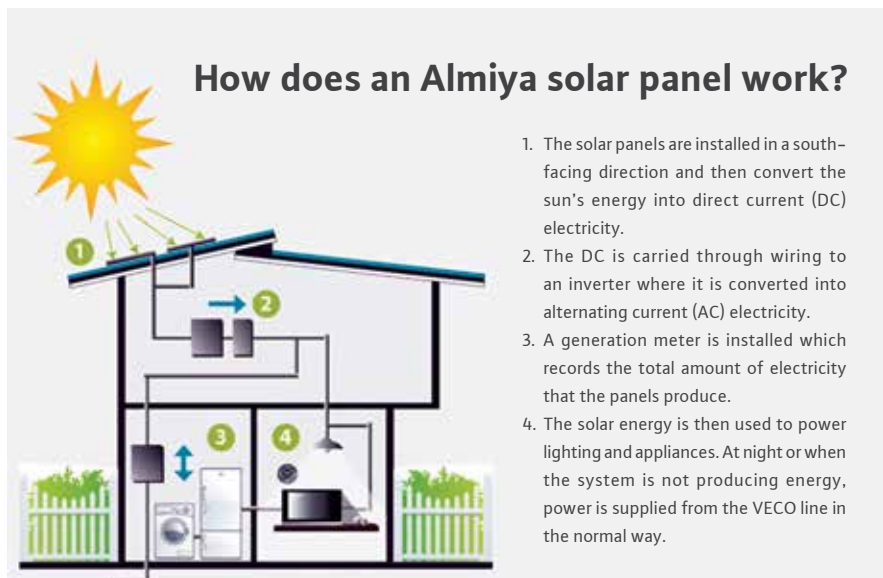
By making solar energy accessible, AboitizLand is taking a notch higher its commitment to nurturing communities, just as it has for the past 20 years.

For this effort, AboitizLand has partnered with Enfinity, one of the world’s leading developers of solar photovoltaic projects. With Enfinity, AboitizLand aims to use solar technology to help vecinos save money on electricity bills and build a sustainable future.

Aside from electricity bill savings, an Almiya solar panel system is an excellent investment that allows vecinos to guard against rising energy costs, increase the value of their homes, and help promote a cleaner environment.

A 0.5-KW Almiya solar panel connected to a VECO power line may generate as much as P600 in average monthly savings.

Call AboitizLand at (032) 411 1600 local 1463 to inquire on an Almiya solar panel.



SUN-POWERED. AboitizLand's Almiya is making an effort to reduce the electricity bills of vecinos through the installation of solar panels at the development's units.

CitySavings opens 50th branch in the Philippines

By Paula Viegelmann-Ruelan

- **“We are happy to be part of the Baguio business community and we look forward to serving our customers in the local communities of Baguio and Benguet.”—CitySavings’ William Paradies**
- **CitySavings Baguio to serve customers from Benguet, Apayao, Ifugao, Mt. Province, and Baguio City**



BANKING IN THE CITY OF PINES. CitySavings Chairman Eugene Acevedo, SVP for Operations William Paradies join CitySavings team members in opening the bank’s 50th national branch in Baguio City.



City Savings Bank celebrated a significant milestone in its banking history as it opened its 50th branch last November 26 in Baguio City.

CitySavings Chairman Eugene Acevedo, Senior Vice President for Operations William Paradies, Assistant Vice President for Marketing Harry Abellana, and Vice President for Marketing Emmanuel Tandoc joined the CitySavings Baguio team during the office blessing.

“We were planning a grander opening event however due to the recent super typhoon that hit Region 8 we decided to keep things simple. We are happy to be part of the Baguio business community and we look forward to serving our customers in the local communities of Baguio and Benguet.” said Mr. Paradies during his welcome remarks.

Rev. Fr. Paul Basilio, the parish priest of

Lourdes Parish in Baguio, officiated the blessing of the branch.

Baguio Mayor Mauricio G. Domogan, Political Affairs Officer Joseph Cabato, and DepEd Division Program Supervisor Francisco Copsiyan were also present during the official blessing.

Baguio Extension office will be serving customers coming from Benguet, Apayao, Ifugao, Mt. Province, and Baguio City.

CitySavings to grow in 2014; gets P1-B infusion from UnionBank

- **UnionBank acquired over 60,000 CitySavings shares worth P1B**
- **“The additional equity investment shall compliment UnionBank’s business operations.”--UnionBank**

City Savings Bank (CitySavings) recently received a significant P1-billion investment from its parent Union Bank of the Philippines (UnionBank) as part of its expansion plans in 2014.

In a stock exchange disclosure last March 4, UnionBank said it acquired 62,976 unissued common shares of CitySavings at a cost of P1

billion.

According to UnionBank, this was done “to support CitySavings as it pursues its geographic expansion plan to reach and serve the wider Luzon customer base. The additional equity investment shall compliment UnionBank’s business operations.”

“The additional equity investment is in

accordance with UnionBank’s business plan and aligned with management’s long-term strategy of building assets and businesses based on consumers,” UnionBank added.

As of March, CitySavings already has 50 branches across the country. It intends to further grow its branch network in Luzon this year.

Living the UnionBank brand and CPS culture: LRA Extension Office–UnionBank Kiosk launched

- The UnionBank Kiosk, a CPS initiative, will print certified true copies of Certificate of Titles normally requested from various Registry of Deeds offices nationwide
- UnionBank's partnership with government agencies further improves service quality—JAO



MAKING DA DIFF WITH CPS. (From left) UnionBank officials, represented by EVP/Channel Management Head Lino S. Abacan, EVP/Chief Risk Officer Teddy M. Panganiban, SEVP/Corporate & Retail Banking Head Eugene S. Acevedo, President & COO Victor B. Valdepeñas, Chairman & CEO Justo A. Ortiz, pose with LRA officials at the launch of the UnionBank Kiosk at UnionBank Plaza in Ortigas Center, Pasig City.

Last January 10, executives of UnionBank and the Land Registration Authority (LRA) officially launched the LRA Extension Office within the UnionBank Plaza premises. This office will also be known as the UnionBank Kiosk.

For UnionBank, the occasion was graced by Chairman and CEO Justo A. Ortiz, President and COO Victor B. Valdepeñas, EVP/Chief Risk

Officer Teddy M. Panganiban, SEVP/Corporate & Retail Banking Head Eugene S. Acevedo, EVP/Commercial Banking Head Beatriz B. Romulo, EVP/Channel Management Head Lino S. Abacan and VP/Central Processing Services Head Mary Antonette G. Evalle.

The LRA Extension – UnionBank Kiosk is one way that CPS (Central Processing Services)

demonstrates the spirit of Magis. The project was spearheaded by CPS–Client Services Director Jonathan Z. Almeda with the Credit Appraisal Team Head Essen A. Sangalang and CPS Officers Andres B. Alcantara, Jr. and Judith Q. Sierra.

Operated by LRA personnel, the LRA Extension Office is a facility capable of printing

certified true copies of Certificate of Titles normally requested from various Registry of Deeds offices nationwide. This project is particularly significant in the verification of titles submitted to the Bank as collateral.

With the purpose in mind of Making Da Diff, CPS eliminates the need to travel from one Registry of Deeds to another (where the land title is registered) to verify the authenticity of land titles. This streamlines the process, thus improving efficiency.

LRA Administrator Eulalio Diaz emphasized in a speech that engaging with banks is one effective and efficient way of extending service to the public. This was strongly affirmed by Mr. Ortiz, who reiterated that UnionBank's partnership with government agencies further improves service quality. Mr. Valdepeñas likewise agreed, noting that with the UnionBank Kiosk occupying just a few meters of space, it virtually holds the land titles of 164 Registry of Deeds nationwide.



EASING APPLICATIONS. The new LRA Extension Office–UnionBank Kiosk aims to speed up LRA functions and services.

Sustainability

Aboitiz launches BetterWorld sustainability campaign

- **“We can do well by doing good.”—Groupwide Sustainability Policy**
- **Measurable objectives and achievable targets to be tracked annually**

Because there is simply no Planet B.

Last January, the Aboitiz Group kicked off the BetterWorld campaign, a group-wide initiative driven by a commitment to making Aboitiz a truly sustainable enterprise, and to have a better world for present and future generations.

The campaign was launched during the AboitizPower Management Conference through a video that captured the essence of the Group's long term sustainability direction

Sustainability is nothing new in Aboitiz, having been in business for over a hundred years and counting. But to be significant for the next 100, the Group aims to look beyond profitability and explore better ways to integrate social development and environmental stewardship into its operations with a new Groupwide Sustainability Policy and a refreshed Sustainability roadmap.

According to the new Groupwide Sustainability Policy, “we can do well by doing good,” which means always making the right long-term decisions that balance the interests of people, planet, and profit.

Under People, the Group will focus on team member engagement and development, corporate social responsibility, customer focus, and disaster resilience.

Planet, meanwhile, will cover carbon footprint reduction, efficient resource management, and the promotion of renewable energy whenever possible.

Profit will center on growing the business through resource optimization and the increase of financial returns.

Moving forward, measurable targets will be established for each focus area, and tracked year on year to ensure the achievement of goals.

aboitiz



We can do well by doing good.



Aboitiz Race to Reduce

An update on our group-wide sustainability initiative towards efficient resource consumption.

YTD DECEMBER 2013

179

total facilities
enrolled in 2013

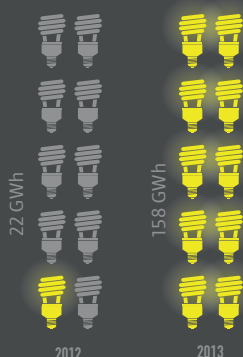
2012



2013



Enrolled facilities per category



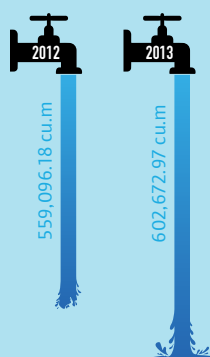
136 GWh

increase in power consumption

Reasons for increase in consumption

- ✓ increase in no. of facilities enrolled – UnionBank, Metaphil, TMI and TMO
- ✓ increase in size of facilities enrolled – APRI (MakBan & Tiwi), Pilimico Feeds
- ✓ ongoing rehabilitation/fabrication works – Hedcor Benguet

Top 3 BUs with highest reduction:



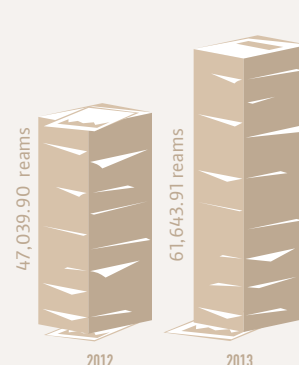
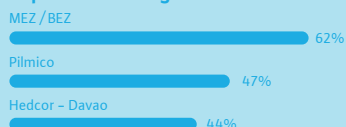
8%

more water consumed

Reasons for increase in consumption:

- ✓ increase in no. of facilities enrolled

Top 3 BUs with highest reduction:



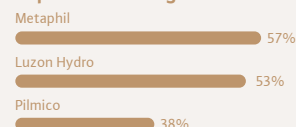
31%

more paper consumed

Reasons for increase in consumption:

- ✓ increase in no. of facilities enrolled

Top 3 BUs with highest reduction:



Most Proactive Business Unit
(Earliest to submit report)

APRI MakBan and SNAP Group

Pawikan hatchlings take on 2014 waves

- An initial 23 hatchlings were released late January 2, 2014
- Pawikan eggs, of the Olive Ridley species, were laid in Lawis, Toril in Davao City

A total of 81 healthy pawikan hatchlings were released on the shores of the Aboitiz Cleanergy Park in Sitio Punta Dumalag last January 2 and 4.

Caretaker Rodolfo M. Manib, Sr. noticed three hatchlings around 5 p.m. of January 2 and informed Fermin Edillon, Davao Light & Power Co., Inc. Community Relations Manager. With guidance from local biologist Dr. Ruth Gamboa of the University of the Philippines Mindanao and former caretaker Bobby Onin, 23 hatchlings of the 120 eggs were then released four hours after they emerged and became active.

With needed human assistance, the other 58 hatchlings were dug free from their nest and were released last January 4 at 4 p.m. Some graduate and undergraduate biology students of the University of Southeastern Philippines conducting research on the coastline and the Legal Team members of Davao Light luckily



BABY STEPS. Eighty-one pawikan took their first step into the world on the shores of the Aboitiz Cleanergy Park in Sitio Punta Dumalag in Davao City. Davao Light team members and University of Southeastern Philippines students were on hand to witness their hatching, take measurements, and safely ensure their survival after.



witnessed this rare event.

Last October 2013 these pawikan eggs, believed to be of the Olive Ridley species, were laid in Lawis, Toril in Davao City. Department of Environment and Natural Resources personnel Efren Tagurda and Jose Lechoniso brought the

eggs to Punta Dumalag and requested Onin to help them transfer the eggs to a protected area to ensure a higher survival rate. With Onin's efforts, these eggs were given clearance from Davao Light and buried in the Aboitiz Cleanergy Park for incubation.

Thousand-hectare Mt. Apo watershed program completed

The 1000-hectare watershed management project Hedcor pledged six years ago has been completed. Through the unified efforts of team members and volunteers from host communities, the company upheld its goal of



ONE TREE AT A TIME. One tree multiplied by Hedcor team members plus host communities equals no impossible challenge.

preserve the endowed majesty of the infamous Mt. Apo.

Over half-million trees have been planted within the protected areas of Mt. Apo Natural Park. This project was mainly directed towards reforestation, roadside rehabilitation, riverbank stabilization, and agro-forestry towards a sustainable environment.

"For six years, Hedcor held this promise close to its heart. At last, we have come to this rewarding moment of finally realizing the fruit of our collective investment," said Boy Jabonillo, Vice President for Business Development.

Hedcor shares this success to the host communities who serve as their partners in implementing environmental programs.

"We took the challenge of covering those

1,000 hectares seriously and we surpassed it. Now we are equipped towards attaining greater challenges on preserving the environment," Mr. Jabonillo added.

Hedcor recorded a tree survival rate of 86%, which they are striving to maintain and even increase.

The company will continue to engage residents of host communities through various conservational activities like tree planting, river clean-ups, and solid waste management. Hedcor itself ensures it does not contribute in any way to water pollution. Its environmental programs carry a huge influence in the implementation and sustainability of the planet and every Hedcor team member is encouraged to plant at least 20 trees per year.

Aboitiz Christmas 2013



Christmas Thanksgiving in Taguig



Christmas Thanksgiving in Cebu



Christmas Tree-Lighting in Taguig



Outreach Activities in Manila, Cebu, and Ilocos Sur

Corporate Social Responsibility

Aboitiz support for Typhoon Yolanda survivors continue

- Aboitiz BUs extend relief operations across Visayas throughout Christmas season
- #BangonVisayas exceeds target, nearly P205M in cash donations as of March 18
- 2014 activities to focus on school rehabilitation in affected areas

Towards the end of 2013, Aboitiz business units were busy visiting several areas in the Visayas, distributing relief supplies and bringing hope and encouragement to distraught communities.

THI

Tsuneishi Foundation (Cebu), Inc. (TFCI) mobilized team members and volunteers as they conducted relief operations in 14 barangays in Bantayan Island and Northern Cebu. A total of 4,200 relief packs containing water, rice, canned goods, noodles, medicine, and used clothes were distributed on November 17.

Prior to this, TFCI reached out to survivors of the 7.2-magnitude Bohol earthquake by donating 1,500 relief packs to families across 13 barangays, many of them remote, in the town of Loon. Each relief pack contained water, rice, canned goods, noodles, medicine, and blue sheets.

TFCI's continued with the second phase of its Typhoon Yolanda relief efforts through a Christmas gift giving activity for 600 families in Barangay Bakhawan in Daan Bantayan, Cebu on December 22. Mr. Hitoshi Kono, President

of Tsuneishi Heavy Industries (Cebu), Inc., led a 35-member volunteer team in handing out grocery packs containing rice, powdered drink, crackers, canned goods, spaghetti, among other necessities.

CitySavings

City Savings Bank's team members from the Ormoc City, Roxas City, and Antique branches also extended support, particularly to teachers affected by the calamities.

CitySavings Ormoc delivered 2,000 bags of non-food items containing mosquito nets, blankets, mats, flashlights, laundry & bath soaps, toothbrush, toothpaste, alcohol, sanitary napkins, and shampoo. "*Pag Aboitiz manghatag, lahi ra jud kay sa uban relief goods* (When Aboitiz donates, the relief goods are always better than others)," remarked one teacher in appreciation.

CitySavings Roxas, likewise, distributed 941 relief packs containing rice, canned goods, and noodles to residents of Barangay Pawa in Panay, Capiz. The coastal town, about 20 km east of Roxas City, was severely damaged as it lay on the path of the super typhoon.

On the western side of Panay Island, CitySavings Antique distributed a total of 2,603 food and non-food items to Barangays Jinalinan and Ipil in Barbaza town and Barangay Malabor in Tibiao. This was done through the efforts of team member volunteers from City Savings Bank Antique Branch together with barangay officials and health workers from the area.

Cotabato Light

Understanding the responsibility to help, Cotabato Light & Power Co., likewise, raised over P370,000 in cash donations for survivors of Typhoon Yolanda. COO Rodger Velasco thanked all the donors for their generosity following the devastation in the Visayas and Palawan, which he described as "beyond one's imagination".

RAFI

Ramon Aboitiz Foundation, Inc. (RAFI) also beat targets by raising P116.6 million in both cash and kind for its Typhoon Yolanda relief program and provided 88,769 families in Cebu, Leyte, and Samar with food and water in addition to 4,961 shelter kits.

For its Bohol relief effort, RAFI received



HELPING PEOPLE IS AN ONGOING EFFORT. Aboitiz Group team members sustain support for Yolanda survivors over the Christmas holidays. The Aboitiz Foundation will begin its school rehabilitation activities in 2014.

Corporate Social Responsibility

P800,000 in cash and P385,000 in goods, which served 8,876 families in 136 barangays in the province.

In deference to the survivors of the natural calamities, RAFI opted to forego its 47th Founding Anniversary and its Christmas party in order to use the budget for its relief campaign.

"I am proud of the commitment to the RAFI brand demonstrated by the team. RAFI manifested our ability to rise and meet tough challenges and do what it takes to serve the communities to elevate the lives of the people. As a result, our partners and the communities know that they can count on us," said RAFI President Roberto "Bobby" Aboitiz, in praising the efforts of the RAFIans in the relief operations.

Aboitiz Foundation

The Aboitiz Foundation, meanwhile, recognized #BangonVisayas volunteers' efforts by organizing a thanksgiving reception in honor of their generosity in sharing time and resources in its relief operations in Bohol and Northern Cebu. The event took place last February 7 and 8 at Cebu Business Hotel in Cebu City and Mater Dei College in Bohol, respectively. EVP/COO Sonny Carpio expressed his gratitude to everyone who selflessly devoted time, effort, and resources that fueled the relief operations in the Visayan region.

The Aboitiz Group surpassed its initial target amount and went on to raise nearly P205 million in cash donations for Typhoon Yolanda survivors as of March 18. As it moves on to classroom repair and rehabilitation efforts, Aboitiz Foundation continues to receive additional financial pledges.

The Harvard Club of the Philippines has pledged P11.3 million as additional funding for the repair and construction of schools in Northern Cebu.

Last March 7, Aboitiz Foundation accepted a donation totaling P8.1 million from WICKED The Musical, which recently concluded a highly successful Manila run. The amount is a combination of proceeds from one of the show's weekend performances and a personal pledge from its producer, Mr. Bob Sewell. This brings the total additional financial pledges to the Foundation have reached P19.4 million.

The Foundation will focus on school rehabilitation efforts in the coming months, beginning in Northern Cebu in which DepEd has identified 1,308 facilities destroyed by Yolanda. Once completed, the renovated school buildings will benefit some 29,000 grade school and high school students.

Aboitiz Foundation hailed by DepEd for Adopt-A-School contribution

- **The Adopt-A-School program is a venue for the private sector to participate in nation-building**
- **Aboitiz Foundation was cited "in recognition of the private sector's generosity and continued support to the cause of promoting quality and access to basic education."**

The Aboitiz Foundation was recently honored for its work in contributing to the Department of Education's (DepEd's) Adopt-A-School program, reflecting the Foundation's thrust toward supporting the country's public education system,

DepEd's annual partnership appreciation program was held at the DepEd headquarters "in recognition of the private sector's generosity and continued support to the cause of promoting quality and access to basic education," DepEd said.

The program, held at the DepEd Complex in Pasig City, was attended by Sonny Carpio, Aboitiz Foundation Executive Vice President and Chief

Operating Officer. Delivering remarks for DepEd were Mario Deriquito, DepEd Undersecretary for Partnerships and External Linkages, and Bro. Armin Luistro, DepEd Secretary.

DepEd's Adopt-A-School program is a venue for the strong and dynamic private sector to participate in nation-building through investments in the education of Filipino children. With Adopt-A-School, each Filipino can have the opportunity to enjoy his right to education, to open his eyes to the wonders and challenges of the world, to pursue his dreams, and to contribute capably towards the nation's progress.

Aboitiz Foundation grants financial incentive to SUWC scholars

By Rechiel Cordova

The Aboitiz Foundation rewarded scholars under the Street Urban Working Children (SUWC) program with cash incentives for their academic excellence at a ceremony held on December 17 at Lapu-Lapu City Gymnasium.

The SUWC program, in partnership with the Department of Social Welfare and Development (DSWD), caters to public high school students. The 283 scholars under the program are not only intellectually gifted but are also responsible

members of their families and are active in supporting their parents in livelihood activities.

Also honored at the event were 35 students from Science and Technology Education Center. These students, personally sponsored by Aboitiz executives, received financial reward for being at the top of their class.

Aboitiz Foundation EVP & COO Sonny Carpio graced the event together with Lapu-Lapu City's DSWD Officer Emerita Degamo and STEC Principal Ricardo Cayacap.

Corporate Social Responsibility

Aboitiz Foundation rewards PUP Taguig with computer laboratory

By Louie Boy De Real

The Aboitiz Foundation turned over a computer laboratory equipped with thin-client computer units to the Polytechnic University of the Philippines Taguig last December 20, 2013.

The school was the Foundation's partner in its relief operations for families affected by the Habagat flooding in August 2013. Aside from being a command center, the school's students and faculty members also volunteered in the packing and distribution of goods. This was how the Foundation learned of the need to replace outdated computers the school used in teaching IT subjects.

Aboitiz Foundation EVP and COO Sonny Carpio was impressed with the school's IT development skills despite their limited resources. He reminded the students and the



UPGRADED AND READY. Aboitiz Foundation EVP & COO Sonny Carpio and Project Manager for Luzon Jowelle Ann Cruz present PUP President Dr. Emanuel De Guzman with a computer keyboard symbolizing the turnover of a new computer laboratory facility to the school.

faculty to always have the passion for better ways espoused by Aboitiz Group.

"Your achievement should not stop where it is now. There is always room for improvement.

If you cannot compete with other campuses, I suggest you compete with yourself. That is the best way of trying to improve on what you are now," he stressed.

Communication, measurement key 2014 strategies for Aboitiz Foundation

By Rechiel Cordova

"CSR is a very important component to the Aboitiz DNA. It is an integral part of our business philosophy," said Aboitiz Foundation President Jon Ramon Aboitiz during the groupwide CSR strategic planning held from December 10 to 11, 2013 at Cebu Parklane Hotel.

More than 50 participants composed of CSR officers, team leaders, and team members

coming from the different Aboitiz business units (BUs) nationwide attended the activity.

During the two-day conference, participants were given the opportunity to report on the past year's accomplishments, provide updates on projects, and learn from each other's best practices. Open discussions were also conducted to address BU concerns.

The Foundation discussed plans for 2014, which include BUs' CSR budgets and full integration and development of special science elementary schools and technical vocational high schools.

The conference was aimed at building a more structured scheme for its programs to ensure higher impact for the communities it serves.



EQUIPPED FOR 2014. Aboitiz Foundation President Jon Ramon Aboitiz and EVP-COO Sonny Carpio gathered CSR officers from across the Aboitiz Group to Cebu last December 2013 to map out 2014 strategies and objectives.

Corporate Social Responsibility

Aboitiz Football Cup kicks off 16th season

By Rechiel Cordova

The Aboitiz Football Cup kicked off its 16th season on last December 6, 2013 at the Aboitiz Sportsfield in Subangdaku, Mandaue City.

The Cebu Football Association, in partnership with the Aboitiz Foundation, welcomed 154 teams from different schools and football clubs that competed in 14 divisions: the Under-7; Under-9; Under-11; Under-13; Boys Under-15; Girls Under-15; Boys Under-18; Girls Under-18; Under-23; Inter BPO Men's; 38-and-Above; Men's Open; Inter BPO Ladies; and Inter Company. The Cup is slated to culminate on April 30.

Aside from popularizing the sport in Cebu, the Cup aims to provide a venue for players to learn the values of teamwork, victory, and grace in defeat.

"We want to develop well-rounded individuals and let them imbibe the spirit of sportsmanship because that will translate into passion in everything they do," explained Aboitiz Foundation EVP & COO Sonny Carpio.

The Aboitiz Football Cup was launched in 1997 and has now evolved into Cebu's premiere football event. Aboitiz Foundation has allocated P1.6 million for the Cup, a 23% increase from the 2012 budget.



THE BEAUTIFUL GAME. Aside from popularizing the sport in Cebu, the Cup aims to provide a venue for players to learn the values of teamwork, victory, and grace in defeat.

CitySavings, Aboitiz Foundation turn over elementary school building in ComVal

By Paula Viegelmann-Ruelan

■ **"Through this project, we hope that a lot of students and teachers can have a safe and suitable environment for teaching and learning."—CitySavings' Mikel Aboitiz**



BETTER VENUES FOR LEARNING. CitySavings, represented by President and CEO Mikel Aboitiz, turned over a one-storey, three-classroom building to Compostela Central Elementary School at a turnover rite conducted recently. The generous donation was eagerly received by the school's administration and students.

City Savings Bank, in partnership with Aboitiz Foundation, Inc. and the Department of Education (DepEd), recently turned over a one-storey, three-classroom school building to Compostela Central Elementary School.

"CitySavings, Aboitiz Foundation and the Aboitiz group as a whole have always been very much involved and active in the pursuit of its Corporate Social Responsibility through the sponsorship of different projects for public schools. This is aligned with the bank's vision of being the neighbor of choice by giving back to the communities we are operating in. Through this project, we hope that a lot of students and teachers can have a safe and suitable environment for teaching and learning," CitySavings President and Chief Executive Officer Mikel Aboitiz said.

The formal unveiling and turnover was attended by Compostela Valley Governor

Arturo Uy, Compostela Mayor Lema Bolo, DepEd Region XI Representative Medical Officer V Dr. Mariblanca Piatos, Compostela Central Elementary School Principal Jun Galay, Aboitiz Foundation EVP Sonny Carpio and Mr. Aboitiz.

When Typhoon Pablo hit Mindanao back in December 2012, Compostela Valley was one of the badly devastated area in the region. After the Aboitiz Group mobilized relief operations for Compostela Valley, Mr. Aboitiz decided to do something more for the area. In coordination with the Aboitiz Foundation, a new school building was built to replace the building destroyed by Typhoon Pablo in Compostela Central Elementary School.

Governor Uy said in his closing remarks that "with the new school with complete facilities, there is no reason for the school not to be inspired to teach and for the students not to be inspired to learn."

Corporate Social Responsibility

UnionBank donates P10M to Habitat for Humanity for Bohol rebuilding efforts

By Ilene Geronimo

- Bank's P10M donation is largest received by Habitat for its Bohol earthquake relief
- First of 70 bamboo-cement core housing units turned over in January

In support of Habitat for Humanity Philippines's (HFHP) ReBUILD Bohol program, UnionBank donated P10 million for the construction of 70 core housing units and provision of 100 shelter repair kits for families severely affected by last year's massive Bohol earthquake.

"We are so happy to have a partner that can make things happen," said UnionBank Chairman & CEO Justo A. Ortiz about collaborating with HFHP for the reconstruction efforts.

HFHP's CEO & Managing Director Charlie Ayco said people have the opportunity to provide everyone in Bohol a decent place to live.

"This is the biggest donation that Habitat has received for Bohol. We are very grateful that Bohol has not been forgotten in spite of the other disasters that have come after. Let us rebuild lives not only in Tacloban, Samar, Cebu, but let us not forget our kababayans in Zamboanga and Bohol," Mr. Ayco said.

On January 25, the first bamboo-cement house was turned over to Mr. and Mrs. Ramon Tuguib, residents of Brgy. Catagbacan Sur in the municipality of Loon, one of the hardest-hit towns in the province.

The unit features a floor area of 21.45 sq.m, jalousie windows, a concrete two-chamber septic tank, lightweight steel framing made of

a combination bamboo and wire mesh walls and flooring, and cement overlay.

UnionBank's Corporate Philanthropy and Social Responsibility (CPSR) Executive Director Maria Gonzalez-Goolsby led the ribbon-cutting ceremony with Loon Mayor Lloyd Peter M. Lopez and Provincial Head of External Affairs Isabelito Tongco.

The following day, Mr. Ayco, Loon Vice Mayor Elvi Peter L. Relampagos, and UnionBank team

members distributed 100 shelter repair kits in Barangays Catagbacan Norte, Catagbacan Handig, and Catagbacan Sur. Each kit included plywood, lumber, GI sheets, nails, and a hammer.

Habitat for Humanity Philippines (HFHP) is a non-profit organization providing Filipino families with decent homes. It brings together partners sharing the same vision of transforming lives through building responsible and sustainable communities.



BANKING ON BOHOL. UnionBank donates P10M to Habitat for Humanity Philippines for its ReBUILD Bohol program (From left) Stephanie Manalastas, RD Manager, HFHP; Margie Moran-Floirendo, Trustee, HFHP; Maria Gonzalez Goolsby, CPSR Executive Director, UnionBank; Charlie Ayco, CEO & Managing Director, HFHP; Fernando Zobel de Ayala, Council Chairman, HFHP & Director, HFHI; Justo A. Ortiz, Chairman & CEO, UnionBank; Genju V. Lapez, EVP, UnionBank; Erlynn Campos, Trustee, HFHP; Ilene R. Geronimo, CPSR Manager, UnionBank; and Dabs Liban, Resource Development Head, HFHP.

UnionBank Learning System recognized by DepEd

By Ilene Geronimo

UnionBank received a Certificate of Recognition from the Department of Education (DepEd) for its UnionBank Learning System: Developmental Reading Integrated with Values Education for Good Citizenship (UBLS), a program in support to the

government's Adopt-A-School Program.

The bank has been partners with DepEd for eight years and contributes through substantial and meaningful programs of intervention in public schools. UBLS has been integrated into

the new K-12 curriculum as part of the official DepEd Grade 2 English Learner's Material and Teacher's Guide to be used by 2.5 million Grade 2 pupils and 70,000 teachers in 38,501 elementary schools nationwide.

Corporate Social Responsibility

First batch of VECO Development Academy students graduates

"I never expected to reach this far in my learning and that I am given the chance to work with one of the best companies in Cebu!" exclaimed Mark Anthony Mangubat, an Electrical Installation and Maintenance (EIM) student of the Technical Education and Skills Development Authority (TESDA). Hailing from Naga City, Cebu, he is among the first batch of graduates from the VECO Development Academy (VDA) Sirao Campus.

Mark and fellow students Michelle Lopernes, Georgen Dal, Ariel Napoleon Navera, Rey Alison Gumade, Eugene Codiñera, Wendell Labitad, and Francisco Cawaja, Jr. passed the Basic Lineman's Training (BLT) course offered by Visayan Electric Company (VECO) after undergoing a total of 113 days of classroom and actual field training at VECO's 1.3-hectare training camp nestled in the mountain barangay of Sirao, Cebu City.

VDA is the brainchild of VECO President Jim Aboitiz who, in 2010, envisioned the development of a facility where team members in engineering, customer services, and admin support can be trained and experience a holistic approach to learning technical and non-technical skills.

Construction of the P13-million VDA Sirao Campus soon followed and, today, it houses two classroom-type buildings, a mock substation, linemen's tool room with top-of-the-line equipment and with stamina setups for basic lineman skills, and a whole gamut of structures.

The facility is ready for both de-energized and energized line works such installation works like tree wire, pole, meter, transformer, line, and elevated meter cluster (EMC).

Building 2 was inaugurated on October 21, 2013, coinciding with the students' graduation ceremony. It has four lecture rooms for human resources and soft skills training and a simulation room for protection, automation, and control skills training for the Substation & Electrical Equipment Department (SEED).

VECO and TESDA signed an agreement in January 2012 to develop a training program that will increase productivity of skilled linemen and enhance safety measures in job performance. Under the agreement, EIM graduates from TESDA's regional training center will undergo basic training for linemen at the VDA. The curriculum includes safety courses and core modules such as installation, operation, and maintenance of power lines. VECO would also assist in job placement for graduates.

TESDA Region 7 Director Rosanna Urdaneta, guest of honor at the graduation, described the VDA as the "most beautiful and modern lineman's training facility I have seen in the country." She congratulated and thanked VECO for coming up with an authentic learning environment best suited for the development of core competencies as presented under the K-12 program.

Davao Light sends crew to assist in restoring power in Visayas

AboitizPower's Davao Light and Power Co., Inc. helped in the restoration of power lines in super Typhoon Yolanda's stricken areas in Visayas.

Based on reports, areas which were badly devastated by the super typhoon still had no power as strong winds and storm surges toppled transmission towers and power lines.

Davao Light, though outside of its franchise area, sent its personnel, composed of 4 gangs or 20 linemen, to the northern part of Cebu to assist in the restoration process.

"Restoration process may take 1 month or more depending on the situation of the area. But our men are unmindful of the longer time they may be away from their families and the difficulties they will encounter in reaching these most devastated areas. They are more mindful of finding ways to hasten the work and helping these communities revive their electricity supply.", said Rodger Velasco, Davao Light's Vice-President for Engineering.

As of the moment, additional gangs were also deployed carrying hardware materials and supplies necessary for the repair of damaged facilities to hasten power restoration activities in Visayas.

Davao Light, the third-largest electric distribution utility in the Philippines, is one of the electric utilities that first responded and extended help in the power restoration in Compostela Valley and Davao Oriental areas, both devastated by super Typhoon Pablo in December 2012.



SKILLED TO SUCCEED. VECO Senior Vice-President Sebastian Lacson and TESDA Region 7 Director Rosanna Urdaneta award the first batch of VDA graduates who passed the Electrical Installation and Maintenance course.

Corporate Social Responsibility



CERTIFIED TECH-VOC TEACHERS. Aboitiz Foundation presented NC-II certificates to teachers from Taguig National High School (TNHS) who will soon train students for various tech-voc courses. TNHS is the pioneer academic institution adopted under the Foundation's program to form a technical-vocational high school, which will also be duplicated across the country.

The teachers—Marisa P. Monge (Housekeeping), Alma M. Lomadilla (Commercial Cooking), Edna I. Madueño (Caregiving), Nida L. Reforma (Commercial Cooking), and Anita V. Cleofe (Housekeeping)—received licenses to teach housekeeping, commercial cooking, and caregiving as awarded by the Technical Education and Skills Development Authority (TESDA).

Davao Light helps expedite power restoration in Northern Cebu

Davao Light & Power Co. responded to help Cebu Electric Cooperative (Cebeco) II in the rehabilitation of its 69kV sub-transmission lines toppled by Typhoon Yolanda.

Davao Light sent a total of 38 linemen equipped with boom trucks, hardware material, and supplies necessary to fast track rehabilitation works of Cebeco. As of November 15, all of the 82 damaged transmission line structures have been repaired while the 69kV line from Lugo to Medellin was energized the next day. This repowered the municipal hall of San Remigio and the business center of Bogo City.

Hedcor scholars on track towards building dreams

- College scholarships awarded to five students from host communities in Benguet
- Grant covers full tuition and books for their studies in accountancy, engineering, and medical technology

Five students from Hedcor, Inc.'s host municipalities in Benguet—Bakun, Itogon, La Trinidad, Sablan, and Tuba—are now on track to pursuing their chosen college degrees after signing their Memorandum of Agreement with the company.

"I'm thankful for this life-changing opportunity given to me by Hedcor and, for that, I will do my best to study hard and fulfill my dreams," Lealyn Villanueva, 16, asserted at the signing in the presence of parents and community leaders.

With each student picking a course they preferred, three will one day be accountants, another one an engineer, and the other a medical technologist. Hedcor will cover full tuition fees as well as book and monthly allowances.

"You are now part of Hedcor's history. In

exchange for this scholarship, Hedcor is only asking your best in your studies. Remember, your parents are counting on you," Hedcor AVP Dan Rey Faelnar told the scholars.

Hedcor companies are supporting 22 scholars in Benguet, Ilocos Sur, and Davao. Guidelines

are in place so that deserving students will be awarded scholarships.

Since 2000, the scholarship program has produced 26 graduates, with some now working locally or abroad while others have also been absorbed by Hedcor.



TICKET TO BIG DREAMS: These scholars are full of hope as they embark on their journey to success.

Corporate Social Responsibility

Hedcor conducts second medical mission in Bakun

The long, winding, rough road to a remote barangay in Ampusongan, Bakun did not deter Hedcor, Inc. team members and partners from the Rotary Club of Baguio and Philippine Dental Health Association from bringing health care services to this local community through its annually medical and dental mission.

Over 50 volunteers—doctors, dentists, and nurses and more than 30 Hedcor operation and maintenance team members—attended to 450 people who gathered at the Ampusongan National High School for the whole-day activity.

Rotary Club of Baguio President Uwe Koeller shared his surprise on how remote the place is and said: “We are happy to come to this part of Benguet and to be partners in service to bring good in the community.”

Services included pediatric and medical

consultation, which received the most number of patients at 268. Dental services served 149 patients while circumcision services were provided to 9 teenagers.

Ligaya Contada, 72, was one of the beneficiaries of the mission. She had been complaining about her high blood pressure, common to elderly people like her. “A senior citizen like me gets so much help from the free consultation and medicines they give us,” she said.

This year’s humanitarian mission also gives attention to the advancement of women’s health. Some 26 women received a free Pap smear, which is a medical test that can help diagnose if someone has an infection, abnormal cervical cells, or cervical cancer. Their tissue samples were taken to the Baguio General Hospital for reading and results were forwarded

to the Municipal Health Office.

The medical mission was the second after Hedcor-managed Luzon Hydro Corporation conducted its own medical activity at Kayapa, Bakun.



ON CALL. Volunteer dentists join Hedcor in serving communities by offering free professional services. The activity is one way for Hedcor to give back to its host community and hundreds of people benefit from this lasting partnership.

SNAP–Magat holds seventh annual Valentine ‘Gamutan’ for host community

A total of 221 patients received medical services while 76 took advantage of free dental services at the annual medical–dental mission dubbed “Gamutan sa Araw ng mga Puso” and held on Valentine’s Day by the municipal government of Diadi, Nueva Vizcaya and SN Aboitiz Power–Magat, Inc. Now on its seventh year, the ‘Gamutan’ was conducted at Diadi’s municipal hall compound from early morning until noon.

Local volunteer nurses and doctors, as well as SNAP–Magat’s in-house nurse Cheryl Ragsac, provided free medical services while SNAP provided the medicines. Diadi is one of two host municipalities in the province of Nueva Vizcaya of the 360–MW Magat Hydroelectric Power Plant owned and operated by SNAP–Magat.



KEYS TO HEALTH. SN Aboitiz Power–Magat, Inc. President & CEO Manny Rubio handed Ifugao Province’s Governor Denis Habawel the keys to a pick-up vehicle donated by the company last November 14 to the province’s “Handog Kalusugan sa Ifugao” program. The company has allocated almost P7.8 million and pledged an ambulance in support of the province’s health program. “We believe that corporate success leads to social development, and when there is social development we will be able to achieve lasting progress,” said Mr. Rubio.

Corporate Social Responsibility

RAFI signs agreements with DepEd for tree nurseries, school building

- RAFI will fund a P13-M, 12-classroom school building in Barangay Ermita, Cebu City
- Native tree nurseries, to be located in qualified Cebu schools, will also be built by RAFI

The Ramon Aboitiz Foundation, Inc. (RAFI) and the Department of Education (DepEd) have entered into separate agreements for the construction of a school building in Barangay Ermita, Cebu City and the setting up of native tree nurseries in feasible Cebu province schools.

Construction of the 12-classroom, P13-million school building, which RAFI is funding, came into fruition after the Cebu City government set aside funds for the purchase of a lot in Ermita, whose elementary school students had to walk far just to attend classes in another barangay.

DepEd-Cebu City, as a partner in promoting the project, will provide guidance and assistance to ensure the proper implementation of the project from inspection, monitoring, to evaluation of the school that would be built soon.

RAFI likewise signed another agreement, this time with DepEd-Cebu Province, on the establishment of native tree nurseries in qualified schools of the province of Cebu. Under



DEPED PARTNER. (Seated from left) Cebu City Schools Division Superintendent Rhea Angtud, RAFI President Roberto "Bobby" Aboitiz, and Cebu City Mayor Michael Rama sign the memorandum of agreement that would pave the way for the construction of a four-story, 12-classroom elementary school building in Barangay Ermita, Cebu City.

the agreement, RAFI is required to provide DepEd-Cebu Province technical assistance and guidance in the proper raising and growing of the native trees, maintenance, and other concerns related to native tree plantation management,

when necessary.

RAFI will also provide the native tree seedlings, complete with tags like scientific and common names, and other materials to DepEd-Cebu Province.

RAFI Micro-finance GA gathers nanays

The microfinance program of the Ramon Aboitiz Foundation, Inc. (RAFI Micro-finance) held its 10th General Assembly (GA) last January 25 at the University of San Jose-Recoletos Coliseum, Basak Pardo, Cebu City.

Themed "Fiesta sa RAFI Micro-finance: A Thanksgiving Celebration" to signify a group of women rising from the ruins of last year's calamities, the GA drew more than 1,800 nanay micro-entrepreneurs from the different municipalities of Cebu and Bohol.

The event featured the sharing of experiences by successful entrepreneurs Charmaine Ong of Tropical Souvenirs and Arden Siatot of Arden

Classics; exhibits; short lectures; and talent contests on culinary art, native dances, and balitaw. A medical mission was also held during the day-long event in cooperation with the Eduardo J. Aboitiz Cancer Center.

The highlight of the celebration was the awarding ceremony, which recognized women-clients and groups that excelled and demonstrated quality performance in business management. Claudia Celis from Tubigon, Bohol was picked as Most Outstanding Client of the Year.



LET'S HEAR IT FOR MOM. RAFI recognized nearly 2,000 nanay micro-entrepreneurs in Cebu and Bohol at RAFI Micro-finance's 10th GA held last January in Cebu City.

Corporate Social Responsibility

RAFI holds forum series on disaster preparedness

■ Addressing the "new normal," speakers talked about infrastructure planning amid worsening weather conditions

To increase public awareness on disaster preparedness and response, the Ramon Aboitiz Foundation, Inc. (RAFI) organized a four-part Understanding Choices Forum with the theme, "Are we ready for 'the new normal'?" starting last January.

The first part of the forum series entitled, "Building Disaster-Resilient Infrastructure," was conducted last January 29. It aimed to emphasize the need to building disaster-resilient infrastructure. Speakers discussed how to physically plan infrastructure that could withstand more powerful weather phenomena, which RAFI believes is now the "new normal."

On February 28, the second part, dubbed "Building Disaster-Resilient Communities," highlighted, among others, the experience of San Francisco town in Camotes Island, Cebu in increasing knowledge and capacitating the community on disaster resilience down to the



NORMALIZING THE NEW NORMAL. Participants listen to former San Francisco, Camotes Island, Cebu town mayor Alfredo Arquillano Jr. as he spoke during the RAFI's "New Normal" forum.

purok and household levels. Like the first one, the forum was held at the RAFI-Eduardo Aboitiz Development Studies Center Plenary Hall.

The Understanding Choices Forum is one of the programs of EADSC under RAFI's Leadership & Citizenship Focus Area.

RAFI hires Renoir to improve systems

Aiming to streamline its current processes, the Ramon Aboitiz Foundation, Inc. (RAFI), hired the services of consultancy firm Renoir, which checked the effectiveness of the foundation's systems, including that of RAFI Micro-finance.

The consultants identified the gaps and loopholes and made recommendations to improve RAFI's overall performance and standardize its processes, especially on project management and micro-finance operations.

"Aiding us in this effort is a consulting firm – Renoir Consulting. Their approach in achieving our goal is participatory – an approach that makes us owners of the process, thus, it will be us that will provide the content," said Dominica B. Chua, RAFI chief operating officer.

She said that Renoir's "primary responsibility is to carry on the objectives of the project



AIMING FOR EFFICIENCY. Task Force members introduce the Bugsai Project to RAFI Micro-finance nanays during the latter's general assembly. The nanays are the direct beneficiaries of improvements that would be introduced by the Renoir-guided Task Force to the micro-finance program.

towards achieving their results." Under the consultants' guidance, RAFI came up with a project team "Bugsai Task Force" which serves as executor of project objectives.

In particular, RAFI expects that for this year, its Micro-finance program shall have already become more standardized and efficient in its daily operations.

WPF partners with GeiserMaclang, iACADEMY for disaster preparedness and crisis communication project

- WPF to provide weather-related info via AWS, LGU partners, & donors
- “One entity would find it hard to conduct a comprehensive disaster preparedness campaign... but together, the government and private sector can actually cover the country very well.”—WPF’s Celso Caballero

WeatherPhilippines Foundation, Inc. (WPF) has partnered with marketing firm Geiser Maclang Marketing Communications, Inc. (GeiserMaclang) and tech school iACADEMY for The Weather Communication Project: Nation-Wide Preparedness as the Response to the New Normal: a revolutionary project set on creating a sense of climate-sensitivity among Filipinos.

“Alone, one entity would find it hard to conduct a comprehensive disaster preparedness campaign because there are budget constraints. But together, the government and private sector can actually cover the country very well. We want to cover as much of the Philippines as we can,” Celso Caballero III, WPF General Manager, said.

Under the partnership, WPF will provide essential weather-related scientific training and information through the national installation of automated weather stations (AWS), seek out LGU partners for these AWS, and collaborate with donors for the reproduction of DVD training



DEAL SEALED; PARTNERSHIP OPPORTUNITIES AHEAD. WPF General Manager Celso Caballero speaks about The Weather Communication Project and how WPF’s partnership with iAcademy and GeiserMaclang will benefit the public. He also spoke to members of the mining industry at the PMEA monthly membership meeting last November in order to promote the project and pursue possible deals with the group’s member firms.



videos to be developed by iACADEMY and marketed by GeiserMaclang.

Supporting this effort, Amor Maclang, GeiserMaclang Risk, Issues and Crisis Mitigation Strategist, conducted a crisis communication seminar for some officers of the League of Cities of the Philippines (LCP) and WPF last

February 27.

The training provided an introduction to crisis communication. Maclang also gave tips on media communications during a crisis scenario.

Through LCP, GeiserMaclang will conduct the same trainings to the LGU partners of WPF in the first half of 2014.

WPF trains Rappler staff, LCP secretariat on weather disturbances



KNOWLEDGE ON DISTURBANCES. (From left) Rappler Desk Editor KD Suarez, WPF/ Senior Meteorologist Leonilo Millanes, Rappler Technology & Content Strategist Gemma Mendoza, WPF Senior Typhoon Specialist David Michael Padua, Rappler CEO Maria Resa, and WPF General Manager Celso Caballero.

WeatherPhilippines Foundation, Inc. (WPF) recently conducted its Weather 101 and Tropical Cyclone 101 trainings for staff of Rappler.com and the secretariat of the League of Cities of the Philippines.

Fourteen Rappler.com staff and seven members of the LCP Secretariat attended the seminars, held separately for Rappler.com and LCP last January and February, respectively. Also present at the trainings were Celso Caballero III, WPF General Manager, and Maria Ressa, Rappler.com Chief Executive Officer.

The trainings aimed to help

participants understand the basic concepts, processes and effects of different weather disturbances and rain-producing weather systems in the country so that they can create their own disaster preparedness programs to reduce the impacts of weather-related disasters.

Feedback on the trainings was positive.

“The sessions were refreshing. It’s funny because most of the things that were discussed were topics in grade school and high school. But it’s been years, so of course we forgot all about those already. It’s just as important for old dogs to relearn new tricks,” said Bea Cupin, Rappler.com reporter.

WPF touts AWS at UP–SURP International Conference on Smarter Cities

- Around 500 participants from public and private sectors attended the conference
- Public and private sector groups are interested in installing AWS in their respective facilities

WeatherPhilippines Foundation, Inc. (WPF) recently promoted its automated weather stations (AWS) at the 2013 International Conference on Smarter Cities in Manila, citing their effective use in local disaster risk reduction and management.

During his speech entitled “Strengthening Local Disaster Risk Reduction Management Through Automated Weather Stations” under the “Smarter Environment” session, WPF General Manager Celso Caballero III presented WPF’s The Weather System Communication project and explained its significance to local disaster risk reduction and management.

Around 500 participants from the public and private sectors attended the conference—hosted by the University of the Philippines School of Urban and Regional Planning and with the theme “Planning Smarter Cities Towards a Better Quality of Life”—with the aim of sharing knowledge on smarter technologies and

innovations in city development, strengthening local and international networks, and to arrive at the Manila Declaration 2013 to encourage participants to commit to the Smarter Cities Campaign.

In addition to Caballero’s talk, WPF also set

up a booth displaying its AWS demo unit and received inquiries from government and private representatives interested in installing AWS in their facilities. Far Eastern University was one group that expressed interest in putting up an AWS in its facilities.



GLOBAL PUSH FOR RESILIENCE. Almost 500 representatives from various sectors converged to advocate and operationalize the Smarter Cities Initiative in the country at the 2013 International Conference on Smarter Cities. WPF General Manager Celso Caballero spoke about strengthening local disaster risk reduction management through AWS at the Smarter Environment Session



WPF joins forum supporting disaster resilience among local businesses



STRONG BUSINESSES AGAINST DISASTERS. (From left) Kokusai Kogyo Holdings President Sandra Wu Wen-Hsiu, Special Representative of UNISDR Secretary Margareta Wahlstrom, and WPF Manager Celso C. Caballero III at the 2nd Top Leaders’ Forum last November.

WeatherPhilippines Foundation, Inc. (WPF) recently joined the 2nd Top Leaders’ Forum of SM Prime Holdings, Inc. and the United Nations Office for Disaster Risk Reduction as part of its efforts in supporting disaster resilience among Filipino businesses.

The forum, entitled “Incentives for Resilient Investment” and held last November, featured WPF General Manager Celso Caballero III, who shared in the technical panel discussion that weather forecasting technology such as WPF’s partnership project with the SM Group can be

used as a tool for disaster preparedness to aid in strengthening the resilience of businesses against weather-related disasters.

SM Supermalls, together with WPF, installed automated weather stations (AWS) in all SM malls nationwide. This effort is part of SM Supermalls’ business continuity plans and supports WPF’s campaign for strengthening the disaster risk reduction and climate change adaptation capability in the Philippines.

WPF has deployed a total of 402 AWS to date. It aims to deploy roughly 1,000 AWS by this year.

WPF, LPP partner for disaster risk reduction; seeks deals with miners

- WPF will provide trainings on Weather 101, Tropical Cyclone 101, Crisis Communication and Disaster Response Techniques
- “WPF and LPP will also work together to upgrade our capabilities to manage the risks associated with these adverse weather conditions.”—WPF’s Sabin Aboitiz

WeatherPhilippines Foundation, Inc. (WPF) and the League of Provinces of the Philippines (LPP) partnered to assist provinces in building their capacity for weather-related disaster risk reduction and management last January 24.

Signatories present at the memorandum of understanding (MOU) signing were LPP National President Oriental Mindoro Governor Alfonso Umali, Jr., LPP Secretary General Bohol Governor Edgardo Chatto, WPF Trustee Sabin Aboitiz, and WPF General Manager Celso Caballero III.

“Through this new MOU, WeatherPhilippines and the League of Provinces will collaborate for updated training on Weather 101, Tropical Cyclone 101, Crisis Communication and Disaster Response Techniques. Many an expert in these fields have provided their services to the WeatherPhilippines for free and we would like to share these with our LPP partners,” Aboitiz said.

“As typhoons like Ondoy, Pepeng, Pablo, Sendong and Yolanda are becoming the ‘new normal,’ the WeatherPhilippines Foundation and

the League of Provinces of the Philippines will also work together to upgrade our capabilities to manage the risks associated with these adverse weather conditions,” Aboitiz added.

Meanwhile, at the monthly meeting of the Philippine Mining and Exploration Association

last November, Caballero presented The Weather Communication Project to CEOs, presidents, and country managers of various mining companies in order to gather partnership leads and capture potential partners/donors from the mining and exploration industries.



SYNERGIES CREATED. (From left) AEV Government Relations VP Susan Policarpio, LPP Sec-Gen Bohol Gov. Edgardo Chatto, DILG Sec. Mar Roxas, LPP National President Oriental Mindoro Gov. Alfonso V. Umali, Jr., WPF Trustee Sabin Aboitiz, DPWH Sec. Rogelio Singson, and NDRRMC Executive Director & OCD Usec. Eduardo D. Del Rosario were signatories to the MOU between WPF and LPP last January. WPF General Manager Celso Caballero was also on hand to explain the importance of WPF’s technology in the disaster risk reduction all over the country.



Men and our relationships

Recent conversations with my younger co-workers, mostly male, have led me to form a rather scary conclusion. Similar to National Geographic articles about melting ice shelves and weird weather (which I only read when on a plane and I have read every other article in the issue and still I have time to kill), it is alarming to note that more and more young men are dominated by their wives and/or wives-to-be.

My colleague Luther's mate is so jealous that when doing field work with a partner, the "maleness" of the partner must be confirmed by a word with the girlfriend over the phone. Another one, Spanky, is designing a male chastity belt-like contraption out of used metal implements for his own use at work, just to keep his girl feeling secure. Yet another hapless co-worker, Raybert, was caught frantically laundering his office barong in the comfort room after some ketchup dropped on his collar, and subsequent attempts at removal rendered the stain lipstick-

like, for which punishment or banishment awaited once discovered by his mate.

I hope I don't come across as sexist. I am just for equality in relationships.

To try and understand these peculiar displays of subjugation, I consulted with VECO's Mia Cuenco, HR practitioner, mother, and wife (not the jealous type). She said this behavior stems from the typical Filipino childhood, where mothers coddle their sons to the point of weakening them, somewhat like an overbeaten soufflé. We debilitated Filipino men then



Wandering Eye

By Basti Lacson

subconsciously seek the same overbearing sort of attention from our lovers. Furthermore, she added, once married the typical Pinoy male turns his every paycheck to his wife, perfectly happy to subsist on a meager allowance that naturally precludes the very earthly pleasures he seeks. This worsens the dependence.

As I consulted Mia, a male colleague of vast experience with marriage and women was listening in with great interest. Once Mia had said her piece and I left her room, our furtive expert called out to me once Mia was out of earshot. He said that this is all just a ploy on the part of men, that we are smarter and craftier than it seems. He explained that this is a give and take where the man gives and gives until a year into the marriage then BANG, he will proceed to dominate and take and take for the rest of their lives. His knowing smile at the end of our conversation convinced me that he knew what he was talking about.

Confused, I decided to hear it myself from the affected colleagues (at a bar). Luther, holding a drink in hand that seemed like a Molotov cocktail, talked about how very much in love he was and that this jealousy thing was but a minor inconvenience to be overcome at a later time. Spanky just laughed, saying everything was under control. I smiled, imagining him during his toilet breaks. Raybert, always the shy type, just stared at the ice crystals within his bottle of San Mig Light.

No matter what happens, men will always say everything is quite all right.

I hope I don't come across as sexist. I am just for equality in relationships.



People



Sabin Aboitiz

Trustee, WPF

Sabin is the President and CEO of Pilmico Foods Corporation. He has been actively involved in WPF since 2013 and has been leading the Aboitiz Group in partnership activities with the League of Cities of the Philippines and the League of Provinces of the Philippines.



Hans Sy

Trustee, WPF

Hans is the President of SM Prime Holdings, Inc. He recently spoke at a United Nations forum in Switzerland on his company's disaster-resilience initiatives. He continues to lead related events like the SM Green Retail Agenda and the SM Top Leaders' Forum on Disaster Resilience.

Service Extension



Jovy Batiquin

President & COO
AboitizPower Oil Group

Jovy has been granted a three-year service extension beyond his mandatory retirement in 2015. His employment

with the Aboitiz Group now continues until 2018, or until he reaches 63 years old.



Cholo Bernad

EVP-Strategy &
Regulation
AboitizPower

Cholo has been granted a two-year service extension beyond his mandatory retirement in

2016. His employment with the Aboitiz Group now continues until 2018, or until he reaches 62 years old.



Rene Ronquillo

President & COO
Hedcor

Rene has been granted a three-year service extension beyond his mandatory retirement in 2016. His employment

with the Aboitiz Group now continues until 2019, or until he reaches 63 years old.

New Hires



Rhe-An Abrasia

Trader
AboitizPower Trading and
Marketing

Rhe-An has joined the AboitizPower Trading and Marketing team as

Trader reporting directly to Nemeley Jabla, Trading Manager. He was a Cadent Engineer at First Philec Manufacturing Technologies, Inc. before joining AboitizPower.

Rhe-An graduated with a degree in Electrical Engineering from Mapua Institute of Technology, and is a registered electrical engineer.



Ladylou Angot

Account Officer
AboitizPower Trading &
Marketing

Ladylou has joined the AboitizPower Trading and Marketing team as

Account Officer reporting directly to Benedick Salvador, Area Manager. She was a Senior Territory Manager at Manila Water Co., Inc. before joining AboitizPower.

Ladylou graduated with a degree in Business Economics from the University of the Philippines Diliman.



Jennifer B. Araquel

Internal Auditor
AboitizPower Gen
Internal Audit

Jennifer has joined the AboitizPower Gen Internal Audit Team as

Internal Auditor reporting directly to Juan Pascual Cosare, Audit Supervisor. She was Associate Auditor II at Ramon F. Garcia

and Company CPAs before joining the Aboitiz Group.

Jennifer graduated with a degree in Accountancy from New Era University and is a CPA.



Chelou Baladjay

Executive Assistant
AEV Business
Development

Chelou has joined the AEV Business Development Team as Executive Assistant reporting

directly to Roman Azanza, AEV FVP. She was a Call Center Executive at C3/Customer Contact Channel before joining AEV.

Chelou graduated with a degree in Office Management from the Polytechnic University of the Philippines.



Riza Balgos

Building Administrator
AEV Admin

Riza has joined the AEV Administration team as 110 Building Administrator reporting directly to Txabi Aboitiz,

Chief Human Resource Officer. She was an Executive Assistant before being transferred to her new post.



Gemma Bojos

Building Administrator
AEV Admin

Gemma has joined the AEV Admin team as Building Administrator reporting directly to Txabi Aboitiz, Chief

People

Human Resources Officer. She was an Insurance Coordinator before joining the Aboitiz Group.

Gemma graduated with a degree in Accounting from the Cebu Institute of Technology.



Bentsen Jan Brul

Trader
AboitizPower Trading and Marketing

Sen has joined the AboitizPower Trading and Marketing team as Trader reporting directly to Nemeley Jabla, Trading Manager. Sen was a Radio Network Design and Optimization Engineer at Ericsson Network Philippines before joining AboitizPower.

Sen graduated with a degree in Electronics and Communication Engineering from the University of Sto. Tomas and is a licensed Electrical Engineer.



Michelle Bumidang

Business Development Manager
AboitizPower Business Development

Michelle has joined the AboitizPower Business Development team as Business Development Manager reporting directly to Teng Magnayon, VP for Business Development. She was a Community Relations Specialist at SNAP before being absorbed by AboitizPower.

Michelle graduated with a degree in Philosophy from St. Louis University and earned masteral units in Teaching, Major in English Graduate Studies from the Ifugao State College of Arts and Forestry.



Mark Albert Canlas

AVP for Business Development
AboitizPower Business Development

Mark has joined AboitizPower Business Development as AVP. He was Senior Manager for Marketing and Customer Services of FDC Utilities, Inc. before joining AboitizPower.

Mark graduated with an undergraduate degree in Electrical Engineering from the University of Sto. Tomas and a Masters in Business Administration from the National College of Business and the Arts, and is a registered Electrical Engineer.



Jherald Casipit

Service Engineer
AboitizPower Trading & Marketing

Jherald has joined the AboitizPower Trading and Marketing team as Service Engineer reporting directly to Danny Caro, Technical Services Manager. He was a Sales Supervisor/Senior Area Manager at Sunertech Corporation before joining AboitizPower.

Jherald graduated with a degree in Electrical Engineering from the Polytechnic University of the Philippines, and is a Registered Electrical Engineer and Master Electrician.



Riz William Conde, Jr.

Trader
AboitizPower Trading and Marketing

Riz has joined the AboitizPower Trading and Marketing team as Trader reporting directly to Nemeley Jabla, Trading Manager. He was a Customer Service Representative at Sitel Philippines before joining AboitizPower.

Riz graduated with a degree in Entrepreneurial Marketing from Mindanao State University.



John Crider

Executive Director,
Coal Operations and Maintenance
TLI

John has joined TLI as Executive Director, Coal Operations and Maintenance reporting to Benjie Cariaso, Jr. He was Senior Director for Engineering, Oxbow Carbon before joining AboitizPower.

John graduated with a degree in Electric Engineering Technology from Western Kentucky University and earned Masters in Business Administration units from the University of Florida.



Raymund Jay Gomez

AVP for Labor and Litigation
AEV LEX

Raymund has joined AEV LEX as AVP for Labor and Litigation reporting directly to Jasmine Oporto, Chief Legal Officer. He was Director-Corporate Legal Affairs and Litigation at JG Summit Holdings, Inc. before joining AEV.

Raymund graduated with degrees in Legal Management from De La Salle University and Law from San Beda College. He was admitted to the bar in 1995.



Marcelino P. Lalong-Isip, Jr.

Internal Auditor
AboitizPower Gen Internal Audit

Marcelino has joined the AboitizPower Gen Internal Audit Team as Internal Auditor reporting directly to Juan Pascual Cosare, Audit Supervisor. He was Associate Auditor at Ramon F. Garacia and Company CPAs before joining AboitizPower.

Marcelino graduated from the Polytechnic University of the Philippines with a degree in Accountancy and is a CPA.



Elito Rey Manondo

Assistant Mechanic
AEV Aviation

Elito has joined AEV Aviation as Assistant Mechanic reporting directly to Wel Come, Chief Pilot. He was a Mechanic C. Trainee at ACA TECH Support Specialist, Inc. before being absorbed by the Aboitiz Group.

Elito graduated with a degree in Aircraft Maintenance Technology from the Aeronautical Academy of the Philippines.



Jo Frann Melocoton

Account Officer
AboitizPower Trading and Marketing

Jo Frann has joined the AboitizPower Trading and Marketing team as Account Officer reporting

People

directly to Benedick Salvador, Area Manager. He was a Professional Medical Representative at Novartis before joining AboitizPower.

Jo Frann graduated with a degree in Business Administration, Major in Marketing from Ateneo de Davao University.



Freddybert Mercado
Billing & Collection Specialist
AboitizPower Generation Billing & Collection

Freddybert has joined the AboitizPower Generation Billing & Collection team as Billing & Collection Specialist reporting directly to Joey Rivera, AboitizPower Generation Billing & Collection Manager. He was a Finance Manager at Vactech Engineering Corporation in Singapore before re-joining AboitizPower.

Freddybert graduated with a degree in Accountancy from San Pedro College of Business Administration, and is a Certified Public Accountant.



Liza Luv Montelibano
CFO
AboitizPower Generation

Liza has joined the AboitizPower Generation Group as CFO. She was Country Controller of NXP Semiconductors before joining AboitizPower.

Liza graduated with a degree in Management, Minor in Finance, from the Ateneo de Manila University, and is a Certified Internal Auditor with the Institute of Internal Auditors, USA.



Ciarah Anne Pacheco
Talent Attraction Associate
AEV HRQ

Ciarah has joined the AEV HRQ team as Talent Attraction Associate reporting directly to

Valerie Cruz, Talent Attraction Manager. She was an HR Assistant before being absorbed by the Aboitiz Group.

Ciarah graduated with a degree in Psychology from the University of Sto. Tomas.



Romuald Padilla
Associate General Counsel-Contracts and Special Projects
AEV LEX

Romuald has joined AEV LEX as Associate General Counsel-Contracts and Special Projects reporting directly to Jasmine Oporto, Chief Legal Officer. He was an Associate Legal Counsel at JG Summit Holdings, Inc. before joining AEV.

Romuald graduated with a degree in Philosophy from the University of San Carlos, a Masters degree in Theology from Ateneo de Davao University, and a law degree from San Beda College. He was admitted to the bar in 2007.



James Timko
Senior Director-Business Development
AboitizPower

James has joined the AboitizPower Business Development team as Senior Director. He was VP-Development Engineering at Lanco Power International before joining the Aboitiz Group.

James graduated from Virginia Polytechnic Institute and State University with a degree in Mechanical Engineering and is a licensed Professional Mechanical Engineer.



Robert Yu
Finance Manager
AEV-Strategy and Corporate Finance Team

Robert has joined the AEV Strategy and Corporate Finance Team as Finance Manager reporting directly to Robin Sarmiento, AVP Strategy and Corporate Finance. He was a Senior Associate at Chicago-based Lake Capital Partners before joining the Aboitiz Group.

Robert graduated with a degree in Accountancy with high marks from the University of Illinois-Urbana Champaign.

Promotion



Terrie Abad
Industrial Business Unit Head
AboitizLand

Terrie has been promoted to IBU Head. Prior to this she was Executive Team Leader for Property Management.



Fermin Edillon
ComRel Manager
Davao Light

Buboy has been promoted to ComRel Manager and now reports to Art Milan, COO. Prior to this he was a ComRel Supervisor since 2008.



Janice Kristie Remolona
HR Manager
Davao Light

Jan-Jan has been promoted to HR Manager and now reports to Art Milan, COO. Prior to this she was an HR Supervisor since January 2013.

Recognition



Julius Alagabre
College of Fellow Member, IEE
VECO

Congratulations to Julius for being selected by the Institute of Integrated Electrical Engineers of the Philippines as a College of Fellow Member for 2013. This is highest category bestowed on an Electrical Engineer in the Philippines.



Moses Gantuangco
Treasury Certification Program Passer, ADMU-BAP Institute of Banking
AEV Treasury

Congratulations to Moses for passing the Money

People

Market examination of the Treasury Certification Program given by ADMU-BAP Institute of Banking. He is now a Certified Money Market Dealer.



Edelnario Garcia, Jr.

Security Professional Certification Program Passer, Philippine Society for Industrial Security
Congratulations to Del for passing the Security Professional Certification Program given by the

Philippine Society for Industrial Security, Inc. He is now a Certified Security Professional.



Ma. Filipina Licayao

Lead Auditor Certification Program Passer, British Standards Institution
AboitizPower Generation
Congratulations to Fei for passing the IRCA Registered ISO 22301 BCM Lead Auditor

Certification program given by the British Standards Institution. She is now a Certified IRCA Registered ISO 2230 BCM Lead Auditor.



Rachel Reconalla

Treasury Certification Program Passer, ADMU-BAP Institute of Banking
AEV Treasury

Congratulations to Rachel for passing the Foreign Exchange examination

of the Treasury Certification Program given by ADMU-BAP Institute of Banking. She is now a Certified Foreign Exchange Dealer.



Pet John Rom

Lead Auditor Certification and Security Professional Certification Passer
AboitizPower Generation

Congratulations to Pet for passing the IRCA Registered OHSAS 18001

Lead Auditor Certification given by Neville Clark-Philippines and the Security Professional Certification program given by the Philippine Society for Industrial Security, Inc. He is now a Certified IRCA Registered OHSAS 18001 Lead Auditor and a Certified Security Professional.

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Our countrymen in the Visayas affected by super typhoon Yolanda are in dire need of help. Should you wish to make a donation, you can visit the UnionBank UShare Portal via www.unionbankph.com and send funds through our partner organizations for the Yolanda Relief Operations: the Aboitiz Foundation, Philippine Red Cross, Caritas Manila, American Chamber Foundation and De La Salle University.

Yolanda

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We can do well by doing good,

always making the right long-term decisions that balance the interests of people, planet, and profit.

We are committed to making Aboitiz a truly sustainable enterprise that we can entrust to future generations.



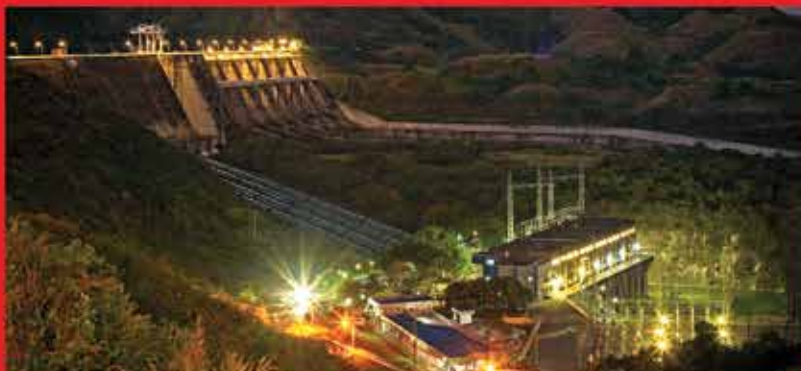
People

- Team Member Engagement and Development
- Corporate Social Responsibility
- Customer Focus
- Disaster Resilience



Planet

- Carbon Emissions Reduction
- Waste Management
- Resource Efficiency
- Renewable Energy



Profit

- Financial Return and Growth