

Aboitiz Eyes

The Official Publication of the Aboitiz Group

2nd Issue 2016

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50 years of keeping it simple



TSI inaugurates
Davao Plant

P. 20

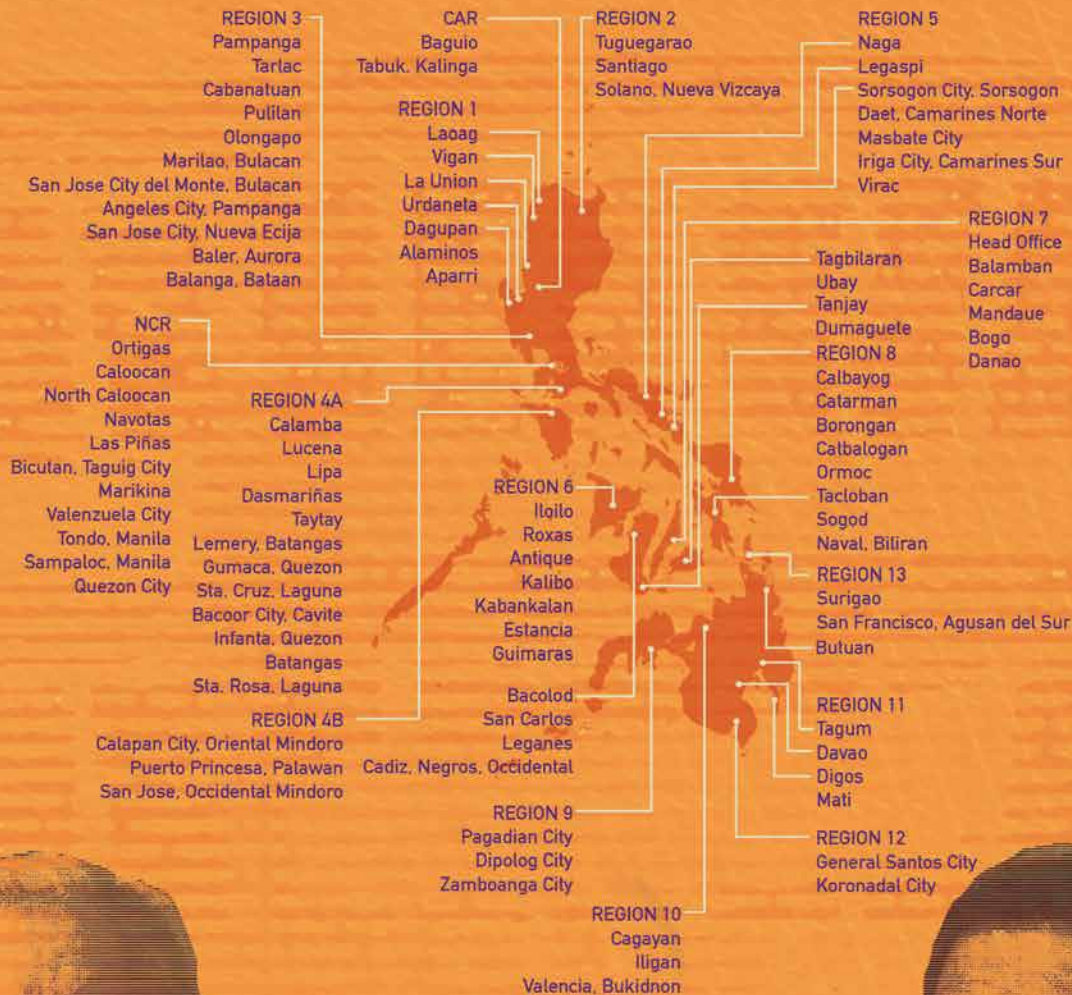
Republic Cement boosts
Norzagaray capacity

P. 41

Aboitiz launches
Pawikan campaign

P. 57

Now 100 branches nationwide!



The Founders

Don Ramon Aboitiz

Teotimo Abellana

50 years of keeping it simple



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Member: **PDIC**

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City Savings Bank is BSP regulated

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City Savings Bank: 50 years of Keeping it Simple

- CitySavings remains true to its basic philosophy of “Simple is Good”, offering straightforward banking coupled with warm and helpful customer service
- Over the years, CitySavings has helped thousands of teachers fulfill their aspirations



With a simple vision to “help people of moderate means”, Don Ramon Aboitiz and Teotimo Abellana wanted to provide financial assistance to those who contributed to their communities but had no access to banks and banking services. It was this seed of thought that inspired them to open the Cebu City Savings and Loan Association in January 1966. The Association would later become a full-fledged bank with the name City Savings Bank. Today, it operates 100 branches with over 900 team members nationwide.

Celebrating a Golden Milestone

On January 24, 2016, CitySavings held its Golden Anniversary event at the Radisson Blu Hotel, Cebu City in a memorable celebration that honored its past and looked forward to its future using the theme, “50 Years of Keeping it Simple”. Over the years, CitySavings retained its “small bank” personality and followed its basic philosophy of “Simple is Good” while growing its network of branches outside of Cebu.

Having public school teachers as its main customer, the Bank is geared towards making the financing experience easy and convenient for the teachers, ensuring that its unique and signature high-touch service experience is

practiced at all levels of customer interaction.

Recognizing the value of teachers as both customers and partners in keeping it simple, CitySavings held an awarding ceremony for the six educators who are making a difference in their respective schools and who are demonstrating the passion for empowering communities through education. They are Ms. Jenelyn Baylon of Oriental Mindoro, Mr. Randy Halasan of Davao City, Ms. Lynn Padillo of Naga City, Ms. Anabel Ungcad of Davao del Sur, Dr. Luisa Yu of Tacloban City, and Dr. Jesus Insilada of Iloilo. (*Read their stories online at aboitizeyes.aboitiz.com*)

Making an Impact on Stakeholders

CitySavings has helped thousands of teachers fulfill their hopes and aspirations. The Bank’s personal approach became a way for it to be part of the lives of the people they serve.

Melinda Yakut and her husband are both teachers from Catarman, Northern Samar. With the help of CitySavings loans, they were able to send their children to college. Their eldest is now a licensed engineer and the youngest daughter is a veterinarian, who was also supported by CitySavings in setting up her own clinic.



Carmelita Abadiano, an elementary school teacher from Himabangan, Samar is a mother of six children. When her eldest twin daughters went to college, she feared she will not be able to provide tuition for their nursing and education degrees while sustaining her other children who were in elementary and high school back then. With CitySavings' flexible loan programs, Carmelita was able to send all of them to school.

CitySavings is helping teachers not only through flexible loan programs but also through education-related corporate social responsibility projects. Its team members are among the largest contingent to volunteer annually in DepEd's Brigada Eskwela project. CitySavings has partnered with the Ramon Aboitiz Foundation for Project Synergy to help transform DepEd partners and teachers nationwide into active leaders. CitySavings has also recently partnered with Weather Philippines Foundation to implement a nationwide roll out of Weather 101 and Tropical Cyclone 101 training to all DepEd regional offices in the country.

Looking Beyond 50 Years

In its 50 years of existence, City Savings Bank has proven that helping people does not have to be complicated. It is in small, simple ways that the Bank continues to have a meaningful effect on the lives of the clients it serves. In his ceremonial toast, CitySavings Chairman Eugene Acevedo expressed optimism at the future prospects of the Bank using its "Simple is Good" business philosophy. "To our cherished teachers and to our beloved CitySavings bankers, thank you for the first 50 years. Here's to another 50 years of faithful service," he said.



Message from the President and CEO



Happy 50th Anniversary to my fellow City Savings Bankers!

It is an honor to be a member of this institution and to witness this milestone of the Bank. I am relatively new in the organization having started last February 2013 as Vice-Chairman of the Board and later on, taking over as President & CEO in June 2014.

It was during the same period when a new Senior Management Team was formed and the new strategic road map, the 3R (Reinforce our foundation, Realign our expertise, and Rekindle our relationships) was established. With this, the new team is able to continuously achieve its mandate of delighting our primary customers-partners, the teachers.

The journey of the new team and its assimilation with the existing teams became less stressful and more effective due to the cooperation and intervention of the sympathetic, capable and smart people, whom we inherited from our predecessors.

Our incumbency is blessed since the original visionaries, Don Ramon Aboitiz and Teotimo Abellana had laid the groundwork so well. Equally proficient leaders, Eduardo Aboitiz, Jon Ramon Aboitiz, Enrique Abellana and Rene Almendras took over with similar fervor and the latest team from both families composed of Erramon Aboitiz, Mikel Aboitiz, Agnes Abellana Lacson and William Paradies continued with their great management of the Bank. Had the said groups not put their minds and hearts to their roles, CitySavings will never be where it is now.

Fifty years could be a long time for some but based on a common adage that life begins at forty, CitySavings is barely ten years old. With the latest thinking, however, that life now begins at sixty, CitySavings, then, is yet to be born. Simply put, CitySavings has a long way to go with challenges and opportunities coming its way. To reach greater heights, we continue to rely on our competent, persevering and loyal teams. We will remain to be relevant in our niche market by continually living up to our tagline of "Simple is Good" and our brand promise of "Straightforward Banking."

In closing, let me remind you of a local TV series entitled "Forevermore" which alleges that forever is a myth -- "Walang forever". I disagree with the assertion that in the context of CitySavings, we can disprove such statement. There is forever in CitySavings. Guided by our values of integrity, superior service, teamwork, continuous innovation & assumed responsibility coupled with pure dedication & perseverance, CitySavings is here to stay for the communities we serve... forever.

The best is yet to be! Mabuhay ang CitySavings!

Daghang Salamat.

Catalino S. Abacan
President and CEO, City Savings Bank

Cover Story



Golden anniversary celebration begins with a spectacular performance by the University of Cebu Dance Company.



CitySavings Chairman Eugene Acevedo leads the ceremonial toast.



Cheers from CitySavings team members.



Golden Anniversary greetings from CitySavings team members.



CitySavings Reputation Management Head Paula Ruelan and AEV Corporate Branding and Communications Manager Thet Mesias with media stakeholders.



The Golden Anniversary working committee



CitySavings President and CEO Catalino Abacan gives his welcome remarks.

Celebration Highlights

It was a night of remembering the past and celebrating the future as CitySavings marked its Golden Anniversary last January 24 at Radisson Blu Hotel, Cebu City. With its theme “50 years of Keeping it Simple”, CitySavings remains true to its vision of having meaningful effect on the lives of the clients it serves through small and simple ways.



CitySavings Teacher Awardees. (From left) CitySavings Chairman Eugene Acevedo, CitySavings President and CEO Catalino Abacan with Mr. Randy Halasan (Davao City), Ms. Jenelyn Baylon (Oriental Mindoro), Dr. Luisa Yu (Tacloban City), Ms. Anabel Ungcad (Davao del Sur), Ms. Lynn Padillo (Naga City), Dr. Jesus Insilada (Iloilo), and CitySavings EVP for Channel Management Jose Levi Villanueva.



Former CitySavings President and now Cabinet Secretary Jose Rene Almendras talks about the Bank's history.



DECADES OF LEADERSHIP. Former and current members of the CitySavings Board of Directors toast to the Bank's next 50 years. In photo are (from left) CitySavings Chairman Eugene Acevedo, AEV Chief HR Officer Txabi Aboitiz, former CitySavings President and now Cabinet Secretary Jose Rene Almendras, CitySavings independent director Romy Ronquillo, former CitySavings SVP and COO William Paradies, CitySavings Vice Chairman Mikel Aboitiz, UnionBank Chairman and CEO Justo Ortiz, CitySavings President and CEO Catalino Abacan, former CitySavings board member Roberto Aboitiz, CitySavings board members Bobby Reyes and Teddy Panganiban, CitySavings independent director Tess Domalanta, UnionBank President & COO Edwin Bautista and CitySavings independent director Carlos Valarao.

CitySavings holds 2016 Golden Anniversary Sales Rally



“ Our cup is half full, and it is also half empty. We need to sustain our success, we need to think about the other 319,000 teachers who are NOT yet our customers. We in CitySavings are not simply bankers — we are a force for social advancement. And that is what drives us.

– Eugene Acevedo, Chairman

“You are our unsung heroes who continuously mean well and do well. Think of today as our last chance to do our best and hoping that same is still embedded in our mind and heart as a constant reminder of our daily tasks.”

**Catalino Abacan,
President and CEO**



Cover Story



"In any race be it on the track or simply on the road, you have a team that helps you navigate. You are the drivers and we are your navigators."

Iris Louise Dorado,
VP, Risk Management



"We, Internal Auditors, are not here to police, rather, we are your partners to provide an effective and efficient operations."

Anna Bella Gatbonton,
VP & Chief Auditor



"We want all of us to dream BIG! It is not because we are greedy but because it is the natural order in this world, to keep on growing. So dream BIG! Because your wings already exist, all you have to do is fly!"

Riella Mae Guioguo,
VP, Finance



"Compliance is basically managing our business risks based on ethics, not just because it's regulatory. It's doing the right thing at the right time for the right reason. Simple is good. And in compliance and corporate governance, good is simpler."

Barry Baya,
AVP & Chief Compliance Officer



"One of IT's objectives for this year is to have an Agile IT Infrastructure. Agility in IT Infrastructure means the ability for the infrastructure to accommodate the evolving needs and business strategies without significant re-architecture and investment."

Ronaldo Tiamzon,
AVP, Information Technology



"We consider our reputation as our greatest strength, putting great emphasis on protecting it as we further strengthen stakeholder trust and confidence in our business."

Paula Ruelan,
Reputation Management Head



Aboitiz Leaders complete Coaching and Mentoring course

- The course supports the development of homegrown leaders
- Leadership development is part of the Strategic Pillar on Building Human Capital

The Aboitiz Group HR (AGHR) is at the final stretch of the Aboitiz Leaders Coaching and Mentoring Course with 90% of all team leaders groupwide completing the program since it began early in 2015. The program is open to all AVPs and up across the Group, and is being conducted in partnership with the Catalyst Leadership team of Mr. Cliff Scott.

Group President and CEO Erramon I. Aboitiz described the leadership development process as two-pronged: the first is equipping team leaders with the coaching and mentoring skills that will propel them towards their optimal path, and the second is to encourage a self-driven career development mindset that will allow them to take responsibility and prepare their career course in the organizational ladder.

Some of the benefits of coaching and mentoring as an established organizational culture include increased productivity, improved performance, employee retention and engagement, and team efficiency. For the individual, the opportunity to undergo coaching and mentoring is also potentially transformative.

Several senior executives in the organization openly attribute their success to having been mentored and coached by the leaders before them. A coach or mentor can help new team members adjust to the culture and organizational structure. Coaching and mentoring programs provide the mentee the confidence to handle a larger scope of responsibility and the capability to make sound decisions.

Chief Human Resources Officer Txabi Aboitiz said, "The feedback I am getting from others who have taken it previously



TAKING UP THE CHALLENGE. Aboitiz Group senior team leaders undergo HR's coaching and mentoring programs to be effective in developing their mentees' confidence in handling responsibilities and sound decision making.

“The Coaching and Mentoring workshop has been the most impactful developmental program provided by the organization thus far. It combines effective theoretical frameworks, simple ideas, and a multitude of role-playing opportunities to rapidly crystallize learnings into behavior and to stretch its participants beyond their comfort zones. At its most basic level, the workshop elevates the organizations EQ level to create more aware and effective human beings in and outside of work. It helps to propel the Aboitiz organization forward towards its goal of creating an organization of leaders and a culture of excellence.

– Carlos Aboitiz
AVP, Business Development, AboitizPower

gives me confidence that we are well on our way to truly optimizing our A-People, and that in itself is becoming our differentiator as a company. Our aim is to enable all our A-People to be the driver of their own destiny. To achieve that, the right coaching and mentoring is essential.”

AGHR plans to establish Coaching and

Mentoring circles that will meet regularly, track progress, and hold the first ever Leadership Congress in August. The Biennial 360 Leadership Circle assessments will also be used to track the progress of the 2020 target of achieving a score of 80th percentile in Mentoring and Developing as well as the other Leadership Dimensions.

Aboitiz Group HR kicks off 2016 with the Talent Optimization Forum

The Aboitiz Group HR roared at the start of the year with the Talent Optimization Forum aptly themed “Overdrive” last January 7 to 8 at Bonifacio Global City. Now on its fifth year, ‘Overdrive’ hosted over 50 participants, representing all Aboitiz business units including newly acquired company, PETNET.

Highlights of the Forum include sharing of best practices such as IAP’s Building Human Capital, AboitizLand’s Strategy Execution Program, UnionBank’s Leadership Building Program, and Pilmico’s Project Me. The cross-BU brainstorming workshop was introduced as well as the simulation exercises on Individual Development Planning and Assessment Profiling, which allowed the participants to demonstrate the core values of teamwork and innovation in problem-solving scenarios.

Chief Human Resources Officer Txabi Aboitiz reiterated the Group’s thrust on Self Driven Career Management. FVP for Human Resources Nancy Lim introduced the new Aboitiz Group



STARTING 2016 ON TOP GEAR. Just like its functional definition of an automobile cruising at sustained speed, ‘Overdrive’ opened the year for Group Talent Optimization champions, putting them on the same page on how to achieve and sustain talent management goals in 2016 and onwards

HR Organization and presented the output of the HR Leaders’ Journey program. Assessment Analytics Inc. Managing Director Dette Aruego talked about Enterprise Leadership in the New Work Environment. The Talent Optimization

e-group is now created to encourage the exchange of ideas and sustain action plans aimed at building a workplace that optimizes talents while effectively placing them in the right seats of the bus.

Aboitiz Group HR holds annual Academe Luncheon

The Aboitiz Group continues to build on its strong ties with various colleges and universities as it presented its lineup of academic initiatives for the year at the annual Aboitiz Academe Luncheon last March 2 at Rockwell Center, Makati City.

Group HR officially kicked off the applications for the Group’s student-focused initiatives dubbed the Future Talents Program. These programs are designed to empower third year and fourth year students by equipping them with the educational opportunities.



We are pleased to offer better learning opportunities for Filipino students through our Aboitiz Future Talents Program. We hope that by forging a solid educational foundation for our students, we are able to help secure and shape the future of our country.

– Txabi Aboitiz, SVP & Chief Human Resources Officer, AEV

The Future Talents Program

Scholarship Programs

Aboitiz College Scholarship Program
AboitizPower Scholarship–Cadetship Program
Pilmico College Scholarship Program

Aboitiz Future Leaders Business Summit
Aboitiz Speaker’s Box Lecture Series
Pilmico Junior Veterinary Medicine & Animal Science Congress

Student Development Programs

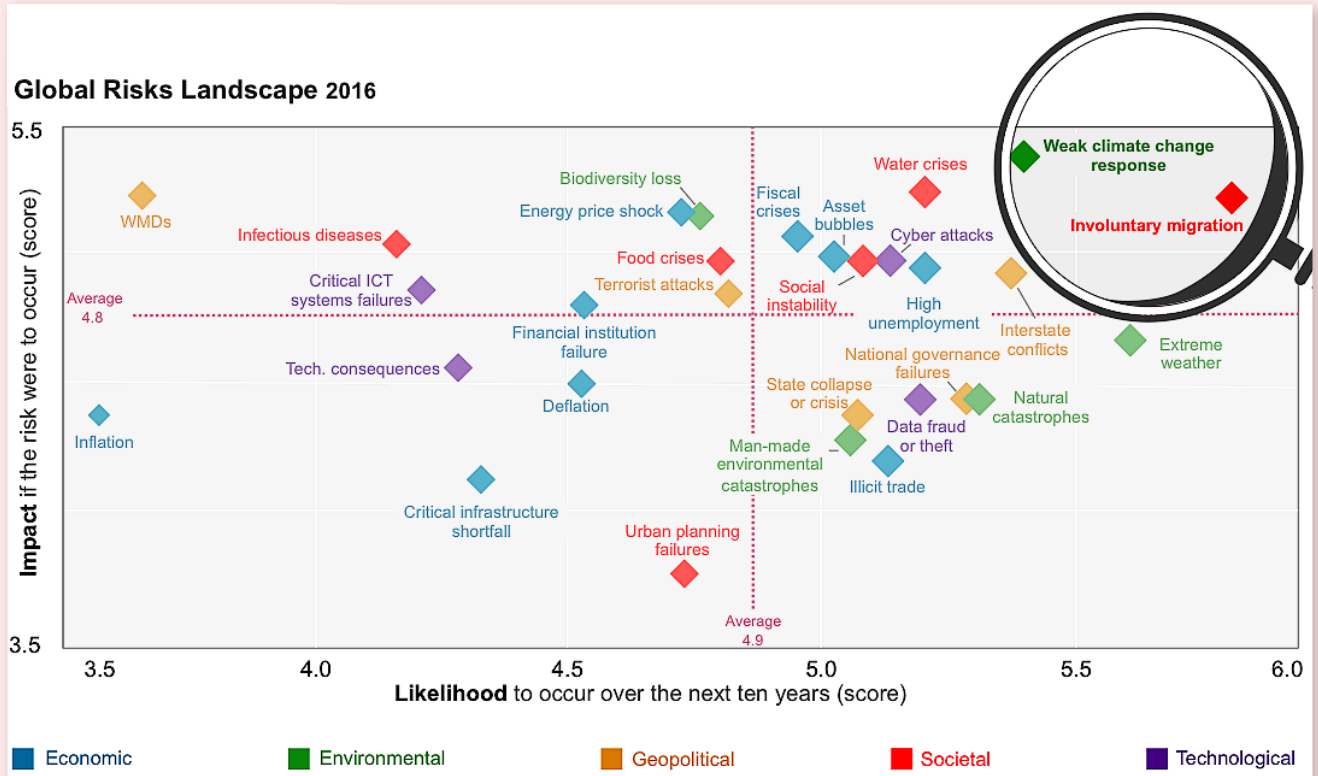
Aboitiz On–The–Job Training Program
Aboitiz Green Fashion Revolution

Graduate to Career Programs

SN Aboitiz Power SPARK Program
UnionBank LEAD Management Trainee Program

2016 Global Risks tackled in Executive Session

- World Economic Forum (WEF) report outlines world's top risks today
- Executive session beefs up Aboitiz Group's risk management measures



The AEV Risk Management Team in partnership with Marsh Philippines, Inc. conducted an executive session titled “The Global Risk Report 2016 of World Economic Forum” last March 1, 2016. The report was presented to the AEV and AboitizPower senior management team, highlighting what multi-sectoral and business leaders believe to be the world's top risk today and on a ten-year horizon.

The report also calls on the multi-sectoral leaders to act on these risks, helping businesses to prepare for key risks trends and opportunities for the next decade.

Key Takeaways:

- Increased awareness on how interconnected the world is not only in economic space but in social and political issues
- This interconnection has reduced the notion of geography-centric risks. Social

instability is the most interconnected risk, linking to risks in all other categories.

- We have to monitor events around the globe as it can impact our businesses e.g. involuntary migration in Europe can result to social instability, high fiscal problems and high unemployment that could affect their trade partners in Asia

Highlights:

- Based on global survey of 750 experts, the report plotted 29 global risks that cover economy, environment, geopolitics, society, and technology
- Report also included the views of company executives and their insights on the leading risks to doing business in their country
- Report discussed key challenges that include the international security outlook, social instability, climate change and food security, and global disease outbreaks
- AEV's group-wide risks focused on internal

political risks that revolve around laws and enforcement of various legislations and regulations

- Cyber threats and natural hazards risks ranked high in both AEV and WEF
- Another area that may be worth further study is the risk of Interstate Conflict e.g. North Korean isolation and the Chinese aggression in the West Philippine Sea dispute, which could impact businesses in Asia as these have exhibited signs of escalation

Note: The WEF Global Risks Report is prepared by the World Economic Forum and its partner organizations. The report is based on global expert opinions on the shifting global risk landscape captured through surveys and the insights of experts. The primary focus of the report is the evolving risk landscape and more importantly, the links and interconnections between risks.

The Global Risks Report 2016: A Commentary by Endika Aboitiz

PREFACE

1. Global risk materializes in new and UNEXPECTED ways. They are becoming more imminent as their consequences reach people, institutions and economies.
2. Stable societies are becoming more fragmented.
3. A weak global economy is facing headwinds.

(EMA: It is much harder to face challenges with weak balance sheets)

4. Advances in technology and rapid digitization are fundamentally transforming societies, economies and ways of doing business.

(EMA: "Uberization")

5. Changing employment patterns, widening income equality and rising cyber-dependence.

(EMA: I maintain the main reason for much of the above is the widening educational disparity. The poor go to public schools. The rich go to private schools. The former costs double the amount of private schools and gives half the quality of education so to speak.)

6. Collaboration across all sectors is needed more and more to deliver resilience. Yet we are seeing more and more struggle among decision makers to find common ground.

(EMA: Governments across the world are not adapting to change as rapidly as necessary.)

EXECUTIVE SUMMARY

Risks in focus

1. (Dis) empowered citizen
2. Food security – climate change context
3. Global disease outbreak

(EMA: NOBODY KILLS LIKE GOD)

Risks to doing business

1. Unemployment and Underemployment
(EMA: Underemployment in PH is a more serious problem than unemployment. Anyone can get a job today—here or abroad. But what kind of a job?)
2. Energy price shocks

GLOBAL RISKS 2016 – PART ONE

1. Humanity on the move – the impact of large scale involuntary migration

- The risks of interstate conflict and state collapse.

- The risks of climate change and water crisis.
- In 2014, 60M people were forcibly displaced. People stay longer in host countries than they used to. The longer they stay, the harder it is to return. Effective integration policies are common. Global humanitarian architecture is ineffective. Most forced migrants move to developing countries where social and government systems are already weak.

2. Economic Growth 4.0

- Asset bubbles. Structural unemployment and underemployment.
- Corporate and public debt built up by emerging markets in times of low interest rates, China in particular.

(EMA: Structural change around demographics is not happening. People are productive above 65 to 75 years of age and they are not producing. We need to change employment where the costs of people above 60 start flattening or coming down as their productivity continues to rise or contingent liabilities will eat us up. As China gets old before it gets rich it will not be able to produce enough to handle the old and it will not consume as it could.)

THE SECURITY OUTLOOK – PART TWO

The landscape – Vacuum created by frail or weakening states. The rise of well organized, armed, non-state actors in the global security space and the spillover crisis.

The return of strategic competition between strong states with conflicting interest. This impedes effective responses by global institutions to crisis and or problems. Military solutions can only go so far. Aerial bombardment without a coherent strategy for long-term stability may merely extend the vacuum in which terrorists can survive.

Managing the demographic youth bulge in Africa will be critical for security outcomes, implying major investments in skills building and job creation. Latin American governance challenges with organized criminal gangs influencing many aspects of society– steady stream of drugs. A major transformation is underway in China's armed forces emphasizing expeditionary, air, maritime and space technologies over its traditional emphasis on the Army and the defeats of the home turf. Japan's security posture

is evolving. The role of the US remains uncertain. Does it have the will to remain the world's dominant superpower? Russia? Europe? TRUST IS WANING IN THE CAPACITY OF EXISTING MULTILATERAL MECHANISMS TO RESOLVE FLASHPOINTS.

International economic relations, international security and geopolitics are closely related. Intense times, politics may trump economics.

7 Driving Forces of International Security

1. Technological innovation
2. Resources, climate management and security
3. Efficient governance
4. Geo-strategic competition
5. Demographic shifts
6. Social cohesion and trust
7. Hybrid and asymmetric threats – black swans from a more interconnected world

A Call for a Resilience Imperative

1. Private sector leaders to put international security firmly on the radar screen.
2. The traditional security actors to adjust their own frameworks and processes to build in more public-private participation at the most appropriate levels.
3. A renewed focus on prevention, preparedness and resilience rather than reaction and compliance.

RISK IN FOCUS – PART THREE

(DIS)EMPOWERED CITIZEN

Social stability at risk analysis.

Social stability is being challenged by multiple and profound transformations that affect most countries worldwide. These transformations result from fast paced technological progress, globalization, wealth and income concentration, shifting demographics, lack of job opportunities and a changing climate.

Social instability is not per se always a negative factor, because it can drive towards another and potentially better new equilibrium.

The (dis)empowered citizen – the emerging interplay of two trends: one empowering and one disempowered. Individuals feel empowered by changes in technology that make it easier for them to gather information, communicate

and organize. At the same time, individuals, civil society, social movements and local communities feel increasingly excluded from meaningful participation in traditional decision making and disempowered in terms of their ability to influence and be heard by institutions and sources of power.

The Drivers of (Dis)empowerment

Social structures around the world are being transformed on three levels:

1. At the individual level, there are changes on how people feel and how they perceive the world and identity with particular values; this is combined with people's increased ability to express and transmit their views, which in turn influences behavior.

2. At a collective level, rapid changes in new social groups form and solidify have taken place, and how these groups debate and envelope common values and viewpoints and how they interact with other stakeholders.

3. Often driven by and in response to the individual and collective levels, formal institutions are also changing the way that they relate to and interact with both groups and individuals.

- Economic drivers – policies that neglect exacerbate
- Political drivers – perceived inability of governments to respond to major global challenges. Combined with a diminishing separation between the private and public sectors, governments are perceived to be either unable or unwilling to regulate
- Technological drivers – technology amplifies dissatisfaction

Repressive reactions fuel social disruption.

New approaches and risk resilience strategies

1. Governments to re-empower their citizens

- Transparency and accountability
- Opening up space for dialogue
- Enlist citizens as collaborators in the public space.
- Maybe technology can facilitate this

(EMA: If they do this they won't get elected. If politicians tell citizens the truth, they get kicked out. There are always two reasons why people do

things: the right reason and the real reason. No one wants to hear the real reason. No one wants full transparency. Now they do want accountability when people fail. But hey, he who does not believe in miracles is not a realist, because they happen.)

2. Business must take every opportunity to build trust, build resilience by committing to transparency, responsibility and higher standards.

3. Civil society has the opportunity to find ways to leverage new technologies and collaboration models to strengthen the fabric of society.

(EMA: And not be C.A.V.E. Men – Citizens Against Virtually Everything)

CLIMATE CHANGE AND RISKS TO FOOD SECURITY

LAND IS A FINITE RESOURCE BASE. It is already stressed.

Wealthier people eat cereal-intensive meat. Demand is set to increase by 60% by 2050. Agriculture competes with forests and urbanization. More worrying is the fierce competition for water. Climate change will slow this global yield growth needed. Then comes extreme weather and its disruption in production and transportation. The poorest countries are at most risk once again. High food prices result in the increased risks of riots and instability.

(EMA: Man's long-term greed will act when the crisis is super imminent. Until then we will most likely talk more than we do.)

GLOBAL DISEASE OUTBREAKS

(EMA: There are many ideas on how to mitigate this. I won't bother you with them because we will not do anything until a serious crisis comes.)

SARS – it comes and we react. The advantage now is that it gets communicated quickly and people freak out and stay away.

BUT WE MUST REMEMBER – OUR TIME ON THIS PLANET IS NOT PERMANENT. THERE HAVE BEEN MANY BEFORE US AND THERE ARE MANY TO COME AFTER US. MAN WILL BE WIPED OUT. IT IS A MATTER OF TIME. DISEASE NEVER WIPES OUT ALL. IT JUST CLEANS UP. DISEASE IS A PRESSURE COOKER VALVE.

IT IS WEATHER THAT WIPES OUT.

RISKS FOR DOING BUSINESS—AT A GLANCE

The risks vary by area in the world.

Economic

- Asset bubble
- Deflation
- Energy price shock
- Failure of Financial mechanisms or institutions
- Fiscal crisis
- Unemployment and/or Under employment
- Unmanageable inflation

Societal

- Failure of urban planning
- Food crisis
- Large scale involuntary migration
- Profound social instability
- Spread of infectious disease
- Water Crisis

Environmental

- Natural catastrophe
- Biodiversity loss and ecosystem collapse
- Extreme weather events
- Environmental catastrophe

Geopolitical

- Failure of national governance
- Interstate conflict
- States collapse or crisis
- Terrorist attacks

Technological

- Cyberattacks

For South Asia:

- Energy price shock 67%
- Failure of national governance 67%
- Fiscal crisis 50%
- Unemployment or Underemployment 50%
- Failure of climate change adaptation 50%

For the Philippines:

(EMA: Our biggest risk is the failure of national governance. We have seen that in the last administration the promises made were not followed to any extent of materiality. The PP's promises were underachieved. The traffic situation in Manila is moving towards a disaster level. I will leave corruption issues to you but collection efforts of government have gone up 1% in six years – I would not write home for this. These elections are showing that professional behavior in politics is just not possible. Now our fiscal situation is healthy. Low energy prices are good for our people and our current account surplus. Underemployment is an issue.)

Aboitiz Group toasts financial industry partners



In 2015, there was a greater variety in the funding requirements of the Aboitiz Group and a significant increase in the number of our transactions that involved varied financing features.

We completed the P33-billion financing of the Therma Visayas coal-fired plant, one of the largest all-peso project financing done so far. We are proud to note that this deal was also awarded as the Best Project Financing/Fixed Income Debt Transaction from the IHAP just this month.

Those of you who were involved with our Pagbilao Financing deal should also be pleased to know that it continued to receive awards in 2015, including the Best Project Finance deal from the likes of The Banker, and Alpha Southeast Asia, among others.

We owe the success of our growth journey to your continued support of our endeavors. – EIA

Brokers' Night

Niner Ichi Nana Cocktail Bar

January 13, 2016



Bankers' Night

Manila Polo Club

March 18, 2016



The New IT Organization Structure



Our philosophy in the Aboitiz Group IT Community is One IT. We view IT throughout the Aboitiz Group as a single organization with common objectives and common organizational design to service the Group in the most efficient way.

As such, our organization is designed in a way that common services that cut across all BUs is maintained at the Corporate (AEV) level such as Data Center Services and Communication Services such as Internet, email and VOIP.

As a Shared Service, we MAXIMIZE EFFICIENCIES by way of pooling some highly skilled functions like DBA's and service the whole group with a small team. We are able to REDUCE COSTS by way of eliminating redundancies and leveraging on our size when dealing with external providers. And lastly, we LESSEN THE COMPLEXITY by standardizing processes and equipment across the group.

Continuing our pursuit to streamline the Group IT Organizational structure, we have recently merged the AP DU Infrastructure Services with AEV IT Shared Services. The joint team for IT Operations will now be led by Lito Masion.

Cyber Security has consistently been in our top Group Risk for the last few years, we have now freed up Jojo Sitoy to focus on IT Security full-time for the entire group. Where IT security was previously restricted to the Data Center, we will now be able to look at IT Security end-to-end for the entire group reducing the potential risk of siloed views of IT Security.

Recognizing the project risk as one of our top risks, we have positioned Francis Cabanban to lead a team to manage group projects and to establish IT Project Management standards.

Concurrently, Francis who is our AEV IT Architect will continue leading groupwide IT rationalization initiatives including the adoption of Enterprise Architecture in the IT organization.

Kenneth Lim will continue handling Information Systems support for Groupwide applications such as Oracle ERP, Oracle HCM (Human Capital Management) and Hyperion Financial Management.

Ms. Ann Paribas will continue handling Service Management as the main interface between AV IT and our customers managing our Service Catalogue and customer engagement.

Thank you for your usual support.

A handwritten signature in black ink, appearing to be 'H. Elicano'.

Hoton Elicano
Chief Technology Officer

Corporate Center

Chief Technology Officer Hoton Elicano

IT Security Jojo Sitoy

Operations Management
Threat Management
Identity & access management
Information & event management

Security Assessment
Security Assessment
Security Assurance

Compliance Management
ISMS Compliance
Security Awareness
Incident Handling

AIMS
QMS(AEV) | ISMS (AEV)

IT Operations Lito Masion

Infrastructure Services
Data Center Management
Network Management
System Administration

Data Management
ERP / Non ERP
Data Architecture

Help Desk
Call Handling
Level 1 Support

Information Systems Management Kenneth Lim

Reports Development

Apps Admin & Support

Solutions Development

Functional Support

Applications Architecture

Service Management Ann Arribas

Service Level Management

Relationship Management

IT Financial Management

Department Administration

Group IT Com Secretariat

Enterprise Architecture & Project Management Francis Cabanban

IT Project Management (Group Projects)

Enterprise Architecture (Program Office)

Technology Architecture

Lessons from the Aboitiz family business

AEV Chairman Jon Ramon Aboitiz was recently invited to speak at a special plenary session for graduating college seniors of the Ateneo de Manila John Gokongwei School of Management in Quezon City. JRA gave a well-received presentation to a packed crowd. He talked about the Aboitiz Group's corporate and family history.



The Aboitiz Honor Roll



AFI reaps Harvest of Excellence Award

DepEd Region VII conferred the Harvest of Excellence Award to Aboitiz Foundation in recognition of its exemplary contribution to promoting quality education, particularly in the said region. Aboitiz Foundation EVP and COO Augusto P.I. Carpio III received the award at the awarding ceremony held on February 1 at the DepEd Ecotech Pavilion in Lahug, Cebu City. Every year, the Foundation allocates more than half of its annual budget to perform various interventions in education.



Hedcor Bukidnon awarded Best Renewable Finance Deal in Southeast Asia

Hedcor Bukidnon's P10-billion finance project for the P13-billion Manolo Fortich run-of-river hydropower project earned international recognition as 'Best Renewable Finance Deal of the Year in Southeast Asia' during the 9th Alpha Southeast Asia Annual Deal and Solution Awards held at Kuala Lumpur, Malaysia on February 2, 2016. Hedcor Bukidnon's AVP for Finance Arazeli Malapad (center) accepted the award with (from left) Amelinda De Leon, Security Bank Corp AVP; Clarice Marucut, AEV AVP for Treasury; Miguel Fernandez, Bank of Philippine Islands AVP; Gerald Abrogar, SB Capital Investment Corp. Director II.



UnionBank bags twin Anvils

UnionBank won two anvil awards—Gold and Silver—during the 51st Anvil Awards last February 26 at the Rizal Ballroom, Shangri-la Hotel, Makati City. The Bank won Gold for its flagship CPSR (Corporate Philanthropy and Social Responsibility) project Lumina Pandit II, a partnership with the University of Santo Tomas to restore, preserve, and digitize centuries-old books and documents showcasing the rich heritage of the Filipino people to educate future generations. UnionBank also bagged the Silver Anvil for Specialized PR Programs Issues Management and Crisis Communication category for its 'Stop the Scammers' campaign, which narrated how the Bank protected its reputation amidst security issues through continued efforts to educate stakeholders about online fraud, ATM skimming, and phishing. The Anvil Awards, honors outstanding public relations and communication campaigns and tools of top companies and PR agencies.



CitySavings recognized as Cebu's top tax contributor

The Bureau of Internal Revenue Large Taxpayers Division (BIR LTD) Cebu recently awarded City Savings Bank for being the top contributor for taxable year 2015 in view of the annual and percentage of growth by its voluntary tax compliance. CitySavings President and CEO Catalino Abacan (5th from left) received the plaque of recognition from BIR LTD-Cebu in behalf of the Bank. In his response speech, Abacan promised that "City Savings Bank will continue to contribute the correct taxes and remain to be good citizens of our great country, with or without recognition!". CitySavings is the only awardee for 2015. The Bank has consistently garnered this accolade for the past three years.

The Aboitiz Honor Roll



Big wins for Republic Cement at annual safety awards

Republic Cement's safe and environment-friendly operations were recognized last November at the 62nd Annual National Mine Safety and Environment Conference (ANMSEC). Three of its plants took home honors in the following categories: "Safest Cement Operation Award" and "Safest Mining Operation – Non-Metallic" for the Batangas Plant; "Titanium Environmental Award" for the Bulacan Plant; and "Safest Cement Operation Award" for the Teresa Plant (runner-up). In photo are Republic Cement Services, Inc. VP for Public Affairs Cirilo Pestaño II, Republic Cement – Batangas Quarry Manager Leo Robles, and Safety Manager Shirley Aquino receiving the award.



Tsuneishi wins Silver at Anvil Awards

On its first time to participate in the Anvil Awards, Tsuneishi Heavy Industries (Cebu), Inc. (THI) was honored with the Silver Anvil Award for "outstanding public relations programs on a sustained basis" in the community development category. The Anvil Awards recognized THI's inspiring story of how a remote coastal town boomed to become a shipbuilding site contributing to the social, economic, and cultural welfare of its people. THI's Admin General Manager Hirohisa Kinoshita received the award together with Grupo Agatep.



Metaphil cited for 5M safe man hours

Mitsubishi Corporation and Toshiba Plant Systems & Services Corporation recognized Metaphil for the "5 million man hours" it clocked in during construction of the Balingasag 3 x 55MW Thermal Power Plant project. The recognition is further proof of the company's commitment to the safety of each of its 569 team members who worked on the project. (In photo, from left) Metaphil's Jonathan A. Bendebel, VP Operations, Alex P. Garciano, Project Manager, and Napoleon R. Pe Jr., President & CEO, received the award from Mitsubishi's General Manager Junichiro Nakatsuka at a ceremony held last February 11 in Brgy. Mangandoa, Balingasag, Misamis Oriental.



AboitizPower inaugurates Davao baseload plant

- The power project is an important long-term solution to the Mindanao power supply problem. – EIA
- State-of-the-art CFB technology minimizes emissions in compliance with Philippine Clean Air Act

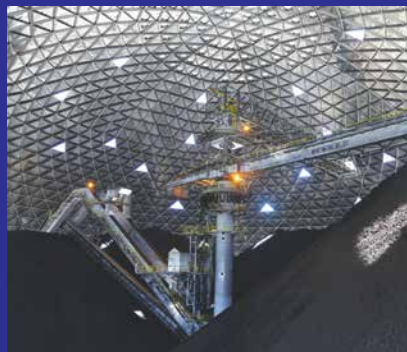
AboitizPower inaugurated its 300-megawatt (MW) baseload power plant in Davao City, last January 8. The Davao power plant will be a reliable complement to Mindanao's existing hydro power sources.

The power plant currently supplies baseload power to more than 20 electric cooperatives and distribution utilities in Mindanao serving the major cities of Davao, Cagayan de Oro, General Santos, Zamboanga, Butuan, Kidapawan, Tagum, Koronadal, Digos, Pagadian, and Cotabato. The plant also supplies power to the Davao region, Cotabato, Sultan Kudarat, Agusan, Surigao, Zamboanga peninsula, and parts of Bukidnon and Misamis.

As it is not dependent on weather conditions, the Davao baseload plant is able to continue generating much-needed power even with Mindanao experiencing dry spells caused by El Niño this year and the droughts occurring roughly once every decade.

Modern Technology

The power plant uses the latest circulating fluidized bed (CFB) combustion



MODERN TECHNOLOGY. The power plant uses the latest circulating fluidized bed (CFB) combustion technology that minimizes emissions and ensures that the power plant meets Philippine Clean Air Act standards. It also houses the country's first coal dome, which provides a safe and efficient way to store coal fuel.

technology that minimizes emissions and ensures compliance with Philippine Clean Air Act standards. It houses the country's first coal dome, which provides a safe and efficient way to store coal fuel. A Continuous Emission Monitoring System (CEMS), connected to the Environmental Management Bureau (EMB), monitors power plant emissions in real time to ensure compliance.

A Multi-partite Monitoring Team (MMT) have been in place since the power



plant's construction stage to ensure that Environmental Compliance Certificate (ECC) conditions are followed and met. The power project has also established a carbon sink management program that allows the Matigsalug indigenous farmers to help AboitizPower expand and maintain a forest ecosystem area.

Aside from TSI, AboitizPower continues to commission renewable energy sources in its commitment to support Mindanao's economic growth.



EIA's Speech

TSI Inauguration, January 8, 2016

(Read full transcript in aboitizeyes.aboitiz.com)

Maayong buntag sa atong tanan.

It is my honor to welcome you to the inauguration of AboitizPower's Therma South 300-megawatt baseload power plant here in beautiful Davao City.

Mindanao was reeling from the painful 2009 power crisis, when AboitizPower decided it had to make a bold move to build a 200-MW power plant in southern Mindanao. We eventually increased the size of the power station to TSI's current capacity of 300MW. In 2010, AboitizPower made known to Davao City's government officials, the local business community and other stakeholders of its intentions to build a base load – coal power plant in Davao City that would diversify the island's over dependence on hydro and alleviate Davao City and Mindanao's power shortfalls.

We assured all the stakeholders that we would bring in the most modern facilities and would operate under the strictest environmental standards. The days of highly polluting coal plants were a thing of the past and would definitely not be tolerated under AboitizPower's watch. Afterall, the Aboitiz Group has been a part of Davao and its growth for many decades, and we would not do anything that was not good for Davao.

I recall when a group visited our Steag Plant in Misamis Oriental as part of the consultative process we went through in developing this TSI plant – one of the participants stepped out of the bus and asked – “Why did you bring us here when the plant was not running?” There was no smoke, no loud noise and this gave the impression that the plant was shut down. But we explained – no, the plant is operating on full load.

We wanted to make sure TSI would be a showcase and an example of what a coal plant can and should be like. So when we

designed this TSI plant, we made sure we were consistent with our responsibilities. Aboitiz Power considers it its responsibility to provide ample and reliable power when needed, at a fair and competitive price, and to do so with the least adverse effect on the environment and the community.

TSI will provide Mindanao with 300MW of reliable base load power, independent from rainfall or other natural weather conditions that are out of our control; it is using state of the art circulating fluidized bed technology that is many times referred to as “clean coal” and will ensure high efficiency and dependability; and we did not hold back to ensure the other facilities would mitigate any environmental effects. You can all bear witness to not only the country's first coal dome but South East Asia's first, coupled with fully covered conveyors to ensure coal dust does not affect our neighbors and host community.

AboitizPower, through its 100% owned subsidiary Therma South, invested P35 billion in this facility. We announced our intention to build this power station in 2010, selected and purchased the land, secured the necessary permits, began construction in 2012 and, during its peak, we employed more than 4,500 local workers. AboitizPower bridged the funding requirement with 100% equity and started construction without any power sales agreements to back up our capacity. We were determined to help solve the Mindanao Power problem as soon as possible.

We are also pleased to note that following the groundbreaking and construction of this Davao plant, other private power producers have started to invest in Mindanao and we hope their entry in the coming years will eventually lead to a steady and reliable supply of power in this

region. For us, this is a strong attestation that EPIRA is indeed working and has allowed private investments to come in and help Mindanao secure its power needs. The competitive structure was envisioned to attract investment, drive down power costs and empower the end user; things we are actually seeing happen today.

Aside from TSI, AboitizPower has also commissioned about 55 MW of run-of-river hydro in Davao and is building another 69MW in Manolo Fortich in Bukidnon by 2017. As one of the country's largest providers of renewable energy, with a RE portfolio of approximately 1,000 MW representing close to 40% of our capacity, AboitizPower is committed to support the Mindanao Energy Development Plan of the Department of Energy and the Mindanao Development Authority, which are both pushing for a balance of renewable and non-renewable sources of power for the region.

Building power plants is a challenging, complex, risky and long-term undertaking, and this facility, which was conceived more than 5 years ago, would not have been possible without the much-needed and unequivocal support and cooperation of all our stakeholders.

Last, but certainly not the least, we thank and congratulate our Project Development & Execution Teams, our Sales Teams for their strong commitment, tenacity and hard work to see this project through. On behalf of the Aboitiz Group, thank you for joining us in today's momentous occasion and once again for your continued support. We are all partners in helping provide a sustainable solution for our country's growing demand for power, and to energize the dreams and hopes of our fellow Filipinos for a better future.

Enabling Dialogues

The DMGENCO story from a member's perspective

by Bobby Orig — FVP, Mindanao Affairs, AboitizPower



Formed in 2013, the Davao Multi-Stakeholder Group for Energy Concerns (DMGENCO) is a dialogue group with the goal of helping Therma South Inc. (TSI) live up to its commitment to cause the least adverse effect to the environment and to adopt conflict-sensitive business practices. TSI recognizes these values are essential to being able to fulfill its mission of providing unhampered electric power to Mindanao.

DMGENCO is organized and facilitated by International Alert, a global NGO active in peace advocacy and its members come from a cross-section of Davao City and Sta. Cruz municipality residents. Membership is composed of a Roman Catholic priest, an academician, a barangay councilor, two Muslim community leaders, a lumad tribal chieftain, two executives from Alert, three executives from TSI and is chaired by a former Davao City councilor. The group meets once a month.

During meetings, a resource person is usually invited to talk about environmental protection and the building and sustenance of conflict-sensitive business practices.

Members have the specific purpose of pursuing the overarching goals of the group. They understand that they only represent themselves and not the organization where they belong, to narrow the agenda to only the concerns of DMGENCO. Members cannot speak about the activities or represent the group to outside parties, including the media. This is consistent with the design for DMGENCO to function exclusively as an advisory body to TSI.

Challenges ahead

Intensified awareness driven by environmental protection advocates and the



TSI must be willing to be transparent and to pursue reactive and proactive opportunities to bring its values to life. It must be willing to open its practices to examination by the dialogue group so that instances of mismatches between its actions and declared values can be removed.

rise of social media, combined the perceived threat posed by coal emissions to health and the environment are just some of the challenges faced by TSI and DMGENCO. NGOs and media elements are also acting as watchdogs of public interest. The reality that TSI is one of the biggest privately-owned power generating companies in Mindanao adds to its high and sustained media and public interest.

These challenges did not stop DMGENCO from finding ways to help TSI. It helped convinced the Sta.Cruz local government to relocate 250 Muslim families residing in areas declared as danger zones.

It has also broken bread with a foremost anti-coal leader of Mindanao by inviting her to a dialogue on her concerns regarding the potential negative effects of the coal power plant in Davao. They also discussed what mitigating measures should be considered

to address these concerns.

Through monthly meetings with expert resource people invited by Alert, members find better understanding of coal plant operations which unveils opportunities to improve TSI's relationship with various stakeholders.

Living up to its values

The DMGENCO story has surfaced a simple truth: A citizen's group whose members are not constrained by their organizational or professional affiliation, has led them to assert and assume roles that could be viewed as "agents of authenticity" (Sachs). They may not be loyal to the TSI organization but they share and they have become fiercely loyal to its values. They want nothing more than to see and help enable TSI live the truth of its declared values.

Another important lesson is that TSI must be willing to be transparent and to pursue reactive and proactive opportunities to bring its values to life. It must be willing to open its practices to examination by the dialogue group so that instances of mismatches between its actions and declared values can be removed. TSI must also be willing to use the dialogue group as a sounding board to test the validity and likely success of its proposed actions.

The simple truth and lessons that we have learned from our DMGENCO experience are instructive. They are necessary conditions that greatly enable a dialogue group to help a company to become an upright corporate citizen and to live the truth of its declared values. Ultimately, they enable a dialogue group to make a meaningful contribution to the company's quest to fulfill its mission to its customers and to society.



AboitizPower MANCON 2016:

Staying Ahead of the Game

by Endika M. Aboitiz — Chairman of the Board, AboitizPower

On behalf of Aboitiz and Company and AboitizPower Board, we would like to thank the organizers of this conference, to all of you that have put so much time and effort into educating us.

The only way teams go forward is when everyone knows how they can make a difference.

The theme, 1AP – Staying Ahead Of The Game, could not be more appropriate.

1. Montxu's Opening – The large picture from which we should all start

Last year's theme was Gearing for Growth.

What did Montxu tell us? We are a catalyst.

He reviewed the history of power – from EPIRA to Full Open Access.

Our future – the GenTailer – owning the customers.

The risks we took. So we must own our customer through Open Access

Own your customer.

Large picture of size:

- 9 TerraWatts– 16% of the market
- Distribution – 6 TerraWatts
- Retail – 3 TerraWatts

Towards 4000 MW generating capacity and 12 TerraWatts energy sales locally and towards chosen ASEAN markets

The local market – from an NPC monopoly towards more and more competition.

A review of mega trends, disruption and future market.

Review of four disruptors:

- Competition – new and old
- Government – protecting the consumer

and attracting investment

- Technology
- Customer Change

I would like to add increasing functionary incompetence and lethargy as a challenge.

In ending, Montxu spoke of staying ahead of the game by adapting to change. I add that the only way to adapt to change is to keep our minds completely open by being willing to change our minds the moment after we made it, should new information come about.

We live in a world that is being pulled in all kinds of directions that are increasingly anchored by a very-leveraged world, amidst a clash of civilizations, threatened and improved by disruption that is technology-based.

2. ARM – Operations

Some highlights:

Succession, turnover, transition – his most important function. One that your board is watching very, very closely.

Key strategies reviewed:

- Energy Sales Growth
- Technology for Distribution Group: smart meters
- Execution Excellence – The TSI delay resulted to revenue loss. Sales is vanity, profit is sanity and cash flow is your only reality.
- Asset Management – We are talking about hundreds of billions of pesos.

Our business drivers

- GenTailer strategy
- Low Margin Environment
- Generating Portfolio

- Privatization
- Where to build
- What to build
- Distribution

EPIRA result = competition. Well, that was the intention stressed.

The advantages of a diversified portfolio

In a low margin environment, growth will come from: greenfield, brownfield, and acquisition.

If I may add – I am not so sure general liquidity will be the same driver it was in the past decade. I am not so sure foreign investors will have the same interest they had in the Philippines that they had in the past -- not that they ever had great interest. We have disappointed many of them.

I am not so sure local balance sheets are as loose as they should be.

3. Liza Montelibano – Finance

Their team's initiatives:

- Approval matrixes – Flexibility without losing control
- Project Forward
- CEB
- Debt-raising
- Cash upstream efforts

The role of Finance – business partnership and decision support

Cost-management – what is appropriate – I guess this is an assessment of where long-term value is achieved. At Aboitiz, we have never sacrificed the long-term for a short-term cost saving.

Here are the 2016 initiatives:

- COA Manual
- Hyperion
- Debt-raising
- Maximize oracle
- IAP alignment of policies and procedures

Then we received overview of:

- Risk
- Legal
- Treasury
- Investor Relations
- Tax
- Corporate Finance

She spoke of teamwork and I am beginning to see what that is about at AP — It's Tony roaring and Lisa purring.

4. Robert McGregor – AP Investment

Only four slides – what he did not tell us is that he had 2000 words per slide.

And being a Scot, he needs to be educated – wine is not alcohol. It is grape juice that happens to have a little alcohol — 12% — women's perfume has more!

As a young boy, my dear mother used to tell me that the family that prays together stays together. But I realized that it was the family that drinks together that stays together. We just expanded the Holy Communion part of the Mass.

Where did we learn to drink? From the priest in Holy Communion! He would do it all day, anytime of the day including a six o' clock mass! Six masses a day -- that is a bottle a day!

Robert's Why? How? What?

- International strategy – process of elimination.

Three target markets: Indonesia, Myanmar, Vietnam.

Realizing returns lower than PH's and maybe triggering a signal of what our future PH returns will be like.

He showed us business pre-development pipeline.

Focused. Disciplined. Vigorous. 3 key words worth repeating often. You saw the funnel. Smart thinking. Common sense. Professional courtesy.

And if I may add without losing candor, Indonesia – the distance from one end to the other is the distance between Los Angeles and New York. They have a word in Indonesia for mañana -- an Indonesian told Andalus from Sevilla. It is Batak. The only thing I noticed the Indonesian told the Sevillian – Batak does not have the same sense of urgency as mañana does.

Indonesia – new country. RFR country. New culture. Greenfield... fought with risk... we know it.

5. LMA – Corporate Business Group

Overview – Asset Management, Risk Management, Safety and Health, Supply Chain Management

The Support Groups – a way to assess maturity – how far towards the edges of the organization have we pushed it.

Asset Management – hundreds of billions of pesos and rising. Every one-percent of 100B is a billion bucks.

Maximo – technology to maximize.

Risk management — we are hearing this word more and more, indicating increased permeation.

Safety – we see increasing focus. Taking the lead is Manny Rubio learning from SNAP.

Certification – they are not papers to plaster on a wall but rather an instrument to drive quality and continuous improvement into presence of mind.

Supply chain management

Story — A friend of mine, Head of the European Defense Agency who is now working on common armaments in Europe. Every country has its own type of guns, bullets et. al. duplicating costs all over.

LMA stressed cost down – Quality up. That is long-term value. We have a culture of never sacrificing the long-term for the short-term.



6. Donald Lane – Project Development and Execution

The overview – very revealing.
22 people managing 3,300 contractors. 5 or 6 suppliers, 5 or 6 partners.
1.8B USD under construction.
2,700 MW under active development.
1,100 MW under construction.

2016 Drivers

- Thermal towards super critical
- The race for LNG
- The race for FIT
- The stress on competition – we are hearing this word everywhere!

In the SWOT, the highlight is in the threats.
From contractors, to government to markets.

Complex and complicated.

The former complex is about difficulty to understand — the solution is intelligence.

The later complicatedness is solved through analysis and discipline.

The videos always complete a story -- show us more. And maybe next year we can see what we learned at TSI – that we will implement at TR.

7. Ochie Gloria – Energy Trading and Sales

Highlights:

- Target sales exceeded by 34%
- Spoke of models and modelling accuracy
- Showed us the valley of pricing through 2025
- Two customer classes – Cooperatives and Open Access
- Strategy: Dominate the primary
- Specific value proposition for the secondary market
- The AP Response: To be a Solution Partner

8. Cholo Bernad – Regulatory

Highlights

- Income mix – 86% regulated
 - 2015 lessons from 2015 challenges, which you saw enough to give one migraines
 - Policy Advocacy as key to long growth
 - Alliances at all levels and why
 - Compliance and execution to maintain our competitive edge
- He spoke of government policy regulating profits
2016 Large Picture: Defend, Win, Strengthen

Regulatory lag is a challenge.

2016 Plan – more of 2015 – protect revenue base, open new markets.

You saw the supply chain and its pieces. Let's get better at getting the 200 permits we need. Maybe this will nullify the nadir of Ochie's pricing model as in all PH's country initiatives you have to eliminate the year.

9. Manny Rubio – AP Generation

Overview:

- 44 Generation Facilities
- 3174 MW – 2,402 attributable net capacity – towards 4,000 attributable net
- 37% renewable

Stressing the need for asset management, Manny showed trends in slides.

In availability, 1% of 12 TerraWatts to come... you do the math.

You have seen the many initiatives, InyoVation was explained across the board. Congratulations Rene on your wins -- the geo model and the portable lathe machine.

Risks presented: Litigation, Regulatory, Project risk. Catastrophic in RED.

2016 PLANS

- Maximize REVENUE
- Build relationships – regulators, stakeholders
- Optimize plants
- Improve functional capacity
- Strengthen the Aboitiz culture

By the way, Manny, your planned outage schedules looks like an abstract painting to me.



The only way teams go forward
is when everyone knows how
they can make a difference.

—EMA

10. JJA – Distribution

Presented growth trends of energy sales, number of customers.

You saw the convex trend of our gross distribution margins.

CAPEX in the P2-B range.

System losses dropping from a high of 9 to a targeted 6.6-percent range. I trust Jim that is a weighted average. That 8% cap we are told may come down to 7.5%.

One million customers soon – malls being built everywhere in the South.

Jimmy showed us world comparatives on reliability – our goal is to be world-class so we must compare against the world.

2015 Highlights and 2016 Outlook

- More competition – RES for RCOA / MERALCO into cooperatives
- Regulatory – too many to mention
- Technology – Disruption (roof to solar?)
- Opportunities – rate flexibility smart technology

Overall, let me again extend on behalf of our Board, our congratulations as we see nothing short of a better team, overall and individually that is making better and better music together. We see less and less areas out of tune in this concerto by EIA and his orchestra called Staying Ahead Of The Game.

And now for some grape juice.

FAQ

ON THE MINDANAO POWER SHORTAGE

Why are there brownouts?

There is not enough power supply to meet the demands of the customers of Davao Light and Power (DLP). DLP gets its power from various power plants all over Mindanao. When there is not enough power being delivered to DLP, it is forced to curtail supply to some of its customers.

What are the reasons for the shortage of power supply at present?

- The El Niño phenomenon which is greatly affecting the water levels of Mindanao's hydroelectric dams.
- Bombings of transmission lines, which cut off some power plants, preventing them from supplying power.
- Huge demand for power that is not met by the present supply.
- Repairs and maintenance of some power plants.

What are the sources of power of Davao Light?

Davao Light's main source of power is the government-owned National Power Corp. – Public Sector Assets and Liabilities Management (NPC-PSALM), which controls the Agus-Pulangi hydro power complex.

Hydro power remains the biggest source for Mindanao, comprising 34% as of January 2016.

Average Davao Light Supply for January to February

SUPPLY	2016 Contract MW	Actual MW
NPC-PSALM	157	110.5
TSI	100	75
TMI	30	30
WMPC	18	14
HEDCOR – Sibulan	49	35.5
HEDCOR – Talomo	5	3
TOTAL SUPPLY	359	268

How bad is the situation of the hydro power plants?

This is the situation as of March 3, 2016:

HYDRO PLANTS	Capacity MW	Actual MW
Agus 1	80	0
Agus 2	180	0
Agus 4	158	40
Agus 5	55	14
Agus 6	200	48
Agus 7	54	11
Pulangi 4	255	30
TOTAL	982	143

*Agus 1 and Agus 2 are isolated from the grid because of the bombings of the transmission towers.

Source: Mindanao Development Authority (MinDA)

Why can't Davao Light just buy the entire 300-MW capacity of Therma South?

Under the Electric Power Industry Reform Act (EPIRA) private distribution companies like Davao Light cannot buy more than 50% of its supply from a sister company like Therma South.

More than 20 other electric cooperatives and distribution utilities in Mindanao are also getting power from Therma South, and relying on the power plant to alleviate the effects of the current power shortage in their own areas.

FAQ ON THE MINDANAO POWER SHORTAGE

Why are other areas having lesser brownouts than Davao City?

Some electric cooperatives signed contracts with modular generating sets, which are helping them as of this time. These gensets, since they are fueled by diesel, are more expensive compared to power generated by coal.

Since the Davao City LGU has already approved TSI's application to expand its power plant by another 345-MW, when will this expansion be implemented?

We are reassessing the timing of the construction of additional capacity for Therma South in the light of the other base load plants that are being built or are planned to be built in Mindanao by the other power generators. We want to be sure that our expansion will make a meaningful impact to our mission of helping Mindanao attain long-term security in its power supply.

When will the brownouts end?

The El Niño was projected to last until May or June this year. Until it rains, the supply from the hydro power plants will only go down in the next few weeks and months.

Davao Light is also implementing the Interruptible Load Program (ILP) where big establishments in the city run their generator sets to help the power supply situation.

We are hoping the other power plants being constructed will be operational soon.

What can I do as a consumer?

Households and offices can conserve electricity especially during peak hours (5pm to 8pm) where the demand for power is high. We can also help educate our friends on the real situation of our power supply.



Achieving 1AP through Project Forward

FORWARD



ACHIEVING 1AP. The Project Forward task force has designed 26 solutions that range from process and systems improvement to culture building. In 2016, Project Forward will be in the sustainability or "Go Forward" phase to sustain all the solution designs that have been implemented.

In December 2014, AboitizPower launched 1AP as a strategic campaign aimed towards building a well-designed, agile, and integrated organization that is responsive to current and future needs, ably manned by competent professionals with a relatively decent bench. Over the past 12 months, the project has achieved significant milestones as it moves closer to its completion.

February 2015

AboitizPower with Renoir Consulting implemented Project Forward, a 50-week improvement program towards achieving the vision of 1AP as the backbone for the organization's system elements.

Project Forward is developing and implementing system elements to improve AboitizPower's existing processes, systems, controls, structures, and their linkages to AEV and Business Units. Teams have also been working closely with various CSUs (Corporate Service Units) from AboitizPower, the Generation and Distribution Groups, and AEV to look at opportunities for improvement and growth. This introduced the Focus Process stage for data gathering and analysis to create solutions to address those opportunities.

May 2015

After mapping out the results of the Focus Process stage, the first Project Forward townhall meeting was held to get everyone up to speed on 1AP's progress. Subsequently, solutions design commenced to address the selected opportunities, and metrics were determined to measure improvements.

June 2015

Members of the Steering Committee and Revenue, Support, and OSB MAT teams gathered for the Strategic Integration Meeting (SIM), to present solutions developed for the identified opportunities. These focused on helping the AboitizPower organization streamline its processes and establish Management Control Systems that are continuously improved through key performance indicators.

July 2015 to Present

AboitizPower TMs and TLs were updated on the project's status at the SIM Town Hall meeting that detailed the solutions being designed. Once developed, Project Forward went into implementation mode, working across the organization to make the improvements work.



These solutions include streamlining meetings to increase productivity and efficiency, the RACI (Responsible, Accountable, Consulted, and Informed) exercise to clearly define roles and responsibilities across the organization, and the AP Wiki platform that allows everyone to share corporate information and contribute content.

Another key solution was improving the Planning and Budget process to allow a more effective cascade of goals from management to team members and rationalization of resource requirements. The Document Management System was established to provide a common repository of governance documents and quality information.

In 2016, Project Forward will be in the Sustainability or "Go Forward" phase of the project to sustain improvement made in the previous year as an organization.

SaCaSun's 59MWp solar power project to be launched in April

AboitizPower subsidiary, San Carlos Sun Power (SaCaSun), has completed the construction and commissioning of its 59-MWp solar power project in Negros Occidental and will soon be formally commissioned in April. The project was completed before the Department of Energy's (DOE) March 15 deadline for solar power projects.

"We have successfully completed the project in San Carlos City, Negros Occidental. We look forward to working with all of our stakeholders to further contribute to a cleaner energy future for Negros and for the Philippines as a whole," said SaCaSun President and Chief Operating Officer Lino M. Bernardo.

Once it qualifies for the Feed-in-Tariff, SaCaSun's clean and renewable power output will get priority dispatch in the electricity spot market under the FIT rate for solar power at P8.69 / kWh. The P4.9-billion project was funded with a mix of equity and debt from BDO Unibank.

The plant is expected to generate more than 85 gigawatt hours of clean electricity a year, enough to power 27,600 homes. This should help avoid the emission of more than 44,000 tons of carbon dioxide over 20 years—the equivalent of taking around 10,000 cars off the road.



SHINING THROUGH. AboitizPower's foray into solar energy production boosts the Cleanergy platform and could very well set the tone for the rest of the power industry as it looks for more innovative means of meeting the country's energy demands with the environment in mind.

AboitizPower drills slim hole in Indonesia



BREAKING GROUND. Slim hole I-01's well pad in the foreground and Kawah Ijen (billowing smoke) in the background.

AboitizPower's Balawan-Ijen geothermal power project begins the drilling of two slim hole wells following its agreement with PT Medco Power Indonesia to explore and develop a potential 110MW geothermal power project in Kawah Ijen in the East Java province.

The project team has earlier signed a Memorandum of Understanding with the Bupati (Governor) of Bondowoso to proceed with the resource review work that includes the drilling of 2X slim holes. The slim holes will help determine the right temperature and chemistry before proceeding with the construction of the exploration wells, slated to start in the middle of 2016.

AboitizPower's foray to expand in the Southeast Asian region includes greenfield projects in Myanmar, Vietnam and Papua New Guinea as potential growth markets. Among these countries, Indonesia is the leading candidate for its maiden power venture overseas because of similarities in demographics and need for more power in the future. Indonesia is considered as the "mecca" of geothermal resource believed to account for the biggest in the world at 20,000 MW, waiting to be developed for commercial production.

APRI issues landmark green bonds

- **Loan agreement includes P10.7 billion in local currency bonds and P1.8 billion direct loan with 75% credit enhancement guarantee**
- **It is both the first-ever climate bond in Apac and the first climate bond for a single project in an emerging market**

AP Renewables, Inc. (APRI) is set to issue the first climate bond in the Asia-Pacific to secure credit facilities through Asian Development Bank (ADB), Bank of the Philippine Islands (BPI), and ADB's trust fund Credit Guarantee & Investment Facility. It is also the first-ever climate bond for a single project in an emerging market according to ADB.

The agreement includes a P10.7 billion local currency bond and a P1.8 billion direct loan that includes credit enhancement that guarantees 75% of principal and interest on the bond. The funding will be used in the development of the Tiwi-MakBan geothermal energy facilities.

"This transaction validates the successful

rehabilitation program of the Tiwi-MakBan facilities," said Liza Montelibano, First Vice President and Chief Financial Officer, AboitizPower. "The deal opens a new avenue for financing and refinancing our various projects, allowing AboitizPower to redeploy capital toward our large pipeline of new power investments that include renewable energy. We are committed to support the energy needs of the country, and in building renewable energy resources through our brand, Cleanergy," she said.

AboitizPower is an emerging leader in renewable energy in Southeast Asia with a portfolio of 29 hydro and geothermal power generation facilities producing a total of

915 MW in attributable net sellable capacity. This year, the company is set to commission its first solar facility, the 59 MWp solar power plant in San Carlos City, Negros Occidental. Its other renewable projects in the pipeline—the 68 MW Manolo Fortich hydro of Hedcor in Bukidnon, the 8.5 MW Maris Canal hydro of SN AboitizPower (SNAP) and the National Irrigation Administration (NIA) in Isabela—are expected to be online by 2017.

AboitizPower continues to undertake feasibility and exploration for hydro and geothermal potential in Luzon and Mindanao and has announced its business expansion in Asia, starting off with the hydro and geothermal plant projects in Indonesia.

AboitizPower supports DOLE's program for OFWs



CREATING EMPLOYMENT OPPORTUNITIES. AboitizPower, through its subsidiaries and affiliates in power generation, distribution, and retail electricity services nationwide, seeks to provide opportunities, mostly in technical and engineering positions, to overseas Filipino workers to help them build a rewarding career in the country.

Local job opportunities in the Philippine power industry await Overseas Filipino Workers (OFWs) as AboitizPower signed up for the Assist WELL (Welfare, Employment, Legal and Livelihood) program of the Department of Labor and Employment (DOLE), held during PHILJOBNET media launch at the Hive Hotel and Convention Place in Quezon City on March 10, 2015.

DOLE's Assist WELL program aims to help address the welfare, employment, legal and livelihood needs of Filipino workers. It advocates ample local employment opportunities for Filipinos so that they do not have to work overseas.

"We believe in the Filipino talents and in nation-building. We are excited to partner with the Assist WELL program, to provide our OFWs an opportunity to go back to our country to work and live with their families," said AboitizPower VP for Human Resources Cindy Rivera.

Today, the AboitizPower group employs more than 3,000 Filipinos, helping create A Better Future for their families. With its business expansion, it is continuously scouting for more talents to become part of its growing community.

AboitizPower app lets DU customers check power bill and more

- Provides current and past bills, usage comparison chart, and downloadable PDF bills
- Features will include outage advisories, appliance calculator, energy saving tips

Subscribers of AboitizPower distribution utilities (DU) VECO, Davao Light, Cotabato Light, and the Subic, Mactan, and Balamban EnerZones can now enjoy the convenience of checking their electricity bills through the new AboitizPower mobile application called MobileAP.

The app, which is available for free for both Android and iOS devices, lets users check their current and previous bills up to the past 12 months, including a chart that shows power consumption and monetary value. They can also request a PDF copy of their bill with the touch of a button and even manage multiple accounts.

“This will hopefully lessen inquiries on billing since the bulk of the calls coming in at the call center are queries about those,” said Raymund Banaag, AboitizPower Distribution Utility Information Technology & Systems Group (APDU ITSG) Solution Specialist.

After installing the app, users need to enter the first 10 digits of their account



THE POWER OF CONVENIENCE. Raymund Banaag, Aboitiz Power Distribution Utility Information Technology & Systems Group (APDU ITSG) Solution Specialist, shows a preview of the MobileAP interface. This smartphone application enables electricity consumers to check their latest bills with the touch of a button.

ID and then follow the validation steps. They will then receive their registration code via email, which they will then use to complete registration.

The next phase of the MobileAP project

this year will include additional functions such as power outage advisories, outage reporting from users, appliance consumption calculator, payment center look-up, energy saving tips, and more.



CONTINUING SUPPORT FOR ILP. Visayan Electric Company (VECO) and Oakridge Realty Development Corporation renewed their contract for the Interruptible Load Program (ILP). Under the program, major establishments in Cebu volunteer to switch to generator during power shortages to help VECO continue serving electricity to a larger number of consumers. In photo: VECO's Customer Services Group Assistant Vice President Bailey Del Castillo and Oakridge Realty's General Manager Dhory Vicencio seal the partnership with a handshake at the Oakridge Pavilion. They are flanked by VECO's Reputation Enhancement Head Atty. Jill Verallo and Key Accounts Representative Richard Alfara.

Aseagas achieves 1 million hours safety milestone

- This milestone is a testament to the company's commitment to safety and security and people-focused culture that is embedded in Aseagas' roots – SMA, Aseagas President
- Constructing the waste-to-fuel plant is not only helping improve air quality but also provides employment in Batangas



CELEBRATING THE CULTURE OF SAFETY. Aseagas marked a major safety milestone after recording 1 million hours of safe working without lost time incident. Melvin Cuta, Operations Manager; Sabin Aboitiz, President; Juan Alfonso, Chief Operating Officer, thanked all the hardworking team members for their commitment to safety initiatives.

Aseagas marked a major safety milestone after recording 1 million hours of safe working without lost time incident for its Lian project in Batangas last March 14.

Thanking the team at the Aseagas site in Brgy. Malaruhatan in Lian, Batangas, Aseagas Corp. President Sabin Aboitiz said, "Aseagas has carried out work over the last 2 years in a challenging environment. To reach one million man hours is a considerable milestone in itself, but to accomplish this without a single reported incident is a significant achievement."

Aseagas Corporation is a renewable energy company providing power from biomass waste. Its core purpose is to help improve the air quality of our cities by providing sustainable, green transport solutions, utilizing waste that would otherwise be left to pollute the environment.

The plant will utilize the organic effluent or "wastewater" and convert it into power and other by-products. The plant has a capacity of 8.8MW that could power 22,000 households and 33 tons per day of liquid carbon dioxide (LCO₂) for industrial and beverage industries.

Contractors' Day celebrates VECO's support services

Last January 30, Visayan Electric Company (VECO) held its first-ever Contractors' Day to pay tribute to around 500 linemen, foremen, and personnel from different contractors providing technical, customer service, administrative work, engineering, janitorial, and security services.

Held at the VECO Development Academy in Brgy. Sirao, Cebu City, the event included different games, a short parade, and sports competition for table tennis, chess, and basketball.

The lineman's rodeo, meter reading contest, meter installation, and emergency crew rodeo events were held in the afternoon followed by a 'Contractor's Got Talent' show in the evening.

"We consider them as our partners. VECO will not be what it is now without them," said VECO Vice President for Engineering Valentin Saludes III.

He added that the contractors have contributed to the company by not only augmenting manpower as needed but also in improving the quality of services the company provides.



TRADE GAMES. Linemen from different VECO contractors compete against each other for the lineman's emergency crew rodeo competition as part of the company's first-ever Contractors' Day held at the VECO Development Academy last January 30.

A photograph showing three individuals on a stage. On the left, a woman in a black dress and a light pink cardigan stands looking towards the center. In the center, a man in a blue academic cap and gown holds a large, ornate gold-framed diploma. To his right, another man in a blue academic cap and gown, also holding the diploma, smiles. The background is a plain, light-colored wall.

UnionBank Chairman and CEO receives honorary degree from UST

UnionBank Chairman and CEO Justo A. Ortiz has become the newest member of the Claustro de Profesores of the University of Santo Tomas (UST) as he was conferred with a Doctor of Humanities, Honoris Causa degree. The honor was granted unto Ortiz by the esteemed educational institution in recognition of his extraordinary achievements in the fields of nation building, education, values formation, and youth development.

The degree is granted to individuals who have made major contributions to the academic community. Among its past recipients are former President Manuel Roxas, former President Corazon Aquino, General Douglas McArthur, and Manila Archbishop Jaime Cardinal Sin.

UST Prefect of Libraries Fr. Angel A. Aparicio recommended for the degree to be conferred to Ortiz given his efforts in enabling the University to preserve the Filipino heritage housed in its

“

I urge you all to go forth, touch a heart, inspire a soul, make a difference, enable communities, and bring humanity back to capitalism. This is the right path. This is our self-interest.

–Justo A. Ortiz, Chairman & CEO, UnionBank

Miguel de Benavides Heritage Library. The Lumina Pandit: Continuum project has resulted in the production of several catalogues of the library's rare book collection, a book carrying the project's name that features the highlights of the library's collection, and ultimately the preservation, restoration, and digitization of over 30,000 books containing the history of not only the Philippines but also the world.

Ortiz, in his acceptance speech, emphasized that the honor is not his alone: “My personal motto is Labor

Omnia Vincit: Work Conquers All. I do realize, however, that I am not my work, instead, who I am is the sum of the people I have learned

to love and who share my life with me—my friends, my spouse, my family, my communities I serve,” he said.

He also shared his focus on sustainable development and more importantly, inclusion—an advocacy that is deeply intertwined with UnionBank's purpose of elevating lives and fulfilling dreams.

The solemn investiture was held at the Medicine Auditorium of the University last December 11, 2015. The ceremony was presided over by UST Board of Regents Secretary-General Fr. Winston Cabading, OP.

(Read the full text of his speech at aboitizeyes.aboitiz.com)

New President to transform UnionBank for digital economy

- Edwin R. Bautista's leadership is expected to usher the Bank into a financial technology company with superior capabilities and strong partnerships
- To his team members, Edwin embodies the Bank's value of Magis, that is to do more, do better, and do greater, without forgetting to focus on Ubuntu which is the spirit of community

Edwin R. Bautista officially took over as UnionBank President and Chief Operating Officer last January 1, 2016 after years of serving as Senior Executive Vice President. He replaced former President Victor B. Valdepenas who retired in December 2015.

Before assuming his role, Bautista had successful assignments as head of UnionBank's Credit Card, Retail Banking, Auto/Mortgage, Transaction Banking, Digital Banking and Corporate Product Banking. He is also the Bank's Marketing Director.

"My mission is to transform the Bank for digital economy. This is the biggest challenge we need to overcome but I am confident because the organization is so gung-ho in making sure this happens," he said.

He also vowed to maintain UnionBank's

leadership in the area of smart banking, particularly in the arenas of innovation, customer delight and value-for-money through the creative application of dedication and expertise.

THE MAN BEHIND THE BOSS

Among UnionBank team members, Edwin is fondly called "Boss". He is known to have trained many of the Bank's current leaders who have had the chance to work under his watch.

"Edwin has taught me the power of good storytelling and how to make a dull and boring subject matter come to life. It's an honor to be part of the next chapter in his story."

Ana Aboitiz-Delgado,
Credit Cards Business Head



"His questioning is always direct and may be pointed but there is always an insight to be learned."

Ramon Duarte,
Corporate Project Management Group Head

"He is an avid sportsman who likes to reminisce about 70s and 80s sports personalities."

Cholo Cayanga,
Commercial Banking Group Head
and UnionBank Golf Team Captain

"With him, you always have to give your best because you can be sure he always does. That's just how he is -- he brings out the best in the people who get the privilege of working with him."

Juancho Calayan,
Credit Cards Business Product Manager



SALUTING TEAM MEMBER VOLUNTEERISM. UnionBank team members Ralph Alo, Gigi Villostas, Macon Cueto, and Noel Paras, and Aissa San Jose were recognized for their contributions in leading UCare clusters: SecureU, HappyU, HealthyU, and SmartU, respectively, while Stella Layug, Kim Unidad and Agnes Casal were recognized as the cluster heads for head office-based GoBeyond Communities (GBC) initiatives.

Thank U

UnionBank Chairman & CEO Justo A. Ortiz and President & COO Edwin R. Bautista led the recognition of the Bank's UCare and GoBeyond Communities (GBC) volunteers last December at the first-ever 'ThankU: UnionBank Volunteers' Recognition Day' event.

UCare aims to promote physical fitness and well-being, financial security and peace of mind, intellectual growth and satisfaction, and emotional and spiritual health among team members. GBC, on the other hand, empowers employees by helping them address the needs of deserving communities in the areas they serve.

Ureka Forum welcomes Iloilo SMEs to e-commerce

- Forum continues on its goal to create a ‘vibrant and resurgent Philippines’
- E-commerce goes hand-in-hand with UnionBank’s thrust to go digital



UREKA TOUCHES DOWN IN ILOILO. UnionBank helped entrepreneurs set up their own personalized websites complete with payment portals to bring their products to the global arena through the online marketplace.

UnionBank welcomed 83 new e-commerce small and medium enterprises (SMEs) at the second run of the Ureka Forum held at the Iloilo Convention Center, Iloilo City last February 20. Over 500 entrepreneurs and students attended the Ureka Forum.

Ureka was developed after a study showed that despite representing 95% of the country’s registered businesses and employing 62% of the labor force, only 1% of all SMEs in the Philippines have a working website. This reality presents a disconnect with the current market, when in fact 70% of Filipinos are online everyday.

“The Ureka Forum is UnionBank’s major advocacy. It is our way of giving back to the community and to help many local business owners make their products available to the world through the internet. E-commerce is the way of the future, and today, competition is not only limited to local brick-and-mortar businesses but also businesses from all over the world,” said UnionBank President & CEO Edwin R. Bautista.

Successful entrepreneurs from the first batch of graduates from the Ureka Forum in Baguio City, which produced 50 new e-commerce sites, were also present. One of them is Mart Louis “Mart” Fernando of AgitoLAB Artists Production and ALAB DanseTroupe who talked about how his two Ureka Shops were able to make a difference in the lives of artists and dancers in Baguio City.

At the end of the forum, SMEs walk out with their own personalized websites complete with payment portals bringing their products to the global arena through the online marketplace. This is what makes the Ureka Forum different from all other “We believe that technology, e-Commerce in particular, is a great equalizer for this age. We just have to use it as leverage to build a vibrant and resurgent Philippines where economic growth is inclusive,” said UnionBank Executive Vice President Genju Lapez.

Ureka Forum was made possible through partnership with the following organizations:

Air 21, AMTI, Cebu Pacific, Department of Trade and Industry, Dragonpay, JCI Iloilo, Luwak White Koffie, Panahon TV, PLDT-Smart SME Nation, shopinas.com, Fruit Tea and GeiserMaclang.



We believe that technology, e-Commerce in particular, is a great equalizer for this age. We just have to use it as leverage to build a vibrant and resurgent Philippines where economic growth is inclusive – Genju Lapez, EVP and Head for Strategic Partnerships, UnionBank

City Savings Bank opens 100th branch

In time with its golden year, City Savings Bank celebrated another significant milestone as it opened its 100th branch in Zamboanga City last January 13. This is the 3rd branch in Region IX (Zamboanga Peninsula) and 15th branch in Mindanao.

CitySavings Chairman Eugene Acevedo, EVP for Channel Management Levi Villanueva, Assistant City Administrator Marie Angelique Cruz Go, Member of the Board Romy Ronquillo, and President & CEO Catalino Abacan led the ribbon cutting ceremony.

CitySavings has also secured regulatory approval from the Bangko Sentral ng Pilipinas to put up 10–15 more branches, mostly in Luzon, part of its efforts to reach out to public school teachers.



CitySavings's *Capehan and Cabildo sa Bangko*

CitySavings launched its *Capehan and Cabildo sa Bangko* series on October 11 at City Sports Club, Cebu City and November 29 at the UnionBank Plaza, Ortigas, Pasig City. CitySavings's Board Member Romy Ronquillo, President & CEO Lino Abacan, Corporate Secretary John Philip Posadas, and EVP for Channel Management Jose Levi Villanueva led the team member engagement series that focused on the three of the five core values of the Bank: Integrity, Teamwork, and Service.

"I urge you, therefore, to lead a life worthy of the vocation to which you were called, with all humility and gentleness, with patience, supporting each other in love. Take every care to preserve the unity of the Spirit that binds you together," shared Abacan as he ends his speech, quoting Ephesians 4:1–3.



VSAT goes online at CitySavings

CitySavings's IT Department successfully installed its Very-Small-Aperture-Terminal (VSAT) communications system at the roof deck of the CitySavings Corporate Head Office in Cebu City.

VSAT provides high speed, broadband satellite communications for Internet or private network communications on a global basis. It aims to connect the Bank's remote sites and branches to the Head Office by improving connectivity of field operations.

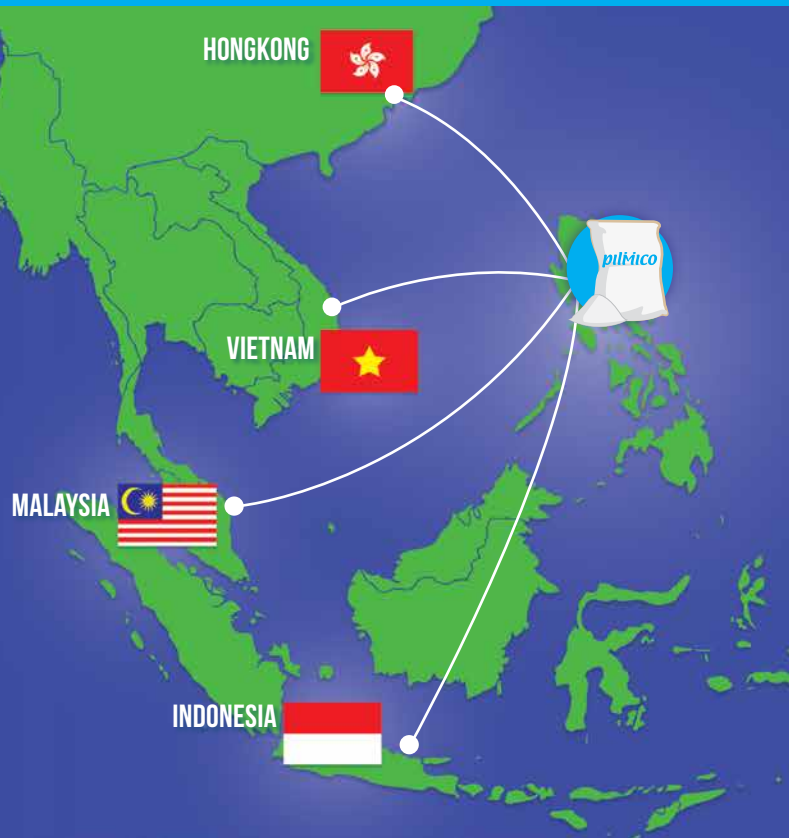
The technology also offers a completely independent wireless link from the local infrastructure, which is a good backup for potential disasters.



Pilmico exports flour to more ASEAN countries

It began last year with Hong Kong and, now, Pilmico Foods Corporation has added Indonesia, Vietnam, and Malaysia as the latest export destinations for its flour products. About 10 flour brands that include premium bread flour, noodle flour, pastry flour, and bao flour are now being shipped to these countries. Pilmico continues to produce high-quality flour especially formulated for Indonesian, Vietnamese, and Malaysian markets and is set to export more flour this year.

Establishing representative offices in Vietnam and Indonesia last year has paved the way for Pilmico's Flour Export Program in preparation for ASEAN integration. This critical step towards global competitiveness has opened doors for more potential cross-border partnerships, learning new markets and new products, and strengthening of the company's competencies.



Salto draws *sabungeros* to World Gamefowl Expo



WE ARE THE CHAMPIONS. *Alas ng Salto* before their meet-and-greet with hundreds of *sabong* enthusiasts and breeders.

For the sixth time, Salto Gamefowl Feeds was one of the exhibitors at the annual World Gamefowl Expo last February. Salto's farm-themed booth drew visitors with fun activities such as pullet (young hen) catching and egg-in-the-nest games.

The *Alas ng Salto* team were also present to share tips on how to bag championship titles in different arenas. Backyard *sabungeros* took advantage of the opportunity to consult the *Alas* on topics such as breeding, farm management, genetics, and conditioning on various bloodlines. In addition, Salto invited Dr. Butch Yabut to provide expert advice through seminars on the current diseases that affect the breeds.

Hailed as the largest gathering of the gamefowl industry, the highly anticipated event was held at the World Trade Center in Pasay City and featured the best gamefowl bloodlines of national and world-renowned gamefowl breeders.

Pilmico's Market Day @ NAC



GREAT TURNOUT. NAC-based team members checking out the various homemade food products.

Team members at the Taguig Corporate Center flocked to the second Pilmico Mahalin Pagkaing Atin (MPA): Market Day held last February 24 at the 8th floor.

A total of 12 concessionaires representing various Aboitiz business units participated in the activity with their assortment of fresh produce and ready-to-eat food products. These included freshly picked fruits and vegetables, organic vinegar and homemade condiments, as well as all-

time crowd favorite lechon.

Pilmico's farm fresh eggs and meats and breads and cakes by Pilmico Research & Training Bakery were also made available.

Anchored on the principles of *Mahalin Pagkaing Atin*, Market Day encouraged Aboitiz team members to live out the value of responsibility by championing local produce for a worthy cause. Part of the proceeds from the event is allocated to funding various outreach activities conducted by Pilmico team members.



INTRODUCING AQUAMAX. Pilmico Animal Nutrition Corporation has launched its newest feeds product line for 2016, Aquamax. Aquamax has varieties for tilapia and bangus, with a complete line of frymash, pre-starter, starter, grower, and finisher and packed with vitamins and minerals for cultured fish. Aquamax is now available nationwide.





Mahalin Pagkaing Atin Updates

Legazpi City, November 13

Pilmico turned over 40 piglets to 20 pre-screened beneficiary families in Legazpi City, Albay at the Mahalin Pagkaing Atin Food and Livelihood Expo at the Albay Astrodome.

Introduced in mid-2014, the Mahalin Pagkaing Atin program aims to promote sustainable entrepreneurship through promotion of local produce and instill a “pride of product, pride of place” mindset for both farmers and local consumers, thus enabling operators to maximize profit without passing through middlemen.

“A profitable livelihood means nothing if it is not sustainable—we in Pilmico want to ensure sustainable entrepreneurship for Bicolano farmers, to enable them to be Partners for Growth. We believe in the potential of the Bicol region to step up and be a model of growth and development. We hope that these piglets serve as the right tools to enable our farmer friends to uplift their lives and be successful backyard farmers,” said Sabin M. Aboitiz, Pilmico President and Chief Executive Officer.



ADVOCATING BACKYARD FARMERS. One of the 40 piglets distributed by Pilmico at the Mahalin Pagkaing Atin expo in Legazpi City, Albay.

Dipolog, November 27

Families from all over Zamboanga del Norte are set to receive the long-term benefits of an easy-to-manage business with a quick return on investment.

At the Mahalin Pagkaing Atin Food and Livelihood Expo held at the Zamboanga del Norte Cultural and Sports Complex in Dipolog City last November, 20 piglets and 8 egg machines were distributed to 18 families as part of Pilmico’s advocacy to boost sustainable livelihood and backyard farming initiatives nationwide. Each egg machine is a complete kit of 48 six-month-old ready-to-lay hens in rearing cages with built-in feeding trough, waterer, and one month worth of feeds. In addition to piglets and egg machines, Pilmico also grants agri-posts where beneficiaries receive feedbags as restart-up capital.



DELIGHTFUL LOCAL DISH. Mahalin Pagkaing Atin ambassador Chef Cynthia Durian and Chef Boy Logro along with TESDA representative whip up everyone’s favorite relenong bangus recipe.

Butuan City, January 29

Mahalin Pagkaing Atin made a triumphant return to Butuan City last January by partnering with Winrock International-PCCP-COP for the Caraga Pork Festival in support of the region’s local farmers and entrepreneurs.

To add further value to the affair held at Big Daddy’s Convention Center, representatives from the Department of Trade and Industry conducted a branding and selling workshop in addition to the regular activities such as seminars on animal husbandry and nutrition, cooking competition, and cooking demos showcasing the different flavors of Caraga.

The Mahalin Pagkaing Atin campaign has so far made backyard business possible for 411 families through a total of 796 piglets, 223 egg machines nationwide, and 14 agri-posts donated nationwide.



MPA #2 IN CARAGA. Mahalin Pagkaing Atin returns to Butuan City for the Caraga Pork Festival; (from left) Winrock representatives with Pilmico Vice President for Feeds Sales Norie Bermudez and Chef Boy Logro officially open the festivities.

Fork in the Road creates new dining experiences at The Outlets



True to its promise of creating more complete lifestyle experiences in Mactan, AboitizLand has launched Fork in the Road, an all-new wing at The Outlets at Pueblo Verde, to offer more exciting food choices for *vecinos*.

The expanded lineup of dining attractions include: Pigafetta, an Italian concept restaurant named after one of the first explorers who landed in Cebu; Big Flat Bread, famous for its 30-inch pizza; Zubuchon, the widely acclaimed name in Cebu lechon; Manggahan Restobar, a homegrown restaurant specializing in grilled meat and seafood dishes; ChoobiChoobi, best known for its house specialty called Shrimp and Seafood in a Bag; Kogi-G, sought for its all-you-can-eat yakiniku; and Tea Kingdom, which serves organic tea drinks.

The launch of the new wing coincided with the opening of additional outlet stores Oakley Vault, Onitsuka Tiger, Asics, Comfit, Casio G-Shock, Fusion, and multi-brand outlet stores The Bench Depot and Red Tag by Rustan's.

The improved retail experience marks The Outlets's second year of offering #GreatDeals and #GreatFinds as AboitizLand steps forward in driving a shopping experience that values savvy, brand-conscious Cebuano shoppers' sensibilities. The expansion is set to pull in more visitors from all over Cebu and neighboring areas while building up a more bullish economy for Lapu-Lapu City.

AboitizLand holds first Vecino Bazaar

Around 20 enterprising *vecinos* from AboitizLand residential communities Ajoya, The Persimmon, Pristina North, and Kishanta participated in the first Vecino Bazaar held at The Persimmon Plus last December 4 to 6.

The participants showcased a variety of goods for sale including shoes, books, toys, and jewelry as well as food fair staples such as barbecue, lechon, pastries, fruits, and drinks.

Shoppers and diners flocked to the venue for three whole days and were even treated to live acoustic music on closing night, December 5.

The Vecino Bazaar is one of the community building initiatives AboitizLand conducts for its residential communities all year round. In line with its brand promise of nurturing communities, it aims to provide a venue for the *vecinos* to interact and share with fellow *vecinos* from other AboitizLand communities.



COMMUNITY ECONOMICS. Visitors look for the best deals from a variety of goods offered by residents of AboitizLand communities.

Republic Cement expands Norzagaray facility



BUILDING FOR INDUSTRY GROWTH. Republic Cement Group switched on the new state-of-the-art cement finish mill at its Norzagaray plant in Bulacan. From left: RCBM President Rene Sunico, Republic Cement Services President Don Lee, RCBM Director Peter Buckley, GMA Network Senior Vice President for Radio Mike Enriquez, and RCBM Director Roman Azanza during the plant's inauguration.

- **Capacity expansion to support increased demand for cement**
- **The facility uses the sustainable zero-water spray consumption, energy-efficient, and zero noise pollution FCB Horomill®**

Republic Cement commissioned its newest cement Finish Mill at its Norzagaray Plant in Bulacan on March 15, 2016, increasing its production capacity to support the growing infrastructure needs of the country.

“This capacity expansion initiative reaffirms Republic Cement’s commitment to support our country’s growth through the provision of top quality cement and building materials,” said Renato Sunico, President of Republic Cement & Building Materials, Inc. (RCBM). Noting the 14.3-percent growth of the cement industry last year, Sunico said that the new Finish Mill

will boost the Norzagaray plant’s production capacity by 850,000 metric tons annually. It also bolsters the plant’s capability to produce the broad range of high-quality Republic Cement products.

Republic Cement contracted leading industrial engineering group Fives FCB to build the fully automatic, zero-water spray consumption, energy-efficient, and zero noise pollution FCB Horomill®. The Horomill is a horizontal-rotating cement grinding equipment. It leverages on the latest technologies developed by leading French

industrial group Fives FCB.

Under a pioneering total ash management program, the Republic Cement Norzagaray Plant, already harnesses fly ash, a by-product of coal power generation, and blends it with cement that reduces clinker proportion in the product and improves carbon footprint.

Republic is the only cement manufacturer in the country that blends cement with fly ash, aptly named “Tibay Enhancers”, which increases the durability of concrete and provides improved workability and a smoother finish.

Sustainable practices in cement manufacturing operations



EFFICIENT AND ENVIRONMENT-FRIENDLY. One main advantage of the HOROMILL® is its production flexibility thanks to the small quantity of material in the grinding and separating circuit (less than 10 tons in a 100 tph HOROMILL® cement circuit).

What is a cement finish mill?

A cement or finish mill is an equipment used to grind clinker and gypsum in order to bring the material to a fine powder known as cement. A conventional cement mill is a ball mill that consists of a hollow cylindrical shell rotating about its axis. The axis of the shell may be either horizontal or at a small angle to the horizontal. It is partially filled with balls. The grinding media is the balls, which is made of chrome steel. The inner surface of the cylindrical shell is usually lined with an abrasion-resistant material such as manganese steel.

What distinguishes the Fives FCB HoroMill®?

The HoroMill is a horizontal-rotating cement grinding equipment. It leverages on the latest technologies developed by leading French industrial group Fives FCB.

What are the new technologies in the new mill that makes it advanced?

- Energy saving – Industrial results of the HOROMILL® operating worldwide have shown energy savings ranging between 35% and 70%.
- Environment-friendly plant – Low noise level, no pollution low energy consumption, valuation and recycling of wastes such as blast furnace slag, fly ash, etc.
- Space-saver design – The HOROMILL® installation is easy, within a very limited space area. It is compact and ensures good access and easy maintenance.
- Flexibility and quality – A main advantage of the HOROMILL® lies in its production flexibility thanks to the small quantity of material in the grinding and separating circuit (less than 10 tons in a 100 tph HOROMILL® cement circuit). The resulting short response time coupled with the full and accurate automation of the HOROMILL allows for a quick transition phase when processing several products or qualities.



Visit our new website at www.republiccement.com
and like us at facebook.com/RepublicCementPH



“Bossing sa Tibay” campaign launched



ENDORSEMENT FROM THE BOSSING. Republic Cement Group's media campaign is bolstered by the endorsement of trusted celebrity and TV host Vic Sotto.

The Republic Cement Group launched a new marketing campaign last November to solidify its position as the ‘cement brand of choice’. The campaign “Bossing sa Tibay” differentiates the brand from its competitors by building on the superior features of Republic cement as the only cement with Tatak Tibay Enhancers, which enables homebuilders to have durable “pamana” homes.

The full 360 integrated media campaign featured trusted male endorser Vic Sotto (popularly known as “Bossing”). The campaign includes television, radio, print, cinema, and digital executions. To date, the “Bossing Sa Tibay” TVC reached 300,000 views on Facebook and around 200,000 views on YouTube. The campaign also made use of out-of-home and on-ground executions including signage and merchandising in 3,000 stores and 40 retailer events.

Get to know the products of Republic Cement Group and find out why they are preferred by customers.

REPUBLIC PORTLAND PLUS® is a general purpose blended cement (Type 1P) which is best used for structural and general application such as foundations, floor slabs, walls, beams and columns.

It is the only cement in the Philippines blended with fly ash which serves as **TIBAY ENHANCERS®**. Fly ash is a by-product of coal-fired power plants that, if not otherwise used as an additive for cement, will be discarded and disposed of in ash ponds. Republic Portland Plus makes use of this by-product, thereby reducing the amount of clinker* in the cement. Lower clinker inclusion translates into a lower carbon footprint for the product.

WALLMASTER® is the country's most advanced masonry cement. It is enhanced with **LIGHT MICRO-FILLER TECHNOLOGY®** that produces lighter plaster and a smoother finish.

It is a Type N masonry cement that fully complies with the requirements of the Philippine National Standards (PNS) and

CEMENT 101

RECOMMENDED FOR STRUCTURAL APPLICATIONS

RECOMMENDED FOR CHB LAYING, FILLING AND WALL PLASTERING

American Society for Testing and Materials (ASTM) C91 standards. WALLMASTER® speeds up masonry works because of its sticky plaster, ease of use, and excellent coverage with reduced chances of rework.

The use of WALLMASTER® for masonry work is a more sustainable practice as it

contains less clinker and more additives than Type 1 (Ordinary Portland Cement) and even other blended types cements, which means a carbon footprint.

** clinker is made from ground limestone, silica, shale and other materials that were processed in a kiln at high temperature*



RCBM President Mr. Renato Sunico inspires the crowd as he talks about the values that form the core of the Republic Cement business.



Award-winning acapella group, Acapellago sang the Republic Anthem for the crowd.



Long-time customers Mr. Rafael Tantuco and Engr. Reynaldo Laborte with Area Sales Managers Jovert de Ocampo and Ganie Alhambra.

UNANIMOUS: Celebrating a great 2016 with customers and partners



The Republic Booth welcome the guests to the Customer Night.



Cement dealer Victor del Rosario received recognition for his company's outstanding performance in cement sales.

The Republic Cement Group hosted its annual partners night last January 25 at the Marriott Grand Ballroom in Pasay to recognize those who delivered exceptional performance in their respective fields. With the theme 'UNANIMOUS', over 300 loyal customers and business partners—key dealers, developers, contractors and DIY chain executives—enjoyed a night of music and camaraderie with renewed commitment to mutually supporting each other in meeting customer needs this 2016.



The Tron Dancers open the program with an electrifying construction-themed dance number.



Republic Cement VP-Marketing Chuck Janolino and VP-Sales Gary Carandang share key directions for the business for 2016.



Bossing takes a group selfie with the crowd to capture the moment.



ENHANCED LIVELIHOOD CREATION. Aboitiz Foundation Chairman Erramon Aboitiz signs the memorandum of agreement (MOA) with CARD Chairman Jaime Aristotle Alip formalizing the partnership between the two organizations. With them were (L-R): CARD Deputy Director for Corporate Communications Cleofe Figuracion, Aboitiz Foundation President Susan Valdez, Aboitiz Foundation Trustee Rory Tolentino, CARD President and Executive Director Elma Valenzuela and Aboitiz Foundation EVP and Chief Operating Officer Sonny Carpio.

Aboitiz Foundation partners with CARD to boost enterprise development

- CARD brings nearly three decades of expertise in running microfinance programs for communities
- We can do much more by creating partnerships with organizations that share our values. –EIA

The Aboitiz Foundation has tapped the Center for Agriculture and Rural Development, Inc., (CARD) for a partnership agreement that seeks to strengthen the implementation of enterprise development programs nationwide.

“We are aware that we can do much more if we create partnerships with other organizations that share the Foundation’s values. Our partnership with CARD will help us expand our enterprise development program, reaching out to more organized groups across the country and empowering more lives,” said Erramon I. Aboitiz, chairman of the Aboitiz Foundation, which helps small

enterprising organizations nationwide gain access to income-generating activities and livelihood opportunities.

CARD’s 29 years of expertise in microfinance operations and community development boosts Aboitiz Foundation’s programs towards helping beneficiary communities become self-sustaining entrepreneurs who contribute to nation building. CARD’s training and seminars also help ensure their partner organizations gain the necessary skills to make projects successful and sustainable.

“We are humbled to work with Aboitiz Foundation, which has done great works in

uplifting lives of many. With this partnership, we are sure that more people will benefit from our community programs, which includes education, health, and capacity building agenda,” said CARD Chairman Jaime Aristotle Alip.

With its mission to help people help themselves, Aboitiz Foundation implements CSR interventions especially in communities where Aboitiz companies operate. Its programs in education, enterprise development, environment, and health and well-being are being further enhanced to promote inclusive growth in support of the UN’s Sustainable Development Goals.

EDUCATION

Groupwide ‘Silid Pangarap’ rollouts continue

Hedcor, in partnership with Aboitiz Foundation, turned over a ‘Silid Pangarap’ Pingad–Bao–angan Elementary School in Sabangan town, the first ever AGAPP (Aklat, Gabay, Argua Tungo sa Pag–angat at Pag–asa) in Mountain Province. Meanwhile, the company also held back-to-back ‘Silid Pangarap’ turnover activities in Mindanao—at Sta. Cruz Central Elementary School in Davao del Sur and Iligan Elementary School in Bukidnon. These facilities will be used by an estimated 190 pilot kindergarten students of Sta. Cruz Central and 80 in Iligan.



APRI MakBan completed another AGAPP Silid Pangarap recently, turning over the facility to San Felix Elementary School in Sto. Tomas, Batangas. The ceremony was attended by (from left) APRI Controller Ginger Tanchi, San Felix ES school principal Analiza Montero, DepEd Division of Batangas Senior Education Program Specialist Rodrigo Castillo, APRI Vice President for Corporate Services Noemi Sebastian, APRI Assistant Vice President for MakBan Geothermal Facility Warren Maralit, Aboitiz Foundation Chief Operating Officer Sonny Carpio, and APRI President and Chief Operating Officer Felino Bernardo.



In Agusan del Norte, Therma Marine, Inc. (TMI) Mobile 2 turned over its 10th AGAPP Silid Pangarap kindergarten classroom last November. The project benefits over 300 pupils who now get to enjoy the benefits of learning in a safe and conducive environment. “Nasipit should be proud because this is the 4th AGAPP Silid Pangarap building given by TMI in your area. I know how generous Aboitiz is. They are our great partner in giving the students a conducive place for learning,” said AGAPP Chairperson Pinky Aquino–Abellada during the ceremonial turnover.



An AGAPP ‘Silid Pangarap’ was Davao Light and Aboitiz Foundation’s latest contribution towards improving the learning experience of kindergarten students in Cabantian Elementary School in support of the DepEd’s K–12 Program. In photo: Davao Light VP for Engineering Engr. Rodger Velasco (leftmost) and AGAPP Coordinator for Mindanao Josie Ledesma (rightmost) are assisted by DepEd XI Regional Director Atty. Alberto Escobarte (2nd from left), Cabantian Elementary School Principal Mrs. Corazon Caballes (center), and Aboitiz Foundation’s Danny Cerence (back) in officially opening the new school building



Aboitiz scholars participate in CSR Summit



FUTURE CSR INNOVATORS. The Aboitiz Scholars' CSR Summit instills the principles and importance of CSR among young participants, encouraging them to ideate projects of their own.

A total of 82 scholars supported by Aboitiz Equity Ventures, Aboitiz Foundation, and Visayan Electric Company participated in the 2nd Aboitiz Scholars Corporate Social Responsibility Summit held last December 11 and 12.

The two-day summit organized by Aboitiz Foundation included talks by Aboitiz executives on topics ranging from corporate history, its story and values, the 3Rs – Risk, Reputation and Responsibility, and personal insights on leadership. Speakers included AEV Chief HR Officer Txabi Aboitiz, Aboitiz Foundation President Susan Valdez, and Ramon Aboitiz Foundation Trustee Romy Ronquillo.

There was also a workshop and competition in which participants were able to apply their learnings by creating innovative and meaningful CSR projects. The winning teams were given cash prizes, medals, and a budget of P200,000 each to implement their projects.

The Aboitiz Scholars' CSR Summit aims to instill the importance of CSR among participants and encourage them to come up with projects of their own. The summit has been held since 2011 and has paved the way for successful and ongoing implementation of projects such as the Aboitiz Green Fashion Revolution and the Panlambo Livelihood Project in Cebu.

VECO scholar tops civil eng'g board

Armand Henzkel Canoy is the latest achiever among Visayan Electric Company's (VECO) over 200 scholars. The young man, who graduated summa cum laude from Cebu Institute of Technology–University (CIT–U), recently topped the country's board exams for civil engineering.

Within two days of the board results, Armand already received around 10 job offers from both local and international companies. He has set his sights on being a teacher someday but, for now, wants to experience real work in the industry.

At school, Armand was honored as both 'Mathematician of the Year' and 'King of Engineers' for having the highest GWA (general weighted average) in the entire engineering campus. All throughout college, he was a presidential scholar, the highest rank on the dean's list, and on graduation day, he was named Presidential Awardee for Academic Excellence.

"Faith without action is dead," so quotes Armand from the Bible. "I'm very thankful to VECO because I finished school well-supported. They didn't just provide financial support but also helped me in my entire schooling. They're really different."



VECO turns old bus into e-learning facility

Visayan Electric Company (VECO) opened its new and innovative E-Learning Center at Mabolo Elementary School in Cebu City last February.

"The first of its kind and the pilot project of VECO, this will redefine the teaching-learning experience for students and teachers who will be using them by school year 2016-2017," VECO Community Relations Officer Eric Ching said at the turnover ceremony attended by acting Cebu City Mayor Edgardo Labella, VECO COO Anton Perdices, DepEd Cebu City Asst. Dr. Danilo Gudelosao, school officials, teachers, and students.

With the help of Genesis Raña, founder and director of the University of the Visayas New School (UVNS), VECO transformed an old dilapidated bus into a learning space with iPad minis, an Apple TV, and a 50-inch LED TV. Outside is an al fresco area, built with upcycled materials from VECO's scrapyard, where teachers can opt to hold classes under the trees.

"The idea was not only to provide the students gadgets but, at the same time, equip them with the facility to go with it," Mr. Ching added. The company hopes the E-Learning Center will become a venue for setting a different standard of learning that encourages students to stay in school and perform better.

Come school vacation, Apple will train the school's teachers on using iMovie, an application for editing and producing video materials, while UVNS will provide filmmaking classes. The teachers can pass on these skills to their students from Grades 4 to 6.

VECO plans to create more projects of this kind to raise the bar of teaching-learning system for the students in Cebu, as part of its projects aimed at giving back and helping the community it serves.



ALL ABOARD THE E-LEARNING BUS. VECO COO Anton Perdices leads the official opening ceremony of VECO's E-Learning Center at the Mabolo Elementary School. The facility, once a dilapidated bus, was furnished with upcycled materials from the company's scrapyard and equipped to provide video production training for students and teachers through the help of University of the Visayas New School (UVNS) and Apple Philippines.

VOCATIONAL STUDENTS ENCOURAGED TO MAKE A DIFFERENCE.

UnionBank joined Xavier School in supporting the education of vocational students through sponsoring the annual fun run event. Held in San Juan campus grounds and nearby Greenhills West Village, the Xavier Family Stallion Run was supported by an estimated 1,000 runners, consisting of parents, students, alumni and the public who all ran to help in the school's institutional outreach program. The proceeds of the annual run go to the Fr. Pierre Tritz Institute – ERDA Technical and Vocational Secondary School.

"We believe that helping these students make a difference in their own lives and in the community will, in turn, help the Philippines become a better nation," said Genju Lapez, EVP for Strategic Partnerships.



Batch 1 of Project B.E.S.T. completes electricians' training

Davao Light held a graduation ceremony last November in Brgy. Malabog, Paquibato District in Davao City for 18 electricians who completed and passed their 10-day skills training program.

The group are beneficiaries of Davao Light's Project B.E.S.T. or Basic Electrician Skills Training, which is carried out in partnership with Aboitiz Foundation, TESDA Davao City/Sur Office, and the 2nd District Congressional Office.

After completing and passing the training, the graduates will receive their National Certificate II (NC-II) in electrical installation and maintenance and will become full-fledged electricians.

Davao Light's Project B.E.S.T. program came from the idea of training new skilled electricians in far-flung areas within its franchise. This way, those applying for a new electric service will no longer need to travel far to Davao City proper to look for an accredited electrician while residents have the opportunity to earn extra income by becoming B.E.S.T. certified.

"The demand for electricians in our franchise is growing even in the rural areas – hence, the birth of Project B.E.S.T.," shared Davao Light's Community Relations Manager Fermin Edillon. "We are also grateful of the partnership we have with TESDA and the support we got from Congressman Mylene Garcia in this program. We hope to see a lot more graduates from this endeavor."



THE B.E.S.T. GRADUATES AROUND. Davao Light Community Relations Manager Fermin P. Edillon (5th from right) together with Customer Retail Services Department Engineers Alexis Venturado (3rd from right); and Jeffrey Jomer Madolora (leftmost); and Revenue Protection Department Supervisor Engr. Juanito Laguitao (5th from left) with the graduates and guests of the Project B.E.S.T (Basic Electrician Skills Training) program.

Aboitiz-supported Taguig schools receive new science and tech-voc facilities

Aboitiz Foundation recently turned over equipment and facilities to Taguig Integrated School (Taguig IS) and Taguig National High School (TNHS), which are part of its special science elementary schools and technical-vocational programs, respectively.

A newly refurbished speech laboratory and special science classroom equipped with multimedia equipment for teaching enhancement were turned over to Taguig IS, in which the Foundation's SSes program is already implemented from Grades 1 to 6.

For TNHS, the Foundation supported teachers' NC-II certification training in shielded metal arc welding (SMAW) while the school now has a refurbished consumer electronics servicing workshop room equipped with reference books, materials, tools and equipment and a computer laboratory with 30 thin client computer units.

"Education has always been a key focus area of the Foundation ever since we began work helping people help themselves. We have invested the most in education because we firmly believe that education is a critical component to nation building, giving people new opportunities for growth and a better life," said Aboitiz Foundation Executive Vice President Sonny Carpio.

Aboitiz Foundation's SSes and tech-voc high schools program in the school began in 2013.



HANDS-ON LEARNING. Aboitiz Foundation's facilities and equipment donations support its special science elementary schools and technical-vocational programs, which began in 2013.

UnionBank helps upgrade UP School of Economics

UnionBank awarded P10 million in donation to the University of the Philippines School of Economics (UPSE) last December to support the university's economics program and its students. The fund will be used to (1) support a Professorial Chair in Economics; (2) sustain a Research Program in Financial Economics; (3) fund scholarships and research grants; and (4) improve the facilities of the UP Center for Financial Economics. The donation serves as second tranche of the Bank's total P20-million donation to the institution.

"We hope to replicate the success UPSE has had with other programs in economic education. The goal is to produce graduates that will eventually play leadership roles in various fields such as government, international development institutions, and the private industry," said former UnionBank President and COO Victor B. Valdepeñas who spearheaded the donation.



GIVING BACK. (From left) Aboitiz Group Chairman Jon Ramon Aboitiz, Aboitiz Group President & CEO Erramon Aboitiz, and UnionBank Chairman & CEO Justo Ortiz join former UnionBank President & COO and UP alum Vic Valdepeñas in presenting the Bank's P10-million donation to his alma mater as represented by UPSE Dean Dr. Orville Jose Solon, Professor Emeritus Dr. Gerardo Sicat, and Assistant Professor Dr. Margarita Gonzales.

CULTIVATING EXCELLENCE. UnionBank Chairman and CEO Justo A. Ortiz presents P20M to Ateneo President Fr. Jose Ramon Villarin, SJ in support of Arete, Ateneo De Manila University's innovation and creativity hub. Also in photo are (L-R) UnionBank EVP / Head of the Center for Strategic Partnerships Genaro V. Lapez, Ateneo Special Assistant to the President Deborah Anne N. Tan, and UnionBank SVP and Human Resource Director Michaela Sophia E. Rubio. Arete, which stands for excellence, goodness, and virtue in Greek, will house out-of-the-box arts and culture facilities, non-traditional classrooms and spaces that will allow students to converge and develop creative solutions to societal problems.



ENTERPRISE DEVELOPMENT

Pilmico irrigation project promotes sustainable entrepreneurship

In keeping with its brand promise of being "Partners for Growth", Pilmico teamed up with Aboitiz Foundation in turning over irrigation equipment to neighboring farming communities in Tarlac.

Over 40 farmer beneficiaries received irrigation pumps and accessories essential to ensuring optimal harvest. The pumps installed covered farming lots at about 60 hectares in the town of Armenia and Sitio Guliman Sto. Rosario Capas, Tarlac where Pilmico's swine farm is located.

Aside from the irrigation pack, the farmers also received free training on proper installation and technical management of the equipment to ensure long life expectancy of units. Tarlac-based Pilmico partners who specialize in monitoring also participated in the lecture.



GROWING TOGETHER. Pilmico partners present during the turnover activity were Pilmico's Farm Supervisor Marianne Palaming, Farm Managers Joyce Camille Bamba, Johara Gurat, and Joel Punsalan, and Admin Supervisor Maricel Magtanong.

HEALTH & WELL-BEING

Davao Light sends team to repower Sorsogon

Last December, Davao Light sent a team of linemen to help restore power in Sorsogon, which had been severely affected by Typhoon Nona. The team of 10 linemen assisted Sorsogon 1 Electric Cooperative (SORECO 1) and other volunteers from other distribution utilities in the line clearings, primary and secondary line restorations, and pole erections.

“The assistance that we give is not only limited to the areas where we operate, especially in times of a calamity. By sending our team, we hope to, at least, ease a little the current situation of the community. We’re also grateful to our linemen who chose to spend the holidays working to speed up restoration works in Sorsogon instead of being with their families,” said Mark Valencia, AVP, Engineering Operations.

The Davao Light team worked in Sorsogon until mid-January 2016. Davao Light was also one of the electric utilities that first responded and helped in power restoration following the devastation of Typhoon Pablo in Davao del Norte and Davao Oriental, super Typhoon Yolanda in the Visayas, and Typhoon Glenda in Luzon.



READY TO HELP. Davao Light AVP for Engineering Support Engr. Reynold Felix (center, third from right) and Distribution Network Department Manager Socrates Arce (center, second from right) together with the team sent to assist in re-energizing Sorsogon in December 2015 following Typhoon Nona.

Aboitiz Group mobilizes relief operation to Oriental Mindoro

The Aboitiz Group conducted relief operations in Oriental Mindoro last December, an area severely damaged by Typhoon Nona. Team member volunteers from Aboitiz Foundation, Pilmico, LiMA Land, and CitySavings teamed up with local nonprofit GMAC Foundation (Give More for Action and Charity) to sort and pack 1,000 bags of relief goods for the affected families.

The Office of Congressman Reynaldo Umali, barangay officials, and women’s associations helped distribute the relief bags in the hard-hit barangays of Anoling, Sta. Rita, Calingag, Bangbang, Del Razon, and Pili in Pinamalayan and barangays Malubay and Tambang in Gloria.

Typhoon Nona made its fifth landfall in Panamalayan and downed electrical posts of Oriental Mindoro Electric Cooperative, leaving parts of the province without power. For Phase 2 of relief operations, Visayan Electric Company (VECO) joined a task force consisting of different electric cooperatives and companies all over the country to assist in the restoration of electricity in Mindoro.

The crew of 45 highly experienced VECO linemen arrived with boom trucks and other gear, working fast and diligently through the Christmas holidays. Soon after, they were already able to restore power in two of the five barangays they have reached.



REACHING OUT TO MINDORO. Volunteers from various business units and partners provided immediate relief to stakeholders affected by Typhoon Nona, proving that compassion is deeply rooted in the hearts of our team members.



POWERING THROUGH. VECO linemen work on a new post along the Brgy. Nagiba Uno Dos, Naujan, Oriental Mindoro. The company is part of the task force formed to help restore power in the province after Typhoon Nona (Melor) heavily damaged the area last December 2015.

RAFI launches Season 10 of Young Minds Academy



INVESTING IN CEBU'S NEXT GENERATION. Young Minds Academy develops young emerging leaders to become responsible citizens ready to serve the public and its interests.

The Ramon Aboitiz Foundation Inc. (RAFI) formally opened the 10th season of its Young Minds Academy (YMA) through a launch activity and orientation held last February 13 at the RAFI-Eduardo Aboitiz Development Studies Center in Cebu City.

Students aged 12 to 20 years old who pass the screening process shall undergo an 8-month leadership and citizenship development training culminating next November.

"We are interested in developing leaders. The youth has great potential. We want that realized. We don't want just potential. We want to have potential converted into action and progress," explained RAFI President Roberto Aboitiz about the program.

Supported by UnionBank, YMA brings together future leaders and influencers with the aim of developing a pool of leaders who are ready to effect change and make a

difference for the country.

Since its inception in 2006, 833 graduates have emerged from the YMA program with enhanced competencies, strengthened character, and more active citizenship engagement. These were nurtured through learning sessions, community exposure, and project development training anchored on an annual theme, which, for season 10, is "Urban Development" with emphasis on livability.

RAFI Micro-finance opens branches in Bohol and Biliran

The Ramon Aboitiz Foundation Inc. (RAFI), through its Micro-finance & Entrepreneurship unit opened two new offices—Carmen, Bohol and Naval, Biliran—within the first two months of the year bringing the total number of branches to 25.

At the opening of the Bohol branch, RAFI Micro-finance Executive Director Ma. Theresa Catipay revealed that 17 new branches are eyed in 2016, with the ongoing expansion program targeting 90,000 nanay clients to be served in order to elevate more lives and communities.

"RAFI Micro-finance's presence is not only to lend financial help but also to build long-lasting relationships with our valued clients," added RAFI Micro-finance Deputy Director for Operations Ailyne Lim.



REACHING OUT TO MORE NANAYS. RAFI Micro-finance Executive Director Ma. Theresa Catipay (center) leads the formal opening of their 24th branch in Carmen, Bohol.

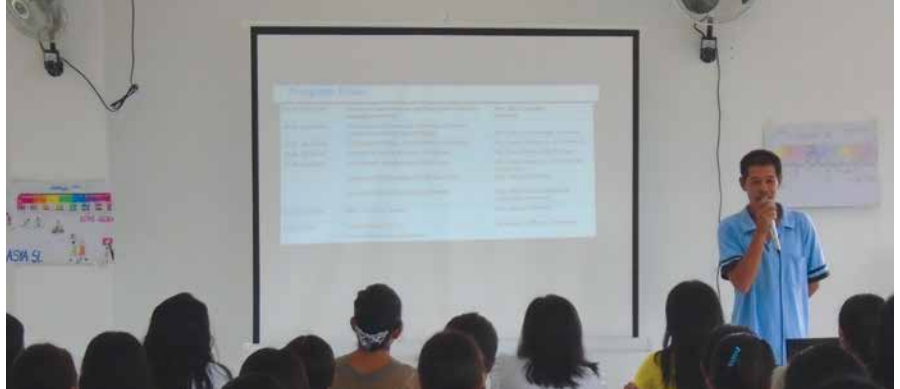
Capacity building training set for SM Cares Village

As part of its initiatives towards developing self-sufficient communities, the Ramon Aboitiz Foundation, Inc. (RAFI) has lined up capacity building trainings in 2016 for the homeowners of SM Cares Village in Polambato, Bogo City, Cebu.

Under its agreement with the SM Group, RAFI will lead community organizing activities, livelihood and skills training programs, as well as values formation and social services programs in the resettlement village, which SM established for super typhoon Yolanda survivors in Bogo.

To start them off, RAFI guided residents through a general assembly and seminar last January to map out their plans, programs, and policies based on current issues affecting their community.

"We hope that our plans and programs get implemented and that we would all work together for these to materialize," said Nilo Montesclaros, chairman of the homeowners' association.



TRAINING TOWARDS SELF-MANAGEMENT. The SM Cares Village homeowners' association discuss their plans for 2016. Ramon Aboitiz Foundation Inc. (RAFI) is responsible for providing the livelihood component of the SM Group's relocation project for 200 families displaced by super typhoon Yolanda in 2013.

"It was difficult to come up with a plan, as it was our first time to do it. This wasn't taught in school but we're thankful that RAFI trained us. Because of our training, we saw what issues regarding our stay in the village need to be addressed," added Irene Catadman, member

of the homeowners' association committee on social and development services.

Up next will be organizational capacity development and livelihood skills and financial management systems trainings to be conducted in the first quarter of the year.

RAFI keeps Cebuano tradition alive in Sinug



TIME-HONORED TRADITIONS. The Sinug dance has its own fixed format, unique beat and steps, and concept that narrate the coming of Christianity in the Philippines.

Last January 18, the Ramon Aboitiz Foundation Inc. (RAFI), through its Culture & Heritage Unit, invited the Turang Dance Troupe of Brgy. Mabolo, Cebu City to perform at the annual Sinug sa Casa Gorordo event, which was once again staged outside the RAFI-Eduardo Aboitiz Development Studies Center building.

The Sinug traditional prayer dance is an intangible Cebuano heritage that is predecessor

to the more popular Sinulog.

During the dance, local and foreign visitors were asked to write the names of their loved ones on pieces of paper, which were read as part of the dance prayer, reliving an honored Cebuano tradition.

Unlike the more popular Sinulog, however, the Sinug dance has its own fixed format, unique beat and steps, and concept that narrate

the coming of Christianity in the Philippines. It also does not have a dancing Reyna carrying the image of the Holy Child, but instead has it on an altar facing the dancers.

The Sinug is one of the Gorordo family's house traditions that are being preserved by RAFI after the latter took ownership of the prominent Cebuano family's Parian house and converted it into a museum.

Two northern Cebu towns get new classrooms



ALL IN FOR THE STUDENTS. Cebu Gov. Hilario Davide III (second from left) receives the certificate of completion of the construction of a school building from RAFI's Development Unit Executive Director Ernie Alix (fourth from left).

Last January, the Ramon Aboitiz Foundation, Inc.–Education Development Unit (RAFI-EDU) donated 15 classrooms in northern Cebu under its School Building Project (SBP).

Carried out in partnership with the

Cebu Provincial Government, the SBP presented a 3-storey, 9-classroom school building to Catmon Integrated School and another 2-storey, 6-classroom school building for Mohon National High School in Mohon, Sogod.

Cebu Governor Hilario Davide III, Vice Governor Agnes Magpale, Mayors Dan Jusay of Catmon and Lissa Marie Streegan of Sogod, school and local government officials, and RAFI-EDU Executive Director Ernie Alix came together for the official turnover ceremonies.

400 children get treated to a kiddie massage



TOUCH THERAPY. A volunteer from Liddle Kidz Foundation gives a back massage to a child in the wellness activity held in partnership with the Ramon Aboitiz Foundation Inc.– Dolores Aboitiz Children's Fund (RAFI-DACF).

Some 400 children were given therapeutic massages as arranged by the Ramon Aboitiz Foundation Inc.–Dolores Aboitiz Children's Fund (RAFI-DACF) and EN/ability Project.

The EN/Ability Project is an outreach program spearheaded by Dynamic Pediatric Therapy Associates, Inc. with the aim of developing sustainable and cost-effective programs to provide early detection and intervention for underserved children in Cebu.

The massage sessions was conducted through the help of 30 volunteers from Liddle Kidz Foundation, a US-based nonprofit organization whose advocacy is bringing nurturing touch therapy and pediatric massage to children and providing professional education to their caregivers.

Saranggani gets a new weather station

WeatherPhilippines and Sarangani Energy Corporation (SEC) signed a partnership agreement last February for the installation of a new automated weather station (AWS) at the latter's new power plant.

The new weather station joins the existing network of 124 AWS in Mindanao and will help local governments and businesses utilize accurate weather data for disaster-preparedness, agriculture, and business continuity. Communities will also be able to make informed decisions in combating El Niño and the recent grassfires in Sarangani.

"This is a good tool for the power plant's main and port operations which includes proactive monitoring of potential typhoons and disaster related risks for the plant," said SEC Plant Manager Jori Liimatta.

The AWS in Mindanao are installed in priority meteorological sites identified by WeatherPhilippines meteorologists as locations and areas frequently affected by weather disturbances.

Currently, WeatherPhilippines has 777 AWS deployed all over the Philippines. The localized weather information derived from this extensive network can be accessed via weather.com.ph, and the free WeatherPhilippines mobile application.



#WEATHERWISER ENERGY SECTOR. WeatherPhilippines Sustainability Manager Kaye Rosario meets with officials of Sarangani Energy Corporation, which donated US\$2,500 to WeatherPhilippines for the installation of an automated weather station (AWS) at their new power plant.

Building a #WeatherWiser nation with young PR communicators

WeatherPhilippines Foundation (WPF) called on young communicators to be #WeatherWiser and stay informed about critical weather situations, especially in a country beleaguered by typhoons.

WPF General Manager Dave Valeriano posed the challenge to over 300 students from various colleges and universities nationwide who gathered for the annual Students' PR Congress & Grand Prix held in Quezon City last January 30.

"As socially responsible communications practitioners, you have the capability to empower people with the knowledge that can save lives, and create a #WeatherWiser nation for a better world," Valeriano told the students, emphasizing the important role of public relations in informing, motivating, unifying, and mobilizing various sectors in disaster preparation and recovery.

WPF complements government efforts in reducing the country's weather-related

disaster risks with critical and free localized weather information that is accessible through weather.com.ph and the WeatherPhilippines mobile app launched last year.

"Following the aftermath of typhoons Ondoy and Pepeng, the Aboitiz Group realized the need to create a more sustainable way of helping communities during typhoons. There is a much bigger need than just investing on donations and post-disaster recovery," Valeriano said.

El Niño: The basic facts everyone needs to know (Part 1)

This year, the Philippines is reeling from an estimated P4 billion agricultural loss and reduced power supply in Mindanao. While other factors have been at play, El Niño has been a major contributor to these situations.

Though El Niño is expected to gradually weaken by March and end in May this year, it is important to know the science behind this climatic phenomenon. Proper knowledge and information are key to solutions that will minimize its impact on our business as well as national socio-economic progress.

We will discuss the hard numbers and a solid analysis of this year's El Niño in the next installment of this article. For now, we present a historical background and scientific explanation behind El Niño to understand the wider context of its global and local effects.

"The Little Boy"

Before weather satellites existed, Peruvian fishermen have been observing a phenomenon which comes and goes every couple of years. Waters off South American coast were eerily warmer than usual, and this affected their fishing.

They named this phenomenon "El Niño" or "the boy child" in reference to the child Jesus, as it usually occurred during Christmas time.

In the early 1980s, weather satellites across the Pacific observed and confirmed this climatic anomaly and El Niño was then referred to as the "Warm Episode" of the El Niño-Southern Oscillation (ENSO). This signified that atmospheric pressures, sea-surface temperatures, and the general wind direction of the Pacific Ocean changed.

ENSO is divided into three phases: (1) Neutral, (2) El Niño, and (3) La Niña. El Niño is simply the weakening of the east-to-west trade winds, or even a reverse of it. When this happens, the warmer waters, including the warm ocean current, move into the Central and Eastern Pacific Ocean, and reach the western coast of South and Central America. Because of the warm moisture produced from this activity, rain clouds and thunderstorms develop.

El Niño recurs every 2 to 7 years and typically persists for 9 to 12 months. It usually starts to develop during the period of April to June, and tends to reach its peak or maximum strength during December to February.

Below are graphics showing differences between an El Niño and Neutral Events (see Figure 1).

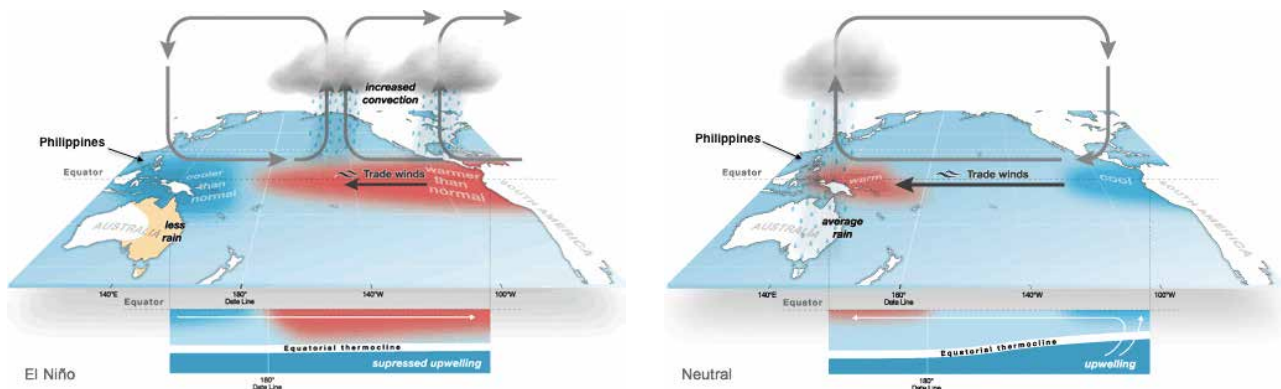


Figure 1 – A graphical illustration of (from top) El Niño and Neutral Phases of the El Niño-Southern Oscillation (ENSO). During El Niño, climatic conditions across Indonesia, Philippines and Eastern Australia are much drier compared during Neutral or Normal Phase which is wetter. Image from Australia's Bureau of Meteorology. (<http://www.bom.gov.au/climate/enso/history/in-2010-12/three-phases-of-ENSO.shtml>)

Effects on the Philippines

When a strong El Niño occurs in the Pacific Ocean, the Philippines suffers from droughts resulting in various kinds of sanitary and health diseases. During the wet season, rain is somehow below average.

Below is another set of graphics showing the effects of El Niño on a global scale (see Fig. 2)

(To be continued next issue)

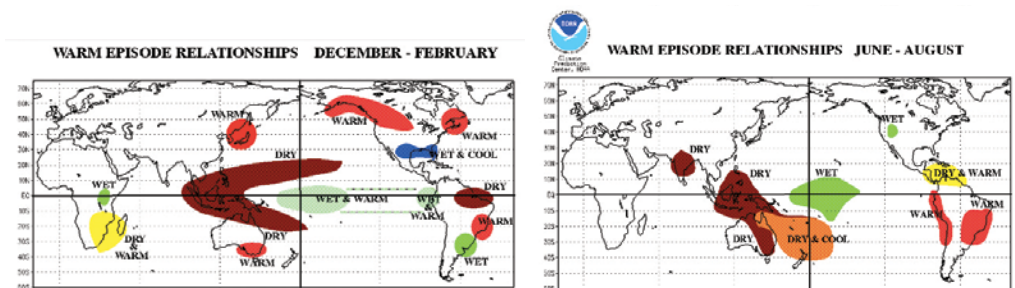


Figure 2 – Global effects during an El Niño Event in a span of almost a year. Source of image: National Oceanic and Atmospheric Administration (NOAA), USA

Sustainability



Aboitiz launches pawikan conservation campaign

The Aboitiz Group embarks on a crowdfunding drive called ‘#BetterWorld for the Pawikan’ to raise awareness and enlist public support to protect and preserve the critically endangered hawksbill sea turtle, commonly known as pawikan.

According to World Wide Fund for Nature

(WWF), the hawksbill sea turtle is one of seven known marine turtle species in the world, and one of five found within Philippine territory. The Aboitiz Cleanergy Park in Punta Dumalag, Matina Aplaya, Davao City is one of the few remaining nesting grounds of the hawksbill sea turtle. In April last year, the Aboitiz

Cleanergy Park was officially inaugurated with the purpose of providing a sanctuary for the pawikan, as well as the other 66 species of marine animals and mangrove trees that thrive in the protected area.

The ‘#BetterWorld for the Pawikan’ campaign is led by Aboitiz Foundation, Davao Light, and AEV Reputation Management Department with the goal of raising funds for the maintenance of the Aboitiz Cleanergy Park and the conservation of the pawikans that nest in the area. To date, the Park harbors 17 nesting grounds and has already released 1,876 hatchlings as of December 2015.

Harmful human activities cause the decline of the pawikan population. Like other sea turtles, hawksbills are endangered by the loss of nesting and feeding habitats, excessive egg collection, fishery-related mortality, polluted seas, and coastal development. Among their species, they are most threatened by wildlife trade. Pawikans play an important role in the coastal ecosystem. They maintain the health of coral reefs and seagrass beds, ultimately facilitating the sustainable population of fishes and other marine life.

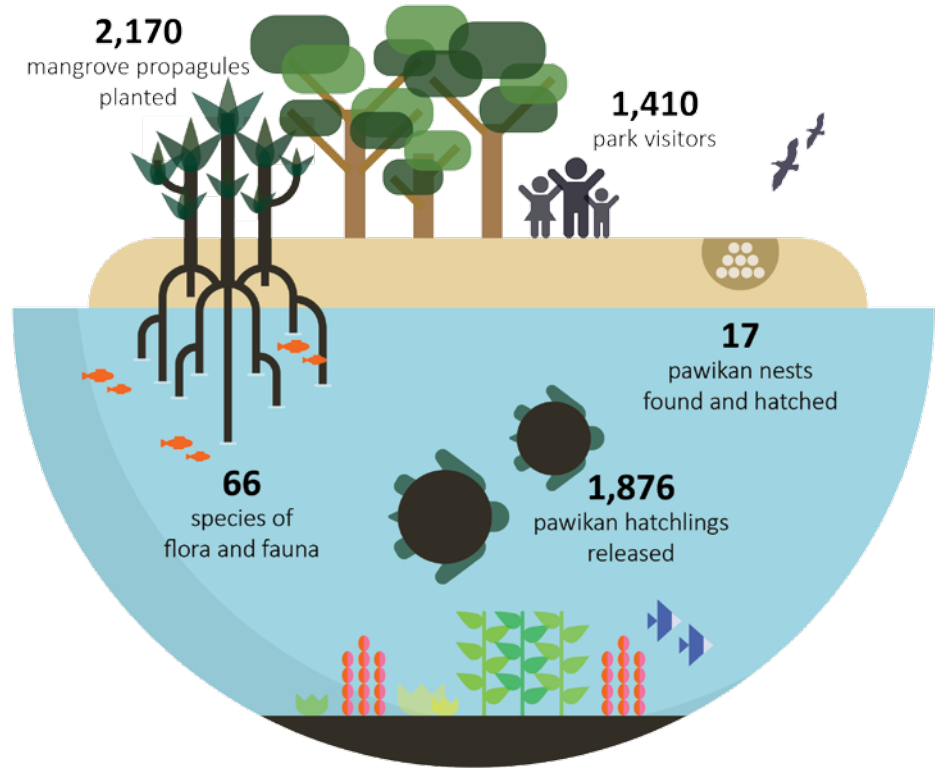


FRENCH WINEMAKERS PLEDGE TO SAVE PHILIPPINE PAWIKANS. The Aboitiz Group’s ‘#BetterWorld For The Pawikan’ initiative has gained valuable partners in 18 French winemakers who donated P340,000 to the campaign. Present at the turnover ceremony last March 17 were (from left) Sofitel Director F&B Damien Marchenay, AWC Philippines Sales and Marketing Manager Hugo Moronval, AWC Philippines Business Development Manager Justine Villareal, Sofitel General Manager Adam Laker, Sofitel Resident Manager Alfredo Denage, and Sofitel Sales & Marketing Director Alice Jenkins.

Cleanergy Park updates

Cleanergy Park is an eight-hectare outdoor learning center in Davao City that is paving the way or a new model of urban-based habitat conservation and biodiversity management. In addition to being a turtle sanctuary, it is also a haven for the other 66 species of trees, birds and fish thriving in its mangrove forest, a fish sanctuary, seagrass beds and coral reefs.

Visitors get to enjoy the Park's mixed natural and built structures like the turtle viewdeck, mangrove boardwalk, learning center and observatory deck, botanical garden and nursery that will propagate the area's 29 native tree species. WeatherPhilippines has also installed an automated weather station (AWS) to add to the park's multi-research function.

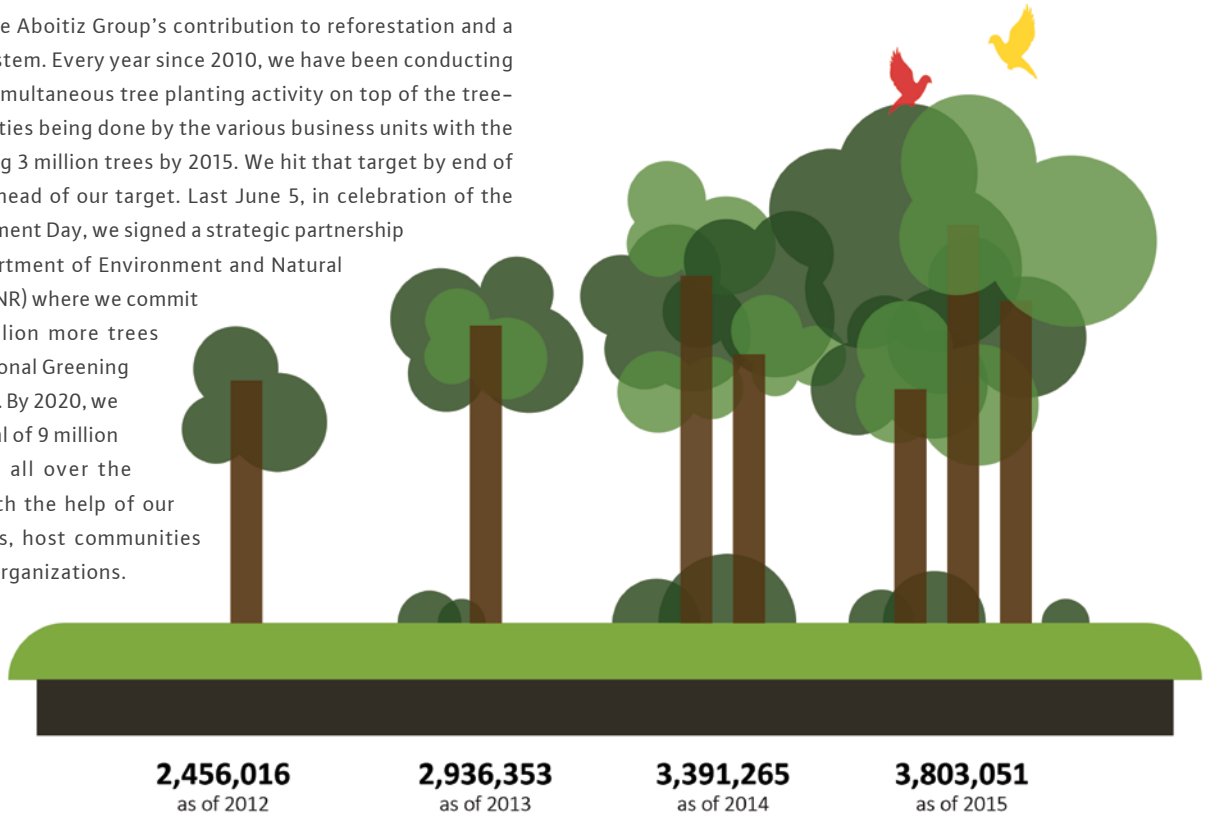


WOUNDED PAWIKAN BROUGHT TO THE ABOITIZ CLEANERGY PARK.

Last March 6, barangay officials of Bucana, Davao City turned over a wounded pawikan believed to be an Olive Ridley Sea Turtle to the Aboitiz Cleanergy Park. The pawikan was trapped in the net of local fisherfolks and was wounded in the process of being set free. First aid was immediately administered at the park before bringing the turtle to a veterinarian. The injured turtle is recuperating at the park and is being provided with proper care.

A-Park updates

A-Park is the Aboitiz Group's contribution to reforestation and a healthy ecosystem. Every year since 2010, we have been conducting a groupwide simultaneous tree planting activity on top of the tree-planting activities being done by the various business units with the goal of planting 3 million trees by 2015. We hit that target by end of 2014, a year ahead of our target. Last June 5, in celebration of the World Environment Day, we signed a strategic partnership with the Department of Environment and Natural Resources (DENR) where we commit to plant 6 million more trees under the National Greening Program (NGP). By 2020, we will have a total of 9 million trees planted all over the Philippines with the help of our team members, host communities and people's organizations.



Wealth on Waste (WoW) updates



Throwing away our defective gadgets and electronic accessories can harm the environment, that is why we need to dispose them properly. Recycling of electronic wastes is one of our Wealth on Waste (WoW) projects. Through WoW, we help avoid toxic components from ending up in our landfills, and ultimately prevent it from polluting our land and freshwater supply. Recycling also helps reduce the energy-intensive production of new electronic materials.

WE ACCEPT ALMOST EVERYTHING WITH A CORD.

Some examples of accepted electronic equipment are:

- ☒ All kinds of computers, including monitors and other computer equipment
- ☒ Smartphones, PDAs, Cellphones
- ☒ LCD Monitors and Televisions
- ☒ Game systems, cameras, MP3 players and iPods
- ☒ Two-way radios & 'walkie-talkies'
- ☒ Power cables, chargers, USB cords, and earphones
- ☒ Office equipment including printers, fax machines, scanners
- ☒ Empty ink cartridges
- ☒ Used Batteries & rechargeable batteries

Race to Reduce (R2R) Updates



171,719,446.84 kWh
▲ 4.10% increase from 2014



439,912.18 cu m
▼ 20.22% decrease from 2014



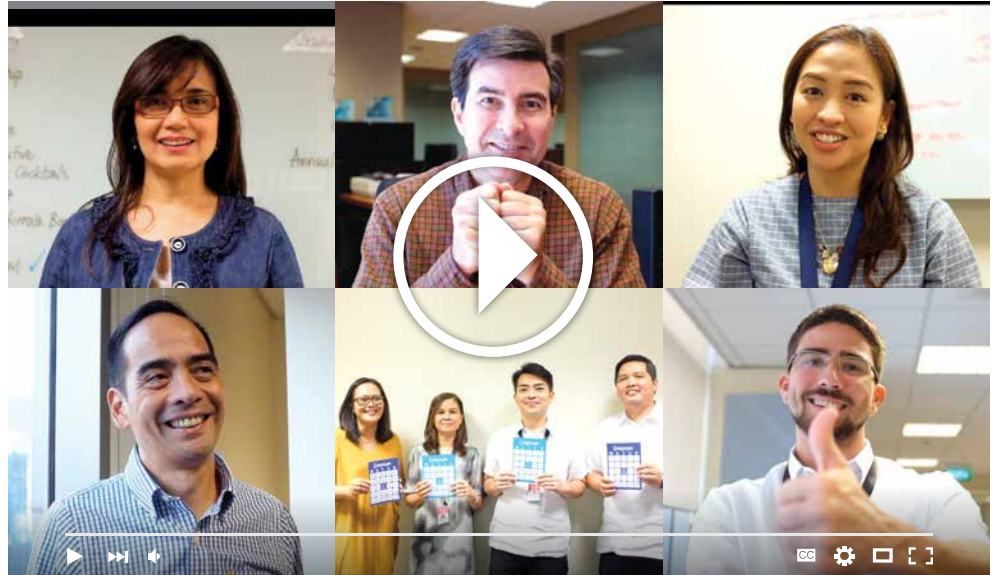
6,284 reams
▲ 74.09% increase from 2014

The Race to Reduce (R2R) program underpins the Aboitiz Group's commitment to manage resources efficiently and minimize operational footprint. Our business units are encouraged to reduce their consumption on 3 finite resources, water, electricity and paper. There are 261 facilities enrolled in the R2R program.

Special recognition to **AP Renewables, Inc., SNAP Group, and Hedcor Group** for consistently submitting their reports on time!

Aboitiz team members rise to water conservation

NAC-based team members, 125 in all, pledged their commitment to save water by signing up to the Water Conservation BINGO Challenge. The challenge is part of Race to Reduce (R2R), our Groupwide initiative to minimize operational footprint by reducing our consumption of power, water and paper resources. Through this challenge, Aboitiz is taking R2R to the next level by empowering team members to make resource efficiency a way of life.



WATER CONSERVATION CHAMPIONS. NAC-based team members pledge their commitment to the Water Conservation Bingo Challenge. (Top photo) Check out what Aboitiz Team Leaders have to say about the cause, watch the "Rise to Water Conservation" video on aboitizeyes.aboitiz.com.

Green Fashion Revolution goes national

The Aboitiz Group staged a successful Manila debut for Green Fashion Revolution (GFR), an intercollegiate design competition that challenges the youth to create sustainable clothing, footwear, and accessories using various waste materials. Talented students from Asia Pacific College, De La Salle–College of Saint Benilde, and University of the Philippines Diliman transformed 211 kilos of waste material into stunning wearable design collections.

With the theme “ECOUTURE: Greener Design For A BetterWorld”, GFR seeks to educate young people on the importance of the 3Rs—reduce, reuse, recycle—in the Wealth On Waste (WoW) initiative. It supports the Aboitiz BetterWorld focus on Waste Management, empowering young stakeholders in the fight against environmental decay to help build a sustainable planet that can be enjoyed by future generations.



BENILDE WINS 2016 GREEN FASHION REVOLUTION IN MANILA. De La Salle–College of Saint Benilde emerged as the Grand Winner of the first–ever Green Fashion Revolution (GFR) in Manila held on January 31 at the SMX Convention Center, SM Aura, Taguig City. Team Benilde’s rivers-inspired design collection Eiron won a clean sweep of all the special awards. They received P75,000 total cash prize and trophies made from recycled VECO wooden crates.

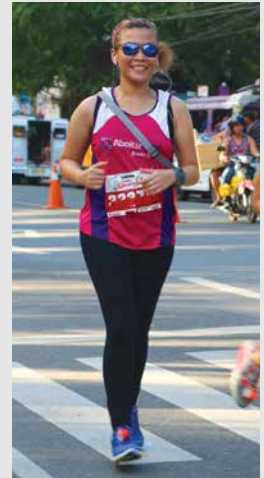


CREATIVITY FOR A CAUSE. UP Diliman’s theme ‘Living in Pisoville’ (left) focuses on the negative impact of consumerism on our planet while Asia Pacific College’s ‘Payo’ (right) calls for a return to our agrarian roots. UP and APC won second and third places, respectively.



EXTENSION PROGRAM. Following their stint at GFR Manila and Cebu, the winning design teams of DLS–CSB and CIT–U visit their respective chosen beneficiaries to begin the process of implementing livelihood projects in line with the competition’s CSR component.

E-SHUTTLES NOW OPERATING IN MEZ-II. In adopting eco-friendly and sustainable solutions, AboitizLand has launched electric-powered vehicles, or eShuttles to serve the 16,000-plus workers within the 63-hectare Mactan Economic Zone II (MEZ II) in Lapu-Lapu City. Each 20-seater eShuttle has GPS, runs on rechargeable lithium ion batteries, and are monitored in real time from a fleet management center. Fare payment is convenient through reloadable prepaid cards, which can be purchased at designated ticketing booths. The MEZ II community is the first economic zone in the country to have an eco-friendly shuttle service, which further enhances MEZ II's investor- and worker-friendly atmosphere.



ABOITIZLANDERS JOIN CEBU CITY MARATHON. In promoting healthy and active lifestyles, AboitizLanders, 49 in all, took part in the annual Cebu City Marathon held at the Cebu IT Park last January 10. The company covered team members' registration fees and meals, believing that physical fitness is essential for them to achieve quality work-life balance.

CitySavings's first solar-powered branch

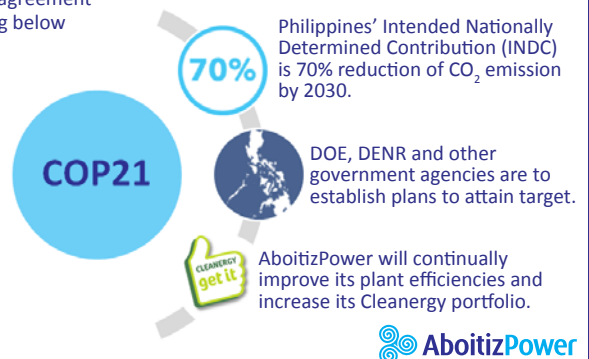
CitySavings in Gumaca, Quezon is the bank's first solar-powered branch. Powered by a 7.5kW solar thin film flexi system installed on its roof, the solar power generator can produce an estimated 1,125 kWh of power monthly from at least 5 hours of sunlight.

In 2015, a typical CitySavings branch consumed an average of 1,900 kWh of electricity per month. The Gumaca branch did not only achieve lower monthly power consumption but is also helping to reduce overall carbon footprint, helping to mitigate the effects of climate change.

What is COP21?

The most significant result was the new international agreement to keep global warming below 2°C until 2030.

21st Conference of the Parties or COP21 refers to the United Nations Framework Convention on Climate Change held in Paris in November 2015.



Learning BetterWorld values through Cleanergy Park



YOUNG MARINE GUARDIANS. Aboitiz Cleanergy Park imparts the Aboitiz BetterWorld mindset to SMILE pupils. Inside the Pawikan Learning Center (left), the kids learn the plight of the critically endangered hawksbill turtle. They also experienced one way of caring for the environment by planting mangrove trees.

Last February, Davao Light gave groups of young students, including 200 grade-schoolers from St. Mary's Initial Learning Experience (SMILE), a tour of the Aboitiz Cleanergy Park for a unique nature experience. Eager minds explored and discovered the wonders of the expansive 8-hectare marine life sanctuary and, most importantly, learned about the critically endangered hawksbill turtle, or pawikan, as well as

66 species thriving in the park's mangrove forest, seagrass beds, and coral reefs.

"We always believe that learning does not only happen inside the classroom and that experience is still the best teacher. By visiting the Aboitiz Cleanergy Park, our young learners will have more appreciation of the environment and wildlife conservation," shared Krispy Arenga, SMILE's Student Activities Coordinator.

Robert hikes again!

Last year, AEV SVP and Chief Strategy & Investment Officer Robert McGregor spent hours each day walking up the stairs of NAC Tower (Taguig Corporate Center) to train for the 50-kilometer Green Power Hike, an annual hiking sporting event in Hong Kong. For the fourth consecutive year, Robert managed to complete the hilly, demanding and yet beautiful course, taking almost 61,000 steps to finish after 9 hours and 29 minutes.

So, is Robert going to continue with his daily trips from the ground floor to the 20th and back down again in the evening?

"Every year, when I finish this hike, I tell myself 'never again' but it is such a magical day out that tests your physical and mental endurance, that I just keep coming back." — Robert McGregor



Robert snaps a souvenir shot from his hike.



Robert with friends who also competed in the event.



People

New Role



Sabin Aboitiz
EVP & COO
AEV

Sabin has been assigned a new role as AEV EVP & Chief Operating Officer.

As COO, Sabin shares oversight responsibility over various strategic business units with Group CEO Erramon Aboitiz, particularly the Food Group and ACO construction business. He continues to head Government Relations, AEV Aviation and Aseagas.



Luis Miguel Aboitiz
EVP & COO
AP Corporate Business Group

Miguel has been assigned a new role as AP EVP &

Chief Operating Officer of the newly-formed Corporate Business Group. As COO, Miguel has oversight on Project Development and Execution, Energy Sales and Trading, and the newly-formed Technical Resources Division composed of Enterprise Risk Management (ERM), Safety, Health, Environment & Security (SHES), Asset Management, and Supply Chain.



Susan Valdez
SVP – Chief Corporate Services Officer
AEV

Susan has been assigned to a new role as AEV SVP

– Chief Corporate Services Officer reporting to Sabin Aboitiz, AEV COO. As CCSO, Susan has oversight on the following functional teams: legal, corporate governance & compliance, I.T., corporate administration, asset security, procurement, enterprise risk management, reputation management, and corporate social responsibility.



Robert Sarmiento
VP – Chief Financial Officer
AboitizLand

Robin has been assigned to a new

role as AboitizLand (VP) – Chief Financial Officer reporting to Andoni Aboitiz, AboitizLand President & CEO. As Robin eases to this new responsibility, he will concurrently maintain

his role as AEV VP for Strategy Finance and Investments until August 31, 2016.



Mary Geraldine Polanco
VP – Executive Chief of Staff to the COO
AEV

Gie has been assigned to a new role as AEV Executive

Chief of Staff reporting to Sabin Aboitiz, AEV Chief Operating Officer. She will concurrently maintain her role as the Food Group's VP for Human Resources.

Promotions



Edwin Bautista
President & COO
UnionBank

Edwin has been promoted to UnionBank President & Chief Operating Officer.

He was Senior Executive Vice President before this promotion.



Daniel Aboitiz
EVP & COO
AP Oil Business Unit

Daniel has been promoted to AP Oil Business Unit EVP & Chief Operating

Officer reporting directly to Jovy Batiquin, AP Oil Business Unit President. He was APRI VP for Corporate Services before this promotion.



Noemi Sebastian
VP – Corporate Services
AP Renewables

Noemi has been promoted to APRI VP for Corporate Services reporting directly

to Lino Bernardo, APRI President & COO. She was APRI AVP for Human Resources before this promotion.



Raul Nadela, Jr.
AVP – Labor and Litigation
AEV

Raul has been promoted to AEV AVP for Labor and Litigation reporting directly to Dixie Dugan, AEV VP for Legal Services Management.



Joanna Marie Abay
Tax Compliance Officer
AEV

Joanna has been promoted to AEV Tax Compliance Officer

reporting directly to Joseph Tugunon, AEV VP for Tax Advisory & Compliance. She was AEV Paralegal 2 before this promotion.

Transfers



Sandro Aboitiz
AVP – Corporate Finance
AEV

Sandro has been transferred to AEV as AVP for Corporate Finance

reporting directly to Robert McGregor, AEV SVP – Chief Strategy and Investment Officer. He was AP Regulatory Affairs Manager before this transfer.



Leah Giraldez
AVP – Compliance
AEV

Leah has been transferred to the newly-formed AEV Compliance Team as AVP

reporting directly to M. Jasmine Oporto, AEV SVP – Chief Legal and Compliance Officer. She was AEV AVP for Labor and Litigation before this transfer.



Jaime Moraza
Market Risk Systems Manager
SNAP

Jaime has been transferred to SNAP as

Market Risk Systems Manager reporting directly to Leo Robel, SNAP Senior Market Risk Manager. He was AEV Management Associate before this transfer.



Floriencia Salipsip
Administration Head
AP

Flor has been transferred to AP Corporate HR as Administration Head

reporting directly to LA Cruz, AP AVP for HR Operations and Attraction. She was Therna Luzon Fuel and Freight Analyst before this transfer.

People

New Hires



Matthias Allgaier
Senior Vice President
AP Oil Business Unit

Matthias has joined AP Oil Business Unit as Senior Vice President reporting directly to Danel Aboitiz, AP Oil Business Unit EVP & Chief Operating Officer. He was Head of Maintenance at YTL Power Services in Malaysia before joining AP. Matthias graduated with a Master's degree in Chemical Engineering from Technical University Aachen, Germany.



Ellen Sumperos
AVP - Technical and Operations
AEV

Ellen has joined AEV Infrastructure as AVP for Technical and Operations reporting directly to Roman Azanza, AEV FVP for Business Development. She was Facility Operations Manager at Manila Water before joining AEV. Ellen graduated with a degree in Civil Engineering, gold medalist, from Mapua Institute of Technology.



Cleotilde Acosta-Marzo
AVP - Human Resources
AP Oil Business Unit

Yody has joined AP Oil Business Unit as AVP for Human Resources reporting directly to Danel Aboitiz, AP Oil Business Unit EVP & Chief Operating Officer. She was VP Corporate Services at TVI Resource Development before joining AEV. Yody graduated with a degree in Humanities from UP Diliman and acquired MA units in Psychology from Ateneo de Manila University. She is a certified trainer of various Kepner-Tregoe programs.



Leofel Inot
Junior Associate General Counsel
AEV

Leofel has joined AEV LEX as Junior Associate General Counsel reporting directly to Catherine Atay, AEV AVP for Corporate Secretarial and Compliance. She was Associate Lawyer at Malilong & Associates before joining AEV. Leofel graduated with a degree in Business

Management from UP Diliman and a Bachelor of Laws degree from University of Cebu Law School.



Christine Kempeneers
Business Development Manager
AEV

Christine has joined AEV as Business Development Manager reporting directly to Erwin Jallorina, AEV AVP for Business Development. She was Management Associate at Citibank before joining AEV. Christine graduated with a degree in European Studies, cum laude, from Ateneo De Manila University and an MBA from Asian Institute of Management.



Sharon Chung
Finance Manager
AP Generation

Sharon has joined AP Generation as Finance Manager reporting directly to Beverly Tolentino, AP Gen FVP - Chief Financial Officer. She was Finance Manager at UPC Renewables before joining AP. Sharon graduated with a degree in Commerce from De La Salle University and is a certified Financial Consultant.



Evelyn Eglesias
HR Operations Manager
AP

Ebe has joined AP as HR Operations Manager reporting directly to LA Cruz, AP AVP - HR Attraction and Operations. She was HR Manager at Universal Robina Corporation before joining AP. Ebe graduated with a degree in Computer Engineering from Adamson University.



Rouella Ravago
Attraction Manager
AEV

Rouella has joined AEV as Attraction Manager reporting directly to Nina Pedro, AEV VP for Talent Attraction, Learning and Development. She was previously connected to Avanti Outsourcing before joining AEV. Rouella graduated with a degree in Political Science from De La Salle University-Dasmariñas.



Carol Anne Rosini
OD and Engagement Manager
AEV

Carol has joined AEV as OD and Engagement Manager reporting directly to Anji Azuelo, AEV VP for Talent Retention and Systems. She was previously connected to Accenture before joining AEV. Carol graduated with a degree in Business Management, major in Marketing & Sales, from San Beda College-Alabang.



Tanya Baredo
HR Operations Officer
AEV

Tanya has joined AEV CHR as HR Operations Officer reporting directly to Champ Yared, Corporate HR Manager. She was HR Business Partner at NetSuite Philippines before joining AEV. Tanya graduated with a degree in Biology from University of Santo Tomas.



Richard Abalos
Reliability & Performance Officer
AP Generation

Richard has joined AP Generation Asset Management Team as Reliability & Performance Officer reporting directly to Kenton Heurtz, AP Gen VP for Asset Management. He was Health, Safety & Environmental Engineer at Flour Daniel Inc. Philippines before joining AP. Richard graduated with a degree in Chemical Engineering from De La Salle University and a Master's degree in Molecular Engineering from National University of Singapore.



Jayson Francisco
Compliance Officer
AP

Jayson has joined AP Energy Sales & Trading as Compliance Officer reporting directly to Ochie Gloria, AP FVP for Energy Sales & Trading. He was Senior Specialist for Planning & Corporate Policy at Philippine Electricity Market Corporate before joining AP. Jayson graduated with a degree in Electrical Engineering from Polytechnic University of the Philippines.

People



Elina Mendoza
Sustainability Specialist
AEV

Elina has joined AEV RMD as Sustainability Specialist reporting directly to Gloadan Papas, AEV Sustainability Manager. She was Junior Associate at Azeus Systems before joining AEV. Elina graduated with a degree in Industrial Engineering from UP Diliman.



Robert Immanuel Capuno
Internal Auditor
AP Generation

Robert has joined AP as Internal Auditor reporting directly to Juan Pascual Cosare, AP Audit Supervisor. He was Financial Risk and Advisory Associate at BDO Alba Romeo Management Consultancy, Inc. before joining AP. Robert graduated with a degree in Accountancy from Jose Rizal University and is a CPA.



Liberty Pinili
Corporate Branding & Communication Specialist
AP

Liberty has joined AP as Corporate Branding & Communication Specialist reporting directly to Wilfredo Rodolfo III, AP Corporate Branding & Communications Manager. She was Technical Editor at Techtronic Industries before joining AP. Lib graduated with a degree in Mass Communication from Silliman University and acquired units in Urban & Regional Planning from UP Visayas



Adonis Manzan
Junior Typhoon Specialist
WeatherPhilippines Foundation

Adonis has joined WeatherPhilippines as Junior Typhoon Specialist reporting directly to Dave Valeriano, WPF VP and General Manager. He was co-author and Weather Analyst at Westempacificweather before joining WPF. Adonis graduated with a degree in Computer Science from Cabalum Western College. He is currently pursuing his Bachelor of Laws degree.



April Joy Ilmedo
Billing & Collection Specialist
AP Generation

April has joined AP Generation as Billing & Collection Specialist reporting directly to Joey Rivera, AP Billing & Collections Manager. She was Operations Staff at Bangkok Bank PCL before joining AP. April graduated with a degree in Business Administration from Pamantasan ng Lungsod ng Maynila.



John Pierre Peciller
Strategy and Organization Performance Specialist
AP

John Pierre has joined AP as Strategy and Organization Performance Specialist reporting directly to Marmie Mañalac, AP AVP for Strategy and Performance Management. He was Systems Specialist at Jollibee Foods Corporation before joining AP. John Pierre graduated with a degree in Industrial Engineering and acquired masteral units in Engineering Management from Mapua Institute of Technology.



Kristie Jane Amanaca
Junior Accountant
AEV

Kristie has joined AEV Accounting as Junior Accountant reporting directly to Anna Cielo Obilanda, AEV Accounting Supervisor. Kristie graduated with a degree in Accounting, cum laude, from University of San Carlos. She is a CPA and a proud Aboitiz Foundation scholar.



Angelo Amparo
Application Systems Developer
AP

Angelo has joined AP as Application Systems Developer reporting directly to Robert Camay, AVP for Information Systems. He was previously connected with 2GO, PETNET and Aboitiz Transport. Angelo graduated with a degree in Computer Science from Polytechnic University of the Philippines.



Cheryll Joaquin
Executive Assistant
AP

Cheryll has joined AP as Executive Assistant reporting directly to Liza Montelibano, AP FVP for Chief Finance Officer. She was Customer Service Associate Manager before joining AP. Cheryll graduated with a degree in Biology from University of the Philippines Los Baños.



Chanice Murielle Besaños
Junior Accountant
AEV

Chanice has joined AEV Accounting as Junior Accountant reporting directly to Anna Cielo Obilanda, Accounting Supervisor. Chanice graduated with a degree in Management Accounting from University of San Carlos and a degree in Accountancy from University of Cebu. She is a CPA.



Sharry Lu Ibarrientos
HR Associate
AP

Sharry AP Human Resources as HR Associate reporting directly to LA Cruz, AP AVP for Attraction and HR Operations. She was HR Generalist at Ensogo before joining AP. Sharry graduated with a degree in Mathematics, major in Computer Science from University of Santo Tomas.



Aldwin Chester Dumago
Talent Engagement and Communication Officer
AEV

Aldwin has joined AEV Corporate HR as Talent Engagement and Communication Officer reporting directly to Champ Yared, Corporate HR Manager. He was Philippine Solution Sales Manager for Citibank before joining AEV. Aldwin graduated with a degree in Entrepreneurship from Ateneo de Davao University. He is an alumnus of the Aboitiz Future Leaders Business Summit.



*Don Ramon Aboitiz
Award of Excellence*

2016 DRAAE Awardee Iris Dorado

"I didn't really expect anything. Honestly, it still seems surreal."

For everyone at CitySavings, it is crystal clear why Iris Louise R. Dorado deserves to receive the 2015 Don Ramon Aboitiz Award Of Excellence (DRAAE).

Her fellow team members saw how she was able to succeed at creating a culture of managing and mitigating risks and implementing risk management in CitySavings, which led to its 4.5 rating in risk maturity. Iris has a track record for innovation. She doesn't settle for an 'if it's not broke, don't fix it' mentality because she always challenges the status quo and looks for ways to make things better.



Passion for Better Ways

One of the unique characteristics of a DRAAE awardee is his/her ability to inspire others to be driven. Iris' embodiment of the Aboitiz core value of teamwork is seen on how she collaborates with other teams in order to achieve business results. She leads by example, ready to take on challenges that are beyond her job scope, which ultimately results to driving performance and accountability among her team members.

For Iris, this remains to be her most essential leadership trait. "You won't stop doing what you love to do just because the going gets tough. You then become driven to produce results and when you are driven, you infect others. It's viral, actually," she said.

With the same passion, she was able successfully implement various endeavors including different risk management frameworks, a company-wide risk management communication plan, maintenance of operational risk registers, internal capital adequacy assessment programs, business continuity management frameworks from

"You won't stop what you love to do just because the going gets tough. You then become driven to produce results and when you are driven, you infect others."

emergency response plans incident and crisis management plans, and business recovery plans from the corporate center down to the branch level. She also ushered the revival of the Bank's Information Security Management System (ISMS) and gave birth to the Bank's Internal Loss Events database. To this day, the Bank has built 3 years worth of data thanks to the projects she led.

Looking ahead, living the now

Despite her many achievements, it's a surprise that Iris was still able to maintain her work and personal life in the balance. The secret, according to her, is to keep your priorities straight.

"I deactivated my Facebook account for

around 4 years. I love traveling and I have more than 500 books. Sunday is a holy day for me. Apart from it being the Lord's day, it's a family day for me," she said.

When she's not thinking about Business Continuity plans, she's usually reading, baking, cooking or singing her heart out in videoke. "I love to belt out old songs. My repertoire includes Anne Murray, The Jets, Scorpions, Chicago. I absolutely love to sing Just Another Woman in Love!"

But at the end of the day, she finds herself most satisfied in seeing how she helps CitySavings reach greater heights. True to her name, Iris which means "rainbow", she remains hopeful that there are always brighter days ahead for the Bank and the people she fell in love with.

"Before I came on board to CitySavings, I toyed with the idea of being seconded temporarily however, one person asked me: "Don't you want to be a part of CitySavings' growth?" With his uber-confidence in the Bank's future, I trusted and jumped with eyes wide open. Looking back, I am happy that I did because I was part of the momentous growth. Now that we are venturing into new markets and new products, I want to be part of that too. I want to write my history alongside CitySavings for as long as I am needed."

(Interview text from Paula Ruelan)

Call for DRAAE nominations

Nominate team leaders and team members in your respective organizations whom you feel are truly deserving of this recognition.

The award is named after the company's patriarch, whose legacy of hard work, integrity and civic responsibility has inspired a generation of achievers.

Deadline is on May 31, 2016.

aboitiz



Let's Make A BetterWorld for the Pawikans

Hawksbill turtles remain to be critically endangered primarily due to harmful human activities. To help address this situation, the Aboitiz Cleanergy Park was established to provide a safe haven for this dwindling turtle species, commonly known as pawikan. The elusive pawikans will go back to the exact same nesting spot to lay eggs upon their maturity after 25 years. Protecting this sanctuary and its biodiversity is part of our effort to create a BetterWorld where all creations thrive and share the resources of the planet.

Aboitiz Cleanergy Park

Sitio Punta Dumalag, Brgy. Matina Aplaya, Davao City

 **17**

Nests found & hatched

 **1,876**

Hatchlings Released
(as of Dec. 2015)

 **66**

Species of
Flora & Fauna

You Can Help

Support the

"I want a #BetterWorld for the Pawikan"

Campaign

Your donation goes a long way to help protect their natural habitat. It's easy, just follow these steps:



1 Visit aboitizfoundation.org



2 Click Donate



3 Select **'#BetterWorld for the Pawikan'**



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