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The Official Publication of the Aboitiz Group • www.aboitiz.com • 3rd Issue 2015



ABOITIZ EQUITY VENTURES ACHIEVES ISO QUALITY MANAGEMENT SYSTEM CERTIFICATION

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Our fifth leg

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AEV achieves ISO Quality Management System Certification



- **AEV's 2nd ISO certification after ISMS Certification**
- **Certification is testament to AEV's commitment to meet stakeholders requirements, comply with all QMS requirements, and improve its Integrated Management Systems**

AEV has successfully attained ISO (International Organization for Standardization) 9001:2008, or the Quality Management System (QMS) Certification from TÜV Rheinland, a testament to our commitment to a quality management approach to meet our stakeholders' requirements, comply with all applicable legal, statutory, and regulatory requirements, and to continuously improve our Integrated Management Systems (IMS).

"Our QMS certification adds prestige to the Aboitiz brand name. But aside from that, there is also stakeholder and customer confidence. It tells you that AEV's objectives and processes are all clearly documented," says Jose Grego "Jojo" U. Sitoy, AEV Assistant Vice President-Information Technology Operations and Information Security and Aboitiz Integrated Management System (AIMS) Management Representative.

This is AEV's second ISO certification following its ISO 27001:2013 Information Security Management System certification.

What is the scope of the QMS Certification?

AEV's QMS certification covers the corporate services of Accounting, Administration, iCSD, Group Internal Audit, Human Resources, Investor Relations, Legal, Physical Assets Security, Reputation Management, Risk, Strategy and Corporate Finance, Treasury, and AEV's top management.

AEV fully commits to meet the requirements of our stakeholders and comply with all applicable legal, statutory, and regulatory requirements, and to continuously improve our IMS, including QMS and specific quality policies:

- Measurable processes shall be established, implemented, maintained, monitored and improved

- Customer confidence and satisfaction shall be ensured by delivering services aligned with global quality standards, service management and information security standards
- Continual improvement shall be established through regular review of the corporate objectives at relevant functions and levels

of the organization to increase operational efficiency, return of investment and business opportunities

What specific steps did AEV undertake to achieve QMS Certification?

Achieving QMS certification meant complying with several QMS requirements, namely:

QMS REQUIREMENT	COMPLIANCE VIA:
Determining processes and their interaction	<ul style="list-style-type: none"> • Context Diagram
Planning of products/service realization	<ul style="list-style-type: none"> • Procedures • Quality Plan • Product Plan • Project Plan
Determination and review of product/service requirements	<ul style="list-style-type: none"> • Order Handling
Customer communication	<ul style="list-style-type: none"> • Brown bag sessions • Customer meetings • Service catalogues • Surveys
Purchasing	<ul style="list-style-type: none"> • Supplier accreditation and evaluation • Enumeration and communication of requirements needed for product or service purchase • Verification of purchased product or service
Control of production and service provision	<ul style="list-style-type: none"> • Availability of procedures, guidelines, standards and/or work instructions • Availability of information that describes the product/service characteristics • Use of appropriate systems • Implementation of monitoring and measurements • Implementation of product/service release, delivery and post-delivery activities
Customer property	<ul style="list-style-type: none"> • Proper classification and handling • ISMS policies
Control of monitoring and measuring equipment.	<ul style="list-style-type: none"> • Confirmation and re-confirmation that software satisfies intended application prior to use

Cover Story

What did AEV achieve with its QMS Certification?

After four years, and thanks to the AIMS Program Office (Management Representative, AIMS Specialists, AIMS Champions, Document Controllers, Record Controllers, and Internal Audit Team), AEV managed to achieve zero nonconformities, 16 positive findings, and 11 areas for improvement in its Stage 2 certification audit, putting the company at par with international QMS standards.

A nonconformity is a failure to meet a

QMS requirement, while a positive finding is compliance with the same, such as our records management database—described as “commendable,” and our Corrective and Preventive Action Report database, which is “among the best practices in the organization.”

Areas for improvement, on the other hand, must be addressed before they become nonconformities, such as AEV’s management review, where the company-wide availability of trends and overall results of customer feedback and complaints is recommended.

ABOITIZ INTEGRATED MANAGEMENT SYSTEM (AIMS) POLICY

AEV fully commits to meet the requirements of our stakeholders and comply with all applicable legal, statutory and regulatory requirements, and to continuously improve our IMS.

Quality Policies

- **Measurable processes** shall be established, implemented, maintained, monitored and improved
- **Customer confidence and satisfaction** shall be ensured by delivering services aligned with global quality standards, service management and information security standards
- **Continual improvement** shall be established through regular review of the corporate objectives at relevant functions and levels of the organization to increase operational efficiency, return of investment and business opportunities

Information Security Policies

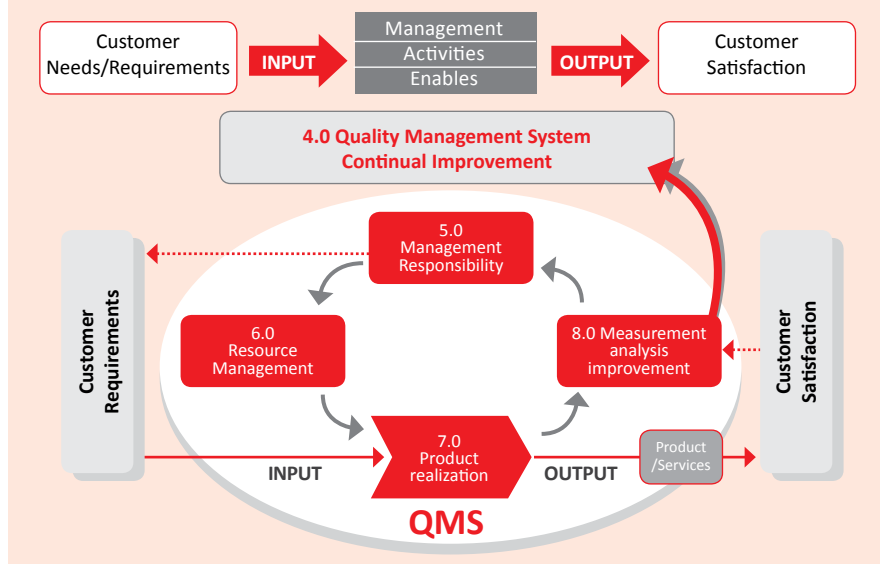
- **Confidentiality** of all relevant information in accordance with business and legal requirements shall be observed and met
- **Integrity** of all critical information shall be protected from unauthorized modification or change
- **Availability** of information and critical services shall be ensured at all times

AEV shall establish frameworks for incident, problem and non-conformity management and setting information security and quality objectives.

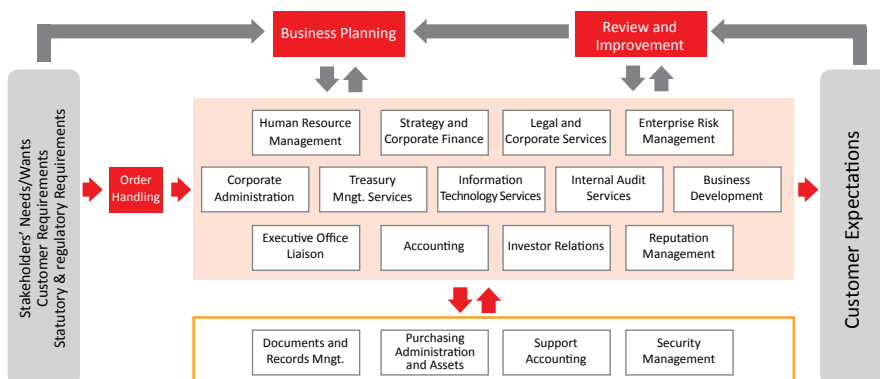
Education, training and awareness seminar shall be made available to all employees to ensure the required competencies for AIMS are met.

The management and employees of AEV are committed to AIMS, and shall ensure that this Policy is communicated, understood, implemented and maintained at all levels of the organization and annually reviewed for continual improvement and suitability.

THE QMS MODEL



THE QMS PLAN



Corporate Center

Infrastructure: Our fifth leg

- “Infrastructure will be our fifth business leg and we will seek to invest in this sector by participation in the PPP (public-private partnership) process and by pursuing selective M&A (merger and acquisition) opportunities in the sector.”--EIA
- Potential gains to be brought to the Group, amid the huge demand for infrastructure in both the local and emerging markets across Asia.

Last October, Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer, announced that the Aboitiz Group was now officially in the business of infrastructure.

“Infrastructure will be our fifth business leg and we will seek to invest in this sector by participation in the PPP (public-private partnership) process and by pursuing selective M&A (merger and acquisition) opportunities in the sector,” EIA said.

Why infrastructure?

Identifying infrastructure and infrastructure-related businesses as the fifth leg of our core businesses was a very strategic decision

as this sector is highly compatible with our existing growth requirements. Infrastructure meets our growth criteria by being scalable, diversifying income streams, tapping existing core competencies and providing AEV with strong recurring profits and cash flow.

We are very optimistic of the potential gains this new business will bring to the Group, amid the huge demand for infrastructure in both the local and emerging markets across Asia. We foresee huge public and private investments in the sector over the next 10 to 15 years and we intend to play an active role in the many opportunities in this space.

Our infra projects: challenges and opportunities

In just a few months, our strategy and business development teams have made great strides in jumpstarting our infrastructure business. Last March, APO Agua, our first business unit under our infrastructure business, signed an agreement with the Davao City Water District to supply the city with up to 300 million liters per day of potable water. This will entail building the country's largest private bulk water supply facility, with a fully renewable energy-powered water treatment plant.

Team Trident, our partnership with Ayala, SM, and Megaworld, has prequalified to bid for the



LRT Line 2 O&M. Photo from www.urbanrail.net



Bacolod-Silay International Airport (Regional Airports PPP)
Photo from www.injuredsoul.wordpress.com



Laguna Lakeshore Expressway Dike (LLED) Project
Photo from www.skyscrapercity.com

Corporate Center

government's largest PPP project, the Laguna Lakeshore Expressway Dike. This involves the construction of a 47-kilometer (km) expressway and a 45-km flood control dike, and the reclamation of 700 hectares of land.

The Aboitiz-SMRT Transport Solutions Consortium has also prequalified for the 13.8-km Light Rail Transit Line 2 O&M (Operations and Management) project.

We are also looking at the airports which will be privatized, namely the operations, maintenance, and expansion of the Bacolod-Silay, Iloilo, Davao, Laguindingan, Puerto Princesa, and New Bohol airports.

Looking ahead

While AEV is supportive of the government's PPP program, the company also intends to explore selective acquisition opportunities and greenfield project developments. We are not only going to focus on PPP projects, but we

are also on the lookout for private acquisition opportunities in the infrastructure sector.

For example, last May, we announced a new joint-venture partnership with CRH. AEV and CRH entered into an exclusivity agreement to invest in the acquisition of the majority of Lafarge's successful Philippine cement operations. The Philippines' need for quality cement will continue to grow in line with its resurgent economy and infrastructure sector. This is an exciting venture that will bring momentum to our thrust in creating a more diversified income stream for AEV.

As always, the Group's four strategic pillars remain highly relevant to the direction we intend to pursue. As we move forward in this new industry, we will remain grounded on our commitment to grow and expand our business, increase stakeholder engagement, build human capital, and carry on execution excellence in everything we do.

How will infrastructure affect our businesses?

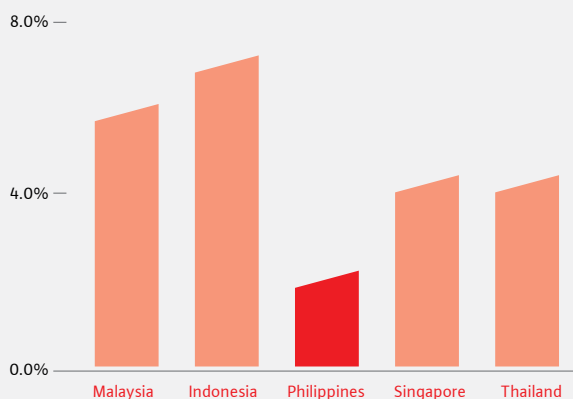
Dave Michael V. Valeriano, AEV AVP-Investor Relations, explains how infrastructure affects a number of AEV's businesses:

"Infrastructure has an impact on some AEV businesses, albeit indirectly. For example, delivery costs is one cost of Pilmico as they bring swine and flour from one point to another. If you do not have good RORO (roll-on/roll-off) ports, you incur bigger costs. Or if your swine delivery trucks do not benefit from an efficient road network, you can lose in terms of gasoline and delivery time because traffic will always be a problem."

Also, if you build infrastructure in such a way that suddenly, Batangas looks like a nice place to live in—even if you work in Makati, Batangas can become an attractive place to live in, indirectly benefiting AboitizLand as better infrastructure supports better property values."



Infrastructure spending in the Philippines



The Philippines spends a lower percentage of GDP on infrastructure than competing ASEAN economies. If spending on infrastructure continues to remain low, efficient modern infrastructure will not be built fast enough to meet the challenge of being an archipelago with a high and rising urban population density.

The Philippines aims to spend at least 5% of the national GDP on infrastructure—thus providing an opportunity for us to grow in this sector.

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Annual Stockholders' Meeting 2015

“ Last year, we presented to you the four strategic pillars that will guide your Company to creating long-term value for all of you, our stakeholders. We truly believe that these initiatives are highly relevant to the course we intend to track.

As we move forward, we will remain grounded on our commitment to firstly, grow and expand the business. We intend to grow in a way where we still generate healthy returns while maintaining manageable level of debt. Secondly, increase stakeholder engagement. We can only accomplish our goals with the support of all our stakeholders. We need to consistently deliver value to all of them. Thirdly, build human capital. To support our growth, it is imperative that we create a pool of best-in-class team members to plug succession and competency gaps. And lastly, to sharpen our competitive edge, we need to execute best-in-class processes and carry on execution excellence in everything we do.

-Erramon I. Aboitiz
AEV President and CEO



Corporate Center



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Meet the Board 2015

"For this yearly affair is an opportune time for Board members of ACO, AEV and AboitizPower, and the Aboitiz Group senior management to get to know each other better or do some catching up in a more relaxed ambiance, away from meeting and board rooms.

Thank you all for being here tonight; your presence here indicates your appreciation of the importance of communication and camaraderie among all of us. It likewise signifies solidarity as we are all working towards achieving our mission of creating long-term value for all our stakeholders."

--Erramon I. Aboitiz, AEV President and CEO



Corporate Center

Aboitiz takes 51% stake in local remittance firm PETNET

- Acquisition marks AEV's entry into local remittance market
- "The market for money transfers is a very fragmented market and we see that AEV can add value in PETNET's strategy to grow and potentially consolidate the market organically."--EIA

AEV has acquired a 51% stake in PETNET, Inc. (PETNET), a Philippine money remittance business with a national footprint of around 2,500 locations through a mix of own units and business partner agreements.

"We are excited about this acquisition for several reasons. PETNET has a large growth and development potential with the continued increase in remittances from OFWs (overseas Filipino workers) and with a large opportunity to distribute complementary products through an extensive network of outlets," said Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer (CEO).

"AEV, as new majority owner, can add significant value and boost this development even further," EIA added.

Remittances constituted around 8% of the Philippine gross domestic product last year and have grown by around 7% per year for the past couple of years. The inflow of money remittances has shown resilience to temporary market slowdowns.



NEW OPPORTUNITIES IN REMITTANCE. (From left) Erramon I. Aboitiz, AEV President and CEO, and Larry Ocampo, PETNET President and CEO, sign the agreement allowing AEV to acquire 51% of PETNET.

Be an Aboitiz Shareholder: A new Financial Fitness 101 program on investing in the stock market

"The younger you are, the more risk you can take and the longer your horizon can be. The best returns you're going to get are when you invest in equities." This was AEV President & CEO Erramon Aboitiz's response when asked for advice about making investment choices during last year's Coffee with the President. "You make your money by concentrating your bets and with continuous investment over time, you'll probably do well," he added.

With a number of Aboitiz team members gaining interest in investment opportunities and, in particular, owning Aboitiz Group shares (AEV, AboitizPower, and UnionBank), Corporate HR has

launched the 'Be an Aboitiz Shareholder' program to pave the way for them to invest in stocks.

"We brought in our partners from Papa [Securities] and we have our internal investment guru Dave to help you all understand what it's gonna take to be an Aboitiz shareholder, what are the risks and the rewards," said AEV Chief Human Resources Office Txabi Aboitiz as he opened the orientation seminar last April at the Taguig Corporate Center.

AEV AVP for Investor Relations Dave Valeriano discussed the Philippine Stock Exchange, Aboitiz Group stock performance over the years, and helpful tips for newbie stock investors.

Atty. Bryan Mallillin of AEV LEX covered the legalities that all Aboitiz TMs must know and understand about investing in the company. This includes insider trading or buying or selling company shares using information that is not publicly available and acquired only through one's being an employee at the company.

'Be an Aboitiz Shareholder' is the latest in Corporate HR's Financial Fitness 101 series and plans are underway for the groupwide roll out of the program. It is open to all TMs and TLs of the Aboitiz Group and conducted with Papa Securities, which has been Aboitiz's broker since going public.

Salute to

SGP

(Stephen G. Paradies)

An Aboitiz Tribute

"I'm one of the lucky ones who had a chance to work under Sir SGP, the coolest, kindest, most considerate boss in Aboitiz. As an executive team leader, he is typical of the other working family members—intelligent, professional, knowledgeable and decisive, and leads by example. What distinguishes him though from the rest is his ability to keep his cool in handling stressful situations. In my 26 years of working with him, I have not heard him raise his voice nor seen him lose his temper. He always gives the other person a chance to explain when a mistake is made or when an unsatisfactory report is submitted. With his mentoring style, his subordinate is able to think creatively and well even under pressure, give an honest opinion, and always strive to repay his kindness with quality work.

Sir, it's such a blessing to have you as my boss. I can't thank you enough for all the chances you've given me and the unselfish sharing of your knowledge. Now that you've retired, I hope you will find lots of time pursuing your other passions and enjoying the company of your family and grandchildren."

—Melinda R. Bathan, AEV FVP—Controller



Corporate Center

"The retirement of SGP feels bittersweet to me. I am happy that he will now have more time to spend with his family and do things that he has been looking forward to for some time. But this also means we will all have to step up to fill the large shoes he leaves behind."

I have learned a lot from working with SGP and have always enjoyed being a part of his Aboitiz Group team. His calm demeanor, understated leadership approach, and willingness to share his knowledge and experience are all going to be missed. The lasting relationships he has built and the fiercely loyal team he has developed are testaments to the contributions he has made to AEV and what a great leader we have been blessed with."

The good news is SGP will still be with the Group as a consultant so we will have the continuing benefit of his wisdom! I wish SGP all the best as he moves on to a new phase of his life. He truly deserves all the blessings."

-Dmi Lozano, AEV SVP-CFO

"Dear Steve--thank you for the opportunity to have worked for you for these past many years. You have always been an example of an executive always cool under fire: able to keep a good and steady team together, ready to listen to different ideas, and never failing to give your one-downers enough opportunities to directly contribute to the company. These types of bosses are hard to come by. Thank you and congratulations on your retirement!"

-Gabriel T. Mañalac, AEV SVP-Group Treasurer

SGP is very approachable and very easy to deal with. He made complex and difficult tasks easier to get done. He always listens to what you have to say and challenges your ideas, but gives inputs and guidance. IMC (Insurance Management Committee) will never be the same without him. My team and I will always be thankful to SGP for always supporting all our insurance initiatives."

-Annacel A. Natividad, AEV VP-Financial Risk Management

"It's been really great working with SGP. He has integrity and is precise when it comes to the review of our management reports, providing us with financial discipline in our legal team. He is a cool guy, deadpan funny, but most of all; he is a very compassionate person. We hope to be able to continue working with him even though he has 'retired.'"

-M. Jasmine S. Oporto, AEV SVP-Chief Legal Officer

"On SGP—for me, SGP was a great mentor and was extremely supportive of our endeavors. Easy to talk to, he truly cares for his people and respects us for who we are, both on a professional and personal level."

-Dave Michael V. Valeriano, AEV AVP-Investor Relations



Aboitiz offers expanded Future Talents Programs

- **New educational initiatives were rolled out to 15 partner school representatives**
- **“It’s not only about preparing students for the corporate world. By forging the leaders of today, we are guaranteed with a better tomorrow.”--Txabi Aboitiz**

College students nationwide now have a chance to seize better educational opportunities, thanks to an expanded Future Talents Programs lineup recently rolled out by AEV HRQ.

New initiatives—namely the Speaker’s Box, an Aboitiz Group curriculum-based Lecture Series, and AboitizPower’s Power 101 series—were introduced to 15 partner school representatives at the Aboitiz Academe Luncheon at the Rockwell Leisure Club, Makati City last March 26.

Every year, this luncheon officially kicks off the applications for the Aboitiz Group’s student-focused programs for the year, as part of the Group’s aim to deepen relationships with the academe with more curriculum-focused engagements that bridge the industry-academe gap.

“It’s not only about preparing students for the corporate world. By forging the leaders of today, we are guaranteed with a better tomorrow,” says Txabi Aboitiz, AEV Chief Human Resources Officer.

In addition to the new initiatives that were introduced by AEV HRQ—Pilmico’s Junior Veterinary Medicine and Animal Science Congress and AboitizPower Distribution’s Cadetship Program—existing programs such as

the Aboitiz College Scholarship Program 2015, 10th Aboitiz Future Leaders Business Summit (AFLBS), Aboitiz On-The-Job Training Program, and UnionBank’s Management Trainee Program (LEAD) were also presented.



RENEWED ACADEMIC PARTNERSHIPS. AEV Chief Human Resources Officer Txabi Aboitiz announced to the company’s several school partner representatives the expansion of Aboitiz’s Future Talents Programs.

Aboitiz celebrates partnership with top executive search firms

Aboitiz prides itself in implementing strategies that Attract, Retain, and Optimize A-People. For the last five years AEV HRQ has been continuously building its relationship with different executive search firms to ensure a pipeline of top external talents for the group.

Now on its second year, the Executive Search Cocktails held last April 10 gathered 13 Executive Search Firms at the NAC Tower, Taguig City for an intimate afternoon to celebrate AEV’s partnerships with talent recruitment firms, and foster dialogue to help them better understand

us as an organization and the kind of A-leaders we need.

An Executive Search Performance Review (2010 to 2015), presented by Tess Gaddi, AEV AVP-HR during the said event, revealed a high retention rate for executives hired in the past five years.

“Succession remains to be an important challenge for the Aboitiz Group, and we have responded by continuing the practice of holding Succession Reviews twice a year and tracking Talent Analytics. Maintaining relationships with

our executive search partners gives us access to high-potential external executive talents for our future needs,” says Nancy S. Lim, AEV FVP-HR.

Aside from being re-introduced to BetterWays, the group’s employer brand, as well as The Aboitiz Way and the Leadership Dimensions, participants were also presented with the group’s general outlook for 2015, a review of the executive search contract, and participated in a focus group discussion facilitated by no less than AEV Chief HR Officer Txabi Aboitiz.

Corporate Center

Lightbulb moments at the Coaching and Mentoring Course

- **Three-day course is designed to support A-people in quest for self-driven career development**
- **Several team leaders see benefits of course in their respective fields of work**

Rene B. Ronquillo (RBR), Hedcor President and Chief Operating Officer, joined the Coaching & Mentoring Course with a degree of hesitation, asking himself if he really needed to learn it after being in a leadership role for about 30 years.

But by the time the three-day course ended however, RBR discovered that his most important take-away from the program was all about listening.

In the practical setting, this may be easier said than done. More often than not, RBR would already know or predict what someone is going to say and how to reply. But as he catches himself, he realizes that he is hearing, but not really listening—and sometimes, that makes

all the difference. After all, the value of giving a solid 5 minutes of your time to really listening to what someone has to say, would possibly be 5 minutes of someone's life that can change his future.

Robin Patrick R. Sarmiento, AEV AVP–Strategy and Corporate Finance, on the other hand, experienced a wake-up call after Day 1 of the three-day Coaching and Mentoring course: he discovered that there exists a mastery level of this discipline and that he was nowhere near it.

The Coaching and Mentoring Course, an initiative under the Aboitiz Leadership Brand, is a requirement for all officers (AVP level and up) across the Aboitiz Group. Three batches of

leaders have completed this program, beefing up our capability as a Group to truly optimize Talent and support our A-people in their quest for self-driven career development.

There remain five more batches of Coaching & Mentoring courses laid out through the remaining part of the year and the registration roster has almost reached full capacity. We hope you have already set your course dates, and if you haven't yet, you may get in touch with Dianne Ponciano or Mia Zamora of AEV HR for details. We will be coming back to you with more insights from the other batch graduates in the succeeding issues of Aboitiz Eyes. Pin this!

Aboitiz team leaders train in corporate governance

A total of 38 Aboitiz Equity Ventures and AboitizPower team leaders attended the 2015 Annual Aboitiz Corporate Governance Seminar last March 25 at NAC Tower, Taguig City..

The seminar is an annual governance training mandated by the Securities and Exchange Commission for publicly listed companies.

The 2015 Aboitiz Annual Corporate Governance Seminar, which was conducted in partnership with the Institute of Corporate Directors (ICD), is a commitment of AEV and AboitizPower to not only comply with regulatory requirements, but also to further enhance the directors' and officers' knowledge of emerging corporate governance practices, the ASEAN Corporate Governance Scorecard and other risk and governance issues. The boards and members of senior management actively participated in the discussion.

Ricardo Jacinto, President and Chief Executive Officer (CEO) of ICD, briefed participants on the ASEAN Corporate Governance Scorecard (ACGS) and other regulatory updates. Another speaker, Dante M. Briones, chairman and CEO of solar energy firm SasonbiSolar, discussed cyber security and IT governance developments.

Frank D. Numann, an independent anti-bribery consultant, discussed fraud, whistleblowing, anti-bribery, and anti-corruption, sharing a broad plan for an effective Anti-Bribery and Corruption Program.

Jaime Feliciano, PPP (Public–Private Partnership) Transport Specialist at the Asian Development Bank, and Edgardo Saravia, Program Manager of the International Finance Corporation (IFC) PPP Advisory Program for East Asia and Pacific, jointly shared their expertise on PPP projects. Feliciano also gave a rundown of PPP projects in the pipeline.

KEY TAKEAWAYS

ASEAN Corporate Governance Scorecard

- AEV and AboitizPower performed well in the 204 ASEAN Scorecard assessment.
- However, there are corporate governance practices that AEV and AboitizPower can still improve.

Cyber Security and IT Governance

- There are increasing threats to cyber security.
- IT governance is a board-level issue that must also be firmly enforced on all levels of management.

Fraud, Whistleblowing, Anti-bribery, and Anti-corruption

- It is crucial for the AEV and AboitizPower boards to prepare action plans to prevent fraud and continue asking tough questions, always challenging the status quo
- It is also crucial to actively hold senior management accountable for company results.

Corporate Center

Aboitiz Groupwide Sportsfest 2015 opens in Cebu

The Aboitiz Group in Cebu officially launched this year's Group Sportsfest at a fun-filled and energetic opening ceremony last March 21 at the Family Park in Talamban, Cebu.

"It's nice to see fellow team members from different business units all gathered together to celebrate friendship and camaraderie as one Aboitiz Group," Anton Perdices, VECO Senior Vice President, told the event participants.

"I wish all the teams the best of luck in all the events, and I expect to see the same enthusiasm, energy and drive that fuels the Aboitiz Group to continue to Lead, to Excel and to Serve all throughout the duration of this Sportsfest," he added.



Aboitiz Toastmasters Club bags prestigious national awards

- Awards put Aboitiz Toastmasters Club among country's best
- "I am very proud of my fellow members and officers for helping the club achieve the coveted PDC Award. Achieving the PDC is a mere manifestation of our club's effort."-- Aboitiz Toastmasters Club's Rogie Abala

The Aboitiz Toastmasters Club (ATMC) was cited as one of the country's best-performing Toastmasters clubs as it was awarded with this year's coveted Toastmasters Presidents Distinguished Club (PDC) Award.

The award, which was given this year to only 15 out of 159 clubs in the Philippines in Puerto Princesa, Palawan last May 2, 2015. This is given to a Toastmasters Club that successfully completed at least 9 out of 10 club goals in the Distinguished Club Program in Toastmasters International.

Rogie Abala (AEV iCSD), ATMC President, was also honored with a Triple Crown Award as he successfully completed 3 norms (Competent Leader, Advanced Leader Bronze and Advance Communicator Bronze) in a year. He joins 35 other Triple Crown Awardees in the Philippines (out of 6,796 members).

"I am very proud of my fellow members and officers for helping the club achieve the

coveted PDC Award. Achieving the PDC is a mere manifestation of our club's effort. But, what really matters the most is our journey, our journey on how we embraced the challenges, how we influence members to deliver their speeches and accept leadership roles and our journey together in becoming better speakers and better leaders," Abala said.

In addition to Abala, other ATMC members who received awards were:

- **Kim Villacrucis** (AboitizLand HR)—Advanced Leader Bronze
- **Bengie Bayer** (AboitizLand Tax)—Competent Communicator and Competent Leader
- **Joanna Abay** (AEV LEX)—Competent Communicator
- **Rhesel Joan Ranis** (AP Distribution Unit Accounting)—Competent Communicator
- **Eulimae Galera** (AEV Accounting)—Competent Communicator



CLUB ACHIEVEMENT. Members of the Aboitiz Toastmasters Club go onstage at the 34th District 75 Conference in Puerto Princesa City to accept various awards on behalf of the club.

Beyond Nine Seconds: Cebu UnionBank Toastmaster Jojo Avenido

Meet two-time Toastmasters Humorous Contest Champion, Division Level, Jojo Avenido. He tickled his audience's funny bone with his first winning piece entitled "Chopstick" – a bio of his journey to a foreign land.

"My first Toastmasters experience was rough and merciless, thanks, of course, to the dreaded Table Topics. I became a suki, a regular speaker by virtue of no choice until I got used to it. There are still jitters as you pick your topic, but it became less and less frightening after every meeting. It helped me build my confidence," he recalled.

Avenido is an icon of the perfect, indomitable humorous speaker getting gold after gold in area and division level contests. Yet, he once bled red in defeat.

In his second speaking attempt at the Toastmasters Mid-year Convention in Dumaguete City, people were already rooting for his win. Unfortunately, his speech went overtime by 9 seconds, a ground for disqualification in Toastmasters.

"I always recall the incident every time the word 'time' is mentioned. It was really saying. I shrugged it off by telling myself 'the time is over for overtime!' I saw the audience had fun. I had fun. For me, there is no overtime in learning, in living in the now," he narrated.

When asked if he would recommend Toastmasters to his friends he replied, "It is for your own good. For your self-improvement. There is nothing to lose, just lots to gain. In Toastmasters, you will meet very eloquent and great speakers. They generously give you tips to become a better speaker. If you are good, in Toastmasters you will become better."

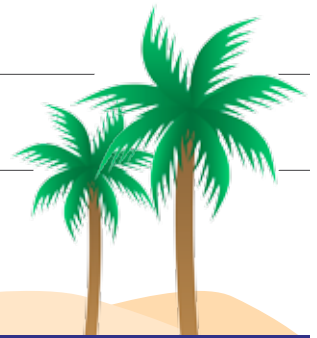
Other Toastmasters know him by his name and his humor. We know him in Cebu UnionBank Toastmasters by his journey to become a better speaker. He doesn't really aim to be great. He aims to be better. He is the guy who took a brave step and stepped up.

Humor was his cup of tea. Toastmasters just put in the hot water and the tea.

Corporate Center

Summer Outing 2015

Cebu



Corporate Center

Movie Night 2015

Taguig



The Aboitiz Honor Roll



abotiz

5th Asian Excellence Recognition Awards

- Best CEO Investor Relations (Erramon I. Aboitiz)
- Best CSR
- Best Corporate Communications Team

abotiz

Equity Ventures

5th Asian Excellence Recognition Awards

- Best CFO Investor Relations (Stephen G. Paradies)
- Best Investor Relations Company



5th Asian Excellence Recognition Awards

- Best Environmental Responsibility
- Best Investor Relations Company

15th FinanceAsia Best Companies in Asia

- 8th Most Committed to Paying Good Dividends
- 10th Best in Corporate Governance



2015 Asia-Pacific Stevie Awards

- Bronze, Communications/PR Campaign: Investor Relations Category (Cebu Unplugged)



5th Asian Excellence Recognition Awards

- Best Investor Relations Company

The Asian Banker International Excellence in Retail Financial Services 2015

- Best Employee Engagement*

**First Philippine bank to receive award from The Asian Banker*

Hedcor breaks ground on Manolo Fortich hydro project

- Work has begun on the P12.5-B, 68.8-MW hydro plant in Bukidnon
- “We are committed to take care of the environment during and after the construction, and during the operation of the plant.” --Hedcor’s RBR



Rene B. Ronquillo
Hedcor President and COO

The construction of the 68.8-MW Manolo Fortich Hydroelectric Power Plant project of Hedcor in Bukidnon is well underway after the plant’s groundbreaking ceremony last April 22. The P12.5-billion project is designed to have two cascading plants, the 43.4-MW Manolo Fortich Hydro 1 and the 25.4-MW Manolo Fortich Hydro 2.

Harnessing the Tanaon, Amusig, and Guihean rivers, the Manolo Fortich plants will generate a total of 360 GWh of reliable and renewable energy for Mindanao.

“Our operating principle circle on the 3Ps, which stand for People, Planet, and Profit. We have to take care of people and the planet. The profit comes afterwards. We believe that we

can do well by doing good,” said Rene Ronquillo, Hedcor President and COO.

“We are committed to take care of the environment during and after the construction, and during the operation of the plant,” he added.

Communities in and around Manolo Fortich are expected to benefit from employment opportunities from the construction and operation of the Manolo Fortich hydro plants. Qualified locals will also be hired and trained to operate and maintain the plants.

In addition, the hydropower project will soon open an access road that can be utilized by the community to transport local produce. Farmers can also tap the water from the weir site to irrigate their farms.



BREAKING GROUND. Hedcor officials, led by Hedcor President and COO Rene B. Ronquillo, shovel soil at the groundbreaking ceremony of the Manolo Fortich hydro project in Bukidnon.

Power

Hedcor Sabangan now online, provides better future for Mt. Province

- Sabangan hydro plant is Hedcor's 1st Mt. Province venture, and the province's 1st hydro plant
- "We always believed that no project would ever be successful without community support." – Hedcor's RBR

Hedcor, Inc. recently inaugurated the 14-MW Sabangan hydroelectric power plant to deliver 55 gigawatts of clean and renewable energy (Cleanergy) annually to the Luzon grid.

Being the first venture of Hedcor in Mt. Province, the Sabangan hydro plant is also the first hydro power system built in the said province. It harnesses power from the Chico River in Sabangan to produce Cleanergy.

Attended by the community and local officials, the inauguration of Sabangan hydro marks the fulfillment of a good partnership and commitment between Hedcor and its host communities.

"We have the full support of the local community amidst the resistance of some groups. We always believed that no project would ever be successful without community support. I would also like to think that we got their support because we also did our part in

complying accordingly to the requirements and working closely with our partners in the community," shared Rene Ronquillo, Hedcor President and Chief Operating Officer.

Focusing on building trust and support of its primary stakeholders, Hedcor had communicated transparently with the local government units, the land owners and the indigenous peoples to

discuss the hydro plant project and the benefits it will give to the communities.

"Thank you for accepting us in Sabangan, hopefully other municipalities here in Mt. Province will appreciate run-of-river hydropower and be our partner in providing renewable energy to the country," Ronquillo added.



BETTER FUTURE SECURED. Hedcor's 14-MW Sabangan hydro plant is finally online, and is set to power the Luzon grid with 55 GW of Cleanergy per year, and is a result of the firm partnership and commitment between Hedcor and its host communities.

ERC certifies Binga hydro capacity upgrade

- **Amended COC reflects Binga's recent capacity increase to 140 MW**
- **Rating upgrade is result of commissioning tests showing Binga could generate as much as 35 MW at "rated head"**

SNAP-Benguet received on April 15 a copy of an amended Certificate of Compliance (COC) from the Energy Regulatory Commission (ERC) for the Binga Hydroelectric Power Plant's four units.

The amended COC reflects Binga's capacity increase from 125.8 MW (31.45 MW for each of the four units) to 140 MW (now 35 MW each) following uprating work that began last December 2 and completed last February 23.

The uprating was a result of commissioning tests that showed Binga could generate as high as 35 MW at "rated head," or the water depth for which a hydroelectric generator and turbines were designed. Binga was uprated to its maximum capacity without technically changing much of the existing equipment.

The Binga plant has an economic life of 48 years. The COC is valid for five years, reckoned from March 12, 2012 (the date of the approved COC for Unit 4, the first unit to be re-powered) or until March 12, 2017.

Previously, Binga underwent refurbishment

in 2010 to increase its capacity from 100 MW to 125 MW and was inaugurated in October 2013 after almost three years of refurbishment work that entailed the construction of a new headrace

and intake, modernization of plant control systems, replacement of electro-mechanical components, and installation of new auxiliary equipment.



HIGHER POWER. SNAP-Benguet's Binga hydroelectric power plant lit during the day.

SNAP-Benguet trains Itogon workers on water rescue awareness



SAFETY FIRST. Volunteers from barangays Ambuklao, Tinongdan, and Dalupirip after completing the two-day Water Rescue Awareness training course sponsored by SNAP-Benguet and facilitated by Emergency Research Center, Inc.

SN Aboitiz Power-Benguet, Inc. (SNAP-Benguet) sponsored a two-day training course on water rescue awareness last May 6 and 7 in Itogon, Benguet for volunteer rescue workers from barangays Ambuklao, Tinongdan, and Dalupirip.

The training was conducted by Emergency Research Center, a non-governmental organization that specializes in emergency preparedness, management, and education. Led by directors Louie Domingo and Aaron Flynn, the participants spent two days learning about safety measures when working near water, and how to use basic water equipment. They also had water activities where they learned how to manage water-related injuries and save individuals in water-related accidents.

Aseagas taps GE's technology to generate power from biomass

- **GE's gas engine technology will process biomass into carbon-neutral electricity from renewable organic waste**
- **Set to go online by year's end, Aseagas's 8.8-MW biomass power plant can supply electricity to some 22,000 homes**

Aseagas has signed a supply agreement with GE Distributed Power to utilize the latter's robust gas engine technology for its first waste-to-electricity power generation facility in Lian, Batangas. It will convert organic waste from sugarcane and molasses from the nearby Absolute Distillery production plant, with which Aseagas already has an effluent supply agreement, and can generate 8.8MW of biomass electricity for an estimated 22,000 homes.

Aside from electricity, the plant will have by-products of fertilizer and CO₂ that can be sold to farmers and beverage companies, respectively.

"I think there's a huge potential for biomass energy in the Philippines. Our population of about 100 million is bound to generate abundant biomass resources including agricultural crop residues, animal wastes and agro-industrial wastes," said Aseagas COO Juan Alfonso. "The Philippines's feed-in tariff allocation right now is 250MW for biomass. Other countries like Germany, for example, have thousands of megawatts of biomass. So we're just scratching the surface."

The Department of Energy has noted that, if developed properly, the country's supply of biomass resources can generate a capacity of 4,450MW, or 40% of the country's energy needs.

GE's gas engine technology will ensure Aseagas's power generation facility has high levels of efficiency, modularity, and reliability in supplying power to the Philippine grid.

The first batch of Jenbacher gas engines will be delivered by October 2015 for the first of three phases of the project.



TECHNOLOGY PARTNERS. GE's gas engine technology will power Aseagas's first waste-to-electricity power generation facility in Lian, Batangas, seen under construction in bottom photo. Present at the signing ceremony were (from left) GE Distributed Power's Regional GM John Alcordo and Senior Sales Manager Joyce Yeo with GE Philippines CEO Jocot de Dios and Aseagas's CEO Sabin Aboitiz and COO Ping Alfonso with Aboitiz Equity Ventures Senior Vice President Luis Miguel Aboitiz.

VECO inks deal for bill payments with M. Lhuillier

- VECO customers may now pay bills at any M. Lhuillier branch nationwide
- Deal also covers payments for other AP DUs--JJA

VECO has signed a partnership with leading remittance company M. Lhuillier Financial Services, a subsidiary of the M. Lhuillier Group, for the acceptance of bills payments.

VECO has at present seven collection partners. The M. Lhuillier Group is the eighth and newest of VECO's third-party collection agents and so far the biggest in the group with nearly 1,500 branches nationwide who will accept payments for VECO. VECO President Jim Aboitiz and M. Lhuillier President Michel Lhuillier signed the agreement.

With the agreement, VECO customers may now pay their bills in any M. Lhuillier branch by just bringing with them their VECO statement of account or bill or in the absence of such, a payment form will be available at the collection agent's counter.

Aboitiz said the partnership also covers

acceptance of payments for the other distribution utilities under the AboitizPower

Group such as Davao Light, Cotabato Light, and the Mactan, Balamban, and Subic EnerZones.



NEW PAYMENT OPTION. Customers of VECO and distribution utilities in the AboitizPower group, may now pay their bills in any M. Lhuillier outlet, thanks to an agreement signed by Michel Lhuillier (2nd from left), M. Lhuillier Group President, and Jim Aboitiz, VECO President (2nd from right).

Cotabato Light trains contractors on customer service

Cotabato Light, in collaboration with Davao Light, conducted a training session on customer service for the employees of its contractors. Over 100 contracted firm owners and staff divided into four batches attended the whole day training held at Glamour Resto and Catering in Cotabato City. The training was conducted from February 10 to 13 for the four batches.

Cotabato Light Senior Vice President and Chief Operating Officer Rodger S. Velasco ordered the training so that contractors who represent company would also know the basics of good customer service.

Anna Quilos, Davao Light HR Training and Development officer-in-charge, shared her experiences and gave tips on going beyond meeting the needs of the customers. Tips on

handling irate customers and satisfying both their personal and practical needs were among the extensively discussed topics.

"One way or another, all of us have

experienced being a customer. This training teaches us to also treat others the way we expect to be treated," Quilos reminded Cotabato Light contractors.



CUSTOMER SERVICE 101. Cotabato Light contractors get trained on basic customer service how-to's at a seminar last February.

Cotabato Light team members undergo training on safety, labor issues

Safety is the top priority for any electric distribution utility, including Cotabato Light, where Engineering Head Mark Sam Banluta passionately pushes safety as the company's top priority.

To focus on safety as well as efficiency, the management of Cotabato Light and Power Co. invests heavily on extensive training in proper clothing, tools, and work procedures to enhance the reliability and safety of business operations. One such training on safety conducted for the company's linemen was held last February 9 to March 6, where six Cotabato Light linemen were sent to Davao Light's Technical Training Center in Maa, Davao City.

This training, which provides additional skills to Cotabato Light linemen who are expected to have enhanced their technical competencies for better work safety practices and productivity and minimizes the risk exposure levels during live line works, focused on Rubber Gloving Techniques facilitated by Leo Claros and Vincent Ubas, resident trainers of Davao Light Technical Training Center.

In addition to safety, Cotabato Light's labor and management representatives also attended a two-day seminar on major labor management

topics facilitated by the National Conciliation and Mediation Board-Regional Branch 12 (NCMB-RB12) last April 15 and 16.

The seminars aim to educate the labor and management sectors on the implementation of Labor Management Cooperation/Council (LMC) Convergence of Programs. Topics on labor-management cooperation, productivity, occupational safety and health, family welfare, employees' compensation program, anti-sexual harassment law and general labor standards were discussed in the seminars. Resource

speakers were from DOLE-12, Regional Tripartite Wages and Productivity Board-12, Employees Compensation Commission and NCMB-RB12 in partnership with the Association of Industrial Peace Advocates – SOCCSKSARGEN.

Said seminars were part of the 2015 LMC celebration actively participated by Cotabato Light Worker's Union represented by Christopher George C. Toca and Christopher L. Ven with Ritchie A. Abing from Cotabato Light's management and different companies in Region XII (both unionized and non-unionized).



FOCUS ON SAFETY AND LABOR. Cotabato Light linemen during the simulation training on rubber gloving at Davao Light Training Center, Maa Davao City. Meanwhile, labor and management representatives trained on important labor issues at a two-day seminar facilitated by DOLE.

Aboitiz independent directors tour Mindanao

Last April 10, several Aboitiz Equity Ventures (AEV) and AboitizPower (AP) independent directors composed of Carlos Ejercito (AP), Romeo Bernardo (AP), Raphael Lotilla (AEV), and Alfonso Uy (AP) went to Davao City to visit AP's power generation and distribution facilities.



Edwin R. Bautista is new UnionBank President

UnionBank Senior Executive Vice President Edwin R. Bautista has been named as UnionBank's new president. He replaces outgoing President Victor B. Valdepeñas.

Prior to this appointment Bautista has had over 25 years of banking experience. He joined UnionBank as Senior Vice President in 1997 after a stint as Head of Citibank's Global Transaction Services Group in the Philippines.

Over the years, he had successful assignments as head of UnionBank's Credit Card, Retail Banking, Auto/Mortgage, Transaction Banking, Digital Banking and Corporate Product Banking businesses. He is also the bank's Marketing Director.

In 2006, he served as President of iBank until its merger with UnionBank.



UnionBank's Lumina Pandit II: Restoring the Filipinos' identity, history

- Joint project aims to restore, preserve, and digitize 30,000 historic books and documents
- "The UnionBank team is ever so grateful to the UST team for giving us a truly inspiring opportunity to engage in something greater than ourselves."--JAO

The University of Santo Tomas (UST), in partnership with Union Bank of the Philippines (UnionBank), recently launched Lumina Pandit II: Unending Light at the Miguel de Benavides Library and University Archives that house 30,000 rare books and documents.

A limited edition book, "Lumina Pandit: A Continuum", was also unveiled at the event. It features select books and artifacts from the transition period from the Spanish to the American era.

"The UnionBank team is ever so grateful to the UST team for giving us a truly inspiring opportunity to engage in something greater than ourselves. Let this be the beginning of a journey of at least another 400 years," said Justo A. Ortiz, UnionBank Chairman and Chief Executive Officer.

This work follows the success of "Lumina Pandit: A Collection of Historical Treasures." It was this catalogue and its exhibit staged in 2011 that inspired Ortiz and UnionBank to support and to strengthen this program.

Since then, UnionBank has used its financial resources and technical expertise to assist the Library and Archives in restoring, digitizing and preserving this vast collection.



HISTORY PRESERVED. UnionBank officials with their UST counterparts at Lumina Pandit II, a project that aims to restore, digitize, and preserve the university's vast historical print collection.

UnionBank inks deals with Chevron, Alabang Country Club, and Cebuana Lhuillier

- The bank continues to partner with external organizations to better its services
- Agreements aim to serve UnionBank's customers better

UnionBank has entered into agreements with Chevron Philippines, Inc., Alabang Country Club, and Cebuana Lhuillier in order to serve its customers better.

Chevron

Peter Morris, Chevron Philippines General Manager, and Justo A. Ortiz, UnionBank Chairman & Chief Executive Officer, signed a memorandum of agreement (MOA) at the Chevron head office tapping UnionBank as the new provider of the latter's Chevron fleet business card, the Caltex StarCard.

With the partnership, UnionBank will issue debit and credit cards to Chevron's corporate and individual clients. Potential customers are large and SME clients, as well as employees of the companies with StarCard Fleet Arrangements.

The project is a joint effort of Credit Card and Cash Management Services under the Transaction Banking Center and Corporate Banking Center.

Also present at the signing were several UnionBank executives: President Edwin Bautista, Senior Executive Vice President (SEVP) Eugene Acevedo, First VP Arvie de Vera, VPs Ardie Darvin and Ting San Diego, and Assistant VPs Ma-ann Benedicto, Bert Duenas, Frances Peralta, Tricia Ingco, and Irene Castro.

With this project, UnionBank has once again delivered on its promise to enable communities.

Alabang Country Club

In addition to Chevron, UnionBank has also partnered with Alabang Country Club, with UnionBank signing a lease contract with Alabang Country Club, Inc. (ACCI) to open a Members' Lounge to cater to the banking



UNIONBANK-CHEVRON DEAL. With the partnership, UnionBank will issue debit and credit cards to Chevron's corporate and individual clients. Potential customers are large and SME clients, as well as employees of the companies with StarCard Fleet Arrangements.

needs of the Alabang Country Club members and their families.

The members' lounge will be strategically located in the Alabang Country Club clubhouse, and will primarily receive monthly membership dues. UnionBank will also provide other banking services such as bills payment (over-the-counter and online), pre-approved credit cards, business loans, car loans, deposits, and investment instruments. The lounge is designed to be unique, with a relaxing ambience where members can have coffee, read, browse the web, and even have small meetings.

The business relationship between Alabang Country Club and UnionBank aims to give better service and convenience to the members of the club. The Members' Lounge is targeted to open within the second quarter of 2015.

The contract signing was graced with the presence of the ACCI officers and UnionBank executives, led by Acevedo and Ramon Matias, UnionBank First Vice President-Retail Banking Deputy Center Head, UnionBank.

Cebuana Lhuillier

Lastly, UnionBank also teamed up with Cebuana Lhuillier, signing a MOA for a payment arrangement facility where UnionBank clients will be able to pay bills through any of 1,700+ Cebuana Lhuillier branches nationwide.

"I am very excited about this symbiotic relationship between Cebuana Lhuillier and UnionBank. With Cebuana Lhuillier's extensive branch network and the Bank's large customer base, we will give both our customers more access and convenience. We are excited to work together and are committed to grow this relationship into a successful partnership that adds value to both our franchises," Ortiz said.

This collaboration would not have been possible without the commitment and passion of UnionBank's PartnerPay Project Team. The group is living the spirit of Ubuntu through strategic partnerships such as this. UnionBank will continue to grow and extend its nationwide reach through PartnerPay.

Banking

CitySavings to end 2015 with 100 branches; opens seven more in Luzon and Mindanao

- Seven new branches have brought CitySavings's branch total to 74 as of end-April
- "Our target by the end of the year is 100 branches."--CitySavings's Lino Abacan

City Savings Bank plans to ramp up its expansion plans nationwide and bring its branch network in the Philippines to 100 by the end of the year.

"Our target by the end of the year is 100 branches. We will open about 13 more branches and 16 other banking offices this year," said Lino

S. Abacan, CitySavings President and CEO, said at the opening of CitySavings in Angeles City, Pampanga last March 26.

He repeated this at the opening of CitySavings in Pagadian City, Zamboanga del Sur last April 30, adding, "Our primary objective is to reach as many teachers throughout the Philippines."

CitySavings recently opened six new branches in the country, namely in San Jose City, Nueva Ecija (March 18); San Jose Del Monte City, Bulacan (March 19); Valenzuela City (March

20); Solano, Nueva Vizcaya (April 22); and Daet, Camarines Norte (April 24) in addition to Angeles and Pagadian Cities.

The seven branch openings—which were attended by CitySavings and school officials from each area—bring the bank's total nationwide network to an impressive 74 branches.

"We are expanding because we want to reach out to where the teachers are. We want to be the partners of the teachers in alleviating their

financial needs," Abacan said in Solano.

He added in Daet: "We have a vision that we strive to attain and this is to reach out as much possible to the place where there are lots of teachers."

"This is a mutually beneficial endeavor since we help the teachers in their financial needs and in return, we earn from the patronage of the teachers with CitySavings," Jose Levi Villanueva, EVP for Channel Management, shared in San Jose.



BUILDING BRANCHES. CitySavings started 2015 on an upbeat note as it opened seven new branches in Luzon and Mindanao, with bank officials gracing each opening ceremony.

UnionBank UDrive 2015 launched



DRIVEN. UnionBank SVP–Consumer Finance Head Chut Santiago, joined by Auto Loan Officers VJ Vergara and Emil Navarro, tries out one of the cars made available for test drive at UnionBank UDrive 2015.



With the onset of summer, UnionBank launched its initial salvo of a series of Car Expos lined up for the year, aptly called UDrive 2015.

Held beside the clubhouse of the Veterans Memorial Medical Center in Quezon City, 14 car brands and 28 car models were showcased to meet the varied vehicle tastes and requirements the UnionBank branch clients of three Retail Banking Center regions (Metro West, Metro Central and Quezon City). UnionBank Sales Directors and Relationship Managers were on hand to assist their invited clients.

From the list of the attendees, 20 have already signed up for UnionBank Auto Loans. The event was conceptualized and organized by the Bank's Consumer Finance Center for the Retail Banking Center.

Mahalin Pagkaing Atin continues in the Visayas and Central Luzon

- From April to June, the MPA caravan stopped by Roxas, Tacloban, and Cabanatuan Cities
- A total of 171 egg machines, 96 piglets, and 14 feedstocks have been distributed nationwide



SOMETHING FOR EVERYONE. Backyard farmers, local producers, entrepreneurs, and people from all over flock to the Mahalin Pagkaing Atin expos to gain new knowledge on backyard livestock farming through Pilmico's seminars and learn from Chef Boy Logro's live cooking demo.

This past summer, Pilmico's Mahalin Pagkaing Atin (MPA) continued making rounds across the country with its events in Roxas City (April 22), Tacloban City (May 22), and Cabanatuan City (June 5), promoting locally grown produce and instilling a "pride of product, pride of place" mindset for both the farmers and consumers.

In Roxas City, over 700 participants attended the event held at the Capiz State University that presented viable and sustainable poultry farming and swine breeding. It also celebrated rebuilding lives of Yolanda survivors, beginning with five

families who received piglets and egg machines to help recover their income generating.

At the Basey Municipal Gymnasium in Samar, Pilmico distributed egg machines, piglets, and agripots or feedstocks, initially assisting 11 families. Animal husbandry seminars, an egg recipe cooking demo by Chef Boy Logro, and food kiosks showcasing the different flavors of Tacloban were also featured.

Novo Ecijanos were likewise encouraged to venture into backyard livestock farming through the seminar and trainings at the Nueva

Ecija University of Science and Technology covered court. Here, Pilmico donated 20 piglets with full-cycle feed consumption to 10 backyard farmers. A forum also was held among producers, consumers, and traders along with media and government agencies at Plaza Leticia Restaurant.

Through MPA, Pilmico has donated a total of 171 egg machines, 76 piglets, and 14 agripots or feed stocks nationwide to assist families primarily residing in areas of tragedy, poverty, and conflict.

Pilmico's Iligan and Tarlac sites successfully complete ISO surveillance audit

Pilmico Foods Corporation (Flour and Feed mills in Iligan) and Pilmico Animal Nutrition Corporation (Feed mill and Farms in Tarlac) have successfully completed their ISO 9001:2008 and HACCP/GMP surveillance audit. TÜV SÜD Philippines, an internationally

recognized certification body, conducted the audit during the first quarter of the year for the Pilmico Iligan plant complex. The Pilmico Tarlac plant and farms were audited in the second quarter.

This highly recognized third-party auditor confirms that Pilmico meets the needs of

regulatory requirements and demonstrates that a robust and mature quality management system. The successful completion of the annual ISO audit verifies the entire company is committed on being Partners for Growth.

Integrated Task Force streamlines Pilmico's collaborative process

- **New move balances TM assignments under numerous and overlapping activities to support company programs**
- **Related programs and initiatives were grouped together to improve collaboration, integration, and standardization**

Pilmico's value-driven company culture has been strengthened further with its Integrated Task Force teams, a move to balance employee assignments under numerous and overlapping activities.

Originally, one team member was assigned as department representative to any of 11 task force teams. These teams were responsible for implementing activities under a particular company program. The situation had become a challenge when a TM was usually a member of multiple task forces at the same time, which led to fatigue from all the work on top of their day-to-day deliverables.

With the launch of the Integrated Task Force last March, related programs and initiatives were grouped together to improve collaboration,

integration, and standardization. Anchored under a single umbrella, the 11 Task Force teams were trimmed down to four Main Task Force teams, each representing the Aboitiz core values of Integrity, Teamwork, Innovation, and Responsibility.

A weeklong recruitment period was also held across all sites to invite team members to join a particular Task Force of their interest. Following this, Task Force team leads deliberated, finalized, and formally announced their rosters.

The opening meetings and boot camps are now ongoing as teams get to know one another, understand their roles and responsibilities, and discover how they, through their respective Task Force, can add value to themselves and to the organization.

Each new task force team now represents the following initiatives and programs:

INTEGRITY

- ISMS
- ERM
- Safety and Security

TEAMWORK

- Employee Relations and Brand

INNOVATION

- QMS
- GMP
- HACCP
- 5S
- QIT

RESPONSIBILITY

- Corporate Social Responsibility

Salto's 'Benefit Sabong' raises funds for youth development in Iloilo

Pilmico gathered gamefowl aficionados all over the country last March 21 for the Salto Breeders' Benefit Sabong, an competition organized to raise funds for youth development in the province.

The event earmarked 70% of the proceeds for the improvement of a recreation and sports facility in Jaro National High School. The project seeks to help young people develop a healthy lifestyle through sports and improve their self-esteem and social skills.

Held at the Iloilo Coliseum, the event coincided with the annual Candelaria Derby, which is known worldwide as the grandest

and toughest cockfighting competition in the gamefowl industry.

Salto is the gamefowl feed brand of Pilmico. "Through this activity, we aim to promote and soon roll-out advocacies that are geared towards youth development," said Pilmico Feeds VP for Sales and Sales Support Hendel Cabral.

While promoting camaraderie within the gamefowl community, this activity also opened opportunities for gamefowl breeders. A Candelaria title is one of the most coveted distinctions in the industry worldwide. For its part, Iloilo Coliseum has been tagged as one of the country's premier cockfighting destinations.



REPURPOSED FOR A CAUSE. The traditional Filipino sabong gets underway at the annual Candelaria Derby in Iloilo to benefit Jaro National High School's sports facilities.

Pilmico's nationwide Egg Machine Design Contest

- **New design should meet criteria such as ease of transport and assembly as well as material availability**
- **Pilmico will partner with TESDA to have egg machines fabricated locally where they will be distributed**

Promoting the spirit of Teamwork and Innovation, Pilmico held a nationwide Egg Machine Design Contest recently in response to positive feedback from companies and individuals in purchasing egg machines. The contest will help the company create an egg machine design that is distinctly its own.

The egg machines are currently being sourced from various suppliers and while their efficiently designed in terms of the egg laying process, transporting them remains challenging as it requires additional resources, like an installer, to set it up and be used.

The egg machine design entries should be:

- Collapsible
- Easy to transfer (inter-island freight)
- Easy to assemble once turned over to owner (do-it-yourself)
- Materials are easy to source
- Efficient egg-laying production
- Aesthetically pleasing
- Low cost

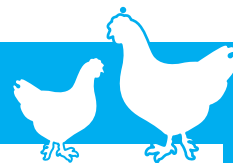
The contest started with a pre-qualifying round with teams submitting their designs/blueprints with material specifications and costing. The chosen designs qualified for the next round, which is the building of prototypes. These were then presented to a panel of judges for review.

Of the 23 teams who joined, six reached the finals and, after final deliberations, the judges named

Team Mulawin as winner and their design will now be used as basis for the Pilmico Egg Machine.

Aside from having the desired features and costing, Pilmico plans to partner with local TESDA offices to have the egg machines fabricated locally where they will be distributed, reducing transport costs and providing an additional source of livelihood for TESDA students.

WHAT IS AN EGG MACHINE?



An egg machine is a complete kit of pens with ready-to-lay hens (RTL). These kits vary in sizes, depending on how many RTL hens a raiser wants to grow. Each egg machine also consists of the rearing cages with built-in feeding trough and waterer. It is named "egg machine" as this whole kit will keep on producing eggs within a period of 16 months. The layers have a life span of 16 months while the cages can last for 10 years or 6.6 laying cycles.



COMBINING FUNCTIONALITY AND MOBILITY. (Left) Tristan Aboitiz, Pilmico's COO for Feeds, compares the three egg machine entries from Iligan. (Right) Team Mulawin's winning prototype will be the model for new Pilmico Egg Machine design.

AboitizLand hosts 1st in-house Career Fair

- “Team member referrals are the company's best source of talent, as they know who is best fit for the company.”—AboitizLand’s Andoni F. Aboitiz
- Over half of 114 applicants were endorsed to the next-level interview



TALENT HUNT. AboitizLand initiated its first-ever in-house Career Fair as part of its effort to attract talent from internal sources, giving applicants the feel of the company's nurturing, assuring, and enduring culture and work environment.

To attract A-people to support its exponential growth, AboitizLand held its 1st in-house Career Fair at the Aboitiz Corporate Center, Banilad, Cebu City last March 14.

The 1st in-house Career Fair is a first for the Aboitiz Group, intended for team member referrals. AboitizLand President and Chief Executive Officer Andoni F. Aboitiz (AFA) highlighted the “honor when a fellow team member refers a relative, friend or acquaintance to AboitizLand.” AFA added “team member

referrals are the company's best source of talent, as they know who is best fit for the company.”

Over half of the 114 applicants referred by AboitizLand team members were endorsed to the next-level interview.

Bryle Ian Mendaros, AboitizLand Corporate Social Responsibility Associate who was hired from the in-house Career Fair, said he was impressed with AboitizLand team members' camaraderie and teamwork.

“When you work in Aboitiz, you get this sense

of prestige because you know you are working with A-people,” said Mendaros. He added that the AboitizLand recruitment process is tough because the company makes sure they get the right people.

The whole-day event featured AboitizLand's experiential booths by different AboitizLand teams in order for applicants to get a taste of real estate operations while giving them the feel of the company's nurturing, assuring, and enduring culture and work environment.

AboitizLand, Alliance Software link for employee housing scheme

AboitizLand looks toward the horizontal expansion of its partnerships with corporate organizations as it recently launched the first in a series of partnerships with the opening of the Employee Housing Program (EHP) for Alliance Software, Inc., a Cebu-based global information technology solutions provider with offices in Tokyo and Manila.

Under the program, Alliance Software employees will be given the opportunity to achieve their dreams of owning a home via a budget-friendly financing scheme.

The partnership with Alliance Software was

sealed with a Memorandum of Agreement (MOA) signing attended by Jose Marie Jens Zamora,

AboitizLand Assistant Vice President for Marketing and three Alliance Software executives.



HOME OWNERSHIP MADE EASY. Under the program between AboitizLand and Alliance Software, Alliance Software employees will be given the opportunity to achieve their dreams of owning a home via a budget-friendly financing scheme.

Land

THE OUTLETS 1ST MUSIC FESTIVAL. In celebration of Lapu-Lapu City's Kadaugan Festival, The Outlets at Pueblo Verde presented its 1st Summer Music Festival. The event featured a three-day food bazaar and the music of different local artists including Ginsync, Anton Mansueto, The Kars, Jongskie and The Capitol Band, plus the beats of the hottest Cebu DJs.



Construction

Metaphil builds own staffhouse in Prenza, Cebu

- **New staff house was built with materials accumulated over the years and eliminates renting accommodation outside**
- **It has 12 single rooms for officers and managers and 12 double rooms for superintendents and supervisors**

For several years, Metaphil would rent various staff houses to provide accommodation for officers, managers, supervisors, and senior staff who were assigned in Balamban, Cebu to do international and local fabrication work for Tsuneishi Heavy Industries (Cebu) Incorporated.

In 2014, the company decided to utilize the material it had accumulated over the years to build its own staff house and eliminate house rental expenses.

The building was designed by Ric M. Ofqueria, the project manager, while “back to shop” team members waiting for new Metaphil assignments contributed the manpower.

The staff house is located in Metaphil's heavy equipment depot in Prenza, Balamban, Cebu, along the Transcentral Highway, and has 12 single rooms for officers and managers and 12 double rooms for superintendents and supervisors. It was completed in May with

blessing and inauguration held on May 23 celebrated by Rev. Fr. Randy C. Nebria and attended by Metaphil's President & Chief Executive Officer Nap Pe, Vice President for Operations Jonathan Bendebel, and several other officers, team leaders, and team members.

Truly, kauban1 ideas and action are at work.

Note: 1Kauban is the local term for team-mate. It signifies people working together to achieve more.



NEW LODGINGS. Metaphil's new staff house at the its heavy equipment depot in Prenza, Balamban, Cebu has 12 single rooms for officers and managers and 12 double rooms for superintendents and supervisors.

Metaphil to build more school buildings for RAFI

Ramon Aboitiz Foundation, Inc. (RAFI) awarded to Metaphil its P153-million project to construct multi-storey school buildings in 10 towns in Cebu.

With their prior experience in building schools for RAFI, Metaphil's Seymour Caballero and Arvin Villanueva have been assigned as project coordinator and project

in-charge, respectively.

In 2014, Metaphil redesigned and reconstructed for RAFI 97 schools in the northern part of Cebu.

The project is expected to be completed by year's end and includes the following schools: Calape National High School in Daan Bantayan; San Remegio National High

School, Madridejos National High School, Santa Fe National High School, Mohon National High School in Sogod; Catmon Integrated High School, Carmen National High School, Bagalnga Integrated High School in Compostela; Sangat National High School in San Fernando; and Mantalongon National High School in Barili.

Shipbuilding

THI bullish on 2015 growth

- Slated for delivery this year are 18 THI ships
- "This year, we aim to do more and better than we have in the past years."
--THI's Akihiko Mishima

Plans to expand Tsuneishi Heavy Industries (Cebu), Inc.'s (THI's) operations are in the pipeline this year.

2015 will see THI deliver 18 ships: three 35,300 deadweight metric ton (dwt) type; seven 58,000 dwt type, three of which are TESS58 AEROLINE; seven 82,000 dwt type; and one 180,000 dwt type cape-size bulk carrier.

"Since the completion of the first ship, M/V Sea Amelita, in 1997, the capacity to build the number of ship orders gradually increased and new Tsuneishi ship brands were produced. This year, we aim to do more and better than we have in the past years," Akihiko Mishima, THI President and CEO, said.

In an effort to strengthen cost competitiveness, THI aims to build 25 to 30 vessels per year. This capacity to build more began in 2005 when former President Gloria Macapagal-Arroyo inaugurated Slipway No. 2. In 2009, the new building dock was completed. From these facilities, the production capacity increased to an average of 20 ships per year.

On the human resource development front, 2015 will see more training in headquarters



EXPANSION IMMINENT. This year, THI expects to deliver 18 ships, building 25 to 30 ships per year, and train more team members in Japan.

Tsuneishi Shipbuilding-Japan. This program aims to enhance team members' business skills and expertise in headquarters through on-the-job-training. Trainees study and learn to speak Nihongo, allowing them to better communicate with their counterparts in Japan. The human resource program is categorized into three: one year training for engineers and admin staff, and

two to three years training for technical workers.

"Over the past two decades we have done technical trainings at our shipbuilding center and sent over 1,536 Filipino team members to Japan where they acquired additional technical skills. Currently there are 224 engineers, skilled workers and admin staff training in Tsuneishi Shipbuilding-Japan," Mishima said.



Corporate Social Responsibility

Aboitiz Foundation holds CSR 101 conference

- Groupwide CSR officers were updated on project development towards a unified understanding of CSR 2.0
- Overall strategy, parameters, communication initiatives, and process flows were introduced



A UNIFIED FRONT. Aboitiz CSR officers from across all BUs commit to achieving CSR 2.0 and scaling up existing projects that remain below its parameters.

CSR representatives from the different Aboitiz business units attended Aboitiz Foundation's CSR 101 forum, which aimed to refresh participants on the processes of project development and implementation towards a unified understanding of CSR 2.0.

CSR Direction and Strategy

Aboitiz Foundation President Susan Valdez recapped 2014 CSR Initiatives and key focus areas moving forward.

TAKEAWAYS:

- CSR is a key dimension for building, protecting and enhancing the Aboitiz Group reputation. Stakeholders rated CSR as the highest among all reputation dimensions based on the 2014 reputation survey
- A governance structure is in place for the management of AFI and CSR projects across the Group. CSR planning should be integrated into the BU strategic planning process.
- Consistent communication about AFI's vision, mission, program goals and social impact is key for better awareness and engagement among stakeholders
- Moving forward, AFI will group all initiatives under three strategic pillars: (1) AFI programs focused on achieving CSR 2.0; (2) Capability Building that will focus on organization

competency and increasing communication reach and engagement; (3) Partnerships that will focus on growing CSR funds through campaigns and participating in broader public and private sector initiatives.

Communications Update

Judd Salas, AEV AVP for Corporate Branding & Communication, talked about branding the Foundation's CSR initiatives and social media assets.

TAKEAWAYS:

- "Education for a BetterWorld" captures the promise of a better learning environment (i.e. SSES and techvoc high schools, classroom construction and repair, and scholarships)
- BetterWorld branding extends to other Foundation activities where feasible
- Maximize Aboitiz Foundation's social media presence by engaging with our content and through submission of "thumb-stopping" CSR stories

CSR 2.0

Augusto P.I. Carpio III, Aboitiz Foundation EVP & COO, discussed the CSR 2.0 parameters and definitions along with updates on groupwide implementation.

TAKEAWAYS:

- CSR 2.0 involves moving from dole-outs

to more sustainable, impact-oriented, and scalable CSR projects

- Projects should: (1) Address a community need; (2) Be aligned to our core businesses; (3) Help our business or create competitive advantage for BUs; (4) Be aligned to the Aboitiz Foundation's programs; (5) Involve skills training and capability building (6) Encourage team member volunteerism and participation; and (7) Be nationwide in scope

CSR 2.0 Process Enhancements and Project MoSays

Aboitiz Foundation AVP for Operations Danny Cerence conducted a workshop for identifying areas of enhancement areas and unique BU CSR projects. This was followed by Jowelle Ann Cruz, Manager for Education, who detailed the processes of the project monitoring system.

TAKEAWAYS:

- For projects to be implemented, they must have counterparts i.e. cash, in-kind, or costed services
- Project Monitoring System--a first for corporate foundations in the Philippines--facilitates efficient upload and approval of project proposals, processing fund requests, and monitoring CSR projects
- Web-based platform makes it accessible anywhere, anytime

Corporate Social Responsibility

Brigada Eskwela



Corporate Social Responsibility



“Team member engagement programs like Brigada Eskwela are an integral part of our organization’s sustainability agenda. Our team members have embraced the Aboitiz BetterWorld mindset of doing well by doing good and always making the right long-term decisions that balance the interests of people, planet, and profit.”

We believe education is where we can make the biggest impact and we are committed to take action on DepEd’s call for us to help improve the country’s educational system. That is why the bulk of our CSR budget is allocated for education and education-related initiatives.”

–Erramon I. Aboitiz, AEV President and CEO



Corporate Social Responsibility

EDUCATION

Opening up opportunities for Bien Unido youth

- Metaphil to evaluate training program and provide employment opportunities for graduates
- Bien Unido gov't will provide equipment and skilled manpower resources and welding skills trainings

Metaphil signed a memorandum of agreement (MOA) for poverty alleviation with the Municipality of Bien Unido, Bohol, the first of its many partnerships with local government units.

Under this MOA, the Bien Unido government will provide equipment and skilled manpower resources and conduct welding skills trainings for the youth. Trainees and their trainers will undergo a free 3-week specialized course designed to enhance welding skills from 'Shielded Metal Arc Welding' to 'Flux Cord Arc Welding'. Afterwards, they will take a trade test before being hired.

Metaphil will be responsible for industry and technical know-how and employment opportunities for graduates. The company will also evaluate the training facility, welding equipment, and training program to ensure the trainees' employability.

At the signing, held at Double Barrier Reef

Dive Camp in Puerto San Pedro in Bien Unido last May 11, Metaphil was represented by Vice President and Chief Information Officer Zeny N. Novabos and Corporate Office Manager Elliezer M. Simega while the Bien Unido party was led by Mayor Niño Rey Boniel and Vice Mayor Rene Borenaga.

Novabos encouraged the youth and the "not-so-young" to take advantage of the opportunity towards being employed as world-class welders. "In so doing, Metaphil is able to fulfill its corporate social responsibility in building better communities and a better Philippines," she said.



BUILDING TIES WITH BIEN UNIDO. Metaphil Vice President and Chief Information Officer Zeny N. Novabos and Bien Unido Mayor Niño Rey Boniel sign the MOA that will deliver training and employment opportunities for Bohol's youth.

Mayor Boniel shared that, with full support from their Sangguniang Bayan, they commit to improving the training facility and support constituents for the training. He further agreed to setting-up a fund that will provide loans for trainees completing their employment requirements.

VECO kicks off power industry seminars for school PTAs and LGUs

Over 200 gradeschoolers, their parents, and teachers of CEPOC Central School in Brgy. Tinaan and Langtad Central School in Naga City gained a better understanding of the basics of the power industry through learning sessions presented by Visayan Electric Company (VECO) at the respective schools.

The two events kicked off VECO's series of seminars on the structure of the power industry, power generation, transmission and distribution, sources of energy, how to calculate your estimated monthly household bill, electrical safety, and simple ways of conserving energy with the 'Cebu Unplugged' energy conservation campaign.

Throughout the year, VECO will present the talks to parent-teacher associations of beneficiary schools and local government units within its franchise area and promote awareness on the utility's operations and its efforts to help the government's energy conservation initiatives.



PTA AND STUDENTS LEARN POWER BASICS. VECO visited CEPOC Central School in Tinaan, Naga City to present 8 simple ways to conserve energy through the company's 'Cebu Unplugged' program.

Corporate Social Responsibility

EDUCATION

CitySavings sponsors 1st K-12 Education Forum in Cebu

City Savings Bank, in partnership with Cebu International School (CIS), sponsored its 1st K-12 Education Forum held at the CIS campus in Pit-os, Cebu City last May 11. The event, which was part of the school's 90th year celebrations, presented a variety of research-based best practices in teaching and learning and provided a venue for exchanging ideas in developing effective programs for students from pre-school through Grade 12.

Over 150 public school teachers from Cebu province attended the half-day forum while more than 30 CIS teachers volunteered as their forum resource persons. The CIS educators equipped their colleagues with 21st century skills needed to implement the K-12 program, which DepEd has mandated to begin this school year.



PREPARATION FOR K-12. (1) CIS Superintendent Tony Harduar formally welcomes the participants. (2) All smiles for DepEd public school teachers during their learning sessions with CIS resource persons. (3) CitySavings Colon branch marketing associate Claro dela Cruz entertains a loan query from a public school teacher. (4) The CitySavings team from left: Colon Branch Marketing Associate Amiel Emoricha, Reputation Management Head Paula Ruelan, Junior Brand Officer Kemuel Ibañez, and Colon Branch Marketing Associate Claro dela Cruz.



A MEMENTO FROM OUR PARTNERS. Davao Light received a Plaque of Commendation from DepEd's Schools Division of Panabo City during the Brigada Eskwela activity in Panabo National High School (PNHS) last May 18. The plaque recognized Davao Light's strong support for DepEd Schools Division of Panabo City's various programs and projects. From left are PNHS Principal Memia Infiesto, District Supervisor Nenita Prior, Panabo Schools Division Superintendent Dr. Maria Ines Asuncion, Davao Light Community Relations Manager Fermin Edillon, Davao Light Panabo Branch Supervisor Honey Micabani, and Davao Light Panabo Branch Engineer GM Gariando.



TMI GOES TO NASIPIT MOUNTAIN PEAK FOR A HEALTH MISSION. Therma Marine, Inc. (TMI) Mobile 2 conducted a health mission in Sitio Hinandayan Camagong, a mountain peak area of Nasipit, Agusan Del Norte last April 23. A total of 1,200 direct beneficiaries were provided with medical care supported by the Local Government Unit (LGU) and the medical team from the Rural Health Unit (RHU). The health mission included distribution of medicines and vitamins, and basic medical and dental check-ups.

Corporate Social Responsibility

EDUCATION

Davao Light commits 6 education-focused projects for public schools

Davao Light has signed a Memorandum of Agreement (MOA) with DepEd-Davao and seven Davao City public schools for six major Corporate Social Responsibility projects this year.

With support from Aboitiz Foundation, Davao Light's education-focused projects include an AGAPP Silid Pangarap school building, armchairs donation, two school re-wiring projects, computer donation, and electrical laboratory (e-lab) refurbishment.

The CSR partnership, worth a total of P4.2 million, will directly benefit Cabantian Elementary School, Catalunan Grande Elementary School, Kapitan Tomas Monteverde Elementary School, Sta. Ana Elementary School, B. Carpio National High School, Davao City National High School, and Crossing Bayabas National High School.



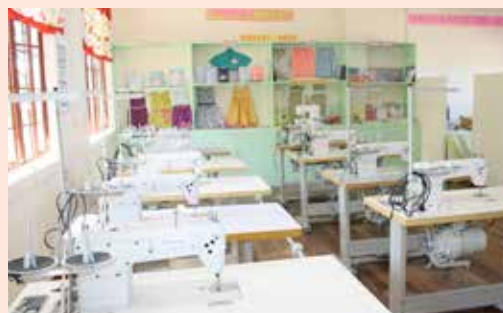
SEALING A PARTNERSHIP FOR EDUCATION. Davao Light EVP and COO Art Milan and DepEd Davao City Schools Division Superintendent Dr. Helen Paguican lead the MOA signing for education-focused CSR projects. Joining them are school principals of the beneficiary schools along with (standing, from left) Davao Light Community Relations Manager Fermin Edillon, Luna Maria Dominique Acosta representing Councilor Mabel Sunga-Acosta, Davao Light's AVP for Engineering Reynold Felix, and Davao Light's AVP for Retail Services Arnold Arsolon.

APRI readies Tiwi Agro-Industrial school for K-12

AP Renewables, Inc. (APRI) made improvements to Tiwi Agro-Industrial School's (TAIS) electrical installation and maintenance (EIM) and garments workshop facilities last March to better prepare its 200 senior high school students for DepEd's K-12 program.

TAIS's garment workshop now has new high-speed sewing machines to enhance skills training for students while their Electricity Building and drainage systems were also refurbished and tools and equipment have been added to benefit those taking Electrical Technology, the forefront techvoc course in the province of Albay.

"Electrical technology is a good career and very close to AboitizPower. We hope that this techvoc development project will help encourage the students of TAIS to pursue their goals in life and dreams to create a better future," agreed APRI AVP for Facility Wilfredo Sarmago.



BETTER HANDS-ON LEARNING. These high-speed overlocking and overlocker sewing machines for TAIS's Garments Workshop along with tools and equipment for its Electrical Installation & Maintenance Shop are significant additions to the school's techvoc development project.

VECO turns over Naga City school building

The Visayan Electric Company (VECO) turned over a newly constructed single-storey, three-classroom school building to the CEPOC Central School, its sixth recipient of school rehabilitation projects. The school is located in Brgy. Tinaan in Naga City and has a student population of 767 students and a faculty of 44 teachers.

VECO and the City Government of Naga signed a Memorandum of Agreement (MOA) last year for the reconstruction of the damaged school building. VECO took care of 70% of the P1.8-million total project cost while the local government funded the balance.

Education is a major thrust of VECO's corporate social responsibility projects. The utility firm has rewired a total of 842 classrooms in 29 schools and rehabilitated 42 school buildings in 17 schools in its franchise areas in the cities of Cebu, Mandaue, Talisay, and Naga and the municipalities of Minglanilla, San Fernando, Consolacion, and Liloan.



OPEN WINDOWS TO EDUCATION. School children of CEPOC Central School now have a new classroom through the partnership between VECO and the local government of Naga City.

Corporate Social Responsibility

EDUCATION

AboitizPower signs MOA with LEYECO for school rehabilitation

Last March, AboitizPower has signed a Memorandum of Agreement with Leyte V Electric Cooperative (LEYECO V) last March to renovate four classrooms in Matag-on National High School.

Matag-ob's Mayor Michael Larrazabal Torrevillas witnessed the signing while LEYECO V Director Wilfredo Madjus thanked AboitizPower for the partnership, recalling the roots of the Aboitiz family in Ormoc and in Leyte, and how Aboitiz was the first to power the city.

For their part, the school and LGU also acknowledged AboitizPower and Aboitiz Foundation.

Through these projects, AboitizPower continues to build relationships with cooperatives like LEYECO V and various communities it serves in the Visayas.



A WAY TO IMPROVE EDUCATION. AboitizPower, with support from Aboitiz Foundation, has committed to improving a school with LEYECO. From left: LEYECO V's ISD Manager Max Torcende and Board Secretary Wilfredo Madjus, AboitizPower Account Officer Rhazel Formosa, Matag-ob National High School Principal Roland Aljibe, and DepEd Leyte's representative Raul Salano.

TLI partners with NPC to equip elementary students

Therma Luzon, Inc. (TLI) and National Power Corporation (NPC) partnered once again to equip elementary students with school kits comprised of bags and school supplies. This, together with NPC's wooden armchair project made of uprooted trees in Angat, Bulacan, were distributed to Barasoain Memorial Elementary School.

"We're very thankful for the partnership we have with AboitizPower, and their quick response and support to our community development programs," said Ms. Cruz-Sta. Rita.

The school kits were TLI's contribution to NPC's "Alay ng NAPOCOR sa mga Kabataan" program. NPC President and CEO Gladys Cruz-Sta. Rita and Sr. Resource Manager Atty. Manuel Luis Plofino received the 150 kits at their office in Quezon City.



BAGS AND BASICS. TLI's FVP for Corporate Services Charles Gamo and AEV's AVP-Government Relations Atty. Martin Yasay visited the NPC office to personally deliver the blue AboitizPower backpacks, which are now part of the everyday learning activities of Barasoain Memorial Elementary School students.

TMO supports techvoc school in Navotas

In support of Aboitiz Foundation's technical vocational (techvoc) high school development programs across the country, Therma Mobile, Inc. (TMO) turned over a newly refurbished dressmaking laboratory to San Rafael National High School in Navotas City last March 25. The refurbishment and asset donations aim to support their cosmetology and sewing courses.

San Rafael National High School Principal Joji Fernando expressed his gratitude to TMO for always helping their school and giving smile to every students and faculty members.

AboitizPower continues to find better solutions to support the youth towards achieving proper education viable for future employment. Moreover, its education, environment, health & well-being, and enterprise development programs are geared towards the improvement of the lives of the Filipino nation.



DRESSMAKING LABORATORY. New sewing machines donated by TMO will help students of San Rafael National High School make the most of the school's techvoc development program.

Corporate Social Responsibility

EDUCATION

VECO, USJR to build-up students' skills to industry level

Visayan Electric Company (VECO) recently signed a memorandum of agreement with the University of San Jose–Recoletos (USJ–R) to support the school's Academe–Industry Linkage program and complement the existing engineering curricula to match industry demands. This will help ensure students' tertiary education results in future employment and provides them with the necessary skills to become productive citizens.

Under the agreement, VECO will take in two Electrical Engineering students from the top 10% of the fourth-year class for immersion in their field of study. They will be exposed to VECO's systems and network operations, particularly to the Supervisory Control and Data Acquisition (SCADA) system.

VECO also has ties with the University of San Carlos for the same linkage program and plans to expand its reach to other colleges and universities.



BRIDGING THE GAP. University of San Jose Recoletos VP for Administration Fr. Emilio Larlar, and VECO COO Sebastian Lacson look forward to the immersion program of the university's top electrical engineering students into VECO's operations training program.

ENTERPRISE DEVELOPMENT

A bigger facility for Cambinocot coop in Cebu

Last March 27, Aboitiz Foundation turned over a newly renovated and expanded two-storey multipurpose building to Cambinocot Multipurpose Cooperative, one its outstanding assisted cooperatives in Cebu. Executive Vice President and Chief Operating Officer Sonny Carpio led the ribbon-cutting ceremony and was joined by Chairman Leo Alcantara and other coop members and officers.

The building was donated by the Foundation in 2006 in partnership with Philippine Business for Social Progress and Angelo King Foundation to house their store and office. Business grew over the years resulting in the need for an extension to house bigger inventories.

The cooperative has been a recipient of microfinance packages and grants such as a biodigester and nursery and bakery projects since 2001 and has grown into a bigger and self-sustaining group.



BIGGER SPACE, BETTER SERVICE. The newly renovated building, which was donated to Cambinocot Multipurpose Cooperative by the Foundation in 2006, has also been expanded to accommodate larger inventories for the coop store.

Corporate Social Responsibility

HEALTH & WELL-BEING AND OTHER INTERVENTIONS

AboitizLand showcases Parian district for Gabii sa Kabilin

- “Handurawan sa Karaang Sugbo” included performances, food, and a historical photo exhibit
- AboitizLand supports Gabii sa Kabilin as it lives up to its brand promise of nurturing communities

AboitizLand once again took part in the annual Gabii sa Kabilin held recently at the Plaza Parian in Cebu City. The company presented a heritage show, food festival, and photo exhibit through a historical extravaganza called “Handurawan sa Karaang Sugbo”.

The heritage show staged a theatrical play and musical and dance presentations under the festival theme of “The Founding”, which focused on the beginnings of the Parian district.

Equally exciting was the food festival that offered a native culinary experience as the company’s partner–communities brought in their special delicacies from Cebu’s various towns and cities.

The Kabag–uhan Photo Exhibit, meanwhile, provided a backdrop to the old Parian experience, showcasing photographs of Parian’s storied landscape – from what it looked like within years of its founding as a Chinese settlement to its present glory as one of Cebu’s revered heritage areas.

AboitizLand supports Gabii sa Kabilin in its aim of enriching of Cebuano history and culture and to involve communities, which aligns with the company’s brand promise of nurturing communities. Spearheaded by the Ramon Aboitiz Foundation, Inc. (RAFI), the annual festival on the last Friday of May and is much anticipated for the opportunity to imbibe Cebu’s rich heritage through a one-night tour of its museums and heritage sites.



GLORY OF THE PAST. AboitizLand presented a heritage show, food festival, and photo exhibit through the Gabii sa Kabilin historical extravaganza called “Handurawan sa Karaang Sugbo”.

Corporate Social Responsibility

HEALTH & WELL-BEING AND OTHER INTERVENTIONS

TSI improves tribal hall for the Matigsalug tribe

Therma South, Inc. (TSI) completed its renovation of the dilapidated Tribal Hall of the Matigsalug Council of Elders, Marilog, Davao City, Inc. (MACOEMADDACI) last March 13.

The structure was expanded into a multi-purpose hall with furniture and fixtures and its own solar-powered battery system. Its importance to the Matigsalug tribe includes being the venue for council meetings, cultural activities, capacity building trainings and workshops, and consultations. It will also be the place to hold validation meetings, tribal weddings, and other rituals.

MACOEMADDACI President Datu Juanito Mandahay said: "We are extremely grateful for the kindness and generosity of TSI and the Aboitiz Foundation in supporting our tribe's cultural preservation and environmental protection cause. Rest assured that we will take care of this donation as a way of showing our high regard for our tribe's friendship with TSI."

MACOEMADDACI became the partner organization of TSI on the second year of its 10-year Carbon Sink Management Program (CSMP).



CEREMONIAL RIBBON CUTTING. In photo are (from left) TSI FVP Charles Gamo, Marilog Proper Brgy. Capt. Purificacion Suyko, Matigsalug Deputy Mayor Datu Carlito Guinto, and MACOEMADDACI President Datu Juanito Mandahay.

TVI distributes health kits in Toledo

Therma Visayas, Inc. (TVI) distributed health kits in Bato, Awihao and Fulgencio Dolino Elementary Schools in Toledo, Cebu during the first quarter of 2015.

Each of Bato Elementary School's 1,883 pupils received a toothbrush, toothpaste, a pair of rubber slippers, band-aids, alcohol, soap, and tissue paper.

Last February, another 268 Kindergarten and Grades 1 and 2 pupils of Awihao Elementary School and 390 pupils of Fulgencio Dolino Elementary School also benefited from the TVI health kit donation project.

After the distribution, TVI CSR Manager Egay Nicolas noted that Awihao Elementary School needed immediate maintenance and, therefore, considered them as the beneficiary of TVI Brigada Eskwela this year.



ALL IN THE BAG. Students excited with their new health kits they can call their own.

A bridge to their dreams

After 60 days of construction, residents of Sitio Kilabi, Barangay Sibulan, City Side and its nearby communities now have a hanging footbridge crossing the 30-meter boundary between Davao City and Davao del Sur.

Hedcor, a subsidiary of AboitizPower and Aboitiz Foundation allotted P1 million pesos for the project in response to the needs of the Bagobo-Tagabawa tribal community. It is the safest way for the children to go to school and local farmers to deliver their produce to the market when compared to risking the unpredictable rise of the river.

Davao is home of Hedcor's nine run-of-river hydropower facilities with a total installed capacity of 62MW in the region.



A SAFER TRAVERSE. The Bagobo-Tagabawa community, especially students and farmers, now have a more convenient way to get across the river.

Corporate Social Responsibility

More LGUs and organizations now #WeatherWiser as campaign spreads nationwide

WeatherPhilippines continues to strengthen its advocacy of creating a #WeatherWiser nation as Weather 101 is rolled out for stakeholders and partner organizations. The trainings are designed to aid the community's Disaster Risk Reduction Management (DRRM) programs, and to strengthen the company's business continuity management.

As of May 21, 2015, WeatherPhilippines has trained a total of 341 private sector partners, Non-Governmental Organizations (NGOs) and LGUs nationwide:

Date	LGU/ Company	No. of participants
January 16	SNAP Binga, Itogon, Benguet	17
January 23	Tacloban LGU and International Organization for Migration (IOM)	42
	Eastern Visayas	
February 19	SNAP Ambuklao, Benguet	14
March 24	Cebu and Bohol Municipal LGUs	13
March 26	Cebu City LGUs and local rescue organizations (hosted by VECO)	16
April 14	EON (Stakeholder relations and communications partner)	22
April 24	Panay and Negros LGUs	25
April 29	Mindanao Cluster 1 LGUs	36
May 6	Camarines Norte and Sorsogon LGUs	17
May 7	Masbate LGUs	3
May 8	Camarines Sur LGUs	47
May 14	Mindanao Cluster 2 LGUs	30
May 19	Southern Leyte LGUs	18
May 20	Leyte LGUs	26
May 21	Eastern Samar, Northern Samar, and Western Samar LGUs	15

WeatherPhilippines's training initiatives aim to foster collaboration between the private and public sector, and to harness sustainable growth through inclusive partnerships. For the second phase of its programs, the foundation will focus on encouraging Filipino citizens to utilize

weather information and knowledge for tourism, agriculture, and sustainable development.

WHAT DOES WEATHER 101 AND TROPICAL CYCLONE 101 TEACH?
Essential Meteorological Terms. During

the first part of the training, participants get to know meteorology basics. This introductory session covers the weather-bearing part of the atmosphere, the difference between climate and weather, and the varying seasons and climate types in the Philippines.

Weather Elements, Processes, and Systems. After learning the basics, participants will then focus on outlining the processes that merge weather elements into specific weather systems. The topics of the second session will answer interesting questions such as why it rains, where the wind comes from, how clouds are formed, and why it can't snow in the Philippines.

- Three major weather elements:
Sunshine, Air Pressure, Wind
- High Pressure and Low Pressure Systems
- Wind
- Pressure, Coriolis, Friction
- Humidity and clouds
- Heat Index and Temperature
Precipitation

Weather Disturbances. The last part of Weather 101 creates the bigger picture of how weather elements and systems, under certain climates and geographical conditions, create specific weather disturbances in the Philippines. The third part will also discuss in detail the causes, effects, and precautions of each weather disturbance. There will also be an in-depth discussion on tropical cyclones to inform citizens about its historical data, frequency and impact.

- Tropical Cyclones
- Low Pressure Area Monsoons
- ITCZ Cold Front Thunderstorms
- Uplifting air

Corporate Social Responsibility

WeatherPhilippines and PDRF to build Disaster Operations Center

- DOC is a private sector-driven initiative to aid government efforts in disaster risk reduction and management
- WeatherPhilippines's Weather 101 trainings to enhance the private sector's capacity on disaster preparedness



WeatherPhilippines has partnered with Philippine Disaster Recovery Foundation (PDRF) to support the establishment of a Disaster Operations Center (DOC) specifically for the private sector.

The partnership focuses on utilizing WeatherPhilippines's Weather 101 trainings to enhance the private sector's capacity on disaster preparedness and providing the DOC with weather information.

The DOC is an inclusive private sector-driven initiative to aid government efforts in the four thematic areas of disaster risk reduction and management: preparedness & mitigation, response, relief, and rehabilitation. Its main goals are: 1) to empower individual businesses to promote greater awareness of risks; 2) support business continuity planning for risk resiliency; and 3) ensure coordination and collaboration among the private sector, public sector, and humanitarian organizations.

This partnership enables WeatherPhilippines to meet its objectives of integrating weather knowledge with business and empowering the private sector towards creating a #WeatherWiser Nation.



JOINED FORCES FOR DISASTER RESILIENCE. AEV President & CEO Erramon Aboitiz represented the Aboitiz Group at the launch of the Philippine Disaster Recovery Foundation, which was also attended by the Philippines's top business leaders who fully commit to aid government in disaster risk reduction and management.

Corporate Social Responsibility

Cebu inmates' bakery coop receives new equipment from Pilmico and RAFI

- Increased production expected thanks to new baking equipment and refurbished room
- RAFI to assist in official registration while Pilmico will train baker inmates to widen product selection



BREAKING BREAD. (TOP) CPDRC inmates perform the Pilmico theme song to show gratitude for their newly refurbished bakery and baking equipment. (Bottom) RAFI President Roberto Aboitiz meets Cebu provincial jail's master baker Servando Amacna.

Pilmico, in coordination with the Ramon Aboitiz Foundation, Inc. (RAFI), refurbished the coop bakery of Cebu Provincial Detention and Rehabilitation Center (CPDRC).

Brand new baking equipment were installed, including a two-deck oven, spiral mixer, cake mixer, bread slicer, and baking racks. Along with this, the company funded the construction materials for the renovation. The bakery expects to increase its production with their new equipment and once it obtains official registration through the help of RAFI.

The CPDRC bakery is currently managed by inmates' cooperative, which provides them with medical assistance as well as financial help

to pay for hospitalization or transportation of visiting family members. It also gives pocket money to inmates who are being discharged.

"The refurbishment and the donation of bakery equipment is a really big help to our community. We can efficiently bake our breads and we now have more to sell. We also hope to have more customers, not just people here in CPDRC but also people from the outside," master baker Lito Granada said.

Bakery goods include pandesal, francis bread, belgium bread, donut, sakoy, binangkal, and their famous hopia. Pilmico will soon conduct bakery trainings to help them diversify their product line-up like pasalubong favorites.

Corporate Social Responsibility

YMA 9 scholars pledge support for disaster preparedness and humanitarian response

- Program's experiential learning, community visits, and immersions are anchored on urban dev't
- 8-month training preps youth to become responsible and accountable leaders and proactive citizens

The latest batch of scholars of the Ramon Aboitiz Foundation, Inc. – Young Minds Academy (RAFI-YMA) have taken an oath to develop projects for disaster preparedness and humanitarian response during the YMA Alumni Engagement Awards held recently at the RAFI Eduardo Aboitiz Development Studies Center (RAFI – EADSC) in Cebu City.

The 119 participants for YMA's ninth season completed an eight-month training program of experiential learning sessions, community visits, immersions, and project development anchored on urban development, with emphasis on disaster preparedness and humanitarian response.

"The youth is the beneficiary of the change that we, adults, create. But instead of them just being the beneficiaries, we want the youth to be a component of that change," said RAFI President Roberto Aboitiz.

The scholars also signed their names on



A PLEDGE TO HUMANITARIAN RESPONSE. YMA 9 scholars vow to develop projects for disaster preparedness and humanitarian response for their respective communities.

a covenant to abide by the guidelines of and fulfill all requirements under their pledge for their chosen communities.

RAFI Chief Operating Officer Dominica B. Chua encouraged the scholars, saying that their commitment signifies "a dream that you will become the best leaders that YMA has

ever produced."

YMA is a youth leadership and citizenship development program of the RAFI – EADSC and aims to develop young men and women to becoming responsible and accountable leaders and proactive citizens who are ready to serve the public and its interests.

Cebu Provincial Board adopts Gabii sa Kabilin

Recognizing the importance of the Ramon Aboitiz Foundation Inc. (RAFI)-initiated cultural event, the Cebu provincial government adopted the Gabii sa Kabilin as its official celebration of May as National Heritage Month.

In a resolution passed during its regular session last May 4, the Provincial Board (PB) said it made the declaration because "the Province of Cebu is strong and steadfast in its support in the preservation and promotion of Cebuano arts and culture through active participation and cooperation with local government units, non-government organizations, civil society organizations and cooperatives."

"Since 2007, the participation of the Cebuano public and the cooperation of various art and cultural centers in Gabii sa Kabilin has been

increasing, thus signifying the growing awareness of Cebuano heritage. This body recognizes, commends, wishes to further strengthen this program and integrate it into the activities that the Province of Cebu strongly supports," read the resolution.

PB Member Miguel Antonio Magpale, chairman of the arts and culture committee, said he authored the resolution because he "recognize(d) the reality that the preservation of the Cebuano heritage should be a shared duty of the local government and non-government organizations."

The PB also recognized RAFI for organizing the event.

Gabii sa Kabilin is an annual cultural event where participating museums and heritage sites open



their doors to visitors from six p.m. to midnight during the last Friday of May. This year, it took place last May 29 as culminating activity of the national heritage month celebration in Cebu.

Corporate Social Responsibility

RAFI names Triennial Awards finalists for 2015

- **RAFI Triennial Awards honors those who uplift lives toward a more humane, equitable, and caring society in the Visayas and Mindanao**
- **From 295 nominations, RAFI picked 3 individuals and 5 institutions to vie for Exemplary Individual and Outstanding Institution categories, respectively**



UPLIFTING LIVES IN VIS-MIN. Representatives of the finalists for the Outstanding Institution Category of the RAFI Triennial Awards answer questions from the moderator (extreme right) and the audience during their presentation to the public last April 7.

Following a rigorous screening process, Ramon Aboitiz Foundation, Inc. (RAFI) announced the finalists in the individual and institution categories of its RAFI Triennial Awards, the premier social development award in the Visayas and Mindanao last April 7.

From 295 nominations from all over the Visayas and Mindanao, the RAFI screening and search committees picked three individuals and five institutions to vie for the top honors in their respective categories.

In the Exemplary Individual Category, the finalists are good governance advocate Fr. Carmelo Diola (Cebu City), Anita Castillon (Lake Sebu, South Cotabato), and Rep. Lawrence Lemuel Fortun (Butuan City). Castillon and Fortun are both helping indigenous communities.

Meanwhile, finalists in the Outstanding Institution Category include cooperatives and foundations working for peace in Mindanao (particularly, Maguindanao province), those advancing the welfare of women and children,

and those that are supporting indigenous people's communities.

These are Balay Mindanaw from Cagayan de Oro City, Cantaan Centennial Multi-purpose Cooperative from Guinsilaban, Camiguin, Western Samar Development Foundation, Inc., Sibog Katawhan Alang sa Paglambo from San Francisco, Agusan del Sur, and the Katabanga Foundation for Peace Advocates, Inc. from Curbada Awang, Datu Odin Sinsuat, Maguindanao.

Reflecting the values and ideals of Don Ramon Aboitiz and Don Eduardo Aboitiz, the RAFI Triennial Awards honors men and women whose endeavors bring change and improvement to the lives of the less privileged, helping to improve the living conditions of various communities and groups toward a more humane, equitable, and caring society in the Visayas and Mindanao.

Winners of the 6th RAFI Triennial Awards will be known on August 14, 2015.

Children explore Cebu's south with RAFI's I See Kids Tours

Through the Ramon Aboitiz Foundation Inc.-Dolores Aboitiz Children's Fund (RAFI-DACF), children got to visit two tourist destinations of Cebu last April.

Under the auspice of RAFI-DACF's Community Based Immersion Program for Children (CBIPC), the I See Kids Tours brought the kids to Mantalongon, Dalaguete town, and in Bojo River, Aloguinsan town.

The I See Kids Tour in Mantalongon took place last April 19, where children and their parents began their trek with a session of songs and games at Manguerra Log Cabin. As the kids began their trek to Terry's Peak, they enjoyed activities such as archery, berry picking and carabao riding. Upon reaching the peak, the kids had snacks while enjoying the beautiful view.

After the mountain trek, the kids returned to the log cabin for an art session where they drew their experience using papers and crayons. The tour guide also told the kids a local story.

For the I See Kids Tour in Bojo River, Aloguinsan last April 23, the river cruise started with an orientation for both children and their parents.

During the cruise, the children got to see different types of mangroves and varied species of birds. The tour guide also told the kids about the story of Maria Tang-an, the enchantress of the Bojo River. The kids also had the chance to give floating baskets of flowers as an offering. After the cruise, the kids went for a refreshing swim.

In partnership with local community organizations, the I See Kids Tours are tour packages specially designed for children with each tour taking them to a fun yet educational experience with activities that promote positive child development.



Sustainability

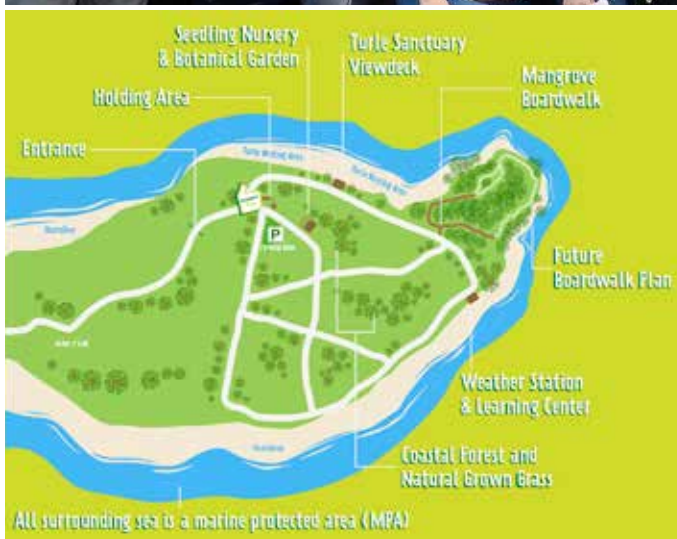
The Cleanergy Park: BetterWorld commitment at its best



- The eight-hectare park is home to the critically-endangered pawikan
- “This park is one of the flagship projects under our groupwide sustainability agenda...”-JJA

“ This park is one of the flagship projects under our groupwide sustainability agenda, which is anchored on our belief that we can do well by doing good, always making the right long-term decisions that balance the interests of people, planet, and profit.

–Jaime Jose Aboitiz, AboitizPower Distribution EVP and COO



NATURE HAVEN. Cleanergy Park is a collaborative endeavor made possible by the strong support and hard work of many organizations and individuals who believe in our vision for this place. The Cleanergy Park provides a nesting sanctuary to the critically endangered hawksbill sea turtle, commonly known in the Philippines as pawikan. The park has 10 nests that yielded 1,803 eggs in 2014, significantly increasing the chance of hatching more baby hawksbill turtles

Creating buy-in for Aboitiz BetterWorld highlighted at regional sustainability summit

- **Our existence over the long term rests on our ability to preserve our environment and how well we develop our human capital**
- **Sustainability practices align with corporate strategy, rooted on the objective of creating long-term value for all stakeholders**

As a successful business that has spanned over a century, the Aboitiz Group understands that our existence over the long term rests on our ability to preserve our environment and how well we develop our human capital. This sustainability mindset is represented through Aboitiz BetterWorld, which unifies groupwide sustainability practices.

At the ASEAN Corporate Sustainability Summit last March, AEV Sustainability Manager Dexter Gianan shared to corporate sustainability professionals across ASEAN how Aboitiz BetterWorld obtains groupwide buy-in.


- Our sustainability practices align with corporate strategy, which emanates from our objective to create long-term value for all stakeholders and supported by our strategic pillars: Grow the Business, Stakeholder Engagement, Building Human Capital, and Execution Excellence.

- On the macro level, we integrate sustainability into our business processes and pursue continuous metrics development, cutting across all significant players—team members, customers, and communities—towards operationalizing our business KPIs with sustainability attributes.
- Aboitiz BetterWorld responds to the demands of the current business landscape with the belief that we can do well by doing good and always making the right long-term decisions that balance the interests of people, planet, and profit.
- Our commitment to transparency is demonstrated through performance disclosures based on GRI framework.
- Our sustainability over the long term will depend on how well we manage our operations and how prudently we utilize our resources in order to achieve financial growth

and profitability.

- Effective communication strategy through branding key CSR initiatives, partnering with established company programs, forums, collaterals, events, and projects sponsorships, etc.

“Our goal is to have this sustainability mindset ingrained in the minds of thousands of our team members across the Aboitiz Group. As they put this into action, it is our hope that, consequently, we become catalysts of change toward a truly sustainable lifestyle for everyone,” AEV President & CEO Erramon Aboitiz had once said. Indeed, Aboitiz looks beyond profitability to explore better ways of integrating good social development and responsible environmental stewardship into our business operations. This is part of our commitment to being a truly sustainable enterprise that can be entrusted to future generations.



HELPING NURTURE NATURE: PILMICO CELEBRATES EARTH DAY. For the entire month of March, Cebu Pilmico Partners wore earth colors each Friday as their way of promoting Earth Hour. They not only joined the event by switching off lights at the designated time and date, but each team member was also given a small plant to nurture into full growth. The team member with the tallest plant by December this year wins a prize. This project is Pilmico's way of making the world a little greener while embodying the Aboitiz core value of Responsibility.

Aboitiz Group marks World Environment Day with reforestation partnership with DENR

The Aboitiz Group, represented by AboitizPower Generation EVP and COO Manny V. Rubio signed last June 5 a Memorandum of Agreement (MOA) that will implement a systematic, sustainable, and meaningful reforestation partnership with the goal of planting and growing six million trees via Phase 2 of the A-Park sustainability program together with the Department of Environment and Natural Resources, represented by Secretary Ramon J.P. Paje.

Having achieved 3.4 million trees by end-2014, the Aboitiz Group is now embarking on planting additional 6 million trees, or a total of 9.4 million trees by 2020.

The A-Park program supports the Aboitiz Group's efforts in Carbon Emissions Reduction, a focus area under Planet of our sustainability framework and aims to minimize our environmental impact to help create a BetterWorld.



Today, we are stepping up to take on a bigger challenge of the A-Park with a new goal to plant 6 million more trees over the next six years, in tandem with the national effort to re-green the Philippines.

–Manny V. Rubio, AboitizPower Generation EVP and COO



REFORESTATION PARTNER. Aboitiz Group forged a strategic reforestation partnership with DENR in celebration of World Environment Day 2015. Signing were DENR Sec. Ramon J. P. Paje and Manny Rubio, AboitizPower Generation EVP and COO, as well as DENR Forest Management Bureau Assistant Director Mayumi Quintos-Natividad and APRI VP–Corporate Services Danel C. Aboitiz.

AboitizLand, Cotabato Light observe Earth Hour 2015

AboitizLand and Cotabato Light joined the rest of the world last March 28 in a symbolic lights-off event by hosting several activities to mark Earth Hour

Lights-off events were simultaneously held at The Persimmon Plus and MEZ (Mactan Economic Zone) II, AboitizLand's industrial unit. Volunteer companies, community advocates, vecinos, merchants, and locators gathered to show their solidarity with the rest of the world in this event.

A live concert and trivia night were held alongside the lights-off ceremony at The Persimmon Plus. On the other hand, a recycling costume contest, Earth Hour production contest, and Solid Waste Management Sustainability contest were held during the lights-off event at MEZ II.

Prior to the actual shut-off, AboitizLand employee-volunteers initiated an Information, Education, and Communication (IEC) campaign coined as Earth Heroes Caravan. The caravan's aim was to raise awareness by enjoining residential, commercial and industrial partners to commit to nurture the environment.

Earlier, MEZ II also conducted the caravan together with its locator volunteers to students of selected Lapu-Lapu City elementary schools from February 16–27.

Cotabato Light, meanwhile, undertook a massive information drive by partnering with television, radio, and print media, as well as utilizing other communication channels such as Facebook and SMS.



LIGHTS OUT. AboitizLand led the efforts in promoting Earth Hour in Cebu through various activities, all as part an effort to symbolize the campaign to combat climate change.

VECO labor and management reps plant 2,000 mangroves in Naga City

Braving the heat of the morning sun, a number of VECO team members representing labor and management, trooped to Barangay Inoboran in Naga City last April for this year's mangrove planting and coastal cleanup.

The environmental and community effort was in commemoration of the first year since the creation of the company's Labor Management Council (LMC), and its continuing corporate social responsibility (CSR) activity that emphasizes individual and organizational contributions in caring for communities where VECO operates.

A total of 2,000 mangrove propagules provided by the Selim United Mangroves Planters Association (SUMPA) Multi-purpose Cooperative (SUMPA) were planted by VECO team members headed by the company's

HR Head Mia Carmela Cuenco and VECO Employees Union President Rolando Jimenez.

The planting site is a 29.63-hectare mangrove protected area along the coastline of Naga City. Teodelyn Selim, SUMPA's secretary said there are some 300 people residing in the protected

area, many of them earning their living fishing and selling the mangrove propagules, while the others act as mangrove forest rangers.

Meanwhile, Cuenco said the company



PLANTING FOR THE FUTURE. VECO management and labor union officials try to beat the rising tide to plant as many as 2,000 mangrove propagules at the mangrove protected area along the coast of barangay Inoboran in Naga City.

intends to continue its partnership with SUMPA as VECO intends to support initiatives to put up a turtle sanctuary and mini marine park in the area sometime next year.

Davao Light tours Resources for the Blind students at Cleanergy Park

Even the differently abled can have the privilege of taking care of the earth, as students and faculty from Resources for the Blind Incorporated (RBI) proved during a visit to the Aboitiz Cleanergy Park in Davao City.

Davao Light welcomed the group last May 22 and gave them an exclusive tour of the park. They also planted mangrove seedlings along the shoreline, an activity that helped to further enhance their other senses and increase environmental awareness.

"We are grateful that RBI chose the Cleanergy Park to be part of their educational trip. Though the students will not be able to see the beauty of this park, I know that what they will take home with them is the fact that once in their lives they have been part of making a sustainable environment for their own generation," said Fermin Edillon, Davao Light

Community Relations Manager.

"Our students cannot see things with their naked eye but their minds and hearts are not blinded on what the world needs from us to help save Mother Earth through our own little

ways," said Daisy Corpuz, one of RBI's pre-school teachers.

For requests to visit the Cleanergy Park, please call (082) 229-3572 or drop by the Davao Light Lanang office.



EVERYONE'S PART FOR THE PLANET. Students from the RBI plant mangrove seedlings in the Cleanergy Park in Punta Dumalag, Matina Aplaya with the assistance of their parents and teachers.

Sustainability

Aboitiz Simultaneous Groupwide Tree Planting 2015



Sustainability



GROUPWIDE TREE PLANTING FAST FACTS

Volunteer Breakdown



Planting sites

Manila
Laguna

Luzon
Benguet, Mt. Province, Ilocos Sur,
Tiwi, Tarlac, Subic

Cebu
Balamban and Samboan, Cebu

Mindanao
Bukidnon, Davao, Compostela
Valley, Agusan del Norte, Iligan City,
Cotabato City

Seedlings Planted:



TOTAL
63,255
Seedlings

Species planted: Lanzones, Coffee, Alnus, Benguet Pine, Avocado, Mahogany, Blackberry, Betel Nut, Guava, Santol, Pomelo, Star Apple, Jack Fruit, Forest trees, Tipolo, Mangroves, Cacao, Guyabano, Eba, Kalamansi, Narra, Durian, Rambutan, Mangosteen, Auri, Mangium, Molave, and Falcata, Talisay, Bi-an, Bamboo

PARTICIPANTS: AEV, Aboitiz Foundation, AboitizLand, AboitizPower, APRI, Aseagas, BEZ, Cotabato Light, CitySavings, CPPC, Davao Light, EAUC, Hedcor Benguet, Hedcor Bukidnon, Hedcor Davao, Hedcor Sabangan, LiMA Land, Luzon Hydro, Metaphil, MEZ, Pilmico, SEZ, SNAP, TLI, TMI, TSI, TMO, UnionBank, VECO, WeatherPhilippines, EXPRO

The Heat of Summer is Back *Surprise!*

The real burden of summer, for me, isn't the heat. It is the people complaining about the heat. My wife has worked tirelessly to curb my sarcasm but when, in April and May—and sometimes even June!—someone pantingly declares the obvious about the ambient conditions, I can't help but reply, "What were you expecting at noon and this time of year, a Siberian gust?"

In the summer, and in the tropics, it does get hot. This is because that is the time of year we are closest to the sun. Given the planetary cycles are fairly predictable, the arrival of this type of weather can be anticipated.

Warmer summers due to climate change may be contributory to the apparently lessened climactic resilience of people around us. However, how we have chosen to live has more to do with this, in my view.

Clothes

Take clothing. Our forefathers understood the basic concepts of heat transfer and thermal flow and applied these to fashion. They only wore natural fibers, either cotton or linen. The weave of these fabrics allow air to freely circulate, promoting evaporation of perspiration and a cooler feeling. The color palette was limited to white and beige since these do not absorb the heat of the sun. Hair cover vanishing like the Amazon rainforest and thus exposing the scalp to excessive UV rays? Sporting a fashionable beige

hat was the answer back then.

Today, only the most seasoned and experienced mother can feel the difference between cotton and awful, sticky, and hot polyester. Worse, we see people wearing black beanies as they amble about our streets in the height of summer!

Cars

This is what most people do upon entering their sun-baked car: they crank up the aircon to full to overpower the 50-degree heat in their closed car. I always open all the windows (that's what power windows are for) and the trunk (yes, the trunk is like an oven) before straining the car aircon. Maybe, just maybe, as I start to work with AboitizPower engineers familiar with boilers and heat transfer, I'll start seeing more use of natural air flow and less strain on the aircon when dealing with a boiling hot car interior.

Homes

Home construction is where we have completely lost our true north as tropical human



Wandering Eye

By Basti Lacson

beings. Houses in the tropics used to be raised to deal with floods and to allow more cooled, ground-level air around the house interiors. Windows were large and oriented toward the northeast and southwest to follow nature's preferred wind directions. Ceilings were high, and air vents existed between rooms to help evacuate hot air.

Instead, we took home designs from temperate first-world countries and made them our own. Smaller windows, lots of glass, no regard for air flow. If anything, our current building methods allow us to sell more electricity!

Those of the past really had so much wisdom in the practical things. See you soon, I in my de hilo suit and you in your white bowler hat.



Warmer summers due to climate change may be contributory to the apparently lessened climactic resilience of people around us.

People

New Role



Stephen Paradies
Consultant
AEV

Stephen remains with AEV as a Consultant. He was previously AEV CFO before this new role.

Nina graduated with a degree in Special Education and Psychology from the University of the Philippines Diliman, and an MBA from the Ateneo de Manila Regis Graduate School of Business.



Maria Katrina Sarthou
Manager
AP HRQ

Kat has joined AP HRQ as Manager reporting directly to Nina Pedro,

AVP HR. She was an HR Manager at NNIT Philippines, Inc. before joining AP.

Kat graduated with a degree in Psychology from the University of the Philippines Diliman.

Maria graduated with degrees in Management Accounting and Accountancy from the University of San Carlos-Cebu and is a CPA.



Leonard Kevin Garcia
Accounting Staff
AP Distribution
Accounting

Leonard has joined AP Distribution Accounting as Accounting Staff reporting directly to Angeles Dico, Accounting Manager.

Leonard graduated with a degree in Accountancy from the University of Cebu-Banilad and is a CPA.



Ochie Gloria
FVP for Energy Trading
& Sales
AP Energy Trading & Sales

Ochie has joined AP Energy Trading & Sales as FVP for Energy Trading & Sales reporting directly to Luis Miguel Aboitiz, AP SVP Energy Trading & Sales. He was the Senior Director for Corporate Development and Finance at OGE Energy Corporation in Oklahoma City before joining AP.

Ochie graduated with an MBA from the Ateneo de Manila University Graduate School of Business.



Raizza Lorenzo-Manuel
AVP
AP HRQ

Raizza has joined AP HRQ as AVP reporting directly to Cindy Rivera, VP HRQ. She was a Human Resources Manager at Novo Nordisk Pharmaceuticals Philippines, Inc. before joining AP.

Raizza graduated with a degree in English Studies-Anglo-American Literature and a diploma in Industrial Relations-Human Resources Development from the University of the Philippines Diliman.



Nina Ylagan-Pedro
AVP
AP HRQ

Nina has joined AP HRQ as AVP reporting directly to Cindy Rivera, VP HRQ. She was the Talent and Organization Director at Avon Asia Pacific before joining AEV.



Eduardo Aboitiz
Management Associate
AEV

Eduardo has joined AEV as Management Associate. He was previously with Coca-Cola Bottlers Philippines, Inc. and CLSA Exchange Capital, Inc. before joining AEV.



Carlo Patricio Franco
Branding and
Communication
Associate
AEV Reputation
Management

Carlo has joined AEV Reputation Management as Branding and Communication Associate reporting directly to Merry de Miguel, Branding and Communication Manager. He was a Digital Graphic Designer at Campaigns & Grey Philippines before joining AEV.

Carlo graduated with a degree in Fine Arts, Major in Advertising from the University of Sto. Tomas.



Maria Carluna Galeos
Accounting Staff
AP Distribution
Accounting

Maria has joined AP Distribution Accounting as Accounting Staff reporting directly to Angeles Dico, Accounting Manager. She was previously an Audit Assistant at China Banking Corporation before joining AP.



Ann Fatima Labitad
Accounting Staff
AP Distribution
Accounting

Ann has joined AP Distribution Accounting as Accounting Staff reporting directly to Ma. Regina Yee de Gracia, Accounting Supervisor. She was an inventory staff at Pages Holdings, Inc. before joining AP.

Ann graduated with degrees in Management Accounting and Accountancy from the University of San Carlos and University of Cebu, respectively, and is a CPA.



Karl Cedric Loyola
Project Officer for
Infrastructure
Aboitiz Foundation

Karl has joined Aboitiz Foundation as Project Officer for Infrastructure reporting directly to Jowelle Ann Cruz, Manager for Education.

Karl graduated with a degree in Civil Engineering from the University of the Philippines Los Baños.



Henson Marinas
Associate Auditor
AP Distribution Audit

Henson has joined AP Distribution Audit as Associate Auditor reporting directly to Noreen Partosa, Audit Supervisor. He was a Financial Services Analyst at QBE GSSC before joining AP.

People

Henson graduated with a degree in Accountancy, magna cum laude, from the University of San Carlos-Cebu. He is a CPA and a Certified Internal Auditor.



Joanna Sim

Talent Engagement Specialist
AEV HRQ

Joanna has joined AEV HRQ as Talent Engagement Specialist reporting directly to Anji Azuelo, VP Talent Retention & HR Operations. She was an HR Associate at Mondelez Philippines, Inc. before joining AEV.

Joanna graduated with a degree in Psychology from the Ateneo de Manila University.



Jomar Taller

IT Support Specialist
AEV iCSD

Jomar has joined AEV iCSD as IT Support Specialist reporting directly to Peachy Hizon, Service Desk Supervisor. He was an IT Officer at Watsons Personal Care Stores Philippines, Inc. before joining AEV.

Jomar graduated with degrees in Computer Engineering and Hardware Engineering from the Technological University of the Philippines-Manila.

Promotion / Transfer



Luis Miguel Aboitiz

SVP
AEV

LMA has been promoted to AEV SVP. He was AEV FVP before this promotion.



Sabin M. Aboitiz

SVP
AEV

SMA has been promoted to AEV SVP. He was AEV FVP before this promotion.



Manuel Lozano

SVP-CFO
AEV

Dmi has been promoted to AEV SVP-CFO. He was AP CFO before this promotion.



Anton Perdices

SVP & COO
VECO

Anton has been promoted to VECO SVP and COO reporting directly to Jim Aboitiz, AP Distribution EVP and COO.



Liza Luv Montelibano

FVP-CFO
AP

Liz has been promoted to AP FVP-CFO reporting directly to Antonio R.

Moraza, AP President and COO. She was AP Power Generation CFO before this promotion.



Sebastian Lacson

EVP
AP Coal Group

Basti has been transferred to the AP Coal Group as EVP reporting directly to

Benjamin Carias, Jr., AP Coal Group President and COO. He was SVP-COO at VECO before joining AP.



Celso Caballero III

VP-General Manager
WPF

Celso has been promoted to VP-General Manager reporting directly to

Susan Valdez, WPF President. He was AVP-General Manager before this promotion.



Ronaldo Ramos

VP
AEV Risk Management

Aldo has been promoted to AEV VP-Risk Management reporting

directly to Susan Valdez, AEV Chief Reputation and Risk Management Officer. He was AVP-Risk Management before this promotion.



Valerie May Cruz

AVP for Learning and Development
UnionBank

Val has been transferred to UnionBank and promoted to AVP for Learning and Development. She was a Talent Attraction Manager at AEV before joining UnionBank.



Jokin Aboitiz

Strategy and Investment Manager
AEV Corporate Finance and Strategy

Jokin has been transferred to AEV Corporate Finance and Strategy as Strategy and Investment Manager reporting directly to Robert McGregor, Chief Strategy and Investment Officer. He was a Management Associate before this transfer.



Luzan Villanueva

Accounting Manager
AEV Accounting

Luzan has been promoted to Accounting Manager. She was a Senior Accountant before this promotion.



Owlette Christine Jill Verallo

Reputation Enhancement Manager
VECO

Jill has been transferred to VECO as Reputation Management reporting directly to Anton Perdices, VECO SVP and COO. She was Legal Affairs Manager at AP Distribution before joining VECO.



Glym Reuyan

Senior General Counsel
AEV LEX

Glym has been promoted to AEV Senior General Counsel. She was Associate General Counsel before this promotion.

People



Janette Ancog
Associate General Counsel
AEV LEX

Janette has been promoted to AEV Associate General Counsel. She was Junior Associate General Counsel–Corporate Secretarial & Compliance Services before this promotion.



Victor Bautista
Maintenance Manager
AEV Aviation

Victor has been promoted to AEV Aviation Maintenance Manager reporting directly to Wel Come, Chief Pilot. He was a Maintenance Supervisor before this promotion.



Erni Chua
Associate General Counsel
AEV LEX

Erni has been promoted to AEV Associate General Counsel. He was Junior Associate General Counsel–Contracts & Commercial Transactions before this promotion.



Maritess Mesias
Corporate Branding & Communication Manager
AEV

Thet has been promoted to AEV Corporate Branding & Communication Manager. She was Corporate Branding & Communication Officer before this promotion.



Rechiel Cordova
Senior Project Officer
Aboitiz Foundation

Rechiel has been promoted to Aboitiz Foundation Senior Project Officer. She was a Project Officer before this promotion.



Louie Boy De Real
Senior Project Officer
Aboitiz Foundation

Louie has been promoted to Aboitiz Foundation Senior Project Officer. He was a Project Officer before this promotion.



Cristina Maceda
Paralegal 2
AEV LEX

Cristina has been promoted to Paralegal 2. She was Paralegal 1 before this promotion.



Bryan Mallillin
Associate General Counsel
AEV LEX

Bryan has been promoted to AEV Associate General Counsel. He was Junior Associate General Counsel–Corporate Secretarial & Compliance Services before this promotion.



Raul Nadela
Senior Associate General Counsel
AEV LEX

Raul has been promoted to AEV Senior Associate General Counsel. He was Associate General Counsel–Mindanao Desk before this promotion.



Harold Sicat
Maintenance Supervisor
AEV Aviation

Harold has been promoted to AEV Aviation Maintenance Supervisor reporting directly to Victor Bautista, Maintenance Manager.



Ricky Sibonghanoy
Corporate Branding & Communication Officer
AEV Reputation Management

Ricky has been promoted to Corporate Branding & Communication Officer. He was a Corporate Branding & Communication Specialist before this promotion.

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Aboitiz Race to Reduce

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

MARCH 2015



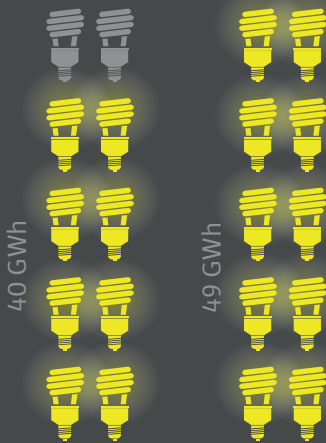
179

TOTAL FACILITIES ENROLLED



Most Proactive Business Unit
(Consistent to submit reports)

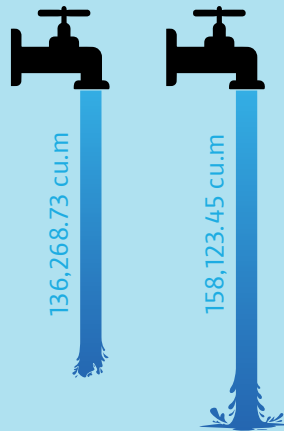
1. AP Renewables, Inc.
2. SNAP Group
3. Hedcor Group



9 GWh

increase in power consumption

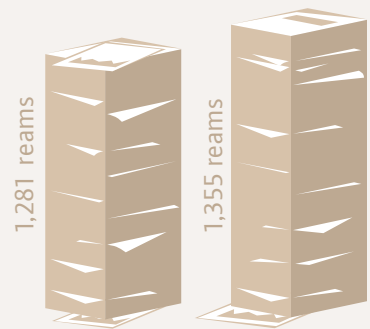
In 2015, UnionBank reported completely power consumption of branches compared to prior year



16%

more water consumed

In 2015, Pilmico-Tarlac has "water meter" installed compared to prior year



6%

more paper consumed