

# aboitiz eyes

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**aboitiz**  
Foundation

**25**  
years



**of helping  
people help  
themselves**

Young business leaders  
inspired, driven to  
succeed at 8th AFLBS

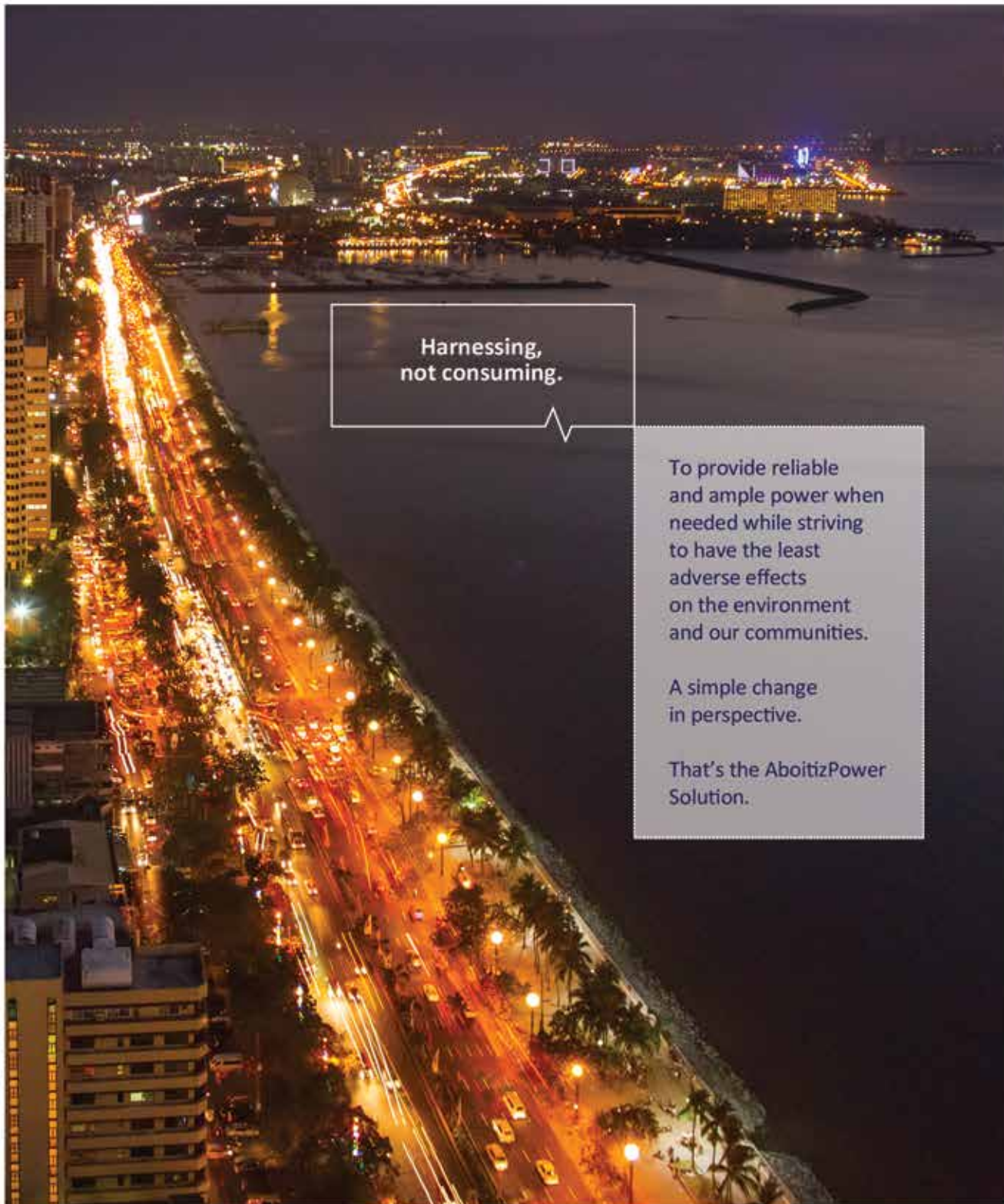
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Cleanergy Center in  
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Pilmico donates P25M  
classroom building in  
Sta. Elena, Iligan

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Harnessing,  
not consuming.

To provide reliable  
and ample power when  
needed while striving  
to have the least  
adverse effects  
on the environment  
and our communities.

A simple change  
in perspective.

That's the AboitizPower  
Solution.

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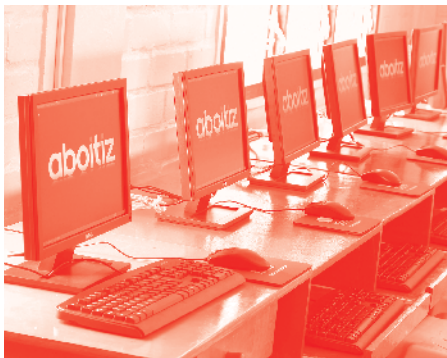
## Cover Story

Aboitiz Foundation



**aboitiz**  
Foundation

**25** years  
of helping people  
help themselves





# The Aboitiz Foundation: a 25-year legacy of helping people help themselves

Aboitiz Foundation, Inc., the CSR arm of the Aboitiz Group, celebrates this year its 25th anniversary, marking a quarter century of caring for our less fortunate fellow Filipinos, and of being a neighbor of choice in various locations nationwide.

Established in 1988, the Aboitiz Foundation has since been a proponent of education, enterprise development, and environmental sustainability in the country.

“Each of our social development initiatives articulates our legacy of helping people help themselves,” said Aboitiz Foundation President Jon Ramon Aboitiz (JRA). He noted that education remains its biggest thrust among its focus areas.

“We believe education should be a great leveler of society and that all our students should be given the chance to succeed in school. In essence, we as adults are called to be positive influences on the lives of our children and the Aboitiz Foundation takes ownership of this duty,” JRA added.

Over the years, the Aboitiz Foundation has remained true to its commitment, nurturing a philosophy that dates back to the 1800s when the company’s founders began donating to various groups and communities where Aboitiz companies operate.

In education, the Aboitiz Foundation supports programs aimed at strengthening the country’s public education system, and transforming students into lifelong learners equipped with skills and knowledge that will prepare them for future challenges.

Alongside education, the Aboitiz Foundation

also engages in enterprise development by empowering communities through various forms of income-generating initiatives and livelihood programs.

In 2003, the Aboitiz Foundation added the environment as a major program component to strategically address the Group’s green initiatives. Since then, this program has evolved to include sustainability initiatives that create a balance of people, planet and profit. Today, the Aboitiz Group is guided by five sustainability pillars: Rejuvenate Nature, Re-use/Recycle, Reduce, Renewable Energy, and Recharge Communities.

Meanwhile, amid increasing focus on climate change and disaster preparedness, Aboitiz Foundation also supported WeatherPhilippines Foundation, Inc. (WPF), a partnership between the Aboitiz Foundation, Union Bank of the Philippines, and Swiss weather services group Meteomedia. WPF, which seeks to install roughly 1,000 automated weather instruments across the country by end-2013, is the Aboitiz Foundation’s largest CSR effort to date.

Over the years, the Aboitiz Foundation’s endeavors have produced tangible, meaningful results. To date the Foundation has donated 597 classrooms, 1,589 computers, and over 100 library kits; built 14 cooperative training centers; disbursed 381 microfinance loans; and planted 2.68 million seedlings.

But this is just a start. As the Aboitiz Foundation enters its next 25 years of existence, it shall continue to strive to uplift the lives of Filipinos through a genuine passion to serve, and by doing so, help people help themselves.

**“The dignity of a man is best respected by helping realize his hopes and sharing with him the burden of his fears.”**

**—Don Ramon Aboitiz**



# Aboitiz Foundation turns over 40 classrooms to AGAPP, pledges 40 more in 2014



**A RENEWED COMMITMENT TO EDUCATION.** The Aboitiz Foundation turned over 40 new kindergarten classrooms to AGAPP Foundation, represented by Chairperson Aurora Corazon 'Pinky' Aquino-Abellada, and DepEd Secretary Bro. Armin Luistro at the official ceremony in Taguig.

**“ We believe education should be a great equalizer in society, and that all our students should be given the chance to succeed in school...”**

– Jon Ramon Aboitiz  
Aboitiz Foundation President

As part of its 25th anniversary celebration, Aboitiz Foundation, Inc. turned over 40 kindergarten classrooms last month to its partner, the Aklat, Gabay, at Aruga Tungo sa Pag-angat at Pag-asa Foundation (AGAPP), a non-profit organization geared toward pre-school building construction, among others.

The turnover ceremony took place last August 14 at the Blue Leaf Events Pavilion in McKinley Hill, Taguig and was attended by several Aboitiz Foundation beneficiaries together with AGAPP Chairperson Pinky Aquino-Abellada and Education Secretary Bro. Armin Luistro, FSC.

The donation of 40 classrooms completed Aboitiz Foundation's goal of providing 134 classrooms to AGAPP by 2013, demonstrating how education is an integral component of the Aboitiz Group's corporate social responsibility (CSR) initiatives.

“We believe education should be a great

equalizer in society, and that all our students should be given the chance to succeed in school. In essence, we as adults are called to be positive influences on the lives of our children, and the Aboitiz Foundation takes ownership of this duty with its commitment to public school education,” Jon Ramon Aboitiz (JRA), Aboitiz Foundation President, said.

Included in this turnover were two classrooms donated care of Pilmico Foods Corporation to Iligan City North 1 Central School in Tibanga, Iligan City last August 6 and two more classrooms donated to San Vicente Elementary School in Sto. Tomas, Batangas through AP Renewables, Inc. (APRI).

“Our hearts and minds have always been with our children. Hence, our focus on education, as we believe that education is the most important intervention in social development,” said Sabin Aboitiz, Pilmico President and Chief Operating Officer.

For his part, APRI President and Chief Operating Officer Michael Pierce said the partnership with AGAPP shows the Aboitiz Group's commitment to support government efforts to improve the quality of public education in the country.

"The completion of the San Vicente Elementary School classroom represents the Aboitiz Foundation's continuing support and passion to improve delivery of primary education for communities in need," Michael Pierce, APRI President and Chief Operating Officer, for his part, said.

Meanwhile, JRA announced that the Aboitiz Foundation Board of Trustees already approved an additional pledge of 40 more AGAPP classrooms for 2014, sustaining the Foundation's strong commitment to education moving forward.

The Aboitiz Foundation turned over 52 classrooms in 2011 and then followed up with a donation of 42 more in 2012.

Part of the 2014 classroom donation is expected to come from Cotabato Light & Power Co., which signed a memorandum of agreement with the Department of Education to build two AGAPP classrooms last May 20 to build two AGAPP classrooms for Notre Dame Village Elementary School in Cotabato City.

The Aboitiz Foundation first partnered with AGAPP in 2011 for the latter's Silid Pangarap Project. Since then, the Aboitiz Foundation has been involved in developing child- and school-focused projects that benefit underprivileged children, building special classrooms for young children entering school for the first time.

CSR in the Aboitiz Group can be traced back to the company's modest beginnings in the hemp trade in the late 1800s. Today, the Aboitiz Group utilizes its resources to implement projects that uplift the lives of communities it serves.

In education alone, the Aboitiz Foundation builds school buildings, rewires classrooms, refurbishes science and computer laboratories, provides scholarships and financial assistance, donates computers and library kits, among others. **with Donjie Vertuoso**

# Shaping the Aboitiz Foundation's future

By Sonny Carpio

Rosabeth Moss Kanter, renowned author and professor in her article in the Harvard Business Review, wrote that innovative companies go beyond corporate social responsibility to social innovation. "These companies are the vanguard of the new paradigm," she said. "They view community needs as opportunities to develop ideas and demonstrate business technologies, to find and serve new markets, and to solve longstanding business problems."

In the last 25 years, the Aboitiz Foundation has been doing exactly this, working on uplifting the lives of Filipinos, especially in Aboitiz host communities nationwide. We pursue bigger undertakings in order to fulfill our mission to help more people help themselves, and achieve our vision to be the neighbor of choice in areas we operate.

Like any other organization, we have faced many challenges over the years. Particularly, we need to remain relevant in order to address the evolving and broadening needs and priorities of the communities where Aboitiz companies operate. The Foundation and the CSR teams of the different business units (BUs) have responded well to these and many other kinds of challenges, as they continue to do so everyday.

As we begin the next chapter of the Aboitiz Foundation, we will embed ourselves in more projects of Aboitiz BUs in order to create a bigger impact in areas where they will be implemented. This move will result in closer monitoring of these projects and better measurement of their efficacy. This comes alongside our continued focus on three main program areas of education, enterprise development, and environmental sustainability.

In the long-term, the Aboitiz Foundation, we will implement more education-related interventions in BU-chosen schools. We will



likewise expand microfinance and capability-building training programs to include organized groups in other host communities, forge more partnerships with other organizations, and provide more opportunities for employees to get involved with Aboitiz Foundation initiatives.

Our first 25 years is only a snapshot. The unwavering support we receive from all our fellow team members across all BUs fuels our confidence that the Aboitiz Foundation will achieve greater things for and in partnership with our host communities for generations to come.



Sabin M. Aboitiz (SMA), President and Chief Executive Officer (CEO) of Pilmico Foods Corporation, was appointed President and CEO of Aseagas Corporation, a partnership between Aboitiz Equity Ventures, Inc. (AEV) and British company GazAsia, Ltd. that will produce energy-efficient liquid bio-methane (LBM) gas.

SMA's appointment—which Erramon I. Aboitiz (EIA), AEV President and Chief Executive

## SMA to head liquid bio-methane firm ASEAGAS

Officer, announced last July—took effect last September 1.

Joining SMA at Aseagas are Juan “Ping” Alfonso (Chief Operating Officer), Ebbie Mabatid (Finance), Maribeth Marasigan (Brand, Marketing, Information Technology, Business Process), and Geraldine Polanco (Manpower and Administrative Support).

In May last year, AEV signed a joint venture agreement with GazAsia forming ASEAGAS. ASEAGAS' core objective is to provide sustainable and green transport solutions by producing LBM and utilizing waste that would otherwise be discarded in the process. While this is already implemented in many countries in Europe, this is new to the Philippines.

“We are indeed very excited for ASEAGAS in pioneering this new technology, as this project truly supports the Aboitiz Group's sustainability efforts, and will be used for the greater good of

generations to come,” EIA said.

A strategic opportunity presents itself in LBM, which is a low-emission, diesel fuel alternative targeted towards heavy-goods vehicles such as trucks and buses. LBM will help reduce air pollution, especially since vehicle emissions are a leading contributor to poor air quality in the Philippines and Asia.

To generate LBM as alternative vehicle fuel, ASEAGAS will need tons and tons of garbage and waste materials, which will then provide municipal waste management solutions to our prevalent garbage disposal problem, especially in urban areas. The ASEAGAS team is now focused on finding sources of waste materials such as landfills that will help generate LBM.



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## Prudent borrowing, investment grade help Aboitiz ride out H1 market drop

Aboitiz Equity Ventures, Inc. (AEV) and its business units remain in the pink of financial health despite the stock market plunge in the first semester, thanks to ample market liquidity and the conglomerate's efficient debt management.

“Over the past two-and-a-half years, unlike other companies that have been building [up] their war chests, AboitizPower (Aboitiz Power Corporation) has paid off all its loans. We are very prudent; AboitizPower in fact is zero-debt at this point,” Gabriel T. Mañalac, AEV Group Treasurer, said last June 26 at the The Asset-FINEX CFO (Chief Financial Officer) and Treasurers' Roundtable at The InterContinental Manila.

Mañalac was part of the program's Evolving Financial Markets panel which discussed challenges to capital-raising in the country and how CFOs and treasurers are responding to these.

Much concern was placed on the performance



**RESILIENT CORPORATES.** (From left) Consuelo Garcia, ING Philippines Country Manager; Gabriel Manalac, AEV Treasurer; Jose Sio, SMIC CFO; Ramon Opulencia, Ayala Treasurer; & Rafael Consing, ICTSI Treasurer, discuss how CFOs and treasurers are responding to current challenges to evolving financial markets.

of the Philippine Stock Exchange index (PSEi). Just before the roundtable (June 25), the PSEi erased all its gains for 2013 when it closed at 5,789.06 versus 5,812.73 on the last trading day of 2012.

Mañalac, however, assured the audience that AEV was unaffected by the market slump:

“There is enough peso liquidity in the market,” he said when asked if the equity market's sour performance could affect AEV's borrowing plans. Mañalac also cited the investment grade the country received from Standard & Poor's as a positive factor for expanding companies like AEV and AboitizPower.



## EIA receives 2013 CEO Excel Award from IABC Philippines



**AN EXCELLENT CEO.** (1) EIA receives the CEO Excel Award from IABC Philippines's Board of Directors. (2) A toast to fellow awardees Malou Santos of Star Cinema, Pacita Juan of ECHOstore, and Vicky Belo of Belo Medical Group. (3) Sharing the award with the entire Aboitiz Group represented by Ria Calleja (AboitizPower), Celso Caballero (WeatherPhilippines), and Judd Salas (AEV).

Aboitiz Equity Ventures (AEV) President and CEO Erramon I. Aboitiz was honored by the International Association of Business Communicators (IABC) Philippines as one of this year's recipients of its CEO Excel (Communication Excellence in Organization) Award.

EIA was on hand to personally accept the award in a ceremony held at the Grand Ballroom of the Hotel InterContinental Makati last July 25.

"Receiving this award from you tonight tells us that the Aboitiz Group is on the right track in our communications strategies. Through clearly

defined, substantive, purposeful, and, best of all, balanced communication, we are able to enjoy a high level of trust and confidence from all our stakeholders," EIA told the audience composed of business leaders, government officials, and media.

The IABC Board of Trustees picked EIA as one of 12 outstanding national and industry leaders who embody management competence and excellence in communication at a strategic level.

EIA closed by dedicating the award to the "over 30,000 exceptional team members" of the Aboitiz Group whose commitment and

dedication over the years have been the driving force that brought the Aboitiz Group to where it is today.

IABC Philippines confers the CEO Excel Awards annually to top-level business executives and organization leaders in the private, government, academic, and non-profit sectors.

This is the third time the Aboitiz Group was a recipient of the award since it was first handed out in 2005. AEV Chairman Jon Ramon Aboitiz and AEV Director Roberto Aboitiz have each been presented with CEO Excel Awards in 2009 and 2011, respectively.

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## AboitizPower tops survey as Best IR Sell Side for power

Aboitiz Power Corporation has once again been recognized in the area of investor relations, this time as the Best Investor Relations – Sell Side in the Power category in the 2013 All-Asia Executive Team survey published by Institutional Investor magazine.

The magazine's website says: "Survey results

reflect the opinions of 991 money managers and investment professionals at some 550 buy-side firms and approximately 600 sell-side analysts from over 75 institutions."

In order to qualify as nominee, a company must be incorporated in Asia, excluding Japan, and publicly traded on a corresponding Asian exchange.



# Synergies highlighted, strengthened at Joint Audit & Risk Forum

The Internal Audit and Risk Management teams of Aboitiz Equity Ventures Inc. (AEV) are taking a leap forward in strengthening risk maturity for the company as the Joint Internal Audit and Risk Management Forum was held last July 16 at the Manila Polo Club.

“Because not all risks are easily auditable nor do they have just one owner, working together allows potential risks to be more effectively defined, uncovered, assessed for interrelationships, and managed to meet stakeholder expectations,” Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer, explained.

To effectively fuse the rigorous planning and execution processes between audit and risk AEV Chief Reputation and Risk Officer Susan Valdez stressed the importance of communication in every step in mitigating business risks.

“Building a culture of measuring and managing risk means that risk management is clearly communicated and understood by every team leader and member across the organization, so that we all make the right decision every day that could mitigate any risk,” she said in her presentation.

For her part, Marie Y. Tanate, AEV Assistant Vice President for Audit, said her main goal is to build a world-class internal audit team, which should have five essential elements:

1. A Quality Assurance Improvement Program
2. Maximized internal capabilities and resources through Combined Assurance
3. A high ratio of skilled and internationally certified auditors
4. A continuous, comprehensive approach to auditing that leverages technology
5. Being the source of internal talents for the business units

Enrique M. Aboitiz, Jr. (EMAJ), AEV Senior Vice President, noted the improvements made in risk over the years.

“A dozen years ago we did not have the foresight to develop our ERM (enterprise risk management). Since then we have taken our



**ALIGNING GOALS.** The Joint Internal Audit and Risk Management Forum was successfully held last July with the premise that both risk and audit both play important, if not critical, roles in the business of Aboitiz. Group executives as well as other risk and audit professionals were speakers at the said forum.

**"Working together allows potential risks to be more effectively defined, uncovered, assessed for interrelationships, and managed to meet stakeholder expectations."**

– Erramon I. Aboitiz  
AEV President and Chief Executive Officer

ERM into the deep. The energy all too many waste on internal strife, we will invest in internal argument and collaboration; and hopefully, change,” EMAJ said.

The forum had the theme of “Risk Management and Internal Audit: Forging a Collaborative Alliance” and called on AEV’s audit and risk managers to an agreement to

thoroughly identify and mitigate corporate risks in the process of creating value for all stakeholders.

Other keynote speakers were JJ Moreno (Palladium Group), Maria Ressa (Rappler), Rebecca Sarmanta (SGV), Richard Payne (Aon Hewitt), Rossana Javier (PwC), and Amor Maclang (Astrolabe).

## AEV Risk team holds 1st local Insurance Roadshow

By Annacel Natividad

The Aboitiz Equity Ventures, Inc. (AEV) Risk Management team conducted its first local Insurance Roadshow last July 25, mirroring the growing significance of insurance coverage in AEV's business at present.

Representatives from AEV's accredited insurance companies, brokers, and adjusters such as Pioneer Insurance and Surety Corporation, Malayan Insurance, BPI/MS Insurance, AIG Philippines Insurance, PNB General Insurance, QBE Insurance Philippines, Mapfre Insurance, ACE Insurance Philippines, and Charter Ping An Insurance participated in the event.

"Ours is a philosophy of partnering with the end goal of securing the right cover at the appropriate price. We are not looking at buying a policy, we are looking for cover that we know will respond when Murphy shows up," said Erramon I. Aboitiz, AEV President and Chief Executive Officer.



**AN INTEGRAL PART OF THE COMPANY'S BUSINESS.** (1) Annacel Natividad, VP-Financial Risk Management, speaks to insurance representatives and brokers at the 1st Aboitiz Local Insurance Roadshow held last July. (2) Stephen Paradies, AEV Chief Financial Officer; Ramon Zanduetta, Marsh Asia CEO; Dondi Zanduetta, Philinsure CEO; & Erramon Aboitiz, AEV President & CEO share light moments at the Insurance Cocktails that followed afterward.

During the roadshow presentation, insurance companies learned about the Aboitiz Group's businesses and structure, total property and asset values, development plans, and projects across the several industries it is involved in.

As part of the Enterprise Risk Management

framework that the Aboitiz Group adopted in 2010, AEV recognizes insurance management as an integral part of the company's risk framework. The company works with insurance providers, not merely passing it on but collaborating to mitigate identified risks across the Group.

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## Risk team holds technical training for AP Gen

By Kenton Huertz

The AEV Risk Management team hosted a two-day technical training session last May 30 and 31 for AboitizPower Generation (AP Gen) business units. Sponsored by AIG Philippines Insurance, the training comes as operating companies in the power industry are increasingly seeking to improve asset integrity, reliability, and process safety while demonstrating compliance and use of best practices from other industry sectors to manage the technical risks associated with energy generation.

AIG's Wallace Ebner and Paul Hesler, professional engineers who each have over 30 years experience in domestic and International electricity generation and transmission, presented to 50 participants from various AP Gen business units.



**DEVELOPING A BETTER RISK CULTURE.** AP Gen team members participated in the recent risk technical trainings conducted by the Risk Management Team.

Topics discussed during the two-day event included Overview on Losses; Loss Experience and Mitigation; Fundamentals of Transformers, Generators, Relaying, Battery; Testing and

Inspections. It also served as a refresher course also for the engineers.

The most significant discussions were on:

1. Damages and losses experienced globally in the power generation industry
2. Recognizing loss exposures for the particular generating sectors (geothermal, hydroelectric, coal and oil)
3. Gaining first-hand knowledge of the extensive causal analyses that are conducted for power generating asset failures
4. The industry's efforts to learn from these experiences to determine the most effective mitigation measures to eliminate or reduce the financial exposures resulting from such losses.



## Aboitiz Invitational 2013 crowns Salvador as back-to-back champ



Exciting rounds of the “gentleman’s sport” were served up during the Aboitiz Invitational 2013 golf tournament held last July 24 to 27 in Cebu City at the historic Cebu Country Club, the event’s home since it launched in 2010.

Top local and foreign professional athletes competed for \$65,000 worth of cash and prizes and the chance to gain six points up in the official world golf rankings in this highly anticipated leg of the Asian Development Tour.

After four days of top competition, it was last year’s Aboitiz Invitational champion Elmer Salvador who again emerged victorious, becoming the first ever back-to-back winner of the annual event.

“I’m very happy to be able to defend my title. It has not been easy. I was running a fever yesterday but luckily, I felt better today,” Salvador was quoted as saying.

Prior to the tournament proper, a special cocktail reception was held on July 22 at The Henry Hotel to welcome Aboitiz team leaders, business colleagues, and media friends who were participating in the pro am tournament the following day.

The next morning’s rain dampened the fairway but players were able to tee off according to their schedules and finished their game in high spirits, with the added bonus of getting pointers from the pros.

Capping the day was the awarding ceremony

where premium items were handed to players for the Longest Drive, Nearest the Pin, and Nearest to the Line categories while the top-scoring teams received cash prizes.

Aboitiz Equity Ventures President and CEO Erramon I. Aboitiz praised everyone for their display of outstanding sportsmanship.

“Let me congratulate all the winners of our Pro-Am competition today. The rain and water made it that much more challenging. In spite of that, we saw great scores,” EIA said in his speech.

He also thanked the Philippine Golf Tour, ICTSI, and Asian Development Tour as well as the Cebu Country Club for their support of the event over the past four years.



**SCENES ON THE GREEN.** (Clockwise from top left) Historic Cebu Country Club hosts the Aboitiz Invitational for the fourth time; CitySavings VP William Paradies poses with the winners including two-time champ Elmer Salvador; EIA, Elmer Salvador, Justin Ocampo of First Metro, and VECO COO Sebastian Lacson enjoying some top level competition.

# Refreshed Aboitiz group-wide core values, corporate song launched



**A BETTER WAY OF DOING THINGS.** Team leaders in Manila and Cebu came together to support the revitalized corporate values and Aboitiz song.

The Aboitiz Group realigned group-wide the main components of the Aboitiz Way with the launch of the new core corporate values last July 19.

The new group-wide corporate values—Integrity, Innovation, Teamwork, and Responsibility—were introduced at simultaneous ceremonies at NAC Tower in Taguig City and the Aboitiz Corporate Center in Cebu City, the first time the company formally adopted its core values on a group-wide scale.

“As our core businesses get more and more consolidated in pursuit of a more focused

strategy, the Group Mancom (Management Committee) has agreed that it is best for us to share a common set of core values that represent us as a Group,” Erramon I. Aboitiz, AEV President and Chief Executive Officer, said in a speech.

He also described the new values as “the collective output of all the different values we have espoused across the Group throughout the years, fused together to become the Aboitiz Group Core Values, recognized and embraced by all as their own.”

Team leaders then signed their names on circle- and square-shaped papers (the shapes of Aboitiz attitude symbols) as part of their pledge to properly cascade the new values to their respective teams.

Meanwhile, the company also unveiled a refreshed version of the official Aboitiz song, “Better Ways For Better Days.” Featuring a livelier tempo, the new song variant was sung by former Freestyle band member Top Suzara and team member Erika Mari Gonzales of AboitizPower Marketing.



## Young business leaders inspired, driven to succeed at 8th AFLBS

*Choose to learn...*

– Maria Ressa

Ninety college students were once again given a glimpse into the Aboitiz Group, and the corporate world as a whole, as AEV–HR successfully hosted the 8th Aboitiz Future Leaders Business Summit (AFLBS) in Cebu City last month.

From August 15 to 16, the country's brightest student leaders met at Marco Polo Plaza Cebu for this year's AFLBS, which carried the theme "Significantly Changing My Philippines."

The Summit featured insightful talks about the Aboitiz Group that offered a realistic view of the Philippine corporate landscape.

This year's speakers were Aboitiz Equity Ventures, Inc. (AEV) President and CEO Erramon

I. Aboitiz (EIA); Visayan Electric Co., Inc. COO Jim Aboitiz; CitySavings Bank VP William Paradies; Aboitiz Land, Inc. President and CEO Andoni Aboitiz; Hedcor, Inc. President and COO Rene Ronquillo; Union Bank of the Philippines AVP Anna Aboitiz Delgado; AEV SVP for Human Resources Txabi Aboitiz; AEV SVP, CFO and CIO Steve Paradies; Aboitiz Foundation, Inc. EVP and COO Sonny Carpio, and AEV SVP and Chief Reputation and Risk Management Officer Susan Valdez.

Delegates also honed their problem-solving skills as they were challenged to find better ways to contribute to nation building through several plenary discussions and teambuilding exercises.



**ESPRIT DE CORPS.** With new friends made and invaluable insights acquired, the delegates of the 8th AFLBS huddle up for a group photo.



## Corporate Center

Human Resources and Quality



**FUTURE LEADERS.** (Clockwise from top left) AboitizLand's Andoni Aboitiz speaks about branding; EIA opens Day 1 of the summit; the delegates engaged in one of the breakout sessions; JRA gives delegates a rare tour of the Aboitiz family's ancestral house; AFLBS guest speakers Maria Ressa and Bianca Gonzales; Romy Ronquillo, Bobby Orig, and JRA field questions from future leaders.

"You are part of the 'Generation Y': your three major characteristics are that you are confident, connected, and open to change. Your generation has what it takes to succeed," EIA told the delegates in his opening remarks.

Meanwhile, AFLBS delegates also had the opportunity to listen to two guest speakers: journalist Maria Ressa, and television host Bianca Gonzalez.

Ressa, an award-winning journalist respected at home and abroad, stressed the value of taking the initiative to learn even at a young age.

"Always make the choice to learn. You have the world to choose what's next. Every time I'm at a juncture, I always make the choice to learn," Ressa said while sharing the story of Rappler.com, a social news network she heads.

Gonzalez, meanwhile, advised delegates to draw inspiration to lead from their own strengths

and talents as she shared her ups and downs in show business.

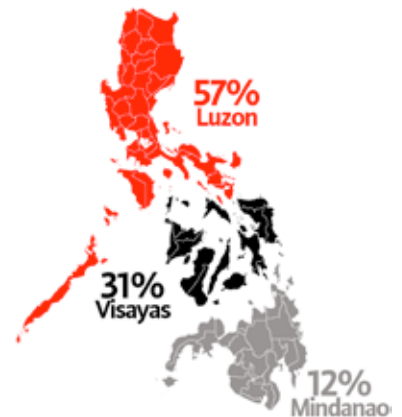
"Before thinking of being an influential leader, don't think first whether you will actually be able to influence others. Do your thing because you are passionate about it, and when you are genuine about it—when you know who you are," Gonzalez said.

As part of the AFLBS program, delegates were also given the chance to visit several Aboitiz facilities in Cebu, where they met with Aboitiz executives and participated in fun yet educational "challenges" along the way. This was the second time a citywide tour was offered to AFLBS participants. The day's itinerary included the offices of City Savings Bank, VECO, AboitizLand, and Aboitiz Foundation, as well as the Don Ramon Aboitiz house and Casa Gorordo.

## 8<sup>th</sup> AFLBS DELEGATES BY THE NUMBERS



Female – 40%      Male – 60%



Engineering  
**30%**



Accountancy  
Mathematics  
**25%**



Business Administration  
Management  
Economics  
Marketing  
**13%**



Communication  
**11%**



Social  
Science  
**10%**



Information  
Technology  
**9%**



Others  
**2%**

***Be genuine...***

– Bianca Gonzalez

# HR department holds Quality Focus sessions for Taguig team members

The Human Resources and Quality Department's Quality Focus was conducted last August 2 for team members based at the Aboitiz Corporate Center.

The forum served as a venue for HR and other Departments to share information and answer questions on topics relevant to all members of the Corporate Center. These include such matters as employee benefits, building rules and regulations, working conditions, training opportunities, and other updates.

"During the sessions, members have the opportunity to raise their issues on HR-

related items and give recommendations on how we can improve our services. Some of the benefits we are enjoying right now are products from the previous QF sessions," explained Cristine Cabatingan, Talent Retention Manager.

This year's session presented the refreshed Aboitiz theme song, featuring a live duet by Aboitiz's own Judd Salas (AEV) and Erika Gonzales (AboitizPower).

But the highlight activity of the Quality Focus event was the opportunity for team members to be acquainted further with the refreshed Aboitiz

core values, which are Integrity, Innovation, Team Work, and Responsibility.

Each team member present was asked to write their name on a round or square piece of paper—representing the Aboitiz brand attitude symbols—and post them on the official Commitment Wall as a sign of his or her pledge to uphold them.

And in keeping with the traditions of the annual Quality Focus, team members shared a special lunch treat to Kabisera ng Dencio's at nearby Bonifacio High Street to cap off the event.



**FOCUSING ON THE ABOITIZ WAY.** (Clockwise from top left) The "commitment wall" where team members posted their names; HR Talent Retention Manager Cristine Cabatingan explains medical insurance benefits; Taguig team members listen to a question on medical benefits; HR Talent Systems Manager Champ Yared discusses the Success Factors software; Physical Assets Security AVP Andy Torrado talks about building security procedures; Talent Attraction and HR Operations AVP Noemi Sebastian encourages team members to take advantage of training opportunities.

## AboitizPower opens Cleanergy Center in MakBan, Laguna



**CLEANER AND GREENER.** The Cleanergy Center launch was graced by several personalities, namely (top, from left) Erramon I. Aboitiz, AboitizPower CEO & President; Susan Policarpio, AboitizPower VP-Government Relations; Vilma Santos-Recto, Governor of Batangas; Jericho Petilla, Secretary of Energy; Jon Ramon Aboitiz, AboitizPower Vice Chairman; Bruno Ramos, Mayor of Bay, Laguna; and Ping Alfonso, APRI SVP-Corporate Services. (Below) Guests found themselves enjoying the various interactive exhibits at the country's first-ever renewable energy learning facility.

Aboitiz Power Corporation (AboitizPower) launched last August 28 its Cleanergy Center at the MakBan Geothermal Complex in Bay, Laguna, firming up the company's longstanding commitment to responsible energy development and education in the areas it operates.

The Cleanergy Center—taken from the words “clean energy” and named after AboitizPower's brand for clean and renewable energy—is the country's first renewable energy learning facility. Alongside traditional energy sources, AboitizPower considers renewable energy as a critical component in its drive

toward achieving national energy dependence moving forward.

“We envision the Cleanergy Center to be an educational facility where everyone can come to learn more about renewable energy and a sustainable lifestyle. We hope to be instruments in educating and enabling Filipinos to learn about sustainable ways of generating and consuming energy,” Erramon I. Aboitiz, AboitizPower President and Chief Executive Officer, said.

The opening of the Cleanergy Center was graced by AboitizPower executives and other

guests such as Energy Secretary Jericho Petilla, Laguna Governor ER Ejercito, and Batangas Governor Vilma Santos-Recto.

Inside the Cleanergy Center, visitors are treated to interactive displays, audio-visual presentations, and machine exhibits that focus on how energy is made, what is renewable and non-renewable energy, how renewable plants work, among other engaging topics.

The Cleanergy Center also features an exhibit discussing the efforts of Ernesto Aboitiz, an AboitizPower stalwart and the company's so-called “Father of Mini-Hydro Power.”



# AboitizPower shares right-mix strategy at Mindanao Business Conference

By Ferina Santos



**RIGHT MIX OF INSIGHTS.** Bobby Orig, AboitizPower First VP for Mindanao Affairs, receives a token of appreciation from the team behind the MinBizCon 2013. (From left: John Y. Gaisano, Jr., Conference Director; Vicente S. Quimbo, CEO of Bel Mondo Italia Corp.; Bobby Orig; Ricardo C. Juliano, Philippine Chamber of Commerce and Industry's vice president for Mindanao; and Daniel T. Lim, president of Davao Chamber of Commerce and Industry.)

AboitizPower First Vice President for Mindanao Affairs Manuel “Bobby” M. Orig was featured speaker at the 22nd Mindanao Business Conference (MinBizCon) held last August in Lanang, Davao City.

In his presentation, Orig shared AboitizPower’s strategy in contributing to the security of electricity supply in Mindanao and the entire country. He said that in order to attain energy sufficiency, there must be an effective mix between renewable and non-renewable sources of power.

“The AboitizPower strategy has always been to pursue renewable energy sources as long as it is viable and power sources as long as their impact on rates can be justified,” Orig told the

plenary at the SMX Convention Center.

“(But) since the amount of power that can be produced from renewable energy is limited, we are also building power plants from non-renewable power sources like coal and diesel/bunker to make a meaningful contribution in meeting the country’s energy needs and to help avert brownouts.”

Orig reaffirmed AboitizPower’s commitment to the growth of Mindanao with its P35-billion investment to add 365 MW to the Mindanao grid by 2015. To top it off, an additional P190-billion investment over the next five years is expected to bring the company’s total nationwide attributable generation capacity to 3,422 MW, a 50% increase from where it is today.

The right-mix strategy is very visible in Mindanao where AboitizPower subsidiary Hedcor pursues its run-of-river hydro technology together with oil-based peaking plant of Therma Marine and the construction of the 300-MW Therma South clean coal power plant.

The MinBizCon is an annual gathering of senior business leaders and policy makers who exchange ideas on improving the business climate and competitiveness in Mindanao. President Bengino S. Aquino III opened this year’s conference, which was held from August 8 to 10 under the main theme of preparing the region for the 2015 ASEAN Business Integration.

# VECO starts Naga City electrification project

Visayan Electric Co., Inc., the country's second largest power distributor, further broadened its operating network as it recently launched an electrification project in Naga City, Cebu with a ceremonial switch-on at the Naga City Gymnasium Complex.

The project was funded by East Asia Utilities Corporation and Cebu Private Power Corporation—joint ventures between Aboitiz Power Corporation (AboitizPower) with Vivant Corporation and El Paso Philippine Energy Co., Inc., respectively—under Energy Regulations 1-94, a government rule requiring power generators to provide financial benefits to host communities. The electrification projects may be initiated by the generating company as the fund source or the distribution utility as the project implementer.

“We are honored to provide support through this rural electrification project that is funded by AboitizPower and executed by VECO. Ultimately, this is the result of a shared vision of improving the quality of life of our host communities,” Danel Aboitiz, AboitizPower Assistant Vice President for Special Projects and Business Systems Management, said.

VECO, as the franchised distribution utility,



**LIGHTS ON.** DOE Regional Director Antonio Labios and Naga City Mayor Valdemar Chiong (middle) symbolically switch on VECO's Rural Electrification Project. Looking on are AboitizPower AVP – Special Projects & Business Systems Management Danel Aboitiz (left most) and VECO COO Sebastian Lacson.

initiated the implementation of this project, which is an extension of the distribution lines of VECO to the un-electrified areas in Naga City. The Department of Energy approved the project and allowed VECO to proceed with the electrification expansion affecting 22 sitios and 410 households.

Barangay Patag councilor Calixto Patag

expressed his excitement over the project saying, “Duna na gyud kami suga! Sa una, magto-on ang mga bata sa kangit-ngit. Karon, salamat sa VECO, ang atong kabataan makato-on na gyud pag-ayo.” (Finally, we now have electricity! Before, our children studied in darkness, now, thanks to VECO, our children can study better).

## BEZ upgrades Arpili substation feeders

By Dennis Montebon

Balamban EnerZone Corporation (BEZ) completed the upgrade of its Arpili substation feeders 1 and 2 last April 21, boosting its operating network in Cebu.

Eleven substation feeders—which transfer power from a transmission system to an area's distribution system via overhead lines—were rehabilitated using standard Aboitiz Power Corporation pole constructions. Pin insulators were uprated from 15 kilovolts (kV) to 23 kV,

with long shank steel pins aimed at minimizing “nuisance tripping” brought by insects and geckos.

In addition, BEZ energized newly installed 800-meter distribution lines tapped into feeder 2 passing through Spine Road connecting Barangays Arpili and Buanoy within West Cebu Industrial Park 1 (WCIP 1). The project added to the flexibility of the BEZ power distribution system.

Because of the anticipated expansion of WCIP 2 this year, BEZ also upgraded its existing Arpili substation feeder 2 distribution line set-up into a double circuit, with feeder 1 aimed to supply power at the proposed WCIP 2.

The feeders upgrade was completed through BEZ and Mactan EnerZone Corporation with the help of Cebu III Electric Cooperative personnel. CERILI, a VECO accredited contractor, assisted in the project.

# Cotabato Light introduces new payment partners, SMS information service

By Arlene G. Valdez and Donjie Gentiles Vertuoso

In line with efforts to innovate and improve the company's customer service levels, Cotabato Light & Power Co. has broadened the number of its electric bill payment options and unveiled a text messaging information facility for customers.

Cotabato Light recently introduced three Third Party Collection Agents (TPCAs) as the company's accredited partners in the acceptance of electric bill payments. The authorized TPCAs are CIS Bayad Center, Inc., PJ Lhuillier Group of Companies (Cebuana Lhuillier), and USSC Western Union.

These TPCAs have about a total of 21 payments centers located within Cotabato Light's franchise area, and more than 3,800 branches nationwide. Now, Cotabato Light customers have more options in paying their electric bills.

Cotabato Light Chief Operating Officer and Vice President for Engineering Roger Velasco graced the launching together with Cotabato Light Vice President and Resident Manager Crisente Ferolino and other company officers.

"We should patronize these payment centers. In this way we can save time and money, do more

chores and reduce vehicle usage. That would be a good environmental contribution in our own little way," Ferolino said.

Authorized collection centers may accept and process all payment transactions with current or overdue accounts, provided customers bring their electric bill or old official receipt indicating their registered name and account ID. Only cash payments will be accepted regardless of due dates.

In addition to new payment partners, Cotabato Light also launched last June 25 its ASKCLPC BILL, a new text message service facility that allows customers to inquire the balance of their monthly electric bills. Regular text messaging rates of P1.00 will be charged for every text message sent.

With ASKCLPC, Cotabato Light hopes to provide more convenience to customers by saving them time and money instead of visiting or calling Cotabato Light offices for bill inquiries. This service facility also offers more options for the customers to know their electric bills on demand—anytime they want to. This digital billing information is also useful for customers upon paying at any of Cotabato Light's payment collections channels.



**INFORMATION CONNECTS.** Cotabato Light VP Cris Ferolino provides additional inputs and answers to the questions of local media after the presentation of CorpCom Officer Donjie Vertuoso about Cotabato Light TxtBroadcast – ASKCLPC BILL project

## Davao Light reaches out to more customers in SM malls

Davao Light and Power Co., Inc. opened last July 5 new mall-based customer service centers in Davao City while shutting down its existing offices in Ponciano and Bajada

This move is part of Davao Light's bid to broaden its reach to customers.

The full service centers, located in SM Lanang Premier and SM City Davao, respectively, now

accept bill payments, payment arrangements, service applications, inquiries, and complaints. Both offices are open daily from 10 a.m. to 7 p.m.

For other payment options, customers may visit Davao Light's third party collecting agents. They may check the back of their bill for the list of these collecting agents.



**CONSOLIDATING OPERATIONS.** Davao Light has closed two customer service centers while opening two more in SM Lanang Premier and SM City Davao.



# Hedcor awarded international certifications

AboitizPower subsidiaries Hedcor Sibulan, Inc. and Hedcor, Inc. are now both ISO-certified. Hedcor Sibulan secured three International Organization for Standardization certificates while Hedcor, Inc. successfully renewed certification.

After a series of audits and testing, Certification International Philippines, Inc. (CIP), a local ISO certifying company, awarded the 90001:2008 or Quality Management System, 14001:2004 or Environmental Management System, and OHSAS 18001:2007 or Occupational Health and Safety Management to Hedcor Sibulan, Inc.

Since being commissioned in 2010, Hedcor Sibulan has been supplying clean and renewable energy to Davao, following the company's mission to operate, develop, and improve efficiency of plants.

"We take pride in this international certification because it is a manifestation on



**HEDCOR IS INTERNATIONALLY CERTIFIED.** Joselito Soler (right) of CIP formally handed over the award to Hedcor's VP Mindanao Operations, Rolando Pacquiao (left). Attaining global standards to reach its vision of generating 2 billion kilowatt hours of Cleanergy by 2020.

how we work integrating quality, safety and security in everything we do," Hedcor Vice President for Mindanao Operations Rolando Pacquiao said.

Meanwhile, Hedcor, Inc. continues to meet and maintain standards as proven by its

recertification of ISO certificates.

Since its first QMS certification in 2000, Hedcor continued exploring more opportunities prompting the addition of more global certification standards. Last year, Hedcor added ISO 27001, the international standard for Information Security Management Systems or ISMS. It is how the company manages the confidentiality, integrity, and availability of information.

"This is another achievement that justifies how Hedcor works— at par with global standards," noted Chris Faelnar, Hedcor Senior Vice President.

Collectively known as Integrated Management Systems, these certificates showcase the companies' adherence to continual enhancement. It is how the company manages its processes to meet customer requirements and expectations.

# Rehabilitated Binga hydroelectric power plant gets go signal from ERC

SN Aboitiz Power Benguet (SNAP-Benguet) received its Certificate of Compliance (COC) from the Energy Regulatory Commission (ERC) last September 2, marking a 25-megawatt increase in renewable energy supplied to Luzon.

Located in Brgy. Tinongdan, Itogon, Benguet, all four units of the Binga Hydroelectric Power Plant (HEPP) have increased its combined capacity from 100 MW in 2008 to 125 MW in 2013, following refurbishment that began in 2011.

The project required a new intake at higher elevation, new headrace, replacement and modernization of plant control system and replacement of electro-mechanical components. Construction and civil works started earlier in 2010.

"This certificate marks Binga HEPP's increased

capacity from 100 to 125 MW. But as a result of more efficient turbine technology, the plant is actually capable of producing up to 132 MW," said Emmanuel Rubio, SNAP-Benguet President and CEO. "Aside from providing a significant amount of clean and renewable energy to communities, this also means that we will be able to contribute to energy security by adding additional power generation capacity to the grid."

The certificate, which has a five-year validity, signifies that SNAP-Benguet has complied with the technical, financial, and environmental requirements prescribed in the Revised Rules for the Issuance of COCs for Generation Companies/Facilities. The original Binga plant, built in 1960, is among the oldest power facilities in the country. It is the

second plant SNAP-Benguet has rehabilitated, after Ambuklao HEPP, and modernized at state-of-the-art levels under its thrust of "operational excellence".



**ANOTHER ONE FOR BINGA.** ERC Commissioner Zenaída Cruz-Ducut (4th from left) awards the Certificate of Compliance to SNAP-Benguet, represented by President and CEO Emmanuel Rubio (5th from left). Joining them are (L-R) SN Power Country Manager Bjørn Holsen, Commissioner Gloria Victoria Yap-Taruc, Commissioner Josefina Patricia Asirit, SNAP-Benguet AVP and Plant Manager Emmanuel Lopez, and Market Adviser Alberto Canlas.

# Hedcor supports electric coop to light remote barangays

Hedcor Sibulan, Inc. of AboitizPower partnered with Davao del Sur Electric Cooperative (DASURECO) to provide electrification project to remote barangays in Davao del Sur. A Memorandum of Agreement was signed last June 24 to continue its project.

“Our commitment to provide electrification to our host communities will continue through the help of our partners like DASURECO”, vice president for Mindanao Operations Rolando Pacquiao said.

The project started in 2011 where Hedcor provided DASURECO with a total of P6 million to implement the project. Two million pesos were turned over as cash to DASURECO for its own initiative electrification project while the remaining amount was purchased with electrical materials. And, another financial assistance worth P3 million this year is allotted to DASURECO to continue the implementation.

Hedcor and DASURECO concurred to utilize the financial assistance in procurement of house wiring and service dropping materials of the existing household-beneficiaries of the Sitio Electrification and Barangay Line Enhancement Program, a rural electrification program of President Benigno Aquino III. In line

with Aquino's administration, Hedcor lauded its concern for the welfare of the people of Davao del Sur through these projects.

DASURECO general manager Engr. Godofredo Guya said they requested Hedcor to convert their electrification project this year to house wiring from building up distribution lines after they received the requests from their recipients to avail free electric wiring.

In 2011 and 2012, Hedcor and Dasureco agreed to build lines to communities that have no access to electricity. Among the 15 recipients of the project are Sitio Campo Marawer in Barangay Kapatagan, Digos City and Sitio Tudaya in Barangay Sibulan, Sta. Cruz.

DASURECO is the power distribution utility of Davao del Sur, covering 14 municipalities and a city. Davao del Sur is host to the Hedcor-owned 42.5-megawatt run-of-river Sibulan hydropower plants and its ongoing construction of 13.6-megawatt Tudaya hydropower project.

Hedcor is the largest developer of run-of-river hydropower plants in Luzon and Mindanao and continue to expand in Visayas. A total of 19 plants are now generating with installed capacity of 155 megawatts.

# Hedcor's Tudaya hydro hits 1M safe working hours



**POWERING MINDANAO.** The 7-MW Tudaya 2 run-of-river hydropower plant is currently being built in Astorga, in Sta. Cruz, Davao del Sur. The facility is expected to be completed by June next year.

The ongoing construction of the 13-megawatt Tudaya Hydropower Project of Hedcor, Inc. in Davao del Sur has already accumulated one million safe work-hours, a year after construction began.

With its partner JV Angeles Construction Corporation, the project attained this safety milestone, a clear demonstration of extraordinary teamwork and strong commitment to safety.

“We have reached this endeavor because of everyone's effort of making themselves secure and safe. We prioritize the safety and welfare of everyone,” said Hedcor Vice President for Business Development Gregorio Jabonillo.

Hedcor Tudaya, Inc. started the project's construction last August 2012—with the plant expected to be operational next year—and since then, no lost-time accident has been recorded at the plant. A lost-time accident is defined as an incident that resulted in a fatality, permanent disability or the loss of at least a shift or a day of work all of which were conquered.

Situated in Sta. Cruz, Davao del Sur, the Tudaya Hydropower project is expected generate 76.5 million kilowatt-hours every year via a run-of-river scheme which naturally harnesses water from the nearby Sibulan River and its tributaries to generate clean and renewable energy.



**RENEWED PROJECT.** Hedcor Vice President for Mindanao Operations Rolando Pacquiao (left) renews the joint electrification project with DASURECO board director Rodrigo Sacedor (second) and general manager Godofredo Guya (third). With them also is Hedcor Sibulan Grid Manager Nuel Medelo (right).

# Hedcor launches 14-MW hydro plant in Mt. Province

AboitizPower subsidiary Hedcor Sabangan, Inc. officially launched last June 18 its 14-megawatt Sabangan Hydropower Project, which is the company's first venture in Mountain Province, at the Sabangan Municipal Grounds. The event was led by Hedcor President and COO Rene Ronquillo and attended by representatives from both government and non-government agencies including Governor Leonard Mayaen.

"We are here to stay and grow with the community. Hedcor is committed not only in maintaining its leadership in the field of run-of-river hydropower, but also to improving the lives of the residents of our host communities," Hedcor's President and COO Rene Ronquillo said in his speech.

Governor Mayaen affirmed, in turn, their local government's endorsement of Hedcor.

"Because of the good history of Hedcor, the LGU of Mountain Province is in full support of its hydropower project in the community. We are also hoping that this project is the start of more projects in the province," he said.

Mr. Ronquillo, Gov. Mayaen, Sabangan Vice Mayor Joseph Bernandez, and Namatec Brgy. Captain Julius Licayo joined together in a ceremony to signify lasting ties between the company and community as they left their handprints on a cement tablet, which will later be placed at the constructed powerhouse. Meanwhile, Hedcor's VP for Business Development Boy Jabonillo and VP for Engineering and Construction Chris Sangster unveiled the perspective drawing of the Sabangan powerhouse.

The ceremony also welcomed representatives of local and national level organizations and government agencies, namely the Department of Energy, Department of Natural Resources, National Grid Corporation of the Philippines, National Commission of Indigenous Peoples, and Mountain Province Electric Cooperative.

Members of indigenous tribes in the community also did not pass up the opportunity to witness this milestone event in their province. Leaders of indigenous peoples shared and

reiterated their gratitude for choosing Sabangan as the project's host.

The Sabangan hydropower plant utilizes a run-of-river scheme that will harness the waters of Chico River. The project will have a total installed capacity of 14 MW that is expected to produce a total of 55 million kWh of clean and renewable energy per year. This is the company's answer to the government's thrust towards increasing the renewable energy portfolio of the country.

The community will benefit from the project through its corporate social responsibility focus on education, health, safety, environment, and livelihood. Local residents will have access to job opportunities during the construction phase and will be prioritized in the hiring process once the plant becomes operational. The host communities, including barangays and the tribal community, will also receive shares from the generation sales of the plant.

The hydro plant is expected to be operational in 2015.



**MARK OF LASTING TIES.** Hedcor President and COO Rene Ronquillo with Governor Leonard Mayaen of Mt. Province, Sabangan Vice Mayor Joseph Bernandez and Namatec Barangay Captain Julius Licayo placed their handprints on the cement tablet during the Sabangan Hydropower Launching on June 18.



## Visa International: UnionBank debit cards #1 in payment volume growth in PH

By Paula Joson

Aboitiz banking firm Union Bank of the Philippines (UnionBank) was recognized as the Best Performer in Visa Debit Payment Volume Growth in the Philippines for 2012 at the recent Visa International Gala Awards Night at Sofitel Philippine Plaza Hotel.

UnionBank's increased card usage was mainly attributed to the aggressive acquisition and usage campaigns for the bank's debit cards as Visa debit transaction volumes grew by 37%. The EON Visa Debit Card contributed to 57% of Visa point of sale (POS) volume growth while the ePaycard and eWallet portfolio contributed a combined 43% segment.

The EON Visa Debit Card was launched in 2001 as the country's first combined CyberAccount

and cash payment card. Aside from withdrawing cash, customers can now pay for goods, bills and services via POS or online, locally and elsewhere where Visa is accepted.

The ePaycard, meanwhile, is a payroll card that allows the cardholder to pay bills and transfer funds through online and mobile banking. eWallet, on the other hand, is an ATM card where UnionBank savings and checking accounts may be accessed.



**A DEBIT LEADER.** (From left) Iain Jamieson, Visa Country Manager for the Philippines & Guam; Paula Joson, UnionBank EON Senior Product Manager; Chut Santiago, UnionBank SVP & Credit Cards Business Head; Peter Maher, Visa Group Country Manager at the recent Visa International Gala Awards Night in Manila.

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## UnionBank named best cash management bank in the Philippines

By Jay Vergara



**TOP CHOICE IN CASH MANAGEMENT.** UnionBank's SEVP Edwin R. Bautista UnionBank, and SVP Joyce S. Gonzalez accept the award from Tim Charlton, Editor-in-Chief of Asian Banking & Finance.

Union Bank of the Philippines emerged as the country's top lender in terms of cash management at the recent Asian Banking and Finance Awards 2013.

UnionBank received the Philippines Domestic Cash Management Bank of the Year award in a ceremony at Shangri-La Hotel in Singapore last July 17. The event, hosted by BBC World's Rico Hizon, was attended by 200 senior bankers from all over the region.

"This is the seventh year of the Retail Banking Awards and the second year of the Wholesale Banking Awards. This year saw the largest ever number of countries in the region participating in the awards," said Tim Charlton, Asian Banking

and Finance publisher.

Nominations sent by top Asian banks were judged by a panel consisting of Dominic Nixon from PwC, Egidio Zarrella from KPMG, Mohit Mehrotra from Deloitte Consulting, Liew Nam Soon from Ernst and Young Advisory LLP, and Andrew Pitcher from Accenture.

Cash management is just one of UnionBank's various diversified products and services. Under cash management, UnionBank offers Payroll Solutions, Corporate Payouts, Government Payments, Corporate Collections, B2B Electronic Settlement Services, Liquidity Management, Online Information Management, and Community Solutions/Special Projects.

## UnionBank earns SCCP endorsement from PSE; First Union Plans grows to country's 3rd-largest pre-need firm

By Leslee Tandoc

UnionBank of the Philippines (UnionBank) has been cleared to settle trades made on the Philippine Stock Exchange (PSE), boosting the bank's status as a competent go-between for equities trading.

The Aboitiz-owned bank recently received its settlement accreditation from the Securities Clearing Corporation of the Philippines that allows UnionBank to participate in the automated settlement equities. As an accredited settlement bank, UnionBank can now get broker firms to open trading accounts to conduct the settlement of trade transactions.

The SCCP, a wholly-owned subsidiary of the PSE, is the country's clearing and settlement agency for all trades executed on the stock exchange.

"What UnionBank achieved today is indeed admirable. This is because UnionBank not only surpassed a lot of stringent rules and requirements to seal this agreement, but we are also proud to say that UnionBank has recorded a milestone by being the first applicant bank to pass the technical testing in a single try," Hans Sicat, PSE President and Chief Executive Officer, said.

In a separate development, UnionBank bared that its subsidiary, First Union Plans, Inc., a bank subsidiary, is now the third-largest pre-need company in the Philippines.

First Union Plans, an affiliate of UnionBank and First Union Direct, is a financial services provider established in February 2000 with P70 million in paid-up capital. It began selling insurance in July 2000.



**EXPANDING ROLES.** The UnionBank HQ in Ortigas Center. The bank recently bagged an SCCP endorsement from the PSE, while its pre-need subsidiary First Union Plans is now the country's third-largest.



**A WELL-GOVERNED BANK.** (From left) UnionBank Chairman & CEO Justo A. Ortiz and Aldrin Monsod, Corporate Governance Asia publisher and managing director, at the Best of Asia: Corporate Governance Asia Recognition Awards Ceremony last July.

## UnionBank awarded one of Asia's most promising companies on corporate governance

By Lei Paz-Aguba

Union Bank of the Philippines was recognized as one of the most promising companies on corporate governance in Asia during the Best of Asia: Corporate Governance Asia Recognition Awards Ceremony held on June 25, 2013 at Marriott Hotel, Resorts World Manila.

UnionBank Chairman and Chief Executive Officer Justo A. Ortiz received the award for the bank, which was one of only five Philippine companies given the recognition.

Corporate Governance Asia recognized and acknowledged companies all over Asia deemed stalwarts of good corporate governance through measures undertaken to raise their governance standards. Factors considered for

the Corporate Governance Asia awards are quality of management, business model, growth prospects, financial performance, and relative position in their industries.

UnionBank's parent, Aboitiz Equity Ventures, Inc. (AEV), was also among the companies awarded as an Icon for Corporate Governance in Asia for AEV's consistent placement in Corporate Governance Asia's award roster for the past decade.

Corporate Governance Asia is the region's most authoritative journal on corporate governance. Published quarterly, Corporate Governance Asia provides news and analysis on corporate governance issues, boardroom practices and shareholder activism.

# UnionBank Mobile Money Cash Management wins BPA Trailblazer Award

By Tim Diosana

UnionBank's strategic partnership with Globe GCash to enable financial inclusion among microfinance borrowers exemplifies the Bank's values of elevating lives and fulfilling dreams through smart banking. More than 70% of Filipinos continue to be deprived of formal financial services mainly due to widespread poverty and geographic barriers. The Bank's Mobile Money Cash Management service enables microfinance institutions to process and monitor loan collections and disbursement in unbanked locations using mobile money technology.

The pilot project with Tulay sa Pag-unlad, Inc. (TSPI), the third largest micro-finance institution (MFI) in the country, started last October 2011. It began with a group of borrowers, whom they call "Nanays", in Sta. Elena, Camarines Norte. A typical Nanay would borrow P5,000 to P10,000 for six months to pay for additional inventory of a small livelihood

or to pay for her kids' education. Every week, a group of Nanays called a center would pool their loan amortization payments. Then two representatives from the center (usually the center chief and treasurer) would carry around P12,000 cash, spend almost 2 hours and P400 transportation cost -- to reach the nearest rural or commercial bank to pay. The two Nanays not only expose themselves to the risk of being robbed, they also lose half a day that they could have spent selling goods and making a living. The existing loan payment process is detrimental to the mission of poverty alleviation; and the efficiency needed for MFIs to grow and reach more people is not achieved.

The MMCM solution equips individual borrowers with GCash wallets such that instead of traveling 2 hours to the next bank branch, Nanays can simply load (cash-in) their wallets at the nearest accredited outlet and pay in real time from their phones. Receiving their loan proceeds

via GCash keeps the funds safe and secured with a PIN (personal identification number) similar to a debit card. With GCash, a Nanay can pay bills, send money, buy load, and receive remittances. In the one and a half years of implementing the project with TSPI, over 100,000 borrowers have subscribed and over P1 billion worth of transactions were made through the system. The solution is expected to be fully implemented to the rest of the 300,000 TSPI borrowers by the third quarter of the year.

The mentioned difficulties are not unusual in the microfinance community; these are, in fact, widespread and prevalent. This opens up more opportunities for UnionBank to enable more communities, elevate more lives, and fulfill more dreams. While this recognition from Bank & Payments Asia caps off the dedicated work that UnionBankers have put in to complete the development and pilot; this only marks the beginning of an exciting journey ahead.



**IN THE COMPANY OF TRAILBLAZERS.** (1) SEVP Edwin Bautista accepts the Trailblazer Award for Mobile Money Cash Management from Thomas Zink, Banking and Payments Asia Editor, at the awarding in Singapore. (2) Mr. Bautista presents the Trailblazer trophy to VP Ramon Vicente de Vera II and the Mobile Money Cash Management Project Team.



## CitySavings opens three branches in July; boosts nationwide bank tally to 47

By Paula Viegelmann-Ruelan



**GROWING WITH THE COUNTRYSIDE.** (Clockwise from top left) DepEd school superintendent Jessie Ferrer and CitySavings marketing AVP Harry Abellana at the opening of the Olongapo City branch; Loans & Collections Group Head for Luzon Adrian Ruiz together with Pulilan City Mayor Vicente Esguerra; CitySavings Pulilan Extension Office team; Digos team led by Branch Manager Aristeo Buagas; Olongapo branch and head office team with Olongapo Mayor Rolan Paulino.

City Savings Bank (CitySavings) fast-tracked its nationwide expansion last July as it opened three new branches in Luzon and Mindanao, bringing the Aboitiz-owned bank's branch network to 47 banks nationwide.

The new branches, located in Olongapo City; Digos, Davao del Sur; and Pulilan, Bulacan were opened on July 16, 23, and 30, respectively. On their opening days, the Olongapo City and Pulilan branches handled a combined total of 109 loan applications worth P14.26 million overall.

CitySavings Olongapo is the bank's fourth branch in Region 3 and 17th in Luzon, while CitySavings Digos is the fourth in Region 11. CitySavings Digos aims to serve roughly 5,000 public school teachers until year-end, while CitySavings Pulilan targets about 2,000 public

school teachers in the same period.

"CitySavings is here to offer a better alternative to DepEd teachers. We are committed to live up to our brand promise of straightforward banking so that our customers are assured that we deal with them with transparency and honesty," said Harry Abellana, CitySavings AVP-Marketing.

Notable is CitySavings push in Luzon: "Early last year, the Aboitiz management decided to expand to Luzon so we can also serve teachers in Luzon area," said CitySavings Loans and Collections Luzon Group Head Adrian D. Ruiz

Local and DepEd officials in Luzon welcomed the opening of CitySavings branches in their respective areas.

DepEd Olongapo Division Schools

Superintendent Jessie Ferrer cited CitySavings "for being the first bank to make teachers feel like kings and queens," adding "we look forward to strengthening our partnership with CitySavings in the future." Olongapo City Mayor Rolan Paulino shared, "We are happy that CitySavings has expanded its services to the city of Olongapo."

Pulilan City Mayor Vicente Esguerra, for his part, said: "I have fond memories of the Aboitiz company as I used to ride their ships before when I was a child. I am happy that CitySavings, a member of the Aboitiz Group, [has] chosen Pulilan as their area for branch expansion as this shows the progress of our city and will enable us to attract more investors to our growing community."

# AboitizLand to take 60% stake in LiMA Land

Aboitiz Land, Inc. (AboitizLand), the real estate arm of Aboitiz Equity Ventures, Inc. (AEV), announced on June 26 that it is poised to acquire a 60% stake in LiMA Land, Inc. (LLI) through the purchase of shares in Alsons Land Corporation (ALC).

LLI, a Luzon-based joint venture between ALC and Marubeni Corporation of Japan, is the developer of the 485-hectare LiMA Technology Center, a PEZA-registered economic zone in the Lipa-Malvar area of Batangas in CALABARZON (Cavite, Laguna, Batangas, Rizal, Quezon).

LiMA Technology Center is a total township project designed as an integrated city. It hosts Epson Corporation as its biggest locator among the 34 firms within the township's 232-hectare industrial zone.

LLI also owns LiMA Utilities Corporation and LiMA Water Corporation, which supply power and water to the zone's occupants.

"AboitizLand has over 20 years of experience



**SOUTHERN EXPANSION.** AboitizLand is set to acquire LiMA Land, which owns the LiMA Technology Center (pictured) in Batangas.

in developing and managing industrial zones in Cebu and we are bringing our expertise to Luzon. Establishing our presence in the CALABARZON area is a key strategic step in growing the industrial business of AboitizLand," Andoni Aboitiz, President and Chief Executive Officer of AboitizLand, said.

AboitizLand currently manages Mactan Economic Zone II (MEZII), which caters to light to medium export industries at Mactan,

Lapu-Lapu City, and West Cebu Industrial Park (WCIP), a 202-hectare industrial development in Balamban, Cebu which caters to medium to heavy industries such as shipbuilding and ship recycling facilities, iron and steel manufacturing plants and allied activities. WCIP is the initial project of Cebu Industrial Park Developers, Inc., a joint venture between AboitizLand and Tsuneishi Holdings, Inc. of Japan.

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## The Outlets, AboitizLand's first VisMin outlet mall, launched

Aboitiz Land, Inc. (AboitizLand), the real estate development arm of the Aboitiz Group, broadened its property portfolio as it broke ground last July on The Outlets, the firm's first outlet mall in Visayas and Mindanao.

Attending the event were global brand representatives, local government officials, media partners, and hotel representatives.

The Outlets, located at Pueblo Verde, Mactan Economic Zone 2 in Barangay Basak, Lapu-Lapu City, is envisioned as a stand-alone mall containing shops, restaurants, financial institutions, offices, and a supermarket. AboitizLand expects to complete The Outlets in the fourth quarter of 2013.

Upon its opening, The Outlets will comprise of various well-known global brands such as Nike,

Adidas, Oakley, Levi's Dockers, Timberland, Reef, among others.

AboitizLand counts 19 years of leadership in the real estate industry, developing 400 hectares of Cebu into thriving residential, commercial and industrial communities.

AboitizLand serves a constantly growing partner and client base that includes over 2200 vecinos, 35 merchant-establishments and more than 50 corporate entities fulfilling its brand promise of nurturing communities in order to provide the ultimate real estate experience.



**NEW LIFESTYLE CENTER.** Spearheading The Outlets Groundbreaking ceremony are (L-R) AboitizLand AVP for Sales Audie Villa, AVP for Branding and Marketing Chad Africa, AVP for Technical Services and Quality Levi Lopez, Business Unit Head for Industrial Ed PeBenito, AVP for External Affairs Allan Alfon, Lapu-Lapu City Mayor Paz Radaza, AVP for Project Development Rafael De Mesa, and Commercial Leasing Manager Clifford Academia



# Aboitiz Foundation aids in relief operations in Taguig, Laguna, and Cainta

Not one to ignore calls for help, Aboitiz Foundation, Inc. recently initiated storm relief operations in Taguig City and Laguna, moving to donate nearly P1 million worth of relief packs in the two areas and extending operations to include Cainta, Rizal.

Following the severe rains and floods brought about by monsoon rains and Typhoon Maring on August 19 and 20, the Aboitiz Foundation immediately pledged to donate P800,000 worth of relief packs for distribution among affected families in Taguig City evacuation centers.

A total of 2,500 relief packs—which contain essential goods such as soap, shampoo, toothpaste, toothbrushes, among others—were distributed by the Aboitiz Foundation, in coordination with Taguig city government.

Aboitiz team members, who have voluntarily trooped to Polytechnic University of the Philippines Taguig (PUP-Taguig) where they were mobilized for packing and distribution duties, among other tasks, aided in the relief pack distribution.

In addition to Taguig City, the Aboitiz Foundation has also extended help to Laguna and Cainta, Rizal, provincial areas hard-hit by the recent rains and floods.

A total of P27,000 worth of relief packs were delivered to the municipality of Bay, while P100,000 worth of relief packs were also delivered at 2:30 p.m. on Tuesday to the Laguna provincial government.

The Aboitiz Foundation also followed up with the distribution of 3,302 relief packs to more families in Taguig City and Cainta, Rizal.

In Taguig, 846 relief packs were given out, while in Cainta, 883 relief packs were distributed in various schools in coordination with the Department of Social Welfare and Development and the Cainta municipal government.

Further, City Savings Bank released 1,573 relief packs to its Caloocan, Ortigas, and Cavite branches. These relief packs were then distributed to nearby areas.



**HELPING HANDS AND HEARTS.** Aboitiz team members saw action in Taguig City and Cainta, Rizal during the relief operations that took place following the heavy rains and flooding brought about by Typhoon Maring and the southwest monsoon.



# Aboitiz Foundation continues push for education at LCF CSR Expo

Aboitiz Foundation, Inc., reiterated its long-standing commitment to further implement education-related initiatives at the recent League of Corporate Foundations Corporate Social Responsibility (LCF CSR) Expo 2013 at the SMX Convention Center, of which the Foundation was a top sponsor.

“The Foundation maintains its priority programs in infrastructure building, scholarship programs, and asset donations. Every year, the biggest chunk of our budget is allocated to education-related initiatives,” said Aboitiz Foundation Executive Vice President and Chief Operating Officer and concurrent LCF Chairman Augusto P.I. Carpio III.

In its LCF exhibit, the Aboitiz Foundation recreated a classroom to showcase its infrastructure building initiative that provides students, particularly in its host communities, a more conducive learning environment.

Last year, the Aboitiz Foundation spent P219 million or 54% of its total budget allocation for education-related initiatives such as build and repair of schools and laboratories; donation of books, computers, and other equipment, and funding of scholarships.

Under the infrastructure building program, the Foundation donated a total of 103 standard classrooms to various schools nationwide last year. Its partnership with the Aklat, Gabay, Aruga Tungo sa Pag-angat at Pag-asa (AGAPP) Foundation through the latter’s Silid Pangarap program paved the way for the construction of 42 more Silid Pangarap classrooms.

Since the partnership with AGAPP started in 2011, Aboitiz Foundation has turned over a total of 134 Silid Pangarap classrooms or 67 school buildings.



**BACK TO SCHOOL.** Aboitiz Foundation EVP Sonny Carpio (3rd from left) and Trustee Romy Ronquillo (4th from left) with LCF board members at the Aboitiz Foundation’s classroom-recreated exhibit booth.

To date, the Foundation has reached out to some 50,000 students across the country with 597 classrooms. These facilities are complete with tools and equipment such as desks, blackboards, and fixtures that will help improve the students’ academic performance.

Mr. Carpio also noted that the Foundation is also actively encouraging learning in Science, Language and Computer through the donation of science and speech and the refurbishment of computer laboratories and stipend support to Information Technology teachers.

Last year, the Foundation, through the help of the Aboitiz companies, donated 150 computer units to various public schools in 11 provinces nationwide under its Integrated Computerization program.

Aboitiz Foundation also provides beneficiary

schools with the thin-client system, which links the schools’ computers to a central server that gives them higher storage and reduces maintenance costs. In 2012, 15 public schools received a combined 178 thin-client systems.

Running for seven years now is the Library Kit project where the Foundation donates books and other reference materials like almanac, dictionaries, encyclopedias, and television sets to beneficiary schools.

Apart from the donation of physical items, the Aboitiz Foundation, through its scholarship programs, has also given a total of 2,809 students access to quality education. Of the total, 250 are pre-school students; 208, elementary; 1,652, secondary; 295, tertiary; 61, post-graduate; 323, vocational, and 20, special needs.

**“The Foundation maintains its priority programs in infrastructure building, scholarship programs, and asset donations. Every year, the biggest chunk of our budget is allocated to education-related initiatives.”**

**Sonny Carpio**

Aboitiz Foundation EVP and COO and concurrent LCF Chairman

# Aboitiz Foundation holds Grand Medical Mission in Cebu City

Aboitiz Foundation, Inc. conducted a Grand Medical Mission on August 17 at Plaza Sugbu in Cebu City in celebration of the Foundation's 25th year anniversary.

Around 2,000 residents from 10 urban barangays in Cebu City benefitted from the free medical, dental, optical and blood typing services provided by the foundation. Medicines and dental kits were also given at the event.

"Healthy communities begin with healthy homes, thus our desire to provide basic health services which beneficiaries can avail of, with the help of our partner business units," said Aboitiz Foundation Executive Vice President and Chief Operating Officer Augusto P.I. Carpio III.

The Grand Medical Mission was held in partnership with Cebu-based Aboitiz business units namely Pilmico Foods Corporation, Visayan Electric Co., Inc., City Savings Bank, and Aboitiz Land, Inc.

Non-Aboitiz partners, meanwhile, included the Cebu City local government, University of San Carlos Clinical Department, Emergency Rescue Unit Foundation, Philippine Red Cross, Philippine Air Force-2nd Infantry Battalion, Senior Citizens Women's Group, Eyeball Optical Shop, Subangdaku Technical Vocational School,



**JUST WHAT THE DOCTOR ORDERED.** Several Cebuanos, including senior citizens, availed of the many services offered during the day-long Grand Medical Mission hosted by the Aboitiz Foundation at Plaza Sugbu in Cebu City.

Nature's Spring Drinking Water, Perpetual Succour Hospital's Family Medicine and Internal Medicine Department, Philippine Dental Association – Cebu and Mandaue Chapter, Cebu City Health Department, South Western University Dentistry Department, and Calmoseptine Philippines, Inc.

The medical mission was conducted in celebration of the Foundation's past initiatives

on primary health and child care for its host communities. These programs addressed the shortage of adequate infrastructure and facilities for basic social services.

Past Aboitiz Foundation healthcare projects include medical, optical, dental missions and circumcision drives, and construction of water systems, health centers, and day care centers in areas where they are most needed.

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## Aboitiz Foundation pitches in to modernize Tubbataha Ranger Station

The Aboitiz Foundation creates partnerships with other organizations that share its values. In line with one of its main focus areas, environmental stability, the Foundation has pledged P1 million to support World Wide Fund for Nature (WWF-Philippines) on its project to upgrade the Tubbataha Ranger Station.

The facility, built in 1995, serves as offshore shelter for members of the Philippine

Navy, Philippine Coast Guard, and local law enforcement who spend months patrolling the Tubbataha Reefs marine park. Years of exposure to the elements have caused the ranger station to become rundown.

Once completed, the modernized Tubbataha Reefs ranger station will also have a research building for up to eight marine biologists, library, visitor center, and

a museum showcasing the marine park's rich biodiversity.

Declared a UNESCO World Heritage Site in 1993, Tubbataha Reefs is a marine protected area and home to one of the world's most remarkable underwater terrain and marine biodiversity. It has also been included in the Ramsar List of Wetlands of International Importance in 1999.

# Cebu Normal University wins 2nd Green Fashion Revolution

Ten Cebu Normal University (CNU) students proudly displayed their passion for a better world—through fashion design—as they bagged the top prize at the 2nd Green Fashion Revolution fashion show held at the SM City Cebu Trade Hall last August 3.

Green Fashion Revolution is an annual intercollegiate fashion show started last year by Aboitiz Foundation, Inc. that features student-made gowns and dresses created out of recycled materials such as old tarpaulins, newspapers, and sacks.

Judging this year's Green Fashion Revolution were Dexter Alazas, a Cebu City fashion designer; Maria Gigante, Miss Cebu 2013 2nd runner up; Chad Africa, Aboitiz Land, Inc. Assistant Vice President, Branding and Marketing; Cristine Cabatingan, Aboitiz Equity Ventures, Inc. Talent Retention Manager; and Augusto P.I. Carpio III, Aboitiz Foundation Executive Vice President and Chief Operating Officer.

The judges then picked a winner based on the school designs' functionality and marketability (50%), creativity and originality (30%), concept and clarity of message (15%), and bearing, projection, and stage performance (5%).

This year, CNU edged out University of Cebu–

Banilad (2nd place), University of San Carlos (3rd place), University of the Philippines–Cebu (4th place), University of the Visayas (4th place), and Banilad Center for Professional Development (5th place) to take home a P20,000 cash prize and another P40,000 to launch an original environmental project to be implemented in the school's barangay of choice.

Green Fashion Revolution was the brainchild

of a group of Aboitiz scholars who submitted the proposal for an environmentally-inspired fashion show at the 1st Aboitiz Scholars' CSR Summit in December 2011.

Since then, Green Fashion Revolution has been held twice, with the aim of promoting the three R's of waste management (Reduce, Reuse and Recycle) and creating environmental awareness among college students.



**A PASSION FOR FASHION AND THE ENVIRONMENT.** Cebu Normal University bagged the grand champion prize during the 2nd Green Fashion Revolution held at SM City Cebu Trade Hall last August 3. This is the school's winning design.

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# AboitizLand reaches out to oil spill, fire victims

By Rechiel Cordova

The past months have been busy for Aboitiz Land, Inc. and Aboitiz Foundation, Inc., with the two groups coming to the aid of a recent oil spill and a fire disaster in Cebu.

AboitizLand, in coordination with Aboitiz Foundation, dispatched relief assistance to the former's host communities affected by the oil spill following the collision of MV Thomas Aquinas and Sulpicio Express 7 last August 16.

Some 300 families in Cordova, Cebu received relief packs that contained ready-to-eat canned

goods, biscuits, and water that were distributed by AboitizLand and Aboitiz Foundation. Meanwhile, team member volunteers from AboitizLand led an oil cleanup operation in the coastline of Lapu–Lapu City.

"This initiative is our way of helping and protecting our coasts and the hundreds of families that depend on it," said Corazon Baybay, AboitizLand Community Relations Assistant Manager.

AboitizLand's efforts following the ferry

disaster came after Aboitiz Foundation—together with AboitizLand—extended relief assistance to the victims of the fire that devastated over a hundred houses along A. Lopez Street in Barangay Labangon, Cebu City last June.

Several Aboitiz team members volunteered to pack relief goods at the Aboitiz Corporate Center and headed to the barangay to distribute them on June 12. One hundred ten families received relief packs containing ready-to-eat canned goods, biscuits, and water.



# Pilmico donates P25M classroom building in Sta. Elena, Iligan; largest CSR effort to date



**ILIGAN ON THE REBOUND.** (From left) Jon Ramon Aboitiz, Aboitiz Foundation President and Sabin Aboitiz, Pilmico President & CEO turn over a symbolic key to Tomas Cabili National High School–Annex Sta. Elena officials represented by Melchor Alquizola, Chief of Staff, City Mayor's Office and Randolph Tortola, DepEd Schools Division Superintendent. Meanwhile, students perform an energetic dance number following the turnover rite as a token of their gratitude for the donated classrooms.

Pilmico Foods Corporation turned over last August a 24-classroom school building in Iligan City, the company's largest corporate social responsibility (CSR) project to date.

The P25-million school building is located in Bayanihan sa Iligan Village in Barangay Sta. Elena, a 15.9-hectare relocation site that is also home to 1,711 families displaced by Typhoon Sendong two years ago.

"Students from barangays in Iligan City that were hit by Typhoon Sendong no longer have to worry about having a place to stay or traveling far only

to study in congested classrooms," Sabin Aboitiz, Pilmico President and Chief Executive Officer, said.

After flash floods washed away and damaged schools in Barangays Hinaplanon, Santiago, Sta. Filomena, and Bayug Island, students were earlier forced to attend classes in already crowded schools in other barangays. In some schools, fixtures and furnishings were used by evacuees. Further, when the students and their families relocated to the Bayanihan sa Iligan Village, the students had to travel about 10 to 12 kilometers daily just to be able to go to school.

"This underlying need to provide convenience and comfort to the students is the reason Pilmico is building this school. The quality of education that the children will be getting is at stake if this is not remedied," Aboitiz said.

"We are doing this to show our commitment to Iligan, the place we have been calling home for more than 50 years," he added.

The school building project was constructed and donated in partnership with Aboitiz Foundation, Inc., the social development arm of the Aboitiz Group.

## THI donates supplies to Balamban school

By Loureina Evangelio

Students and teachers from Cantibas Elementary School, Balamban, Cebu thanked Tsuneishi's Community Service Club members who recently visited their school to donate school supplies and hold fun activities.

Club members led a short program with games and dance numbers from students, followed by the distribution of school supplies and free snacks for the children. A total of 210 pupils received backpacks with assorted notebooks, papers, pens, and a few more items.



# Hedcor awards scholarship grants in Davao City and Benguet

Hedcor, Inc. joined with Aboitiz Foundation Inc. last June 4 to turn over college scholarships to nine students from Barangays Catalunan Pequeño, Mintal, Sibulan and Darong in Davao City.

The scholarships cover full payment of tuition, monthly allowance, and books for the students, who are from host communities, until they graduate. They will also be given preference when he or she wishes to join the Aboitiz Group after graduation.

Aside from the scholarships, Hedcor also provides Internet connectivity to Catalunan Pequeño National High School (CPNHS), a project running for two years now and aids students' well-rounded education. Being online gives the school the chance to increase their student population's Mean Percentile Score (MPS) in the achievement tests conducted by the Department of Education.

Meanwhile, Hedcor's High School Assistance Program was turned over later that month to 18 top high school students from Sablan National High School, Ampucao National High School, and Benguet National High School Main at the DepEd Central Office in Benguet.

"You are very lucky to be a recipient of this program but along with this is a challenge, a challenge to maintain it," Benguet Schools Division Superintendent Nancy Lumbas told the scholars.

Selected scholars who were at the top of their class also received P3,000 each.

"This is a big help for us financially and it will serve as a motivation for us to excel," accounted one of the recipients of the program.

Parents and faculty members from each school were present and expressed deep pride in the achievements of their children.

"Dakel nga yaman mi nga parentes daytoy tulung nga inted ti Hedcor. Agpasalamat ti panang-ited you ti inspirasyon kadagitoy anak



**HELPING OUT GREAT YOUNG MINDS:** Hedcor team members and Divisions Superintendent Nancy Lumbas joined students of Sablan National Highschool with their parents in the High School Assistance Ceremony turn over.



**CONNECTED TO THE WORLD.** Students of Catalunan Pequeño National High School together with their computer teacher enjoy free Internet access provided by Hedcor.



**NEW BATCH OF HEDCOR SCHOLARS.** These deserving students are new recipients of college scholarships given by Hedcor as reward for their excellent academic performance. The scholarship includes full payment of tuition, monthly allowance and book allowances.

mi, nangruna kenyak ta ado da," said one parent attending the ceremony.

Ampusongan National High School also received their share of 30 scholarships at a separate occasion.

Since it began in 2003, Hedcor's high school scholarship grants have aided hundreds of students who excel in academics, inspiring them to continue exemplary academic performance throughout high school.

"We (Hedcor) value education. In fact,

education has the highest allotment of our corporate social responsibility. This is our way of giving back to our host communities for welcoming Hedcor to operate in their locality," said Hedcor's Community Relations Officer Romeo Catingub.

Hedcor aims to promote education in its host communities by initiating projects that help ease their financial strain. Hedcor also provide college scholarships that have already produced numbers of graduates.



# Cotabato Light provides scholarships & educational aid for customer dependents

By Michelle Prudente and Donjie Vertuoso

Cotabato Light & Power Co., together with Aboitiz Foundation, Inc., last August 13 awarded cash grants to 24 students as part of Cotabato Light's Scholarships and Educational Financial Assistance program.

A total of P102,000 in cash grants were handed out in a ceremony at the Cotabato Light conference room, facilitated by Cotabato Light Community Relations Manager Tata Natano, Cotabato Light General Manager Judy Sanchez, and Cotabato Light Chief Operating Officer Rodger Velasco.

The cash grant was intended for the miscellaneous needs of the students consisting of nine new and 15 current scholars.

Last June 13, Cotabato Light awarded scholarship grants for eight poor yet deserving



**A BETTER FUTURE WITHIN REACH:** The student achievers who were the recipients of Cotabato Light's educational financial assistance and scholarship grants take a pose with the firm's COO Rodger Velasco, General Manager Judy Sanchez, Human Resources Manager Tata Natano and staff.

students who graduated top five in public high schools within the company's franchise area. This grant consisted of a maximum P45,000 per

semester for tuition and miscellaneous fees, a P1,500 per semester book subsidy, and a P3,000 monthly transportation allowance.

## SEZ cited by SBMA for Adopt-an-Ambulance Program; awards scholarship grants

By Raymund Tamayo

Subic EnerZone Corporation (SEZ) received a Certificate of Appreciation for supporting the Subic Bay Metropolitan Authority (SBMA) Disaster Risk Reduction and Management Committee (SDRRMC) through the company's Adopt-an-Ambulance Program in a ceremony held at the Harbor Point mall in the Subic Bay Freeport Zone last July 1.

SBMA Chairman and Administrator Roberto Garcia and SBMA Senior Deputy Administrator for Support Services Atty. Ramon Agregado, together with the National Disaster Risk Reduction and Management Council (NDRRMC) Region 3 Director Josefina Timoteo, awarded the certificate to SEZ Assistant Vice President & General Manager Warell Kern Sario and SEZ Reputation Management Specialist Raymund Tamayo.

SEZ was given the special citation together with other Freeport locators who established projects and programs supporting the implementation of disaster risk reduction plans

of the SDRRMC.

This came as SEZ also turned over financial assistance to its high school scholars in a ceremony at the SEZ administration building last June 17.

Sario led the distribution of scholarship grants to 37 high school students from Regional Science High School III (27), Olongapo City National High School (9), and Gordon Heights High School (1).

This is the fourth year of SEZ's high school scholarship program, which started in 2010. Next year, the company aims to give scholarships in the college level, selecting from their pool of high school scholars.

SEZ selects 10 Grade 7 high school students every year to be a part of its scholarship program. A screening process is done for applicants with the following criteria: 1) be an honor student graduate of a public elementary school; 2) have a general average of 85% or higher; 3) should not have a grade below 85% in the fourth grading

period; and 4) be enrolled in public high school.

A scholar must maintain an 85% grade average as a freshman, 86% as a sophomore, 87% as a junior, and 88% as a senior to be retained in the program.



**CITATION AWARDED.** NDRRMC Region 3 Director Josefina Timoteo, SBMA Chairman & Administrator Roberto Garcia (1st and 2nd from left, respectively), and SBMA SDA for Support Services Atty. Ramon Agregado (in blue shirt) award Certificates of Appreciation to Subic Freeport locators who supported the SDRRMC, including SEZ's AVP & GM Warell Kern Sario and Reputation Management Specialist Raymund Tamayo (3rd & 4th from right) during the opening ceremony of the National Disaster Risk Reduction Month at the Subic Bay Freeport Zone.



# Hedcor, Alapang plant trees in La Trinidad

Hedcor Inc.'s campaign for re-greening of community forests was in full swing last June 5 through its tree planting activity carried out in partnership with the local government of La Trinidad, Benguet last June 5.

Operators and engineers from Hedcor's Ampohaw, Bineng, and Bakun hydropower plants contributed about 840 pine trees in the tree planting held in the Alno Communal Forest. Representatives from the Alapang local government and its Sangguniang Kabataan were also there to support the initiative.

The activity supports the National Greening Program of President Benigno Aquino III that targets to plant "some 1.5 billion trees in around 1.5 million hectares of public lands for six years, starting 2011 to 2016."

Hedcor has actively participated in several

reforestation activities over the years, including the annual Aboitiz group-wide tree planting activity, and also has partnerships with cause-oriented groups and residents of host communities. Moreover, each of the company's team members has an individual goal of planting 20 seedlings per year and these seedlings are mostly sourced from a nursery, which the company also maintains. Topping it off, the company conducts river clean up drives in partnership with the Adopt-an-Estero program of the Department of Environment and Natural Resources launched in 2012.

Hedcor is ISO 14001-certified for environmental management system, proof of its commitment and dedication to the preservation of the environment.

A wholly owned subsidiary of AboitizPower,



**THE HIKE IS WORTH THE HASSLE.** Hedcor team members traverse the steep slope of Alno Communal Forest with pine tree seedlings to the designated planting area.

Hedcor operates 19 run-of-river hydro-power plants in Benguet and Davao with a total capacity of 155MW of clean and renewable energy.

## SNAP holds CSR forums for Luzon stakeholders

The SN Aboitiz Power (SNAP) Group held a series of stakeholders' forums in its host provinces of Benguet, Isabela, Nueva Viscaya, and Ifugao last July 22 to 25 discussing the group's CSR efforts in the past five years.

Attended by around 300 elected officials from host barangays, municipalities and provinces, sectoral representatives and members of indigenous peoples' organizations, the stakeholders' forum highlighted SNAP's corporate social responsibility (CSR) programs for the past five years.

This year's stakeholders' forum series, with the theme "CSR Revisited: Partnering for Shared Value" took a look back at the past five years of SNAP's voluntary CSR program and the company's plans for the future.

The forum series was held on July 22 in Baguio City for Benguet stakeholders, July 24 in Santiago, Isabela for Isabela and Nueva Viscaya

stakeholders, and July 25 in Solano, Nueva Viscaya for Ifugao stakeholders.

SNAP-Benguet has implemented 179 CSR projects since it acquired the Ambuklao and Binga hydroelectric power facilities in 2008. Ambuklao has funded 95 projects, while Binga has funded 84, majority of which are on indigenous peoples' focus, infrastructure, and education. SNAP-Magat has been implementing a total of 212 projects in the host provinces of Isabela, Nueva Viscaya, and Ifugao since 2007, majority in the key result areas of infrastructure, education and governance.

Other highlights of the forum were plant operations updates from SNAP-Benguet and SNAP-Magat's assistant vice presidents and plant managers Emmanuel Lopez and Wilhelmino Ferrer. AboitizPower's community relations officer Wesley Briola gave a re-orientation on the process of availing the Energy

Regulation (ER) 1-94 fund, which requires power generators to remit to government one centavo per kilowatt-hour of their electricity sales. These funds are dispensed by the Department of Energy and used for projects on electrification, reforestation, and livelihood.

SN Power's country representative Rodolfo Azanza also gave an update on SNAP's greenfield development program, SNAP's business development arm. The program aims to expand the company's renewable energy portfolio by identifying and developing sustainable hydroelectric projects.

The annual CSR forum series is a venue of SNAP and its stakeholders to discuss, among other things, direct benefits, new projects, and updates on the company's corporate social responsibility program which is jointly implemented by SNAP and its host communities.

# Almost 4K join Gabii sa Kabilin

By Florencio Moreño II



**A NIGHT OF CULTURAL CELEBRATION.** (1) Mandaue Presidencia becomes festive as dancers garbed in colorful Filipiniana costumes perform during the seventh run of the Gabii sa Kabilin last May 31. (2) Harpist Tommy Alpa's music blends with the old world charm of Casa Gorordo Museum.

Ramon Aboitiz Foundation, Inc. (RAFI) Culture and Heritage unit and its partners held the seventh run of the Anvil-awarded event Gabii sa Kabilin last May 31 from 6 p.m. to 12 midnight.

This year, the heritage event featured 33 destinations surpassing last year's 22 in four of the biggest cities of Metro Cebu Cebu, Mandaue, Lapu-Lapu, and Talisay cities.

Not less than 3,600 Cebuanos along with local and foreign tourists were treated to cultural performances, culinary experiences, art fairs, and special exhibits in all destinations of the event.

The P150 Gabii sa Kabilin ticket is as an

admission ticket to all destinations, unlimited Gabii sa Kabilin-designated bus rides, and one tartanilla (horse-drawn carriage) trip within the city's old district.

Children's activities were also organized in Casa Gorordo Museum, Cathedral Museum of Cebu, Fo Guang Shan Chu Un Temple, Fort San Pedro, Lapu-Lapu City, and Talisay City.

In 2012, due to the success of the previous runs, Cebu City's Sangguniang Panlungsod passed City Ordinance 2327, declaring the last Friday of May of every year as Gabii sa Kabilin or Night of Heritage.

## EJACC partners bat prostate cancer

By Gina Mariquit

In celebration of Prostate Cancer Awareness Month in June, the Eduardo J. Aboitiz Cancer Center (EJACC) of the Ramon Aboitiz Foundation, Inc. (RAFI) supported the Vicente Sotto Memorial Medical Center (VSMCC) and Cebu Eastern Visayas Chapter of the Philippine Urological Association in a lay forum and screening on prostate cancer last June 14 at the VSMCC Out Patient Department Conference Room.

The public forum discussed the ways on early detection and prevention of prostate cancer as well as diagnosis and treatment.

There were 40 forum participants from the Philippine National Police, Task Force Cancer of Cebu City, Cebu City Anti-Mendicancy Group, and Office of the City Market, Prevention Restoration Order Beautification Enhancement Division of Cebu City.

The activity was facilitated by urologist Dr. Enrique Tenazas, president of Philippine Urological Association-Cebu Eastern Visayas and training officer of VSMCC.

A free consultation and digital rectal examination screening was conducted after the forum.

# Miriam College trains Liloan day care workers, parents

By Jan Montilla

To provide early childhood educators in Liloan, Cebu the opportunity to improve the quality of their teaching, the Dolores Aboitiz Children's Fund (DACF) of Ramon Aboitiz Foundation, Inc. (RAFI) partnered with the Lingap Bulilit program of Miriam College of Quezon City and the local government of Liloan to train 30 day care workers and kindergarten teachers held last May 22-26 at La Consolacion College, Liloan, Cebu.

During the five-day training, instructors from Miriam College shared practical knowledge and hands-on activities in areas like curriculum planning, production of instructional materials, arts and crafts, and music and movement. Participants engaged in group discussions and role-play to improve their skills in behavior management and parent relations.

Recognizing the important role of parents in a child's development, parents of day care pupils were invited to a half-day parenting seminar.



**TRAIN THE TRAINERS.** Role-playing was one of the activities in the training conducted by RAFI Dolores Aboitiz Children's Fund and Miriam College where Liloan day care and kindergarten teachers creatively explored their role as educators.

# RAFI, partners green Cebu for the 3rd year

By Rizza Gostado



**RUNNING AND PLANTING.** (1) Mangrove planters in Cordova wade through above-the-knee-high waters during the Run 2 Plant 4 GREENIN Philippines. (2) Participants in the Naga leg trudge through well-vegetated trail to plant their narra seedlings.

Ramon Aboitiz Foundation, Inc. (RAFI) GREENIN Philippines Program has partnered with the local governments of Naga City and Cordova as anchors of core events in Cebu in this year's Run 2 Plant 4 GREENIN Philippines, which was simultaneously held in 40 local government units in the Province of Cebu last June 29.

This year's central event run supports the

ridge (Naga City) to reef (Cordova) perspective in biodiversity enhancement that takes into account enhancing not only upland vegetation but also coastal areas.

Naga City and Cordova events gathered around 5,000 participants approximately 3,000 in Naga and 2,000 in Cordova.

In Naga City, 4,000 native tree seedlings were planted in the 10-hectare planting site

in Barangay Tuyan while 1,000 mangrove propagules were planted in the one-hectare planting site in Cordova.

Some local government units and schools in Mindanao Davao del Sur, Davao City, Nabunturan in Compostela Valley, Sacred Heart High School in Iligan, and St. Mary's Academy in Tagum, Davao del Norte also organized their own Run 2 Plant 4 GREENIN Philippines.

## Workshop underscores spirituality in leadership

By Tanya Flores

Ramon Aboitiz Foundation, Inc. (RAFI) gathered school leaders from Carcar City, Asturias, and Liloan, Cebu last May 23 to 24 for a two-day leadership workshop dubbed S-Leadership at the Eduardo Aboitiz Development Studies Center.

Selene Yu, creator of the module and executive director of Chevrolet Philippines, facilitated the activity. Yu is a businesswoman who helps individuals, businesses, and organizations imbibe God-centered leadership in accordance

with biblical teachings and values.

S-Leadership focuses on the spiritual side of leadership. As the name suggests, it delves into the dimensions of leadership that start with the letter S—Son, Servant, Seer, Shepherd, Steward, and Spirit.

Participants said that the training has touched them and taught them important lessons on leadership, such as how to handle conflicts and challenges while being God-centered leaders.



**LEADING WITH THE SPIRIT.** Anthony Dignadice (leftmost, sitting), executive director of RAFI's Education Development Unit, and Selene Yu (center, in white polo shirt), workshop facilitator, pose with participants.



# Aboitiz Foundation holds 2nd ICT Quiz Show

By Rechiel Cordova

Aboitiz Foundation, Inc. conducted its 2nd Information and Communication Technology (ICT) Quiz Show at the Benedicto College Gymnasium in Mandaue City last August 24.

Representatives from 30 public high schools in Metro Cebu participated in the contest, with each team/school composed of three students. All of these schools have been beneficiaries of the Foundation's various ICT-related projects.

Mandaue City Science High School emerged as the grand champion followed by Apas Night High School (2nd place), Mandaue City Comprehensive National High School (3rd place), Cebu City National Science High School (4th place) and Abellana National High School (5th place).

This year's judges were University of San Carlos Computer Teacher Eleuteria Dang Guanzon, Aboitiz Equity Ventures Chief Technology Officer Hoton Elicano, and AboitizLand Information Technology Manager Vincent Guerra.



**IT CHAMPS.** Students from Mandaue City Science High School, and their teachers accept the prizes awarded by Aboitiz Equity Ventures Chief Technology Officer Hoton Elicano and Aboitiz Foundation AVP for Project Development and Management Danny Cerence.

The Foundation conducted its 1st ICT Quiz Show last December 2011.

The winners received a cash prize, token and sets of multi-media equipment from the Aboitiz Foundation.

The ICT quiz show aims to evaluate the impact and usefulness of the donated computers to the beneficiary schools as well as assess their performance and learning in the computer subject.

## Hedcor, WeatherPhilippines donate AWS in Mt. Province

Mountain Province now enjoys localized weather forecasts through its own automated weather station (AWS) provided by Hedcor, Inc. and Weather Philippines Foundation, Inc. The unit was turned over to provincial government last May 29 and installed within Sabangan Municipal Hall.

Present during the event were members of the Sangguiniang Panlalawigan and Chief of Police Joaquin Nacnas, and Municipal Budget Officer Robert Beke.

"It (AWS) will improve communications among national agencies," said Mr. Beke who commented on the confusion on weather updates experienced by people during a typhoon.

The weather station can determine rainfall, humidity, temperature, and wind direction.

Powered by solar energy, it requires no electricity consumption and, during cloudy days and evenings, the station has a built-in battery ensuring its operations 24 hours a day. The device will send information to PAGASA and its readings will be automatically available through the Internet.

"It is most advantageous in the field of forecasting because of its advanced technology," added Mr. Nacnas.

WeatherPhilippines is set to install 1,000 automated weather instruments across the country by the end of the year. Each weather station can transmit weather information to



**RELIABLE FORECASTING.** Hedcor team members turn over an automated weather station (AWS) to representatives of the Sabangan municipal government in Mountain Province. The AWS will offer localized weather reports of the area freely available through the Internet and mobile phones.

neighboring weather stations nearby and the new Sabangan unit will soon be part of the distribution of weather data in the Philippines.

# WPF automated weather stations featured at Green Retail conference

WeatherPhilippines Foundation, Inc. (WPF) was featured in the SM Green Retail Agenda conference last July 24 at the SMX Convention Center in Pasay City.

In his presentation to 300 business tenants and owners, executives, suppliers, and contractors, General Manager Celso Caballero III talked about WPF's collaboration with

companies and LGUs in the installation of automated weather stations (AWS) nationwide and their major role in disaster preparedness across the country, most importantly, in the remote countryside.

"We intend to positively contribute to the Philippine society and economy by operating a premiere weather forecasting system that will provide free weather information as public service for Filipinos in an effort to reduce risks and calamities associated with adverse weather conditions," Caballero said, referring to WPF's mission statement.

Caballero also discussed [weather.com.ph](http://weather.com.ph), WPF's online portal that provides free localized weather information presented in an easy-to-understand format.

This year's Green Retail Agenda focused on disaster risk resilience, logistics programs, and



**REDUCING RISKS AND CALAMITIES.** WPF General Manager Celso Caballero touts the benefits of the Foundation's AWS at this year's SM Green Retail Agenda (Source SM Cares Facebook page)

sustainable best practices to empower the retail business in preparation for the unforeseen effects of climate change.



## SNAP sponsors AWS for Magat communities

In a bid to support local disaster planning and response, SN Aboitiz Power-Magat, Inc. (SNAP-Magat) recently acquired from WeatherPhilippines Foundation, Inc. (WPF) two automated weather stations (AWS) capable of generating localized weather data.

The units were turned over to SNAP-Magat on July 23 in Isabela in an event attended by SNAP-Magat Assistant Vice President & Plant Manager Wilhelmino Ferrer, SNAP Vice President & Chief Corporate Services Officer Mike Hosillos, WPF General Manager Celso Caballero III and Aboitiz Power Corporation Assistant Vice President for Corporate Branding & Communication Ria Calleja.

One AWS will be installed near the entrance of the Magat Dam spillway at the border of Ramon, Isabela and Alfonso Lista, Ifugao, while



**COMMUNITY AIDED.** The community near the Magat Dam spillway will now be benefiting from a newly-installed AWS donated by WPF and SNAP.

the second AWS will be placed upstream near Bato Perry bridge in Bayombong, Nueva Vizcaya.

"The installation of these units opens up great opportunities to help empower local communities in disaster management," said

Hosillos. He added that SNAP is developing a program to help disseminate the free information to the grassroots level for use in livelihood or business, as well as enable local government units to develop plans and action on disaster management based on localized data.

The AWS is capable of determining rainfall, humidity, temperature, pressure, solar radiation, and wind speed and direction. It is powered by solar energy with back-up battery, which eliminates electricity consumption and transmits data automatically every 10 minutes via mobile communication technology. The information from these weather stations are presented in a format that are easier to understand and can be accessed for free via [weather.com.ph](http://weather.com.ph).

## Sustainability Forum talks of GRI Reporting goals

Amid increasing worldwide focus on ethical business, the Aboitiz Group aims its corporate sustainability roadmap towards a well-formulated and clearly articulated framework that is aligned with creating long-term value for its stakeholders. As a step forward in this goal, the 2013 Sustainability Forum and GRI Kick-off Orientation was held last August 28 to 30 at the Corporate Center with the theme of “Standardization of Sustainability Principles & Policies”.

The forum is one key measure that will standardize and strengthen the Aboitiz Group’s various sustainability projects implemented by different business units. This also establishes that Sustainability has long been embedded in the business processes of the Group, which have allowed the business to thrive for over 100 years.

Conducted by ECC International, the forum was attended by sustainability stewards and members of the reputation council. It also served as the official consultation session required in the steps towards achieving Level B GRI Checked status in the Global Reporting Initiative (GRI) for 2013 to 2014.

GRI is a non-profit organization headquartered in Amsterdam, the Netherlands

working towards a sustainable global economy by providing sustainability reporting guidance adopted by the world’s leading companies and organizations. Companies apply to be GRI-certified on a particular level (e.g. Levels C to

A+) of sustainability compliance.

The key result of the Sustainability Forum is paving the way for all Group team members to have the same level of understanding and involvement in corporate sustainability.



**A STEP TO LEVEL UP.** Aboitiz sustainability stewards from across all BUs along with consultants from ECC International who conducted the three-day training workshop.

## TMI recognized for Adopt-A-Mangrove Program

Therma Marine, Inc. (TMI) was awarded a Certificate of Appreciation for actively participating the “Adopt-A-Mangrove Program” through the Private-Public Partnership Program of Compostela Valley Governor Arturo Uy.

The certificate was awarded to TMI during the province’s 1st Nature’s Day Celebration last July 22.

TMI’s Adopt-A-Mangrove Program involved a total of 30,000 mangrove seedlings that were planted and grown within the coastal areas of Barangays San Roque and San Juan in Maco, Compostela Valley.



**NATURE PROTECTED.** TMI’s mangrove seedlings in Maco, Compostela Valley now fully-grown.



# Group-wide tree planting participants increase, draws 3K team members

Close to 3,000 Aboitiz team members from across the different business units nationwide planted endemic tree seedlings such as agoho, talisay, and bitaog during the annual group-wide tree planting activity last July 20. Notably, there was an increase of approximately 500 more volunteers to the greening effort.

The program aims to plant 3 million trees by 2015 as part of the Group's flagship sustainability project Aboitiz Passion for Agroforest and Reforest to Keep or APARK.

In Manila team members converged at the Las Piñas-Paranaque Critical Habitat and

Ecotourism Area (LPPCHEA) on Manila Bay and conducted a coastal clean up drive to go with the tree planting. The chosen site is a 175-hectare protected wetland with trees and mangroves serving as a haven and stopover for at least 5,000 indigenous and migratory birds taking the East Asian-Australasian Flyway every year to flee the harsh winter.

Other locations for the tree planting were Mak-Ban (Laguna), Tiwi (Albay), Guba (Cebu), Marilog District, Talomo, and Marilog (Davao), Dimpatoy Watershed (Cotabato), Ambuklao and Binga (Benguet), Magat Watershed (Ifugao), Maco (Compostela Valley), Nasipit

and Capas (Tarlac), and Sta. Elena (Iligan).

"Given the impact that such a small patch of land has on the planet, our sense of responsibility as its caretakers and the consequence of this effort becomes even more critical. We as Aboitiz team members, individually and collectively, need to remain dedicated to contributing our resources and talent to ensure that natural ecosystems like this one continue to support their ecological functions.," said Erramon I. Aboitiz, CEO of Aboitiz Equity Ventures, as he thanked team members for their support of the annual activity.



**TREE PLANTING AT FREEDOM ISLAND.** Aboitiz team members gathered at the LPPCHEA protected wetland on Manila Bay for the annual tree planting and coastal clean up.

# Jump-starting the Cleanergy Center project

“We hear and we forget; we see and we remember; we do and we understand.”

—Chinese proverb

When the MakBan Geothermal (MakBan Geo) complex was turned over to APRI in May 2009, it came with a Science Centrum, as it was called, where geological specimen and geothermal equipment were displayed in order to showcase the plant.

In 2010, top officers of AboitizPower then decided it was time to establish a venue to:

- Educate students (of all ages) on energy in a fun and exciting manner,
- Build awareness for our AboitizPower and Cleanergy brands, and
- Establish ourselves as experts in the power industry as we promote science and technology.

The Science Centrum came out as the ideal location for such a place of learning given its proximity to Metro Manila and also it being within a complex that generates electricity using

a renewable resource. In order to underscore the pioneering spirit needed to develop the first Aboitiz hydroelectric power stations and to give young visitors someone to look up to, the center would have as focal person in the late Ernie Aboitiz, who was the driving force behind the Aboitiz push into hydro generation, among other things.

Of the old Science Centrum building only the foundations and roof remained in the plans for the new one. Upon it would rise a more iconic yet practical space. It would have 500 square meters of exhibit area, an amphitheater seating 70, a small VIP receiving area or meeting room and a rooftop that would provide sweeping views of Geothermal Plants B and C, the immediate surroundings and new administration building. The dome on top of the amphitheater would be clad in aluminum and rise 14 meters up, creating for a memorable yet modest structure to highlight the important of the Center.



**THE CLEANERGY CENTER TODAY.** A new interactive learning experience welcomes visitors inside the APRI Makiling-Banahaw Geothermal Power Plant compound in Brgy. Bitin, Bay, Poblacion, Laguna.



**Wandering Eye**

By Basti Lacson

Both local and foreign suppliers were tapped for the various print, video, audio and interactive displays of the Center. Probably the highlights are the interactive exhibits made by Midwest Models of Indiana, USA that bring home the point in precise scale about hydro, geothermal and wind generation. Business units like APRI, Hedcor and SNAP contributed runners, nameplates, drill bits and other memorabilia to enhance the Center’s historical counterpoint, along with manuscripts, pictures and videos of Ernie Aboitiz courtesy of his children.

Finally, the Cleanergy Center opened its doors to an eager public on August 28.

In his speech during the Cleanergy Center’s opening ceremony—which coincided with the finalization of the full rehabilitation of generation facilities at MakBan Geo—Erramon Aboitiz, AboitizPower President & Chief Executive Officer, noted, “The Cleanergy Center will help in raising awareness on renewable energy and how we can all make an impact on our future. It will also help visitors understand how renewable energy is produced and how they supplement other forms of power.”

Energy Secretary Jericho Petilla, for his part, expressed delight at how the innate curiosity of the young will be no doubt satisfied by the Cleanergy Center.

The Cleanergy Center is just one concrete example of AboitizPower’s commitment to finding better solutions in promoting renewable energy. Kudos!

## People

Aboitiz Group

### Maria Aurora Francisco-Tolentino

Independent Director – Aboitiz Foundation

Rory Francisco - Tolentino is a recognized thought leader on global philanthropy and civil society. Currently an independent consultant for grantmaking and philanthropy, foundation development, and fundraising for non-profit organizations, she has provided consulting advice for such organizations in the US and in Asia.

She has served as chair or as board member of such organizations as League of Corporate Foundations, Association of Foundations, Philippine Council for NGO Certification, Peace and Equity Foundation, Foundation for Sustainable Societies,

Resource Alliance, Worldwide Initiative for Grantmaker Support, and the Global Fund for Community Foundations. She has also led prestigious institutions as the Ayala Foundation, the Asia Pacific Philanthropy Consortium, and Philippine Business for Social Progress of which Aboitiz and Company is a founding member.

Rory is an accomplished speaker and author as well as contributor/editor to globally published books and publication. She completed her Masters of Social Work from Columbia University in New York and holds a postgraduate Diploma in Family Ministry from Ateneo de Manila University.



## Promotion

### Danel Aboitiz

VP – Corporate Services  
AboitizPower



Danel has been promoted to VP–Corporate Services reporting to Erramon Aboitiz, President. He was previously AVP–Special Projects & Business System Management.

### Kim Khyber Anton Niño Ang

Technical Operations  
Supervisor  
MEZ



Prior to his promotion, Kim was Planning & Design and Substation Engineer of the Technical Operations Department of MEZ. Kim started working for MEZ in January 2008.

### Wilfredo Cruz, Jr.

Senior Trader  
AboitizPower



Wilfredo was promoted to Senior Trader. He was previously a Trading Specialist since 2011.

### Ricky Alcovendas

Distribution Unit Audit  
Supervisor  
AboitizPower



Ricky was promoted to Distribution Unit Audit Supervisor. He was previously an Associate Auditor 2 since 2012.

### Bryan Baure

Enterprise Systems  
Specialist  
AboitizPower



Bryan was promoted to Enterprise Systems Specialist. He was previously a Financial Analyst since 2012.

### Carlo Angelo Garces

Senior Financial Analyst  
AboitizPower



Carlo was promoted to Senior Financial Analyst. He joined AboitizPower in 2010 as a Financial Analyst.

### Janice Alegrado

Junior Accountant 2  
AEV



Janice of the Accounting Team was promoted to Junior Accountant 2. She joined AEV in 2009 as a Junior Accountant.

### Richard Bulaon

Electrical Operations  
Supervisor  
SEZ



Prior to his promotion, Richard was a Substation Engineer of the Electrical Operations Department of SEZ. Richard started working for SEZ in July 2005.

### Christian Jayson Jamandra

Senior Trader  
AboitizPower



Jayson was promoted to Senior Trader. He joined AboitizPower in 2011 as a Trader.



# People

Aboitiz Group

## Dennis Montebon

Technical Operations  
Supervisor  
BEZ



Prior to his promotion, Kim was Substation Engineer of the Technical Operations Department of BEZ. Dennis started working for BEZ in August 2007.

Gerard was promoted to Power Economics Supervisor. He joined AboitizPower in 2010 as a Power Economics & Distribution System Planning Specialist.

## Elven Tandas

Accounting and Tax  
Manager  
AboitizPower



Elven was promoted to Accounting and Tax Manager. He joined AboitizPower as a Financial Analyst in 2010.

## Martin John Yasay

AVP-Legal and External  
Affairs  
AboitizPower



Martin has been promoted to AVP-Legal and External Affairs. He was previously AVP-Legal and Commercial Affairs.

## Gladys Montehermoso

Junior Accountant 2  
AEV



Gladys of the Accounting Team was promoted to Junior Accountant 2. She was previously a Junior Accountant since 2009.

## Apryl Marie Taranza

Senior Accountant 1  
AEV



Apryl of the Accounting Team was promoted to Senior Accountant 1. She joined AEV in 2008 as a Junior Accountant.

## Justin Jay Navarro

Engineering Group  
Manager  
SEZ, MEZ, BEZ



Prior to his promotion, Jay was the Electrical Operations, Line Services, and Power Metering Supervisor of SEZ. Jay started working for SEZ as a distribution engineer in December 2003.

## Jetlee Velante

IS Internal Audit  
Associate  
AEV



Jetlee of the Group Internal Audit Team was promoted to IS Internal Audit Associate. He was previously a Corporate Auditor 2 since 2011.

## Transfers

## Juan Felipe Alfonso

Chief Operating Officer  
ASEAGAS



Ping was appointed COO of ASEAGAS. He reports to Sabin Aboitiz, President and CEO of ASEAGAS. Prior to this assignment, he was SVP for Corporate Services of AP Renewables, Inc. since he joined the group in 2010.

As COO, Ping is responsible for overall plant operations and results of the business unit. He will manage, develop, and execute the establishment of ASEAGAS, a pioneer in the bio-methane business in the country.

## Pet John Rom

Internal Audit Senior  
AboitizPower



Pet was promoted to Internal Audit Senior. He was previously an Audit Staff since 2012.

## Maricor Vostoros

Talent Retention  
Specialist  
AEV



Maricor of Human Resource and Quality Team was promoted to Talent Retention Specialist. She joined AEV in 2007 as an HR Assistant.

## Mia Carmella Bontol

Corporate Branding &  
Communication Officer  
AEV



Mia transferred to the AEV Corporate Branding and Communication team reporting to Francisco Victor Salas, AVP for Corporate Branding and Communication. She was previously an AboitizPower Branding and Communication Officer since 2011.

## Gerard Joseph Roxas

Power Economics  
Supervisor  
AboitizPower



## People

Aboitiz Group

### Frederick Coronel

Utility Economics and  
Regulatory Affairs  
Manager  
SEZ, MEZ, BEZ



Ricky will now handle Utility Economics and Regulatory Affairs for the 3 EnerZones, SEZ, MEZ and BEZ.

### Mary Marguerite De Guzman

Corporate Branding  
& Communication  
Associate  
AboitizPower



Mary transferred to the Reputation Management Team reporting to Katrina Michaela Calleja, AVP for Corporate Branding & Communication. She was previously an AP Generation HR Assistant since 2011.

### Noel S. Duban

Assistant to VP for  
Engineering  
AboitizPower –  
Distribution Unit



As Assistant to VP for Engineering, Noel reports directly to Engr. Raul C. Lucero, VP for Engineering, and is responsible for providing support to the all AboitizPower Vice-Presidents and Department Managers of the Engineering Group from the different AP Distribution Utilities. His expertise in these areas will pave the way for the standardization of these vital processes across all the DUs.

### Arlene M. Lajom

Trader/Analyst  
AboitizPower – Trading



Arlene M. Lajom directly reports to Edmundo Tuazon, Contracts & Special Projects Manager and is based in Taguig.

Prior to her transfer, Arlene was an Executive Assistant of AboitizPower Renewables, Inc. since November 10, 2008.

### Ma. Visitacion M. Mendoza

Billing & Collection  
Specialist  
AboitizPower – General  
Finance



Ma. Visitacion M. Mendoza transferred to the Finance Team and directly reports to Joey Rivera, Billing & Collection Manager and is based in Taguig.

Prior to her transfer, Mavie was an Accountant at AboitizPower Renewables, Inc. since May 12, 2010.

### Raymund Tamayo

Reputation  
Management Specialist  
SEZ, MEZ, BEZ



Raymund will now handle Corporate Branding, Communications, and Social Responsibility for the 3 EnerZones, SEZ, MEZ and BEZ.

### Roger Victor E. Buendia

FVP – Trading &  
Marketing  
AboitizPower



Roger joins AboitizPower as First Vice-President for Trading and Marketing and reports directly to Luis Miguel Aboitiz, SVP – Power Marketing & Trading.

Prior to this, Roger has held C-level positions at PNOC Renewables Corporation as well as managerial positions in various companies such as PT Shell Indonesia, Shell Colombia, S.A, Pilipinas Shell Petroleum Corporation, and Shell Company in Cambodia Limited S.A.

He is a licensed mechanical engineer with a Degree in Bachelor of Science in Mechanical Engineering from the University of the Philippines.

### Ronaliza Canlas

HR Administrative  
Assistant  
AboitizPower



Ronaliza has joined the Human Resources Team as HR Administrative Assistant reporting to Grace Rayos, HR Manager.

She was an Administrative Assistant at United Laboratories, Inc. before joining AboitizPower. She graduated with a degree in Commerce, Major in Banking and Finance, from Centro Escolar University.

### Bernardo De Guzman

Systems Technical  
Support  
AEV



Bern has joined the Human Resource & Quality Team as Systems Technical Support reporting to Champ Yared, HR Systems Manager.

## New Hires

### Luzbele Areta

Talent Retention  
Associate  
AEV



Luzbele has joined the Human Resources & Quality Team as a Talent Retention Associate reporting to Cristine Cabatingan, Talent Retention Manager.

Luzbele was previously project employee responsible for providing HR support to the Talent Retention Team. She graduated with a degree in Nursing from the Lyceum of the Philippines University and is a Registered Nurse.

## People

Aboitiz Group

Bern was previously an HR Talent Systems Consultant for AEV. He was responsible for implementing and improving various Talent System programs. Bern graduated with a degree in Dentistry Technology from De Ocampo Memorial College.

### **Edelnario Garcia, Jr.**

Internal Auditor  
AboitizPower



Edelnario has joined the Internal Audit Team as Internal Auditor reporting to Jun Nicanor, Audit Manager.

Edelnario was an Internal Auditor for Plant Operations at TWA, Inc.–Flying V before joining AboitizPower. He graduated with a degree in Electronics and Communications Engineering from the Polytechnic University of the Philippines and is currently pursuing a degree in Industrial Engineering and Management at the same school.

### **Clark Dexter Gianan**

Sustainability Manager  
AEV



Dexter has joined the Reputation Team as Sustainability Manager reporting to Malou Marasigan, AVP for Sustainability, Corporate Branding, & Communications.

Dexter was a Community Relations Manager at Nickel Asia Corporation before joining AEV. He graduated with undergraduate degrees in Philosophy from San Carlos Seminary–Makati City and in Anthropology from University of the Philippines – Diliman where he also obtained his Master's Degree in Professional Studies.

### **Ramon Antonio Ibanez**

Account Officer  
AboitizPower



Ramon has joined the Sales & Marketing Team as Account Officer reporting to Jay Gatmaitan, AVP for Power Marketing.

Ramon was a General Manager at Metro One Tours before joining AboitizPower. He graduated with a degree in Business Management at the De La Salle–College of St. Benilde.

### **Kevin Kabamalan**

Trader  
AboitizPower



Kevin has joined the Trading Team reporting to Nemeley Jabla, Trading Manager.

Kevin was a Plant Energy Trader at DMCI Power Corporation before joining AboitizPower. He graduated with a degree in Electrical Engineering from the Technological University of the Philippines and is a Registered Electrical Engineer.

### **Wiljean Larano**

Account Officer  
AboitizPower



Wiljean has joined the Marketing Team as Account Officer reporting to Jay Gatmaitan, AVP for Power Marketing

Wiljean was an Account/Sales Manager at First Philippine Electric Corporation before joining AboitizPower. He graduated with an undergraduate degree in Electrical Engineering from Mapua Institute of Technology, and a masters degree in Business Administration from the Ateneo Graduate School of Business. He is a Registered Electrical Engineer.

### **Jessica Luciano Olmedo**

Paralegal for Corporate  
Secretarial &  
Compliance  
AEV



Jessica has joined the Legal Team as Paralegal for Corporate Secretarial & Compliance reporting to Marlene de la Torre, Junior Associate Legal Counsel.

Jessica was an Assistant Legal Secretary at the Nicolas and De Vega Law Offices before joining AEV. She acted as a liaison officer for various government courts and agencies, and was responsible for assisting the firm's lawyers and Head Secretary. Jessica graduated with a degree in Political Economy, cum laude, from the Polytechnic University of the Philippines.

### **Jerson Samson**

O&M Technician  
WeatherPhilippines  
Foundation, Inc.



Jerson has joined WPF as O&M Technician reporting to Alvin Tobias, O&M Supervisor.

Jerson was a project officer before joining AEV. He was responsible for the installation, maintenance, and operation of various weather instruments. Jerson graduated with a degree in Electrical Engineering from the Manuel S. Enverga University Foundation, and holds a Building Wiring Electrician National Certificate 1.



# Aboitiz Race to Reduce

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

YTD JULY 2013

24

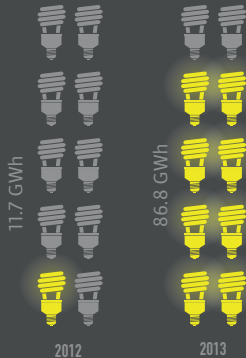
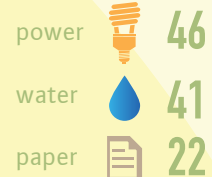
additional enrolled facilities in 2013

2012

2013



Enrolled facilities per category



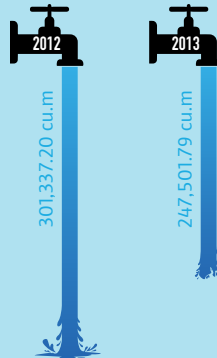
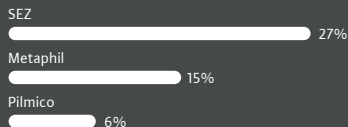
75 GWh

increase power consumption

#### Reasons for increase in consumption

- ✓ More facilities enrolled by UnionBank, Metaphil, TMI, and TMO
- ✓ Additional areas within previously enrolled facilities
- ✓ Ongoing rehabilitation/fabrication works

#### Top 3 BUs with highest reduction:



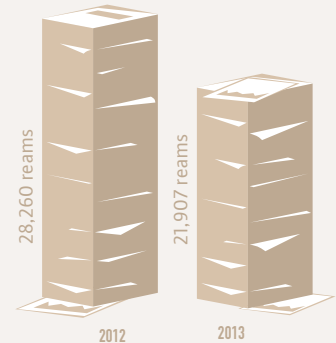
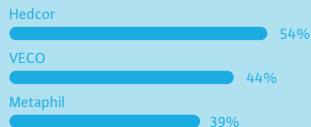
18%

less water consumption

#### Reasons for decrease in consumption:

- ✓ Plumbing leaks repaired
- ✓ Less overtime work rendered

#### Top 3 BUs with highest reduction:



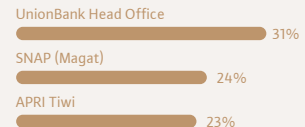
22%

less paper consumption

#### Reasons for decrease in consumption:

- ✓ Practice of back-to-back printing
- ✓ Use of scratch papers

#### Top 3 BUs with highest reduction:



**Most Proactive Business Unit**  
(Earliest to submit report)

**APRI MakBan**



**Consistent Reduction**  
(Power, Water, and Paper)

**Pilmico, SEZ, and SNAP**