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#BANGON Visayas



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Night held in Taguig,
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Cover Story



#BANGON Visayas



Aboitiz Group dispatches aid to survivors of twin Visayas calamities

In the last quarter of 2013, the world witnessed the resilience of Filipinos in the face of great calamity. The devastating combination of a 7.2-magnitude earthquake and the strongest super typhoon in recorded history saw our countrymen in the Visayas rising above great tragedy with dignity intact.

For the Aboitiz Group, the immediate response was to quickly mobilize the Aboitiz Foundation to conduct relief missions in the affected areas. The Foundation operated with strong support from business units in conducting disaster relief missions across in Bohol, Cebu, and Leyte.

Rushing aid to Bohol earthquake survivors

Immediately following the earthquake that struck on October 15, the Aboitiz Foundation earmarked P2 million, including a P1 million donation from Ms. Sharon Cuneta, to organize and send a disaster relief mission to the hardest-hit province of Bohol.

After initial assessments, the Aboitiz Foundation, in partnership with CitySavings, Pilmico, Metaphil, and Visayan Electric Company, distributed relief goods throughout Bohol and its outlying island barangays. Students from Mater Dei College, Foundation scholars, ROTC

volunteers, LLC Muslim Ambulant Vendors members, along with members of the Philippine Navy and the Philippine National Police provided volunteer support to the activities.

VECO also sent a team of linemen and equipment to Bohol to help restore electricity while Pilmico donated specialty breads that were included in the relief packs. In Cebu, VECO set up a dedicated call center right outside its headquarters in order to provide service continuity as aftershocks continued throughout the days following the earthquake.

In addition to these, the Aboitiz group launched the #BangonVisayas social media campaign to support the call for donations via the Aboitiz Foundation's UShare webpage. By the end of October, the Bohol relief campaign raised P20 million and relief goods served over 14,000 families in 90 barangays.

Switching gears to Typhoon Yolanda disaster relief

As the Aboitiz team continued relief distribution for Bohol, Super Typhoon Yolanda ripped through central Philippines on November 8. Packing winds of up to 380kph, the storm destroyed everything in its path and left thousands dead while even more lost property

RELIEF OPERATIONS

Status as of Dec. 4



36,365
Distributed Relief Bags



13,950
Distributed Hygiene
& Sleeping kits

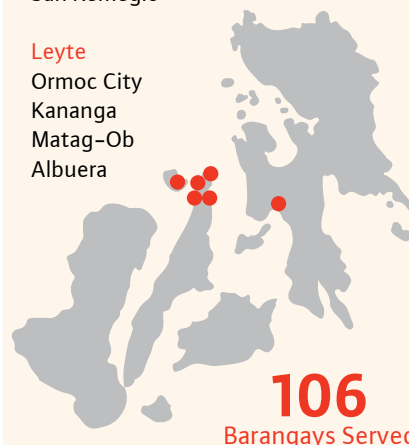


4,767
VOLUNTEERS
(Team and Non-Team Members)

ABOITIZ FOUNDATION COMMAND CENTER
University of San Carlos
P. Del Rosario St. Cebu City, Philippines

Cebu
Daanbantayan
Bantayan Island
Medellin
Bogo City
San Remigio

Leyte
Ormoc City
Kananga
Matag-Ob
Albuera



Cover Story

and livelihood. The Aboitiz Foundation relief operations quickly segued right into aiding Typhoon Yolanda survivors.

The Foundation set up its new command center at the University of San Carlos (USC) in Cebu. Here, team members (from Aboitiz Equity Ventures, AboitizPower, AboitizLand, UnionBank, Therma South, Inc., and Davao Light), Aboitiz family members, and students were joined by folks from different backgrounds in packing thousands of relief items.

Meanwhile, the Aboitiz Group put forth its P200 million challenge for cash donations. So far, P195 million has been raised by donations from Aboitiz Foundation, AboitizPower, SN Aboitiz Power Group, UnionBank, Aboitiz family members, Aboitiz team leaders and team members, friends of the Group, as well as external donors through UShare, and Ms. Sharon Cuneta.

In a show of support for the survivors, team members wrote notes of encouragement for them, which were enclosed in relief packs distributed by the Foundation. They also crowdsourced relief goods and cash donations through UnionBank UShare page.

Meanwhile, as if picking up Yolanda's force, the #BangonVisayas campaign quickly gained notable traction across social media in just three weeks. Its impact can be measured through its

maximum audience reach that surged to 54 million users on Facebook and Twitter alone. This likewise pushed the Aboitiz Foundation's Facebook page beyond 20,000 likes.

Word spread quickly on the Aboitiz Group's Typhoon Yolanda relief activities and various local and international news media picked up on the story. Aboitiz Foundation President Jon Ramon Aboitiz was interviewed over the ANC cable news channel and Korean newspaper Donga Daily while Executive Vice President Sonny Carpio spoke on-air to the BBC.

By early December, the Aboitiz Foundation has distributed over 36,000 relief bags and 14,000 hygiene and sleeping kits in northern Cebu municipalities and in Ormoc City and the fourth district of Leyte. The Aboitiz Group has also made it a priority to re-power these affected areas as Davao Light, Subic EnerZone, and VECO pooled resources together to restore electrical posts.

The road to rehabilitation

After assessing the damage of natural calamities comes the daunting task of putting lives back together. The Aboitiz Foundation has already set its sights on the road ahead as plans are underway for a comprehensive repair and rebuilding project for classrooms in specific target areas. This, of course, is in keeping with the Foundation's main thrust in education and

education-related initiatives.

As a show of respect to the survivors, the Aboitiz Group has made the decision to cancel remaining major events for the year, including Christmas parties and media gatherings. This allows for a significant budget to be redirected towards continuing relief and rehabilitation efforts.

For their part, team members conducted the "Buy a Bear, Heal a Child" drive to donate teddy bears for young Typhoon Yolanda evacuees staying at the Jose Fabella Center in Mandaluying City. This coincides with the annual Aboitiz Christmas Outreach activity for the less fortunate in the season of sharing.

"Ang pagtulong sa kapwa, kahit kalian, hindi matutumbasan ang kasiyahanang naipapadama nito sa ating mga puso."

– Marivic Jorda,
Brgy. Ermita, Cebu City

"Hindi na importante kung iba ang relihiyon. Pare-pareho tayong Pilipino."

– Hadjail H. Sabor
BSIT student, Cebu Institute of Technology University

"We know how bad it is and the need for help. We want to do our part. We want to help the Filipinos who are affected by the typhoon."

– Iris Haas and Hannah Obereigner
Austrian exchange students at the University of San Carlos

DONATIONS

TARGET
P200M

(As of Dec. 11)

P198M

Donations From

- Aboitiz Foundation
- AboitizPower
- SN AboitizPower
- UnionBank
- Aboitiz family members
- Aboitiz team leaders and members
- Sharon Cuneta
- Friends of Aboitiz Group
- Donations through Ushare

RE-ENERGIZING COMMUNITIES

AboitizPower Distribution Unit Contingent



77

Men Deployed to Assist
(Davao Light, SEZ, VECO)



873

Electrical Posts Restored
(Northern Cebu)

22

Electrical Posts Restored
(Leyte)



Special Feature

EMAJ retires on December 31, 2013 after 38 years of service with the Aboitiz Group.

Message from EMAJ

My fellow Tesu Members !!

Firstly, I would like to thank all of the many, many people that I have worked with over these many decades. My first job with the Aboitiz Group was in 1969 delivering sacks of flour to the different customers of Pilmico in Cebu. I learned then how sio-pao was made and why it is so tasty. One ended the day with cake flour on one's neck and head. It was the beginning of a wonderful magic carpet ride of challenges, of people, of learning, of failures and of triumphs. It was also a lesson in the value of hard work and understanding the roots of an organization, a city and a job.

We are a wonderful company to work with. I do not say this because it is an institution that carries my last name. I say it because I see what we have done over the years for all we have touched be they customers, shareholders, team members, society, those that need our help, the nation and government. We are a positive force in the dynamism of the nation that is in the process of doubling its GDP twice over the next twenty years – A TRILLION DOLLAR ECONOMY!!!! There is nothing but optimism and sunshine over our bow. Optimism does not mean no bumps as they are always there on the road ahead.

WHAT IS PRE-OCCUPYING OUR LEADERS? - CORRUPTION!

Corruption needs to be kept to a minimum. It is an important national initiative. However, like all initiatives, particularly the more important ones, we need to keep things within the proper perspectives. One does not swat one's eyes to kill a fly!

In an attempt to be realistic, it is my opinion

that corruption in the Philippines is smaller than we have made it seem. It seems large because it is in the open and under a magnifying glass. Politics exaggerates it for its own purposes. Government is 17 or so % of GDP. Growth is at 7%. I doubt corruption is more than 2 to 3 % of GDP. We make a big deal of it because, in the words of JP Morgan, there are always two reasons to do things:- the good reason and the real reason. I will leave that with you asserting that so long as government is kept small, growth will come as no one wastes precious capital as well as governments do. It seems to me that government's competence is to destroy wealth in the name of their citizens. The job of business is to create wealth. When we are better at it, the country moves forward. When they are better at it, the country moves backward or slows down. Our contribution to building our nation is to help create wealth at a rate faster than government can destroy it. What we seriously need to do to move forward as a nation is to work together to build infrastructure so we can grow and to improve social services so we live in a more equitable society versus feeding the content of our day to day telenovelas.

What have I learned from so many over all these decades? It is mostly through a hunger for learning and learning itself, both formal and informal, that one really enriches one's life. Please do not hold me to this assembly of learning as they are not what I do but what I think makes sense to do.

Much of what I am going to write you is not from my own harvest. I have learned it all from others. All I am doing here is assembling these thoughts in one paper of appreciation to all of you. As one phases out of an organization, is it legacy that one should leave? Or is leaving



Special Feature

anything else but what one has learned, just plain hubris.

WHAT IS IT ABOUT?

It is always about people. It has always been about people. It will always be about people. Most people are mostly about feelings but, even as feelings are important, what really matters are thinking and ideas. Arguably, we feel too much and think too little. Ideas are the most powerful force in the world. Christ and Mohammed changed the world with ideas. We now celebrate the life of Nelson Mandela. Having said that, it is my belief that the evil in the world must start from children that were not loved by their mothers resulting in a very complex web of feelings, of biases and of prejudices that drive all kinds of strange decisions that affect so many people, in again arguably, ways that were not necessary.

In the organizations of the past, macho operating people felt they were more valuable than back room finance women. You see men actually think that when they get a woman pregnant with twins it is because of their manliness when we know that it is the two eggs in the ovary that result in twins. World War 2 would have been a different war had the British not broken the German code with the enigma machine. We remember the De Gaulle entering Paris and forget British intelligence.

People and ideas – we need to get both of them right!

GROWTH?

The importance of continually learning. This appetite for learning that is in us in varying

degrees is what drives the most important of positive actions from deep within us – growth. Without growth, one withers. Today, there are so many vehicles to learn formally and informally – both matter. One learns formally, experiments informally and continues within this virtuous cycle. Or one drops into one's comfort zone, stops learning and.....the vicious circle of deterioration begins.

How to remain evergreen and dynamic? Perhaps it starts in the definition of age that matters. What is to be old and what is to be young? Old is when your memories are greater than your dreams. Young is when your dreams are larger than your memories. Stay young! It matters! Learn, travel, read, travel, argue, travel and think, then travel again! Remain young and youthful. You have only one resource that is limited and that is time; quality time driven by energy. We are so good at wasting it. Change is so rapid that only staying young, challenging, learning and thinking can adapt to this accelerating change.

TIME MANAGEMENT!

In life one has time for only three activities and in this order.

1. **Exercise** – meaning health. You don't need to get your testosterone flowing with macho activities trying to run, swim, jump and then run, swim and jump again at 50 years trying to prove to a 20 year old that you are 20.

2. **Family** – and this includes a few good friends, particularly those that tell you what you don't want to hear. To create

that atmosphere the first feeling that needs to be removed is fear. It needs to be replaced with trust. And, then of course, chemistry. The most important ingredient of trust is clarity.

3. **Work** – in our different ways we need to contribute to the general improvement of all. Nothing is too small. I have never seen anyone succeed without a lot of very hard work.

GREED!

Greed is a very good thing. It is word we do not like to use. It was installed in man by God and it is the main reason we thrive over animals and why we rule the earth. There are two kinds of greed:– Short term greed and long term greed. Those that choose the route of integrity, honesty, care for one's fellow man and all the good things we have been taught are the truly, long term greedy. You cannot do good if you do not do well and you cannot do well long term if you do not do good. Generosity is most appreciative above all – she pays back exponentially. There is only one sin in the world and that is stealing – taking what is not yours be it someone else's wife, his money or his life. It is driven by the enemy of long greed, and that is short cutting. It's the source of corruption of all kinds, be it financial or intellectual. One of the very worse things to do is to take from people their sense of excitement. Se proteje la ilusion! It is to your interest long term to be long term greedy. Damaging your name takes long term value away from yourself and is very difficult to recover. Don't steal from yourself

As most men are fettered by bonds of tradition, and by imitating the ways followed by their fathers, without investigating the arguments and the reasons, to follow the religion in which he was born and educated, thus excluding himself from the possibility of ascertaining the truth, which is the noblest aim of the human intellect

–we need to associate at convenient seasons with learned men of all religions, thus deriving profit from their exquisite discourses and exalted aspirations

–1582

Special Feature

and your future through short cuts. Enjoy and learn at every step of the way as you climb the ladder of life. It is short term greed we should fight and it is long term greed that we should teach and encourage. Now, we can use all the euphemisms we want but understand it at its core.

LEADERSHIP!

Leadership requires three necessary qualities. They are:

1. Intelligence

If God did not give it to you, God did not give it to you. The leadership world is both complex and complicated. Complex we define as many moving parts. Complicated means difficult to understand. You need intelligence to break both down to simplicity for all that need to understand to be able to contribute to execution. Intelligence matters so if you do not have it, step aside and follow.

2. Emotional Stability.

I always say, if your mother did not love you, then you are loaded with two great weights – bias and prejudice. Both cloud your judgement. They stop you from making the right decisions. There are two reasons for doing things – the right reason and the real reason. You need to know both. You need to pick up after you fail, learn and press forward with greater energy than ever. Getting offended is such a waste of time.

3. Diligence and discipline.

12:30 is 12:30!

Homework matters!

Teams rely on the weakest link.

WHY PEOPLE WORK?

People work for people and not for institutions – well mainly. They work for respect, they work to grow and they work to do well financially and improve their lives. Satisfy all of these and they will die for you. The highest form of respect is to listen to people. The other side of this coin is that people owe you an informed opinion. It's not a right (opinions are like "assholes" – everyone has one), it is a duty (an informed opinion). If you offer people the longest growth trajectory the long term greedy will stay – sign, say and stay! You need to take care of your people and they need to know and feel it. Their families need to feel that their breadwinner is in the best of hands. Don't let paper policy get in the way of that. If you want people to die for you, they need to know you will die for them.

SMARTS!

Wisdom!!!

Praise all gods !

Drink wine!

And, let the world be the world!

This is a proverb that suggests to us the wisdom behind freedom. Praise all gods! When you allow freedom of worship, you allow all freedoms and unleash creativity and innovation. Drink wine is about celebrating with family and friends around a table, around meals and

*If you love, love madly,
If you threaten, threaten
seriously,
If you hurt, hurt in anger
only,
If you argue, argue bravely,
If you punish, you should
have good reason.*

*When you forgive, forgive
with all your heart.
When you celebrate,
celebrate til dawn!*



Special Feature

about binding people in a society that needs everyone. Let the world be the world tells you to do what you can about what you can do something about. There are things, however, that one has to let be, when the energy to change and improve can best be used elsewhere. One has to know which are which. We strive for excellence, and not for perfection realizing the cost of that last percent to achieve perfection.

The serenity prayer – God grant me the serenity to accept the things I cannot change; courage to change the things I can; and wisdom to know the difference

THE WORLD! WHAT DRIVES IT TODAY?

T.I.N.A. – There Is No Alternative

I learned this a long time ago. It has served me well to try to see what is around the socio-economic-political corner.

It consists of four movements happening all over the world.

1. **Globalization** – of everything
2. **Eco-Political Liberalization** – everywhere
3. **Accelerated Technology** – in ubiquity
4. **RISING SOCIETAL EXPECTATIONS!!!!...** with increasing force.

As a result, we are seeing poverty coming down everywhere as wealth is created with greater trade, productivity, communication and understanding. We will see more and more of T.I.N.A as it heads towards the edges of our world. The effects should be profound for all of us. I think this is the reason why we have such a lot of low quality political leaders – they cannot keep up with change so all they all do is talk to satisfy these rising expectations which are not being fulfilled.

THINKING OUT OF THE BOX

AGAIN, there are two reasons for everything – the good reason and the real reason. Things are never as they appear. People are seldom as they come across.

Govern – temper, tongue & conduct.

Love – courage, gentleness, affection.

Hate – cruelty, arrogance, affectation.

Delight in – frankness, freedom, beauty.

Wish for – health, friends, cheerful spirit.

Avoid – idleness, loquacity, flippant jesting.

Admire – power, dignity, gracefulness.

Think about – life, death, eternity.

The best solution is never what it appears to most to be. And, as machines influence our decisions more and more, remember that both sides increasingly have the same increasingly intelligent non-human machine aid. Some are just ahead of the others. Complex means many moving parts. Complicated means difficult to understand. It's essential to know the difference. The former requires more brawn (people) and the latter requires more brains (smarts and cognitive ability to breakdown the complicated into the simple).

GOD!

He who does not believe in miracles is not a realist, because they do happen. So one either believes that everything is a miracle or nothing is a miracle. We will only know when we expire. So be pragmatic and put colour in your life believing everything is a miracle or bring down the gray in the sky and believe that nothing is a miracle. These are the only two choices you have. Now as people, through religions of all kinds, try to explain to you what the miracle is about, beware because all the sellers are snake oil salesmen. It's all invented and created in an attempt to explain what none of us know. So choose what you think approaches reality and live it. It does not really matter which snake oil you buy so long as you live it. I think that us Catholics have the best deal of all. Just think, everything is forgivable and the prize is unparalleled in history.

Now in line with my philosophy on greed, i will

not continue any further as this message is a thank you to all of you but it is also a teaser for my book which I will print at the end of 2015. If I told you more, you would not buy my book.

Again, and in closing, my gratitude goes out to all of you that I have worked with over the last four plus decades since the summer of my 15th birthday when I started as a delivery boy for Pilmico!



Enrique Aboitiz Mendieta
2013



Corporate Center

AEV lists first-ever bonds worth P8 billion

- The bonds carried an interest rate of 4.4125% per annum; proceeds to go to planned investments and other purposes
- “We decided a few months ago that the time was ripe to do this bond offering...”-- AEV’s Stephen Paradies

Aboitiz Equity Ventures, Inc. (AEV) began trading its bonds worth P8 billion on the Philippine Dealing Exchange Corporation (PDEX) in Makati City last November 26.

“Today is a special day for Aboitiz Equity Ventures as it marks the official listing of its maiden domestic bond issue,” Stephen G. Paradies, AEV Senior Vice President and Chief Financial Officer, said.

The P8-billion bonds, AEV’s first-ever, were issued in seven- and 10-year tenors and carried an interest rate of 4.4125% per annum. Funds raised from the bonds will be used to fund planned investments and general corporate

purposes.

“We decided a few months ago that the time was ripe to do this bond offering to fund the many projects that we decided to pursue as well as to be ready to handle the one or more PPP (public-private partnership) projects that we will be bidding for very soon,” Paradies added, referring to the Mactan-Cebu International Airport rehabilitation project.



INAUGURAL BONDS. (From left) Francis Alvin Asilo, PJS Law Associate; May Penalzo, AEV AVP-Treasury; Regina Barrientos, PJS Law Partner; Joseph Gonzales, AEV VP-Legal and Corporate Services; Jasmine Oporto, AEV Corporate Secretary; Justine Cabatingan, AEV Associate General Counsel; & Johann Sale of FMIC at AEV’s P8-B bonds listing last November.

Jasmine Oporto is Asian Company Secretary of the Year awardee

Reflecting her dedication and excellent execution of duties, M. Jasmine “Jazz” S. Oporto, Aboitiz Equity Ventures, Inc. (AEV) Corporate Secretary, was selected as one of nine



SETTING THE SECRETARIAL STANDARD. (From left) Aldrin Monsod, Corporate Governance Asia publisher and managing director, and Jazz Oporto, AEV Corporate Secretary, at the Corporate Governance Asia 1st Asian Company Secretary of the Year Recognition Awards in Hong Kong last November.

local Secretaries of the Year at the Corporate Governance Asia 1st Asian Company Secretary of the Year Recognition Awards.

Ms. Oporto received the award last November 18 during recognition rites at the Renaissance Harbour View Hotel in Hong Kong. She joined eight other corporate secretaries from other Philippine firms who were similarly recognized at the ceremony.

“The 1st Asian Company Secretary of the Year Recognition Awards 2013 are designed to recognize excellence in ensuring organizations continue to be on the top of their league in terms of corporate governance organization. These accolades are for people who possess strong leadership in guiding the board of directors and the company management in compliance, and at the same time uphold the highest ethics in business practices,” Corporate Governance

Asia said.

Ms. Oporto has been AEV Corporate Secretary since 2004. She received her Bachelor of Laws degree from the University of the Philippines Diliman and is a member of the Philippine and New York bars.

WHAT IS A COMPANY SECRETARY?

A **company secretary** ensures that an organization adheres with relevant legislation keeps board members fully informed of their legal responsibilities. **Company secretaries** are their organization’s named representatives on legal documents, and it is their responsibility to register and communicate with the shareholders and the investing community.

– Corporate Governance Asia

Corporate Center

AEV bags top credit score for P10-B corporate bonds

- Rating reflects AEV's strong financial standing
- AEV plans to raise P10B for planned investments, among others



(The Pioneer Domestic Credit Rating Agency)

Aboitiz Equity Ventures, Inc. (AEV) has secured a "PRS Aaa" rating from credit ratings agency Philippine Ratings Services Corporation (PhilRatings) for the company's P10-billion corporate bonds.

This score, which is PhilRatings' highest credit rating, mirrors AEV's strong financial performance and capacity to pay its debt. Financial obligations that have a PRS Aaa rating are of the highest quality and of minimal credit risk.

AEV recently announced that the company will be issuing P10 billion worth of corporate bonds this year, with a proposed P5 billion maturing in 2020 and the remaining P5 billion maturing in 2023. Funds to be raised from the bonds will be used to fund planned investments and general corporate purposes.

PhilRatings described AEV as a company with: a high level of operating cash flows in relation to debt servicing, a sound capital structure, a conservative leverage position, and the flexibility to accommodate more debt for future projects.

This PRS Aaa credit rating will allow AEV to remain attractive to its lending partners, as this truly reflects the company's continued commitment to growth through prudent financial management.

AEV honored at PSE Bell Awards for Corporate Governance

- AEV is one of the country's best firms engaged in corporate governance, according to PSE
- "Raising corporate governance standards is one of the most important means of sustaining investor confidence..." -- PSE

Aboitiz Equity Ventures, Inc. (AEV) was a winner at the 2nd Philippine Stock Exchange (PSE) Bell Awards last November 20. The awards recognize listed firms and brokerages that enact best corporate governance practices.

AEV, which listed on the PSE in 1994, bested nine other firms and joined the five others who were similarly awarded at a ceremony at Makati Shangri-La.

"Given its strategic role in the Philippine economy, the PSE has long recognized corporate governance as one of the pillars of capital market development. Raising corporate governance standards is one of the most important means of sustaining investor confidence in both local

issuers and the securities brokerage industry, contributing to the continued growth and development of our capital markets," the PSE said.

Listed firms such as were evaluated based on their compliance with the PSE's Corporate Governance Guidelines for Listed Companies, which provide for, among others, a sound business strategy, an effective board of directors and policies to protect shareholders rights.

They were also judged based on their compliance with PSE and Securities and Exchange Commission rules, pertinent laws, and regulations of other pertinent government agencies.



CORPORATE GOVERNANCE MODEL. (From left) Edgardo Lacson, PSE Director; Jose Pardo, PSE Chairman; Atty. Bryan Joseph Mallillin, AEV Associate General Counsel; and Hans Sicat, PSE President & CEO at the 2013 PSE Bell Awards for Corporate Governance in Makati City last month.

Corporate Center

AEV, AboitizPower among world's top 10 firms based on total shareholder return--The Boston Consulting Group

- AEV, AboitizPower rank high in share price appreciation and dividend yields
- “Emerging markets companies...naturally are expected to generate better returns.”—BCG

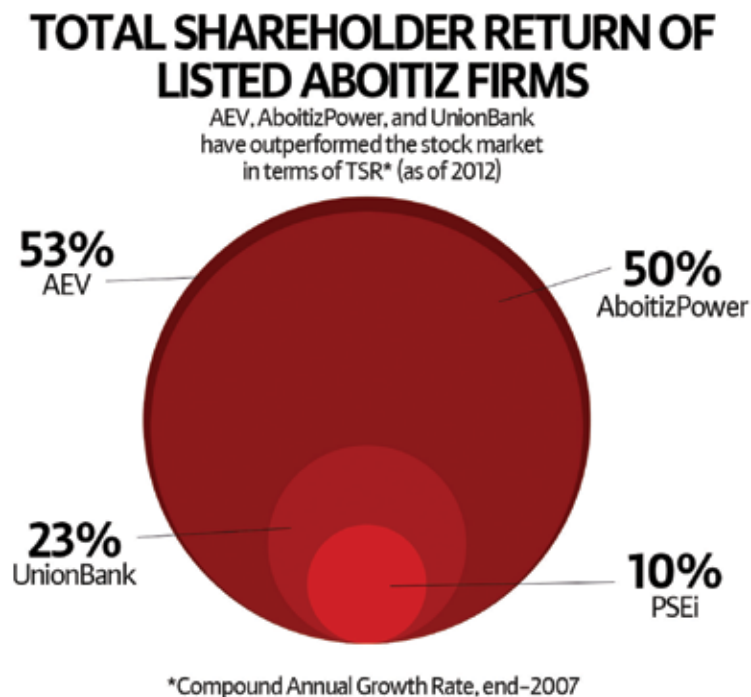
Aboitiz Equity Ventures, Inc. (AEV) and Aboitiz Power Corporation (AboitizPower) are one of the world's best companies in terms of shareholder returns, consulting firm The Boston Consulting Group (BCG) said in its Annual Value Creators Report.

The global report reviewed 1,616 listed firms based on their share price appreciation and dividend payouts, and came up with value creator rankings per firm.

“Not surprisingly, emerging markets dominate the global top ten list. Emerging markets companies come from a lower base and naturally are expected to generate better returns,” BCG said.

Other emerging market firms from South Korea, Brazil, Thailand, Russia, and China were in the report's top 10.

“All else equal, sustainable earnings growth is key to long-term value creation, but in some sectors, such as oil, power and gas utilities, and insurance, dividend yields are important too,” BCG noted.



AEV, AboitizPower recognized for management, corporate governance by The Asset

Aboitiz Equity Ventures, Inc. (AEV) and Aboitiz Power Corporation (AboitizPower) were winners at the recent The Asset Excellence in Management and Corporate Governance Awards 2013.

AEV and AboitizPower won in the Platinum Category along with other listed Philippine companies, according to The Asset's website.

The awards, announced last November, ranked companies based on financial performance as “a

gauge of management acumen,” among other criteria.

“The awards also recognize the importance of sustainable growth – companies are evaluated according to the quality of their corporate governance, social responsibility, environmental responsibility and investor relations,” The Asset added.

The Asset is a regional business magazine based in Hong Kong. Since 1999 it has built a

reputation for delivering authoritative coverage and independent research of Asia's financial industry.



AEV records P16.6-B net income for first nine months of 2013

- **“Our challenge in the coming years is to deploy the cash flow we are generating into ventures that meet our hurdle rates.” —EIA**
- **“We will augment our strong cash flows with opportunistic cash-raising activities in the capital markets and project financing in the operating level.” —EIA**

Aboitiz Equity Ventures, Inc. (AEV) saw its year-to-date consolidated net income decline by 8% year-on-year (YoY) to P16.6 billion from P18.0 billion. This translates to P3.00 in earnings per share. Power accounted for 71%, followed by the Banking, Food and Real Estate strategic business units (SBUs) with income contributions of 22%, 6%, and 1%, respectively.

For the period ending September 30, 2013, the revaluation of consolidated dollar-denominated liabilities and placements resulted in a non-recurring loss of P1,103 million. A one-

time net loss was also recognized by the Power SBU, mostly due to the pre-termination of its loans resulting in a one-time write-off of the unamortized borrowing costs. AEV's share in this amounted to P67.5 million. On the other hand, the Company booked gains of P1,298 million from the sale of City Savings Bank, Inc. Adjusting for these one-offs, AEV's core net income amounted to P16.4 billion, which is 7% lower than last year.

“We remain pleased with the performance of our business units. Our challenge in the coming years is to deploy the cash flow we

are generating into ventures that meet our hurdle rates. For one, we are very keen on participating in the government's public-private partnership projects,” Erramon I. Aboitiz (EIA), AEV President and Chief Executive Officer, said.

Meanwhile, AEV will continue to pursue funding opportunities to finance its projects.

“We will augment our strong cash flows with opportunistic cash-raising activities in the capital markets and project financing in the operating level. This will allow us to fund our investment opportunities in a prudent manner,” EIA added.

AEV NINE-MONTH FINANCIALS BY THE NUMBERS

1
AEV CONSOLIDATED
NET INCOME

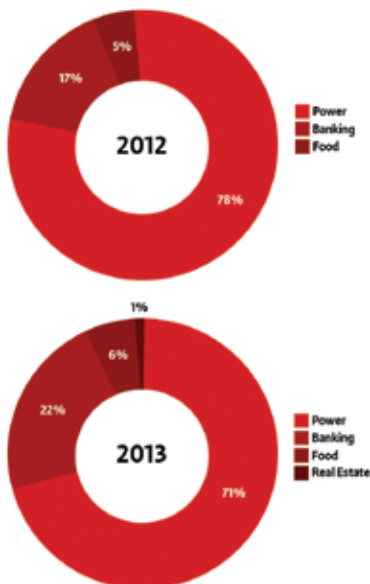


2012

P16.6
BILLION

2013

2
AEV BU CONTRIBUTION TO
CONSOLIDATED NET INCOME



“Power will remain a key focus for us. We are committed to providing power in support of the country's economic growth.”

— Erramon I. Aboitiz, AEV President & CEO, on the firm's power business

Corporate Center

EIA updates team members on Aboitiz Group business strategy and values

- To accomplish long-term value for all stakeholders, we must focus on Growing the Business, Stakeholder Engagement, Building Human Capital, & Execution Excellence
- On the new corporate values: "These values are what lies behind our success as a company."--EIA



CONNECTING WITH TEAM MEMBERS. EIA recently discussed the company's standing amid the global and local business climate as well as its business strategy moving forward at the annual Coffee with the President meetings in Taguig and Cebu.

The recent Coffee with the President town hall meetings in Taguig and Cebu provided about 300 Aboitiz team members the opportunity to hear it straight from President and CEO Erramon I. Aboitiz. The 90-minute sessions began with an overview of the current global and local business climate and where the Aboitiz Group stands.

"The Philippine economy has grown faster than 6.5%. In fact, GDP quickened in the first half of 2013, posting a strong growth of 7.6%,"

EIA said, adding that AboitizPower's sales figures are a significant indicator of the country's business climate.

The banking and food groups delivered positive results and, together with AEV's acquisition of AboitizLand, these were enough to bring modest yet significant gains for the whole Group.

EIA then moved to business strategy, for which he reiterated the company's mission of creating long-term value for all stakeholders.

Accomplishing this meant formulating clear focus areas, which are: Grow the Business, Stakeholder Engagement, Build Human Capital, and Execution Excellence.

In support of these focus areas, the Aboitiz group launched its refreshed core values of integrity, teamwork, innovation, and responsibility. EIA illustrated how each core value aligned with the company's brand differentiators driven to lead, driven to excel, and driven to serve.

He noted: "It is important for us to remember that these values drive everything that we do in the organization. These values are what lies behind our success as a company."

After his presentation, EIA took the time to answer questions from team members. One common subject brought up was if there were plans to expand overseas. The President explained that such a move would require a great amount of study and that the company is more focused at present on growing its core businesses locally.

An infographic titled "The Aboitiz Way" with a compass rose logo. It lists four core values, each with a list of five guiding principles. 1. Integrity: 1. deliver on what we promise, 2. do good at all times, even when no one is watching, 3. be accountable for our actions and their consequences, 4. practice fair process. 2. Innovation: 1. search for better ways to provide efficient systems, quality services and products, 2. identify fresh approaches to problem-solving, 3. translate adversity into opportunities for improvement, 4. believe in continuous learning and improvement, 5. challenge the status quo. 3. Responsibility: 1. contribute to the social progress of the nation, one community at a time, 2. care for Mother Earth through preservation and nurturance, 3. build mutually beneficial relationships with our alliances, customers and team members. 4. Teamwork: 1. encourage a multi-disciplinary approach to achieve business goals, 2. work interdependently in problem solving, 3. encourage regular communication, coordination and networking across functional boundaries, 4. promote mutual respect.

Corporate Center

BUs undergo crisis comm, social media trainings in Manila, Cebu

By Thet Mesias and Timi Nubla

- **“There's no such thing as off-the-record when it comes to the media...” -- GeiserMaclang's Amor Maclang**
- **Social media in 2014 will be all about Discovery, Leadership, and Opportunity. --Quipr's Carlos Castanas**

Spokespersons of various BUs recently underwent Crisis Communication and Social Media Trainings in Manila and Cebu, facilitated by several media experts and media practitioners alike.

Last November 28 in Manila, around 30 executives from AP Renewables, Inc., Hedcor, SN Aboitiz Power, coal and oil groups, Business Development department, Visayan Electric Company, Davao Light, Cotabato Light, and Subic EnerZone learned “what and what not to say” when facing the press, especially in crisis situations.

“There’s no such thing as off-the-record when it comes to the media so you really need to be wary of what you say and when you say things,” said Amor Maclang of GeiserMaclang, one of the workshop speakers.

Earlier on November 26, over 20 team leaders also gathered in Cebu for a similar training organized by public relations firm Green Bulb.

A media simulation exercise was held where actual journalists interviewed participants on relevant crisis situations, and the best interviews were showed to the rest of the training group.

Pilmico’s Tristan Aboitiz and Norie Bermudez, as well as Metaphil’s Zeny Novabos were named as best interview subjects.

Meanwhile, other AEV spokespersons attended the Social Media Training on November 28 in Manila where the application of social media into corporate communication was discussed.

According to Carlos Castanas, General Manager of social media agency Quipr, the Aboitiz Group must be ready for a digital media landscape of “Discovery, Leadership, and Opportunity” following the rollout of the company’s successful #BangonVisayas campaign recently.

Alexander de Leon, Google Philippines Display Solutions Manager, meanwhile, discussed



EMBRACING THE DYNAMICS OF MEDIA. Training participants listen to one of the speakers at the Social Media Training held at the NAC Tower in Taguig City. In Cebu City, training participants there learned how to properly engage journalists during crisis situations.

the advantages of key Google platforms in social media, while Jason Cruz, MRM McCann Philippines Community Management Director, talked about the ideal mindset and skill sets required for tackling a successful local social media campaign.

Aboitiz social media policy updated

- **Policy to serve as guide in the responsible use of social media**
- **Online messages can positively or negatively affect stakeholder perceptions--EIA**

The Aboitiz Group released last October 15 the group-wide social media policy as part of efforts to set standards for team member interaction on the World Wide Web.

“While we value the opportunities that come with social media’s reach and power, we must be mindful of how our online messages can positively or negatively impact perception of all our stakeholders about our group’s reputation,” Erramon I. Aboitiz, Aboitiz Equity Ventures, Inc. President and Chief Executive Officer, said.

The Social Media Policy, reviewed by the

Reputation Council and approved by the Risk and Reputation Board Committee, covers all social media channels such as, but not limited to, Facebook, Twitter, and Instagram, blogs, comment sections, forums, and file sharing services.

The rules defined the company’s guiding principles on disclosure and transparency, privacy, confidentiality and security, as well as legal matters when communicating information and messages on the Internet. Team members, for instance, should not post content on any company executive or Aboitiz family member without the latter’s consent.

Social media channels should not be used to conduct internal company business, resolve internal disputes, voice out negative personal opinions about the organization and individuals associated to it, institutions related to the organization, or discuss confidential business dealings with outside contacts, the policy read.

The Social Media Policy also highlighted proper online social etiquette underscoring respect and diplomacy that must be practiced by every Aboitiz team member who, in essence, serve as online brand ambassadors for the company.

Corporate Center

Annual lechon parties draw merry media in Manila, Davao

- “The Aboitiz Group affirms your commitment to strengthening our nation through information that is relevant and uplifting.”—EIA to Manila media
- “You’ve also been instrumental in updating our stakeholders about the many developments in our businesses throughout the year.” —JJA to Mindanao media



Various Aboitiz Group executives recently partied the night away at this year's Lechon Media Parties—themed “Red and Black”—hosted for the Manila and Mindanao press.

Organized by the company's Reputation Management Department in Manila and the corporate communication team in Mindanao, the Aboitiz Lechon Media Parties—which build and enhance relations with the media—are highly anticipated every year for the good food, drinks, entertainment, and of course, the delicious Lechon Cebu.

This year's Aboitiz Lechon Media Parties were held at The Blue Leaf Events Pavilion in Taguig City last September 12 for the Manila

press (numbering over 50), and at the SMX Convention Center in Davao City last October 4 for the Mindanao press (numbering around 200).

“For one, we want to thank you for helping us keep our customers informed of any improvements or changes that affect our services. You've also been instrumental in updating our stakeholders about the many developments in our businesses throughout the year,” Jim Aboitiz, Aboitiz Power Corporation Executive Vice President & Chief Operating Officer, Power Distribution Group, said at the Mindanao Media Party.

“These days, when sensationalism and

negativity take over the mainstream news, the Aboitiz Group affirms your commitment to strengthening our nation through information that is relevant and uplifting,” Erramon I. Aboitiz, Aboitiz Equity Ventures, Inc. President and Chief Executive Officer, said at the Manila Lechon Media Party.

Taking inspiration from the popular television game show “Minute to Win It,” journalists and editors from print, TV, radio, and online gamely took part of various challenges alongside Aboitiz executives.

The night of bonding and camaraderie ended with everyone going home with gift packs and live bands providing after-party entertainment.

Aboitiz Recognition Night held in Taguig, Cebu

Stars may have shone brightly that night, but not as brightly as the Aboitiz team members lauded at this year's Recognition Night, held last September 13 at The Blue Lead Events Pavilion in Taguig City and last September 23 at Cebu City Marriott Hotel in Cebu.

In this year's Recognition Night (themed "Razzle Dazzle: A Night in Broadway"), 25 Aboitiz team members were recognized for their exemplary service to the company for the past 10, 15, 20, 30, and 35 years.



Corporate Center



Aboitiz Service Awardees 2013



Timothy Abay



Aileen Alcantara



Ryan Baylon



Romeo Crescencio



Richardson De los Santos



James Erwin Le



Bingen Mendezona



Susan Policarpio



Cris Queroda



Cindy Rivera



Noemi Sebastian



Vince Tan



Joseph Tugonon



Champ Yared



Welda Catalya



Gabby Mañalac



Ann Natividad



Orville Avila



Joy Ramirez



Lydia Alia



Nancy Lim



Gilda Niere



Gie Polanco



Noel Duban



Cesar Sinnaco



Liza Villanueva



Jim Aboitiz



Tess Dominguez



Remedios Salares



Evangeline Abellanosa



Montxu Aboitiz



Benjie Cariaso



Tony Moraza



Ernest Villareal

10 Years: Timothy Abay, Aileen Alcantara, Ryan Baylon, Romeo Crescencio, Richardson De los Santos, James Erwin Le, Bingen Mendezona, Susan Policarpio, Cris Queroda, Cindy Rivera, Noemi Sebastian, Vince Tan, Joseph Tugonon, Champ Yared

15 Years: Welda Catalya, Gabby Mañalac, Ann Natividad, Orville Avila, Joy Ramirez

20 Years: Lydia Alia, Nancy Lim, Gilda Niere, Gie Polanco, Rebecca Ruelan, Noel Duban, Cesar Sinnaco, Liza Villanueva

30 Years: Jim Aboitiz, Tess Dominguez, Remedios Salares, Evangeline Abellanosa

35 Years: Montxu Aboitiz, Benjie Cariaso, Tony Moraza, Ernest Villareal

Corporate Center

Meet the winners of the

2013 Inspired by Passion Team Awards

Last September, the Aboitiz Corporate Center held its 7th Inspired By Passion Team Awards. The awards, which recognize noteworthy and remarkable projects, give teams the opportunity to showcase their accomplishments.

This year's winners were awarded during the annual Recognition Night in Taguig and Cebu. First time contender AP Trading led the winners as they took home two awards.



Driven to Lead

Market Results Monitoring System (MRMS), **AboitizPower Trading**

As the electricity market evolves and advances, the market information that needs to be gathered and processed grows along with it. The need for a system that can handle such massive information therefore becomes critical. MRMS project introduced a new method of handling and processing electricity market data that is easily retrievable, centralized, managed and mined for better decision making, strategy formulation, and reporting which allows the company to save and earn aside from the convenience it has brought to the end-users.

Driven to Excel

CPPC-VECO-AboitizPower Nominations Interface, **AboitizPower Trading**

Motivated by the challenges of having seamless information exchange between the three entities; VECO, CPPC, and APC, the Nominations Interface redefines the method of exchanging information by implementing an online centralized gateway. This system effectively applies the protocol contained on the contract agreement on every process. The APC-CPPC-VECO nominations interface ensures that nominations pass strict validation processes and are sent and received on time with notifications alert; this results to maximized revenue and reduced errors and market penalties that may occur in the trading operation.



Driven to Serve – Customer Focused

Basic Excel Analysis Training, **AEV Strategy & Corporate Finance**

A product of listening to the demand of its customers, the AEV- Strategy and Corporate Finance Group developed the Basic Excel Analysis training module. A combination of Intermediate Microsoft Excel and Data Analysis, the project aims to improve and enhance a critical technical skill set, used and managed by nearly every single member of the Aboitiz Group with the end-goal of improving work efficiency and accuracy. In the spirit of instilling best practices and bringing everyone up to the same level of excellence, this project has elevated SCFG from being expert users of Excel to Trainer and, more importantly, PARTNER.

Driven to Serve – CSR

Adopt-A-School Program, **AEV-Human Resource and Quality**

Creating an opportunity to address one of the needs of the employees which is the need to give back to the community and to help uplift quality of education of Banilad Elementary and Night High School, our chosen beneficiary school, the Adopt-A-School program was conceived. Eight projects were launched by different team members to help the partner school in their major areas of operation: facilities and infrastructure, classroom management, in-service education, learning resources and livelihood program. The different projects were successfully implemented. The ranking of the school has significantly improved from 12th to 8th place in Cebu city as certified by Department of Education.



Corporate Center

Aboitiz career expo a success; draws over 350 jobseekers

- Participants learned all about best routes to build good careers
- “We are looking for driven individuals to be a part of the Aboitiz Group, and we hope to find them here.” —Txabi Aboitiz

It was a full day of discovering opportunities in career development as the Aboitiz Group successfully held last October 11 the BetterWays Career Expo 2013, a job fair and interactive career event in Taguig City – home to our new corporate headquarters.

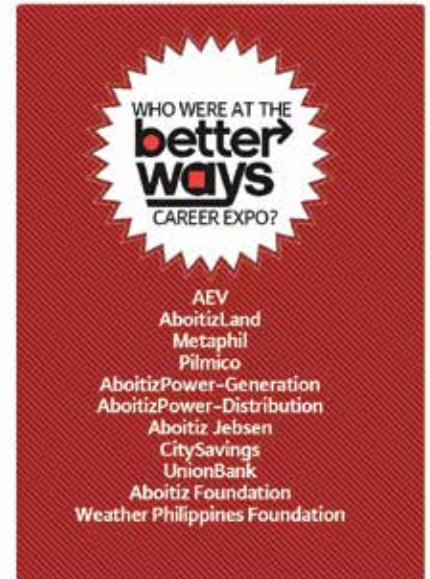
A diverse set of over 350 jobseekers—students, fresh graduates, employees, from both Metro Manila and surrounding provinces—flocked to Market! Market! to pursue multiple opportunities for solid, well-chosen career tracks, and not just mere jobs.

“We are looking for driven individuals to be a part of the Aboitiz Group, and we hope to find them here at the BetterWays Career Expo. If you

have in you a passion for better ways—driven to excel, lead, and serve—I’m sure you will find something here for you in Aboitiz,” said Txabi Aboitiz, Aboitiz Equity Ventures, Inc. Senior Vice President and Chief Human Resources Officer.

Throughout the expo, participants were treated to interesting “pocket talks” that stressed best routes to build good careers and inspiring, better ways to live, among other lessons.

Expo participants capped a productive day with a series of interactive games, complete with brand prizes, and a number of rocking songs from OPM band Imago.



Corporate Center

SNAP, UnionBank, & VECO are big winners in 2013 group-wide sportsfest

- **SNAP, UnionBank were top winners in Manila; UnionBank, VECO dominated Cebu**
- **Events this year included track and field, table tennis, billiards, bowling, basketball, volleyball, badminton, and cheerdance**

SN Aboitiz Power Group (SNAP), Union Bank of the Philippines (UnionBank), and Visayan Electric Co., Inc. (VECO) bagged the most awards among all other Aboitiz companies who participated at the Aboitiz Group sportsfest held earlier this year.

In Manila, SNAP and UnionBank won 30 awards each at the sportsfest awarding ceremony held last September 27 at the NAC Tower, Taguig City, tying for first place, followed by Aboitiz Equity Ventures, Inc. (AEV) with 24 awards. AP Renewables, Inc. came in third with 12 awards.

In Cebu, UnionBank won 52 awards, followed

by VECO with 45 awards. AboitizLand placed third with 28 awards.

The Aboitiz Group holds its annual sportsfest for three to four months every year to foster camaraderie among all team members through various sports events.

This year, around 1,000 team members from Cebu and Manila participated in individual and group events such as track and field, table tennis, billiards, bowling, basketball, volleyball, badminton, and cheerdance. Cash prizes were given to the winners in addition to medals and trophies.



A IS FOR ATHLETES. Top winners of the 2013 Aboitiz Group sportsfest receive their awards at the Taguig headquarters.

Corporate Center

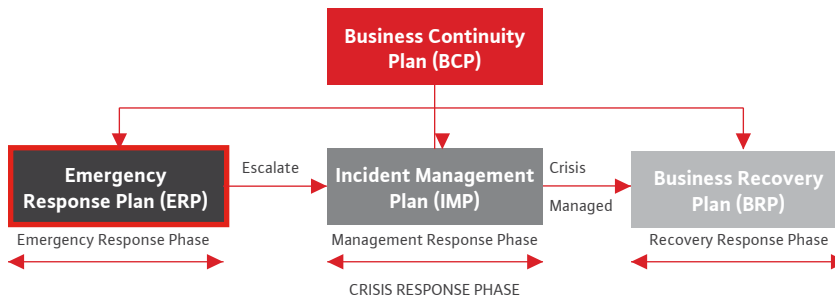
What to do in an emergency

To help us prepare for emergency situations, an Emergency Response Plan for Aboitiz Group tenants of NAC Tower in Taguig City was developed to protect life, provide safe shelter, plan evacuation and prevent further damage.

A similar plan has been developed for the

Cebu Corporate Center and will be cascaded to our Cebu team members soon.

This is part of our overall Business Continuity Plan which includes Emergency Response, Incident Management and Business Recovery Plans.



A quick guide has been released to all A-People to help us prepare for these emergencies

EMERGENCY RESPONSE PLAN 1

In case of PROTEST, TYPHOON, FLOODING, or EXTERNAL VIOLENT OR NONVIOLENT SCENARIOS

Follow LOCK DOWN/ SHELTER IN PLACE procedure

In case of FIRE, EARTHQUAKE, or BOMB THREAT

Follow FIRE, EARTHQUAKE, or BOMB THREAT procedures

Follow EMERGENCY EVACUATION procedure

OBJECTIVES OF THE EMERGENCY RESPONSE PLAN 2

- Protect life
- Provide shelter
- Evacuate premises if needed
- Mitigate threat and control extent of damage

EMERGENCY EVACUATION PROCEDURE 3

- Remain calm
- Leave premises immediately following Floor ERT instructions
- Do not take valuables that can block escape routes
- Do not use elevators
- Use the emergency exit
- Go to designated evacuation area (Track 30th) in a calmly manner
- Once evacuated stay within evacuation area
- Confirm presence with Floor ERT for headcount
- Follow Floor ERT instructions

LOCKDOWN OR SHELTER IN PLACE PROCEDURE 4

- Remain calm
- Stay on designated floors
- Follow Floor ERT instructions
- Do not go out into any open areas (including balconies)

FIRE PROCEDURE 5

- Remain calm
- Put the fire alarm
- Alert Floor ERT or AEW SOC (whoever is more accessible)
- Move away from fire
- Follow Floor ERT instructions
- If instructed, follow EMERGENCY EVACUATION PROCEDURE

EARTHQUAKE PROCEDURE 6

- During the earthquake:
 - Drop, cover, and hold
 - Do not panic
 - Keep away from glass windows or free standing furniture
- After initial shock, await instructions from Floor ERT
- If instructed, follow EMERGENCY EVACUATION PROCEDURE

BOMB THREAT PROCEDURE 7

- Remain calm
- Don't touch anything suspicious
- Turn off cellphones
- Don't operate any electrical switches or equipment
- Follow Floor ERT instruction
- Follow EMERGENCY EVACUATION PROCEDURE

If you receive a Bomb Threat Call, fill out the **BOMB THREAT CHECKLIST**

Try to inform anyone of the bomb threat. Inform AEW SOC or Floor ERT as soon as possible.

BOMB THREAT CHECKLIST 8

Place this sheet under or near your telephone

Time call started: _____ Time call ended: _____

Caller was: ☐ Male ☐ Female Race: _____ Age: _____

Questions to ask the caller: Write down exact wording of the threat.

When is the bomb going to explode? _____

Where is it right now? _____

What does it look like? _____

What kind/size bomb is it? _____

What will cause it to explode? _____

Did you place the bomb? _____

Why? _____

What is your address? _____

What is your name? _____

Length of call: _____ Number at which call was received: _____

Background Sounds: _____

Caller's Voice:

<input type="checkbox"/> Calm	<input type="checkbox"/> Nasal
<input type="checkbox"/> Angry	<input type="checkbox"/> Stutter
<input type="checkbox"/> Excited	<input type="checkbox"/> Lisp
<input type="checkbox"/> Slow	<input type="checkbox"/> Raspy
<input type="checkbox"/> Rapid	<input type="checkbox"/> Deep
<input type="checkbox"/> Soft	<input type="checkbox"/> Ragged
<input type="checkbox"/> Loud	<input type="checkbox"/> Clearing throat
<input type="checkbox"/> Laughter	<input type="checkbox"/> Deep breathing
<input type="checkbox"/> Crying	<input type="checkbox"/> Cracking voice
<input type="checkbox"/> Normal	<input type="checkbox"/> Disguised
<input type="checkbox"/> Distinct	<input type="checkbox"/> Accent
<input type="checkbox"/> Skewed	<input type="checkbox"/> Familiar
<input type="checkbox"/> Whispered	

Background Sounds:

<input type="checkbox"/> Street noise
<input type="checkbox"/> Café/Bar
<input type="checkbox"/> Voices
<input type="checkbox"/> PA system
<input type="checkbox"/> Music
<input type="checkbox"/> House noises
<input type="checkbox"/> Office
<input type="checkbox"/> Factory machinery
<input type="checkbox"/> Animal noises
<input type="checkbox"/> Clear
<input type="checkbox"/> Static
<input type="checkbox"/> Other

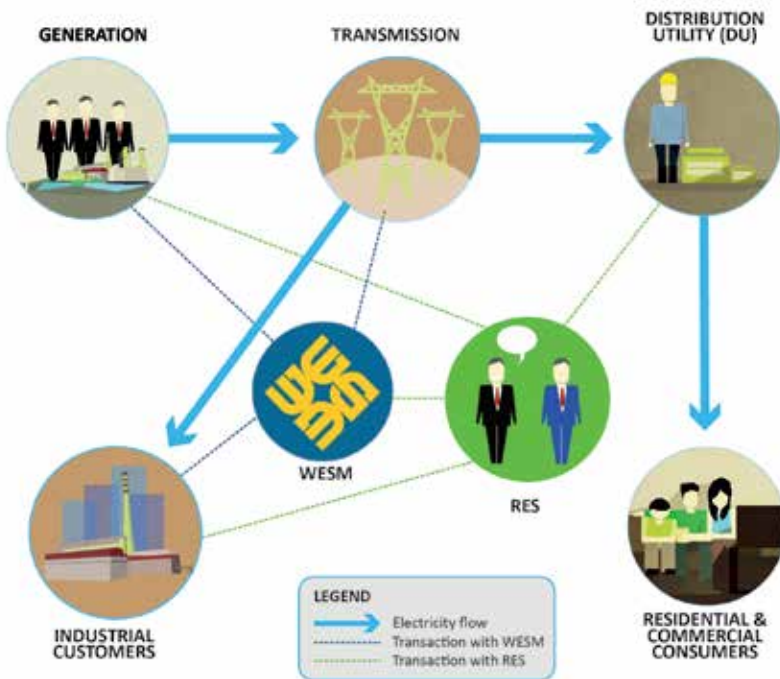
Your Name: _____

Your Phone Number: _____

Did You Know?

The Power Industry at a Glance

Did you know that our homes are powered through the help of many industry players? These players enact crucial roles before electricity reaches our homes and establishments.



Generation companies operate power plants that produce electricity through various energy sources (eg. hydro, geothermal, coal, oil, wind, solar, natural gas, and biomass)

Transmission infrastructures are highways of electricity that connect the generation companies to the distribution utilities or industrial customers.

Distribution Utilities deliver electricity coming from the transmission lines to residential and commercial end users.

Industrial Customers are end users that are directly connected to the grid due to its high power requirements (eg: manufacturing factories).

Wholesale Electricity Spot Market (WESM) is a centralized venue for buyers and sellers to trade electricity as a commodity where prices are based on demand and supply.

Commercial/Residential Consumers are end users with lower power requirement compared to industrial customers (eg: households and businesses).

Retail Electricity Supplier (RES) is a new player in the industry that acts as broker between the generators, WESM, DUs and contestable customers (end users with an average demand of 1MW) that will allow consumers to choose their own supply at a competitive price.

Did you know that electricity comes from renewable and non-renewable energy sources? Renewable energy is generated from sources that can be replenished and are not limited. On the other hand, non-renewable energy is generated from fossil fuel.

NON-RENEWABLE ENERGY

Coal – is a reliable, non-renewable baseload energy source. Coal plants have become practical because of Clean Coal Technology.

Oil – A non-renewable source of energy that is used to supply peaking demand.

RENEWABLE ENERGY

Geothermal – Energy generated from the heat of the earth's crust.

Natural gas – Natural Gas is an energy source harnessed from the stored energy in buried plants and animals.

Hydropower – Energy generated from the natural flow of a river (run-of-river) or the fall of water from impoundment facilities (large hydro).

Solar energy – Solar energy technology uses the sun's energy and light to provide heat, light, hot water, electricity, and even cooling.

Wind energy –Harnesses wind to generate mechanical power or electricity. Wind turbines convert the kinetic energy of the wind into mechanical power.

Biomass – In the context of power, Biomass uses vegetative material and waste products from animals that store the sun's energy as a fuel source.

AboitizPower Companies

Generation (Renewable)

AP Renewables, Inc.
Luzon Hydro Corporation
Hedcor Sibulan, Inc.
Hedcor Tamugan, Inc.
Hedcor Tudaya, Inc.
Hedcor Sabangan, Inc.
SN Aboitiz Power – Benguet, Inc.
SN Aboitiz Power – Magat, Inc.

(Non-Renewable)

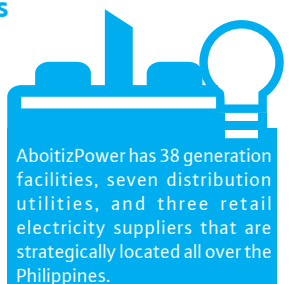
Therma Marine, Inc.
Therma Mobile, Inc.
Therma Luzon, Inc.
Therma South, Inc.
Therma Visayas, Inc.
East Asia Utilities Corporation
Cebu Private Power Corporation
Western Mindanao Power Corp.
Southern Philippines Power Corp.
Cebu Energy Development Corp.
RP Energy
STEAG State Power Inc.

Distribution

Davao Light and Power Company, Inc.
Subic EnerZone Corporation
Balamban EnerZone Corporation
Mactan EnerZone Corporation
Cotabato Light and Power Company
San Fernando Electric Light and Power Company, Inc.

Retail & Other Services

Aboitiz Energy Solutions, Inc.
AdventEnergy, Inc.
Prims Energy, Inc.



AboitizPower has 38 generation facilities, seven distribution utilities, and three retail electricity suppliers that are strategically located all over the Philippines.

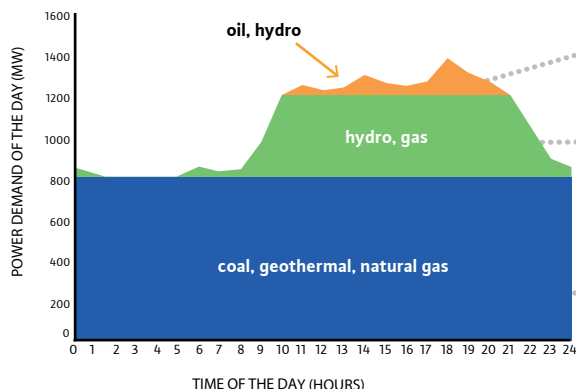
Power



Roles of Power

Did you know that each energy source is utilized in each type of power demand? Baseload is the minimum level of electricity demand, while intermediate supplements the baseload demand. Lastly, peaking gives an additional boost of electricity supply for high demands during the day.

Our electrical consumption varies throughout the day. Electrical power demand starts to increase by 9:00 AM when most offices hours start. It is usually the highest at 6:00 PM when households increase energy consumption by using television sets, home desktops, and air conditioning units.



Peaking demand

Peaking demand plants typically operate 10–15% of the time and are smaller than baseload and intermediate plants. These plants provide an additional boost of power whenever energy consumption is at its highest. These plants are very expensive to operate, relative to the amount of power they produce and the cost of fuel to power.

Intermediate demand

Intermediate demand plants normally operate during times of elevated load demand, around 30–60% of the time. These plants are larger than peak plants, but run more efficiently. Cost and flexibility of these plants fall in between those of base and peak load plants.

Baseload demand

Baseload demand plants operate almost continuously, approximately 70–80% of the time. These plants produce the most reliable and efficient power at a low cost at all times.

Intermittent Plant

These are ideal for off-grid areas. Biomass, solar, and wind energy generate minimal wattage. Thus, they are used as a back-up power source and called intermittent plants.



Our Vision: A Better Future

We have a mix of renewable and non-renewable energy sources to achieve our vision. We consider it our responsibility to provide reliable and ample power supply when needed, ensure that the supply of electricity is provided at a reasonable and competitive price, and accomplish the first two duties with the least adverse effect on our environment and communities.

We'd love to hear from you! Tell us the topics you want us to feature here.
Email mary.de.guzman@aboitiz.com. Stay tuned! www.aboitizpower.com (<http://www.aboitizpower.com>)

Subic EnerZone marks a full decade

By Karen Macalinao



(Right) President & CEO Jim Aboitiz with SEZ team. (Left) Jim Aboitiz, SVP & COO Dante Pollecas, AVP & GM Warel Kern Sario and SEZ core values ambassadors unveiling the Aboitiz Group set of core values.

Subic EnerZone Corporation (SEZ) celebrated its 10th anniversary at the Subic Traveller's Hotel in Subic Bay Freeport Zone last October 23. The refreshed Aboitiz Group core values were highlighted at the event as presented by special guest Jim Aboitiz, Executive Vice President and Chief Operating Officer of AboitizPower Distribution Group.

An audio-visual presentation of Erramon I. Aboitiz, Chairman and CEO of Aboitiz Equity Ventures was presented to convey his message and aspirations in the group.

The team expressed their commitment to the Aboitiz core values by signing on the commitment board.

A video presentation showing SEZ

achievements for 10 years of serving their customers and community was also presented.

Selected SEZ team members and Teatro Gat'Aitab gave life to the celebration as they danced the Aboitiz song "Better Ways".

Singer-songwriter Joey Ayala serenaded the night. Añiga together with her husband Jing also shared their musical talents.

Power – Distribution

VECO acts swiftly to help restore power in Visayas



RECONNECTED. Following Super Typhoon Yolanda, VECO linemen immediately showed their commitment to their customers and got down to work to restore power in parts of northern Cebu battered by the typhoon.

As the Visayas region staggered to get back on its feet from the 7.2-magnitude earthquake on October 15 and Super Typhoon Yolanda on November 8, Visayan Electric Company (VECO) acted swiftly to restore power supply not only in its franchise area but also in many areas of Cebu and Leyte that were severely affected by the natural calamities.

Almost all of VECO's feeders tripped after the earthquake hit but power was restored as swiftly after only 30 minutes. By 6 o'clock that evening, feeders were all energized including Pakna-an, Ermita, and some areas in Consolacion, Liloa-an.

VECO was able to quickly restore service thanks to the immediate activation of its

disaster contingency teams who, mere minutes after the earthquake, gathered in their command center and auxiliary call center right outside the company's Banilad building.

"Our priority is always the continuity of service to the customer. That desire to serve is ingrained in our DNA. Every team member strives beyond the call of duty to get his or her job done right," said VECO's Chief Operating Officer (COO) Basti Lacson, who headed activation of the company's disaster contingency plan.

VECO deployed emergency crews, field and feeder inspectors, as well as contractors to respond to various requests from busted lateral fuses, to disconnected secondary and

service wires, to safety checks of poles, lines, and facilities.

In November, VECO linemen joined forces with technicians from Subic EnerZone Corporation and Davao Light to restore electrical posts damaged by Typhoon Yolanda in northern Cebu. The team provided vital assistance to Cebu II Electric Cooperative, Inc. and re-energized the municipalities of Bogu City and San Remegio.

VECO and Davao Light teams were also deployed to help in re-electrification efforts for Ormoc. The team provided vital assistance in restoration of distribution lines to help bring back power to the city's vital establishments.

Cotabato Light opens call center service

By Donjie G. Vertuoso

Everyday, Cotabato Light and Power Company receives numerous calls composed of customer inquiries, service requests, and complains. Thus, prompt, courteous and accurate information are necessary to build better understanding and better customer service.

In its desire to continually improve the level of customer experience, Cotabato Light launched its new Call Service Center Service facility on October 16. With this innovation, customers will just remember one number to dial: 520-2572 (CLPC).

Cotabato Light will use state-of-the-art Voice

Over Internet Protocol (VOIP) technology and Direct Inward Dialing (DID) to run this service.

According to Corporate Communication Officer Donjie Vertuoso, "Though it is still on pilot stage, we are happy and excited to inform our customers of this new telephone system we have. This will definitely help us in handling customer inquiries and improve our monitoring of requests and complains."

Call center services are already running for AboitizPower distribution utilities



Davao Light, Visayan Electric Company, and Subic Enerzone Corporation.

Power – Generation

New Binga Hydroelectric power plant goes online

- SNAP acquired Binga and Ambuklao hydropower plants in 2008
- Generation capacity has been increased from 100 MW to 132 MW and more

SN Aboitiz Power-Benguet (SNAP-Benguet) marked the successful rehabilitation of the Binga Hydroelectric Power Plant (Binga HEPP) with an inauguration and ceremonial switch-on last October 17. Department of Energy Undersecretary Raul Aguilos, Norwegian Ambassador Knut Solem, and Benguet Governor Nestor Fongwan led the ceremony, held at the Binga HEPP grounds in the municipality of Itogon, Benguet Province.

The plant had been operating for almost 50 years when SNAP-Benguet acquired it in 2008, along with its sister facility, Ambuklao, through the government's privatization program. The Binga rehabilitation project commenced in May 2010 with the construction of a new 160-meter headrace and intake. The new intake would be 15 meters higher than the old one, and a 240-meter access tunnel was built to connect the new headrace to the existing one. In addition to civil works, the project also included the modernization of plant control systems, replacement of electro-mechanical components, and installation of new auxiliary equipment.

Each of the four units was taken down and

replaced with new turbines, generators, and main inlet valves. To keep the plant in operation, unit rehabilitation was done one at a time. Rehabilitation of the Unit 4 began in April 2011, followed by Unit 1 in January 2012 and Unit 3 in July 2012. The final unit (Unit 2) was completed in July 2013. From its original capacity of 100 megawatts (MW), the Binga plant now has a nameplate capacity of 125 MW but is capable of

generating up to 132 MW and potentially even more. Binga now generates additional capacity and supplies ancillary services for energy security and grid stability.

The Binga rehabilitation was completed a year ahead of schedule, with no major environmental incidents. The upgrade is also approved and registered to generate carbon credits under the United Nation's Clean Development Mechanism.



POWER ON FOR BINGA. Department of Energy Undersecretary Raul Aguilos (2nd from left) and Norwegian Ambassador Knut Solem (3rd from left) lead the inauguration of the Binga Hydroelectric Power Plant, with (L-R) AboitizPower President and CEO Erramon Aboitiz, Benguet Governor Nestor Fongwan, SNAP-Benguet President and CEO Manny Rubio, SN Power President and CEO Torger Lien, and SNAP-Benguet Assistant Vice President and Plant Manager Emmanuel Lopez.

NGCP honors Luzon Hydro's support in line maintenance

Luzon Hydro received a special citation from the National Grid Corporation of the Philippines (NGCP) for its vital contribution to the maintenance of transmission lines.

During the agency's recently held Partners' Night, it lauded Luzon Hydro for sharing its resources in maintenance or upgrading activities, assisting in line patrol, and providing manpower and resources during emergency restoration

activities. By helping maintain transmission lines, the company helps in efficient delivery of power to consumers.

Senior Vice President Chris Faenar thanked NGCP and added that the company values its partnership with the agency as well through initiatives that benefit communities where their plant operates. These include rural electrification

projects, medical and dental missions, livelihood programs, scholarship grants, and corporate donations.

Luzon Hydro operates the 70-megawatt Bakun AC run-of-river hydropower plant in Alilem, Ilocos Sur. The plant started operating in 2000 and has been generating over 225 gigawatt hours of clean and renewable energy annually, enough to power over 50,000 homes.

Power – Generation

Hedcor's annual Safety and Skills Day held in Davao and Benguet

- Emergency preparedness skills included firefighting, basic life support, bandaging, and emergency transport
- “Workplace safety is serious business.” – RBR

Seeking to promote workplace safety awareness, Hedcor recently held Safety and Skills Days in Davao and Benguet, which featured safety practices and technical skills competitions that served as refreshers for team members.

Rene Ronquillo, President and COO of Hedcor, compelled his teammates to aim for zero accident at all times as “safety is a serious business”.

“I urge everyone to be alert always and observe safety precautions efficiently in and outside the workplace,” added RBR.

Representatives from the Bureau of Fire Protection (BFP), Philippine Red Cross, National Disaster Risk Reduction and Management Council (NDRRMC), and Technical Education and Skills Development Authority (TESDA) served as judges for safety and emergency preparedness skills that covered firefighting, basic life support, bandaging, and emergency transport.

Driving, electrical wiring, and welding, for which participants were granted National Certificates II from TESDA after passing the competency requirements comprised the

technical skills competitions.

In Benguet, more than 250 participants from Hedcor, Luzon Hydro, and SNAP-Benguet participated in competition, which was held at the DBP Training Complex, Baguio City.

“We frequently experience calamity nowadays and now is the time that we should always be ready to respond,” explained Luzon Hydro's Vice-President Chris Faelnar.

Engr. Jose Valera from the Office of Civil Defense-CAR remarked that the annual safety and skills competition was part of social accountability.

In addition to safety awareness, this event encourages work-life balance, camaraderie, and stronger relationships among teammates.

Hedcor also provides teammates with various seminars and trainings related to safety and health and drafted customized procedures in case of accidents and calamities. Certified in Occupational Health and Safety or OHSAS 18001, the company adheres to globally accepted safety practices and is a recipient of the Safety Milestone Award from DOLE for implementation and compliance to safety precautions.

Bakun AC is ERC-certified for 5 more years

By Claren Padinay



RENEWED RESPONSIBILITY. Rene Ronquillo, President and COO of Luzon Hydro and Hedcor, receives the Certificate of Compliance from the ERC, which grants the company five more years to generate clean and renewable energy for the people.

The Energy Regulatory Commission (ERC) has renewed Luzon Hydro Corporation's Certificate of Compliance (COC) granting it another five years to operate its 70-megawatt Bakun AC Hydropower Plant in Alilem, Ilocos Sur.

A renewal of the COC means Luzon Hydro has established environmental, technical, and financial standards set by ERC to sustain the operations of the plants. It also signifies compliance with the requirements stipulated in the Implementing Rules and Regulations of R.A. No. 9136 and the Revised Rules for the Issuance of Certificate of Compliance for Generation Companies/Facilities.

“This is the result of our extensive experience in the development, design, and operation of run-of-river making our vision of 2 billion kWh of Cleanergy by 2020 within reach,” said Luzon Hydro's President and COO Rene Ronquillo.

Bakun AC harnesses the natural flow of the Bakun-Kayapa rivers to generate electricity, a process having the least adverse effect to the environment. Since its commissioning in 2000, the plant has been supplying power to over 50,000 households and generating 225 GWh of clean, renewable energy per year.



SAFETY IS OUR PRIORITY. AboitizPower team members perform basic life support during the Safety Skills Competition. Accurate approach to the situation with proper first aid is key to successful emergency transport.

Power – Generation

Sibulan peaks another generation record, Talomo Hydro 3 rehabs for automation



NEW PEAK RECORD. Sibulan Hydro's power generation topped the 1,100 MWh mark thanks to regular and proper maintenance.

Hedcor's Sibulan Hydro topped its highest record on June 16 with 1,087,611 kWh generated in June as a result of regular maintenance of all the plant's facilities and components.

"We have to observe the regular maintenance of the plants to increase the optimal function for each of its components to supply efficient power supply," says Rolando Pacquiao, Hedcor Vice President for Mindanao Operations. "The highest generation attainment is the byproduct of the well-maintained machines and equipment."

As of June, Hedcor Sibulan hydro plants have generated over 500 million kilowatt-hours of energy for Mindanao. Its two cascading plants, Sibulan Hydros A and B, have a combined production of 42.5 MW.

Along with this success, more dredging and rehabilitation will be done for the optimization and automation of Talomo Hydro 3, which despite being one of Hedcor's oldest plants, is able to generate sufficient power supply to Davao City.

Aside from improving the canals and other waterways going to Talomo Hydro 3's powerhouse, Hedcor allotted over P3 million for instrumentation equipment (e.g. computers, server, PLC components, adapter, electrical wires, and auto synchronizer), mechanical items (hydraulic system for valve and braking and hydraulic system for the turbine), and for some civil works to fully automate the plant.

Talomo Hydro 3 is part of the cascading hydro plants in the northern part of Davao City—the Talomo Hydro 1, Talomo Hydro 2, Talomo Hydro 2A, and Talomo Hydro 2B, with a total installed capacity of 4.47 MWs.

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

As one team, Hedcor works hand in hand to exercise the company's mission of operating and developing efficient hydropower systems" and embodying its vision of 2 billion kWh of Cleanergy by 2020.

Hedcor honored as one of CAR's Outstanding LMCs

Hedcor Benguet took the spotlight at this year's Regional Search for Outstanding LMC (Labor Management Cooperation) Awards for Industrial Peace, affirming the company's strong sense of commitment to labor practices.

"Our team members are our number one asset," Hedcor Senior Vice President Chris Faenar said, noting the harmonious collaborative relationship between the company and its team members.

LMC is a mechanism designed to preserve industrial peace by propagating healthy communication and positive interaction between workers and employers.

Hedcor's own LMC, the Hedcor Kabisig Council, advocates programs and initiatives that increase productivity, foster family welfare, and

enhance the quality of work.

The Council takes pride in upholding responsibility by initiating programs for host communities, thereby encouraging inclusive

growth. Projects supporting education, health, livelihood, and the preservation of the environment have been the focus of the team since its conception.



COMMITMENT TO FAIR PRACTICES. Hedcor SVP Chris Faenar and team members are awarded by the Cordillera Administrative Region for outstanding labor management.

Power – Generation

TSI makes history with P24-B financing for Mindanao power plant projects

- Regarded as the single largest peso transaction in Philippine history
- The loan will finance TSI's new clean coal-fired power plant in Mindanao
- Banking community supports Aboitiz Group's efforts to improve local power industry



SETTING RECORDS. AboitizPower President & CEO Erramon I. Aboitiz and Aboitiz Equity Ventures Chief Financial Officer Stephen G. Paradies lead the signing ceremonies for TSI's P24B term loan facility.

AboitizPower's Therma South, Inc. (TSI) has secured a P24 billion loan facility to finance two 150-megawatt clean coal-fired power projects in Mindanao that employ Circulating Fluidized Bed (CFB) technology. The 12-year loan is noted as the single largest onshore peso-denominated term loan facility in Philippine history.

"We're very happy to see that the local banks are increasingly willing to take on projects

like this," Aboitiz Equity Ventures (AEV) Chief Financial Officer Stephen G. Paradies said. "As we see more of these large infra projects growing out, we're going to have to rely more on our domestic banks to play a lead role in getting things done."

BDO Capital & Investment Corporation is the issue manager and lead arranger of the loan facility with BDO Unibank, Bank of the Philippine Islands, Development Bank of the Philippines,

Metrobank, and China Bank forming the group of lender-banks.

SGP further reported that another 300-MW clean coal-fired facility in Cebu is in the pipeline while the current Pagbilao facility in Quezon province will undergo a 400-MW expansion.

"This transaction allows the banking community to support the efforts of the Aboitiz Group in the development of the domestic power industry," related Walter C. Wassmer, Senior Executive Vice President and Head of Institutional Banking Group of BDO Unibank. He affirmed their confidence in and support of the Aboitiz Group and thanked the company for the opportunity to be part of "another financing milestone".

Using CFB technology mitigates the environmental impact of coal power generation. Through this, TSI's clean coal-fired power plant projects will achieve lowered emissions of up to 95%. The power plant projects, to be built in Davao City and Davao del Sur, are targeted for completion by early 2015 and will provide additional capacity to alleviate the Mindanao power crisis.

Ifugao host communities receive tax share from SNAP-Magat

Host communities of SN Aboitiz Power-Magat, Inc. (SNAP-Magat) received their share of the national wealth and real property taxes in simple ceremonies held last October 8. Ifugao Governor Denis Habawel thanked the hydroelectric power company for delivering P4.78 million in real property tax payments to the province and around P756,000 in national wealth both for the third quarter of 2013.

Host municipalities Alfonso Lista, Mayoyao, Aguinaldo, Lamut, and Lagawe also received

their shares of the national wealth tax totaling P7.94 million. Meanwhile, 10 host barangays in said municipalities received a total share of P4.39 million.

Mayors Mariano Buyagawan of Lamut, Ceasario Cabbigat of Lagawe, Clemente Talosig of Aguinaldo, and Ronie Lumayna of Mayoyao agreed that the tax proceeds would augment their resources in their efforts to bring development to their municipalities.

The host barangay of Namnama confirmed

that they used their share to establish streetlights around their barangay, augment payment of electric bill per household (HH) in the amount of P350/month per HH. The 20% of the amount will be used to fund livelihood projects/programs.

The 360-megawatt Magat hydroelectric power plant lies at the border of Ifugao and Isabela. While the power plant is owned and operated by SNAP-Magat, the multi-purpose dam—which is primarily used for irrigation—remains government-owned.

PH's first LBM biofuel plant to be built by Aseagas

- Aseagas Corporation will build its first production plant in Lian, Batangas
- Initial products will be LBM fuel, liquid carbon dioxide, and organic fertilizer
- Absolut Distillers has signed on to supply wastewater as raw material



SIGNED AND SEALED. Aseagas CEO Sabin M. Aboitiz and LT Group President Lucio “Bong” Tan, Jr. lead the signing of an “Effluent Supply Agreement” for the country’s first liquid bio-methane fuel (LBM) plant. They were joined by Juan Alfonso, Aseagas Chief Operating Officer; Gerardo Tan Tee Absolut Distillers General Manager; Tristan R. Aboitiz, AVP for Risk & Commodity of Pilmico; and Mayor Isagani Bolombo and Vice Mayor Raul Lagrisola of the Municipality of Lian.

With the signing of its Effluent Supply Agreement with LT Group-owned Absolut Distillers, Inc. (ADI) last September, Aseagas moves closer to construction of the country’s first liquid bio-methane fuel production plant complex. The facility will have three initial product outputs: liquid bio-methane, liquid carbon dioxide, and organic fertilizer.

The abovementioned agreement with ADI means organic wastewater from its distillery will be supplied as raw material to Aseagas’s plant where it will be processed and converted into liquid bio-methane or LBM fuel.

“We are committed to deliver renewable fuel from existing waste and, as a whole, to sustainable projects for the next generation,” said Aseagas Chief Operating Officer Juan

“Ping” Alfonso.

“This new undertaking is part of Aboitiz’s commitment to its sustainability platform of people, planet and profit. Aseagas focuses on all three,” explained SMA.

UK-based architecture firm AWW has been commissioned for the design and master planning of the five-hectare Aseagas complex to be built in Brgy. Malaruhatan, Lian, Batangas. It is expected to be operational by the fourth quarter of 2015.

LBM is a clean and easily controlled source of renewable energy. It costs less than diesel and is a widely adopted alternative fuel among developed countries, particularly in Europe. Worldwide use of LBM fuel is growing particularly for industries with large fleets covering long

distances at any given time.

Some primary advantages of using LBM over diesel are improved air quality, reduced carbon dioxide emission by up to 70%, and enhanced engine performance as LBM contains more energy than compressed gas such as LPG or liquefied petroleum gas.

Formed in 2012 through a joint venture between Aboitiz Equity Ventures and U.K.-based Gazasia Ltd., Aseagas seeks to build several plants in the Philippines that will produce renewable fuel from methane derived from organic waste. Aseagas’ bio-methane fuel is used for transport vehicles, such as buses and trucks, and will have zero carbon emissions and contribute to better air quality.

Pilmico Salto joins World Gamefowl Expo in Cebu

- The expo gathers gamefowl breeders, suppliers, and enthusiasts in the region
- Pilmico's booth and seminar at the expo were well-attended



EGG-CELLENT EXPO. Participants of the World Gamefowl Expo listen intently at the Egg Care seminar conducted by Dr. Paul Tolentino.

Hundreds of gamefowl aficionados visited the Pilmico Salto booth during the World Gamefowl Expo held in SM Cebu Trade Hall last October 4 to 6.

The World Gamefowl Expo in Cebu is the first regional edition of this annual international

expo for gamefowl breeders, suppliers and enthusiasts. This event is well attended as it regularly features the most prestigious bloodlines, breeders and game farms, and the country's top suppliers of gamefowl products

and services.

Some of the highlights during the expo were the Necropsy Seminar conducted by Salto's Dr. Paul Tolentino; and the much-anticipated "Meet and Greet the Alas ng Salto," where attendees got a chance to see and interact with some of the country's top breeders: Randolph Plaza, Ronald Barandino, Noel Jarin, Joe Alimbuyugen and Marlo Lasutaz.

The Salto booth also had a lot of activities in store for its visitors such as an in-booth Incubation and Egg Care Seminar by Tolentino, and raffling of Salto Feeds products and a number of signature fowl from some of the prestigious Alas ng Salto endorsers.

Meanwhile, Salto—represented by Salto Basaguleros San Luis' Tolentino, Jong Daed, Toto Cauntoy, and Dondon Degucena—also won the recently-concluded Negros Gamefowl Breeders Association 10 Stag Derby, beating 450 other opponents to win with 9.5 points.

Patrick Reyes is new AboitizLand EVP, LiMA Land COO

Patrick B. Reyes has been tapped to be Aboitiz Land, Inc. (AboitizLand) Executive Vice President (EVP) following the company's acquisition of a majority stake in LiMA Land, Inc.

Reyes, Aboitiz Equity Ventures, Inc. Senior Vice President (SVP) and Chief Strategy Officer, will also hold the post of LiMA Land Chief Operating Officer (COO). He will report directly to Andoni Aboitiz, AboitizLand President and Chief Executive Officer.

Reyes has been with the Aboitiz Group for four years, starting as AEV FVP—Corporate Finance. Prior to joining the Group, he was

president of outsourcing services and management consulting firm QBitron, senior partner at consulting firm Brookline Partners, COO at healthcare firm Citizens Health LLC, and consultant with strategy consulting firm Bain & Co., Inc.

Reyes graduated with degrees in Bachelor of Science in Management, summa cum laude, from the Boston College Wallace E. Carroll School of Management, and Master of Business Administration from Harvard University's Graduate School of Business Administration.



AboitizLand completes takeover of 60% stake in LiMA Land

- AboitizLand enters Luzon market
- “The timing of the deal is perfect.”—Andoni Aboitiz

Aboitiz Land, Inc. (AboitizLand) has completed its acquisition of a 60% stake in LiMA Land, Inc. (LLI) through the purchase of shares of Alsons Land Corporation (ALC).

AboitizLand President and Chief Executive Officer Andoni F. Aboitiz and ALC Chairman Tomas Alcantara signed on October 3 the Purchase Agreement finalizing the deal.

“This marks our first foray into the Luzon property market for industrial ecozones. From here, we hope to continue our growth to go nationwide,” Aboitiz said.

“Right now, there is a very big opportunity for LiMA Land because we know that a lot of foreign manufacturers are looking to place factories in Southeast Asia. So the timing of the deal is perfect,” he added.

LLI, a Luzon-based joint venture between ALC and Marubeni Corporation of Japan,



LAND DEAL SEALED. AboitizLand, represented by (from left) AEV Chief Strategy Officer Patrick Reyes and AboitizLand President & CEO Andoni Aboitiz, formalized the company's acquisition of a controlling stake in Alcantara-owned LiMA Land at a ceremony last October.

is the developer of the 485-hectare LiMA Technology Center, a Philippine Economic Zone Authority-registered economic zone in the

Lipa-Malvar area of Batangas, at the heart of the CALABARZON region (Cavite, Laguna, Batangas, Rizal, Quezon).

What's next for new AboitizLand unit LiMA Land

A number of changes, all good ones, are definitely coming to LiMA Land, Inc., Aboitiz Land, Inc.'s (AboitizLand) latest acquisition.

“One of the things we're trying to do is to put an Aboitiz mark on LiMA Land. And we're really concentrating on changing or enhancing the culture of LiMA Land so they (LiMA Land team members) can subscribe to Passion for Better Ways,” Patrick B. Reyes, AboitizLand Executive Vice President, said in an interview.

“We will plan a way to spread the vision and the values of Aboitiz among the LiMA Land employees, and we're looking at 2014 to conduct

trainings for employees,” he explained.

LiMA Land, in essence, is poised for growth, Reyes said.

“What we want to do with LiMA Land is to revitalize the park. Most of the park has already been filled with locators, but we're looking for land around LiMA to expand so that we can meet the growing demand for industrial space,” he said.

In fact, LiMA Land is already in talks with firms from Japan, Taiwan, and other countries who are interested in setting up plants at the LiMA Technology Center. “There has been a strong

interest in the park,” Reyes noted.

Moving into next year, expect LiMA Land to be busy as a bee as it seeks to expand and integrate itself into the Aboitiz Group.

“We've been looking actively in the Batangas areas, but we are also fielding offers from other areas in Luzon,” Reyes said but without specifying.

“I think LiMA Land will be a major contributor to the income of AboitizLand in 2014, basically from the sale of industrial lots as well as the profits of the utilities and water businesses in the park,” he added.

Banking

UnionBank and SSS sign MOA for UMID Card ATM project

- MOA will broaden UnionBank's current UMID card portfolio
- SSS' Emil de Quiros is "happy" with system that allows SSS members to directly receive benefits

Union Bank of the Philippines (UnionBank) once again proved to be the preferred bank of government agencies as it recently clinched the Social Security System Unified Multipurpose Identification System (SSS UMID) Card ATM project.

Following the signing of the memorandum of agreement with SSS last July 30, UnionBank will embark on providing ATM and debit services to the SSS UMID cards, an expansion of UnionBank's existing UMID card base of more than 1.5 million cards currently serving Government Service Insurance System (GSIS) members.

SSS President and CEO Emilio S. de Quiros, Jr. remarked that he is happy UnionBank is one of the country's first banks allowing members to receive benefits directly via electronic crediting. On the other hand, UnionBank President and Chief Operating Officer Victor B. Valdepeñas talked about the relationship of UnionBank and SSS as well as how UnionBank continues to be the preferred bank of GSIS members in availing



BANKING ON NEW CARDS. (From left) Meeja Jalandoni, UnionBank Corporate Banking Acting Center Head; Victor B. Valdepeñas, UnionBank President & COO; Emilio S. De Quiros, Jr., SSS President & CEO; Marilou Mendoza, SSS Special Assistant to the President; & Gamelin Oczon, SSS VP & Treasury Head at the SSS UMID MOA Signing last July.

of the GSIS UMID card, which started in 2004. To date, SSS has already issued more than two million UMID cards, which allow SSS members to transact with SSS, GSIS, PhilHealth, and Pag-IBIG offices. With the SSS UMID project, SSS members

will also be able to receive their benefit claims and loan proceeds in the same card for use in all UnionBank and local ATMs, giving SSS members a UMID-capable government ID, ATM, and debit card in one.

UnionBank issues P3-B LTNCDs

Union Bank of the Philippines (UnionBank) recently issued its debut offering of peso-denominated Long-Term Negotiable Certificates of Deposits (LTNCDs), raising a total of Php3.0 billion.

The fixed-rate LTNCDs carry a coupon of 3.50% per annum, which is payable quarterly beginning January 18, 2014. The maturity date of the LTNCDs is on April 17, 2019.

The net proceeds of the issuance will be utilized to improve the bank's deposit maturity profile and support business expansion plans.

"UnionBank continues to show commitment to its customers by providing wider choices of investment assets such as these LTNCDs, which offers higher yields as compared to other types of instruments due to lesser intermediation costs, while lengthening the Bank's maturity

profile," said UnionBank President and Chief Operating Officer Victor B. Valdepeñas.

LTNCDs are negotiable certificates of time deposits and are tax-exempt for qualified individuals if held for at least five years. These are bank products with long tenors, usually 5 to 10 years, which are offered to investors looking for a higher interest rate compared to regular savings accounts or shorter-term deposits.

UnionBank is BSP's 2013 Outstanding Commercial Bank Respondent on OFW Remittances

- The award represents UnionBank's efficiency in responding to BSP report-related queries
- "Your reliable service not only benefits our overseas Filipinos and their families, but our economy as well."—BSP's Amando Tetangco, Jr.

Union Bank of the Philippines (UnionBank) was recently recognized by the Bangko Sentral ng Pilipinas (BSP) as the Outstanding Commercial Bank Respondent on Overseas Filipino Remittances. UnionBank President and Chief Operating Officer Victor B. Valdepeñas and Executive Vice President and Global Filipino Business Head Genaro V. Lapez represented the bank during the awards rites.

The award recognizes and honors UnionBank's efficiency in submitting required reports and quick turnaround/feedback in responding to BSP report-related queries.

The 2013 Awarding Ceremony and Appreciation Lunch were held at the BSP Assembly Hall, where BSP Governor Amando M. Tetangco, Jr. expressed his deep appreciation to all guests and other stakeholders across the country for helping the BS craft policies and implement programs that make lives better for Filipinos. "Your reliable service not only benefits our overseas Filipinos and their families, but our

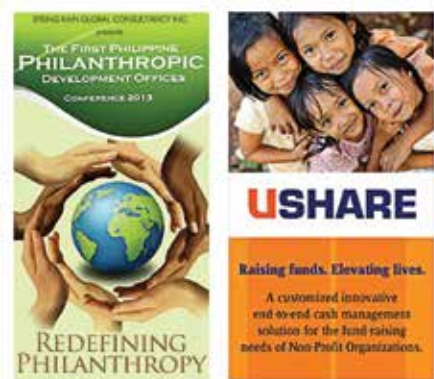
economy as well," Tetangco said.

Global Filipino Business, UnionBank's remittance arm, does not only focus on mere remittances but also acts as the bank's cross-border remittance funds "gateway" ranging from "bills payments" to "loan availments"

and "investments." Global Filipino continues to create connections overseas by exploring partnerships with non-traditional third-party organizations that have a strong Filipino following such as non-profit organizations and other Filipino socio-civic associations.



BANK WITH A HEART FOR OFWS. (From left) BSP Board Member Armando L. Suratos, UnionBank EVP Genaro Lapez, UnionBank President & COO Victor B. Valdepeñas and BSP Governor Amando M. Tetangco, Jr. at the BSP 2013 Awarding Ceremony and Appreciation Lunch in Manila.



FIRST MOVER IN PHILANTHROPY. UnionBank proudly participated in the 1st Philanthropic Development Conference held in Cebu City.

UnionBank joins 1st Philanthropic Development Conference in Cebu

Union Bank of the Philippines team members (UnionBankers) were active participants at the 1st Philanthropic Development Conference held recently at the Diamond Suites Hotel in Cebu City.

With the conference theme of redefining philanthropy, UnionBank showcased its online fundraising platform, U-Share. The event was supported by UnionBankers headed by Metro Cebu

Sales Director Cathy Cheung, Relationship Managers Susan Ang and Denise Rivera, Cash Solutions Manager Mischelle Ogdock, Connie Redoble of Credit Cards and Jay Nones of SME Solutions.

The Bank's U-Share project provides Non-Profit Organizations with online and mobile donation channels that enable them to receive donations from individuals and corporations around the world.

Banking

New UnionBank and CitySavings branches in Luzon

Union Bank of the Philippines and City Savings Bank have opened new branches in Luzon to reach more customers in the country's largest island group.

As of October 2013

UnionBank has

188

branches nationwide

As of September 2013

CitySavings has

49

branches nationwide



“We are coming closer to our kababayans in Tuguegarao. With the opening of our 1st branch in region 2, we look forward to serving our teachers here in the Cagayan Valley. [And] with the opening of our Taytay branch, we look forward to serving our teachers better in Region 4A. We are moving closer to you so we can serve you better.”—Harry Abellana, CitySavings AVP for Marketing



Corporate Social Responsibility

Aboitiz Group bares science, techvoc school advocacies at Interventions in Education

By Thet Mesias

- **“This is yet another bold step toward better access to public school education.”—JRA**
- **As of end-2012, 2,809 scholars and 26 teachers have been helped under Interventions in Education**

The Aboitiz Group will embark on the development of science elementary schools and technical-vocational (techvoc) high schools as part of its new education directive as it celebrates its 25th anniversary.

Aboitiz Foundation, Inc., the social development arm of the group, announced this during the annual ‘Interventions in Education’ program where it formally presented to the Department of Education (DepEd) all its education-related projects for the current year. As of end-2012, the Aboitiz Foundation

has already supported 2,809 scholars and 26 teachers under Interventions in Education.

“As the Aboitiz Foundation is now trying to refocus its projects in education to create more impact in our communities, the lack of science schools presents a good opportunity for intervention. This is yet another bold step toward better access to public school education,” said Aboitiz Foundation President Jon Ramon Aboitiz.

“We envision science elementary schools as venues where children with a natural inclination

and talent toward the sciences will be able to enroll, develop and enhance competencies in English, Math, and Information Technology,” he added.

The development of techvoc schools, on the other hand, which will be in collaboration with DepEd and Technical Education and Skills Development Authority, will aid the government’s K and 12 program by teaching skills that are viable for employment after graduation, or part-time work to support further studies.



PRIORITIZING EDUCATION. The Aboitiz Group renewed its steadfast commitment to education at the annual Aboitiz Interventions in Education event in Cebu.

Corporate Social Responsibility

Aboitiz-supported STEC team is PH representative to World Robotics Olympics

- Aboitiz Foundation donated P180,000 to fund four robotics kits
- The STEC team represented the country at the World Robotics Olympics last month

Three Lapu-Lapu City Science and Technology Education Center (STEC) teams—composed of three students and one coach per team—bested 57 schools nationwide after winning the 12th Philippine Robotics Olympiad held at SM City North Edsa in Quezon City last September 2 to 4.

The three STEC Robotics Teams won 1st place in the high school level regular category (Making Robots to Preserve the Cultural Heritage) and 3rd and 4th place in the elementary level regular category (Making Robots to Complete a Racetrack with Obstacles), respectively. The victory qualified all three to represent the Philippines along with 17 other teams in the World Robotics Olympics in Jakarta, Indonesia on November 13 to 18.

STEC has been able to get support from Aboitiz Foundation, Inc., which donated P180,000 to fund four robotics kits. The financial assistance was given last August 27 in a turnover ceremony graced by Mr. Romy Ronquillo, Aboitiz Foundation trustee.

“Part of our new directive is the development of Science Elementary Schools to create a bigger impact in our host communities. These science schools will complement existing secondary

science schools in the different areas where our projects will be implemented,” said Aboitiz Foundation Executive Vice President and Chief Operating Officer Sonny Carpio.



PRIDE OF CEBU. The STEC teams, seen here in Manila and Cebu City with Jon Ramon Aboitiz, Aboitiz Foundation Chairman; Romy Ronquillo, Aboitiz Foundation trustee; and DepEd Secretary Armin Luistro, flew to Indonesia last month to represent the country at the World Robotics Olympics in Jakarta.

CitySavings leads training for teachers with Project TeACH

By Paula Viegelmann-Ruelan



BUILDING SKILLS FOR TEACHERS. More teachers have benefitted from additional skills training through CitySavings' Project TeACH which was launched last October 21.

City Savings Bank (CitySavings) together with the Coalition for Better Education (CBE) and the Department of Education (DepEd) launched Project TeACH (Teach. Aspire. Challenge. Help.) last October 21 at the CitySavings training facility in UnionBank Plaza Building in Ortigas Center, Pasig City.

Project TeACH aims to enhance our public school teachers' skills by introducing them to new methodologies and approaches to classroom teaching and learning as well as other professional development opportunities which will further help uplift their proficiency level in

their chosen career.

Twenty five teachers from twenty-five different public schools in the National Capital Region were selected by their respective principals to be part of this one week intensive training from October 21–25.

“We thought that instead of a study loan, why not develop a full training scholarship program for public school teachers who have limited opportunities to attend such programs? This was the start of Project TeACH,” said William Paradies, CitySavings Senior Vice President for Operations.

Corporate Social Responsibility

SEZ, Davao Light donate armchairs to schools

By Karen Macalinalao

- A total of 600 armchairs were donated in Subic and Davao
- “[Thank you], Subic Enerzone and the Aboitiz Foundation for another blessing you gave us.” — Jesusima Facal, Ilalim Elementary School principal



SEATS OF LEARNING. (Left Photo) (From left) SEZ AVP & General Manager Warell Kern Sario and SEZ HR Manager turn over a donated armchair to IES Principal Jesusima Facal, Education Program Supervisor Roger Nuqui, Ilalim Barangay Captain Alexander Gaffud, and an IES pupil during turnover rites at Ilalim Elementary School last October. (Right Photo) Davao Light CSR Manager Vic N. Sumalinog (center in shirt jack) poses for a photo with (from right) Southern

Recognizing that good seating in schools translates to better learning, Subic EnerZone Corporation (SEZ) and Davao Light & Power Co., Inc. donated armchairs to their respective beneficiary schools last September and October.

SEZ, in cooperation with Aboitiz Foundation, Inc. turned over 300 armchairs to Ilalim Elementary School (IES) in a ceremony held at the IES campus in Barangay New Ilalim, Olongapo City last October 2.

SEZ Assistant Vice President and General

Manager Warell Kern Sario led the signing of the Memorandum of Agreement, Deed of Donation, and Deed of Acceptance with IES principal Jesusima Facal.

“[Thank you], Subic Enerzone and the Aboitiz Foundation for another blessing you gave us,” Ms. Facal said.

Other guests who signed as witnesses were Dr. Nuqui and SEZ Human Resources Manager Mars Escobar.

Meanwhile, Matina Crossing Central

Elementary School (MCCES) and Southern Davao National High School received 150 wooden armchairs each from Davao Light & Power Co., Inc. last September 18 and October 24, respectively.

Davao Light Manager for Corporate Social Responsibility Vic N. Sumalinog turned over the donations at the two schools. At Southern Davao Sumalinog was joined by Davao Light Panabo Branch Manager Reynold Felix and Davao Community Relations Department Supervisor Fermin Edillon.

Hedcor scholar is engineering board passer

Committed to its promise of a better future, Hedcor, Inc., through its college scholarship program added another licensed engineer from its roster of scholars.

Miguel Taypoc, 23, is now a Registered Electrical Engineer after passing the board exam held last September 7 to 8. Taypoc is one of the 1,643 passers out of 3,063 examinees announced by the Professional Regulation Commission (PRC) who successfully passed the licensure examination given by the Board of Electrical Engineering.

“I am very thankful for this opportunity

Hedcor has given me. I owe my diploma to Hedcor. I’m proud to be Hedcor’s scholar,” Taypoc said.

Then, Hedcor opened a life changing opportunity for him. After passing the qualifying examination for the scholarship, Hedcor shouldered his tuition fees the whole duration of his schooling. He was also given a monthly allowance and book allowance.

As Hedcor scholar, Taypoc needs to maintain a certain average, which adds more pressure to him. But for him, it’s a constant challenge and reminder to excel and do his best.



PROUD HEDCOR SCHOLAR. Hedcor AVP Dan Rey Faellarz congratulates Hedcor scholar Miguel Taypoc for passing the Electrical Engineering Licensure Examination. Together they are Hedcor Admin Manager Consuelo Mapalo and Hedcor Community Relations Officer Romy Catingub who have been supervising Taypoc’s studies.

Corporate Social Responsibility

AboitizPower units donate Silid Pangarap classrooms to host communities

By Michelle Prudente, Raymund Tamayo and Karen Macalinao

- **Cotabato Light, SEZ, Hedcor, Hedcor Sibulan, Luzon Hydro, all donated classrooms in the past months**
- **The classrooms were donated in partnership with Aboitiz Foundation and AGAPP**

As a testament to the Aboitiz Group's commitment to support the country's public education system, five Aboitiz Power Corporation (AboitizPower) firms, in tandem with Aboitiz Foundation, Inc., recently donated Silid Pangarap classrooms to their respective beneficiary schools.

These classrooms are a project of Aboitiz Foundation partner Aklat, Gabay, Aruga, tungo sa Pag-angat at Pag-asa (AGAPP) Foundation.

Cotabato Light & Power Co. donated a colorful one-storey, two classroom kindergarten building worth about P1.4 million to Notre Dame Village Central Elementary School (NDVCES).

The ceremonial turnover took place on Sept. 18 where NDVCES formally received the building complete with textbooks, furniture and fixtures.

Another distribution utility, Subic EnerZone Corporation (SEZ), turned over a two-classroom school buildings to Gordon Heights I Elementary School (GHES I) in support of the AGAPP Foundation.

The school building turnover, held at the GHES I quadrangle last September 11, was graced by SEZ Senior Vice President and Chief Operating Officer Dante Pollescas, SEZ Assistant Vice President and General Manager Warell Kern Sario, and Aboitiz Foundation Luzon Operations Manager Jowelle Ann Cruz.

Hedcor, Inc., meanwhile, recently turned over a newly-built AGAPP Silid Pangarap to Beckel Elementary School. The P 1.2 million project benefits 67 kindergarten students from Beckel Elementary School who now enjoy their new classroom facility.

A Hedcor subsidiary, Hedcor Sibulan, Inc., also turned over a Silid Pangarap classroom to kindergarten pupils of Almendras Elementary School in Sta Cruz, Davao del Sur on September 11. The P1.2-million building is comprised of a one-storey, 2 classroom units plus a mini library complete with reading and educational materials for kinder to Grades 1-3.

Luzon Hydro Corporation (Luzon Hydro), for its part, turned over a kindergarten school

building to Alilem Central School in Alilem, Ilocos Sur.

Hedcor Senior Vice President Chris Faelnar, together with DepEd Schools Division Superintendent Dr. Marino S. Baytec, Alilem Mayor Mar Ruel P. Sumabat and Vice Mayor Samson Bangoil conducted the ribbon cutting ceremony and the unveiling of the brass marker at the school.



BUILDING DREAMS AND ROOMS OF IMPROVEMENT. All over the country, different companies of AboitizPower have pitched in to donate Silid Pangarap classrooms in various host communities. These classrooms will benefit public school children by providing conducive venues for learning.

Corporate Social Responsibility

Aboitiz Foundation, UnionBank donate to Caritas Manila

- Aboitiz Foundation donated a P1M check, while UnionBank donated a passenger van
- “We have to help other foundations in the same way that other foundations have helped us.” -- SMA

In the spirit of charity, Aboitiz Foundation, Inc. and Union Bank of the Philippines (UnionBank) made generous donations at the Caritas Manila, Inc. 60th Anniversary Solidarity Dinner at Ayala Museum, Makati City last November 13.

Aboitiz Foundation, represented by Pilmico Foods Corporation President and Chief Executive Officer Sabin M. Aboitiz (SMA), handed over to Caritas Manila a check for P1 million, while UnionBank, represented by its Executive Director for Corporate Philanthropy and Social Responsibility Maria Gonzalez-Goolsby, donated a Nissan Urvan passenger van for Caritas Manila's use.

“We need to have a big network as much as possible. We have to help other foundations in the same way that other foundations have helped us,” SMA explained.

The donations were received by His Eminence Luis Antonio G. Cardinal Tagle, D.D., Caritas Manila Chairman, who also delivered the event's



GENEROUS GIFT. His Eminence Luis Antonio G. Cardinal Tagle, D.D., Caritas Manila Chairman (2nd from left) receives a P1-million check from Sabin M. Aboitiz, Pilmico Foods President & CEO (3rd from left). They are accompanied by Ramon del Rosario, Jr., Caritas Manila Vice Chairman; Fr. Anton C.T Pascual, Caritas Manila Executive Director; and Fernando Zobel De Ayala, Caritas Manila Board Member.

solidarity address.

Caritas Manila is the lead Catholic agency for social services and development of the Archdiocese of Manila. Its programs and

services are directed towards the total human development of marginalized people and the promotion of social justice in the light of the Church's Catholic Social Teaching.

Hedcor Bukidnon sends health assistance to future host communities



MEDICAL CONSULTATION: Medical doctors gladly attend to a resident who availed of the free medical and dental mission brought by Hedcor Bukidnon to the community. Health concerns were addressed, and medicines were also given for free.

Hedcor Bukidnon, Inc. partnered with the local government of Manolo Fortich, Bukidnon, volunteer doctors and dentists, and the 72nd Infantry Battalion and conducted medical and dental missions for the residents of Barangays Santiago and Maluko in Bukidnon.

Hedcor Bukidnon's medical and dental missions were held consecutively last July 18 to 19 as thousands of residents benefited from the two-day medical consultations and tooth extractions. Common illness such as fever, flu, cough, back pains and dental related ailments

were given appropriate actions by specialists, while medicines that were given on the event were also free of charge.

Records showed that 75% residents availed of the medical consultation, while 25% availed of tooth extraction services.

Hedcor Bukidnon regularly conducts outreaches to serve the people of the communities that host the company's plants. This activity is one of the many programs of their Corporate Social Responsibility program focusing on education, livelihood, health, and environment.

Corporate Social Responsibility

RAFI delivers aid to Bohol, Cebu following disasters



QUICK AID. RAFI team members were sensitive to the needs of Cebuanos affected by Typhoon Yolanda in addition to the victims of the Bohol earthquake, organizing and sending out relief packs immediately.

True to its brand promise of “elevating lives”, Ramon Aboitiz Foundation, Inc. (RAFI) prepared 3,000 packs of relief goods intended for areas heavily-hit by the October 15 earthquake in Bohol.

“This is one of our social missions in being there for those who are in need of help. We saw the magnitude of the suffering of the people of Bohol. Our brand promise is elevating lives—this is one way of showing it,” said Dominica B. Chua, RAFI Chief Operating Officer.

RAFI employees and volunteers packed relief goods well into the night just to finish the packing of over 9,000 relief packs, which were distributed in four batches. RAFI and Casa Gorordo Museum likewise acted as drop-off points for those who want to donate.

In addition, RAFI distributed thousands of

relief packs in the aftermath of Super Typhoon Yolanda, concentrating first on the northern areas of Cebu, where Yolanda made two landfalls.

Upon the instruction of RAFI President Roberto “Bobby” Aboitiz, RAFI team members formed themselves into disaster response teams vital in the procurement and packing of relief goods, which would include food and basic hygiene kits.

RAFI responded to the pleas for help by sending relief packs, and set up accounts where those interested can deposit cash donations.

As of December 6, RAFI has distributed 85,644 relief packs (water, rice, canned goods, sugar, milk, and salt) and 2,620 shelter kits (tarpaulins and rope). Of these, 78,900 relief packs were assembled by 6,962 volunteers.

RAFI conducts stress debriefing for Bohol kids

With the Bohol Provincial Disaster Risk Reduction Management Councils identifying the need for a “psycho-social first aid” to young earthquake victims, Ramon Aboitiz Foundation, Inc. (RAFI) recently conducted stress debriefing/ diffusing sessions with around 200 children from Bohol.

These activities include Critical Incidence Stress Debriefing sessions, games and storytelling, and the distribution of candies, school supplies and Akong Bugsay coloring books. Akong Bugsay is a children’s book written by Amaya Aboitiz telling the story of Andoy, who persevered despite adversities in order to succeed. RAFI, in its own little way, soothed the children’s fears.



WORDS OF COMFORT. A RAFI team member reads to Bohol children Amaya Aboitiz’s Ang Bugsay as part of RAFI’s debriefing session, which is part of its efforts to help victims of the October 15 earthquake.

Corporate Social Responsibility

Youth event highlights Cebuano heritage

Around 2,000 students, some in colorful Filipiana attire while others in costumes portraying characters from the different eras of Philippine history, visited the city's museums and heritage sites last September 29 for the 4th Kabataan, Kultura ug Kabilin (KKK).

KKK was organized by the Ramon Aboitiz Foundation, Inc. (RAFI), in partnership with the University of San Carlos—Department of Anthropology, Sociology and History (USC-DASH) and the Cebu City Government.

Museums and heritage sites that opened are Casa Gorordo Museum, Cathedral Museum of Cebu, Cebu City Museum, Cebu Normal University Museum, Jose R. Gullas Halad Museum, Fort San Pedro, Museo Sugbo, Museo Parian sa Sugbo, Sacred Heart Church—Alternative Contemporary Arts Studio, University of Southern Philippines Foundation (USPF)—Rizaliana Museum, Basilica Minore del Santo Niño, Cebu Heritage Monument, Colon Obelisk, Magellan's Cross, Plaza Hamabar, Plaza Independencia, Plaza Sugbo, and San Nicholas Church.

The event was aimed to connect theoretical lectures on history, society, culture and heritage through visiting museums and heritage sites, demonstrate the value of museum and heritage sites or institutions

as tools for education, encourage a dynamic dialogue between heritage groups, host communities and young people in the promotion and protection of the sites, and develop a sense of pride.



CULTURE TRIP. The 4th Kabataan, Kultura ug Kabilin last September 29 drew students to a challenging but fun way of learning Cebuano culture and heritage in the participating museums and heritage sites.

Thousands participate in breast cancer awareness walk



BEAT BREAST CANCER. Through RAFI's Moonwalk activity, Cebuano women were made aware on early screening and detection of breast cancer among women.

At least 2,000 people took part in the 10th staging of the annual Moonwalk: A Walk for Breast Cancer Awareness, held last October 19.

Despite the strong earthquake that also affected Cebu four days before, people still came in droves to participate in the event dubbed Moonwalk: A Walk for Breast Cancer Awareness.

Moonwalk is a unique collective advocacy campaign focused on early screening and detection of breast cancer through monthly breast self-examination and mammography,

especially for women aged 20 and beyond.

The Eduardo J. Aboitiz Cancer Center (EJACC) of Ramon Aboitiz Foundation, Inc. (RAFI) spearheaded the massive awareness campaign, which this year highlighted a walk from Fuente Osmeña Circle to Plaza Independencia.

The walk was capped with a show featuring Cebuano bands and performers. An addition to this year's event is the "pinkiest" costume contest Pink Yourself Up!, which was open to all Moonwalk participants.

Corporate Social Responsibility

Aboitiz Foundation sends relief missions to Zamboanga City, Zambales, and Negros Oriental

- P3M in relief aid was pledged to Zamboanga City following the civil conflict there
- In Olongapo City, P1M in relief goods and supplies was sent, c/o SEZ
- After the floods in Negros Oriental, 1,300 relief packs were distributed c/o CitySavings



PRESENT WHERE NEEDED. The Aboitiz Foundation responded to the needs of displaced families in Zamboanga and those affected by flash flooding in Zambales and Negros Oriental.

Even prior to embarking on disaster relief missions for the Bohol earthquake and Super Typhoon Yolanda, the Aboitiz Foundation team was engaged in several humanitarian aid activities throughout September.

When conflict in Zamboanga City broke out, thousands were affected by damage to property and loss of life and livelihood. The Foundation, with support from the Ramon Aboitiz Foundation, Inc. and Ms. Sharon Cuneta, earmarked P3 million for its humanitarian relief mission to the historic city. The Foundation team distributed food and non-food items through Ateneo de Zamboanga, the city government, and media friends in Mindanao. Over 3,000 families were provided with relief packs containing biscuits, canned goods, noodles, rice, and water.

Meanwhile, on September 23, Olongapo City and neighboring towns were placed under state

of calamity after 12 hours of continuous heavy rains submerged the area. Many residents waded in neck-deep floodwater and some could only watch as raging rivers swept away homes and property.

Aboitiz Foundation quickly responded with a P1 million allocation for relief operations to Olongapo City to make assessments and, later, provide much needed supplies.

Aboitiz team members from Subic EnerZone Corporation (SEZ) along with volunteer students from Lyceum of Subic Bay and the Subic Bay Freeport Chamber of Commerce worked together to distribute 2,700 relief packs in Olongapo City, Subic, and Castillejos, Zambales. These packs contained canned goods, noodles, biscuits, rice, and bottled water.

Similar to Olongapo, severe flash floods submerged Negros Oriental as two large rivers in the province swelled quickly. In Bayawan City,

10-foot-high floodwater brought down power and communication lines and destroyed crop fields. In addition, at least 20,000 residents from 13 barangays were left without shelter.

Once again, the Aboitiz Foundation acted quickly and sent a team to conduct relief operations in Bayawan City and neighboring Basay town.

Together with the help of volunteers from City Savings Bank's Tanjay extension branch, the team packed 1,300 bags of relief goods, which contained mineral water, slippers, biscuits, instant noodles, canned goods, and ready-to-eat canned food.

Distribution of the relief goods were conducted at Basay Elementary School and Basay National High School in coordination with the city government, representatives from the Department of Social Welfare and Development, and local public school officials.

WPF forges weather info-sharing deal with Rappler

- **MOU was signed with Rappler's Maria Ressa**
- **"We join Rappler and Project NOAH in really doing disaster preparedness for the country." -- WPF's Susan Valdez**

Weather Philippines Foundation, Inc. (WPF) has signed a memorandum of agreement (MoU) with social news group Rappler for the dissemination of relevant and timely weather information online, for use by the general public.

The MoU was signed last September 20 in Pasig City by Rappler Chief Executive Officer Maria Ressa and WPF President Susan Valdez.

"We join Rappler and Project NOAH (National Operational Assessment of Hazards) in really doing disaster preparedness for the country. That's what we really need," Valdez said.

Under the deal, WPF will allow Rappler to access and republish—with attribution—select accurate WPF-sourced weather forecasts on rappler.com and other social media channels. Rappler weather features must be supported by a WPF-approved proposal and must be branded as "powered by Weather Philippines

and mminternational" and accompanied by a link to weather.com.ph.

In addition, Rappler will also gain access to

a weather cockpit account and WPF's pool of typhoon specialists, with WPF conducting a basic weather training program for Rappler staff.



BETTER WEATHER UPDATES AHEAD. (From left) Susan Valdez, WPF President; Maria Ressa, Rappler CEO; & Celso Caballero III, WPF General Manager, at the signing of the WPF-Rappler MoU last September.

WPF shines at Manila Social Good Summit

Weather Philippines Foundation, Inc. (WPF) participated in the recent PH+Social Good: The 2013 Manila Social Good Summit last September in Makati City as part of efforts to seek synergies in promoting accurate and timely weather updates online.

WPF General Manager Celso Caballero III was one of the summit panelists for disaster preparedness. He encouraged summit participants to access weather.com.ph to get weather updates and forecasts, which can be used in planning and decision-making.

PH+Social Good: The 2013 Manila Social Good Summit was organized by social news group Rappler, Google, and the United Nations Development Programme with the goal of bringing together the government, private sector and citizens to address the need for

climate change adaptation and better disaster risk reduction and management.

Almost 500 individuals, writers, bloggers,

media partners, and representatives from various government agencies and private organizations attended the summit.



WEATHER UPDATES FOR A CAUSE. WPF General Manager Celso Caballero III talks about WPF's weather system project at the PH+Social Good: The 2013 Manila Social Good Summit last September.

WPF, TLI install additional weather stations in Quezon

■ Third WPF AWS in Quezon

● Training sessions on AWS operation and maintenance were also held

Weather Philippines Foundation (WPF) and Aboitiz Power Corporation (AboitizPower)-owned Therma Luzon, Inc. (TLI) joined hands in nation building in an Automated Weather Station (AWS) deployment ceremony and memorandum of agreement (MOA) signing last September 24. The signatories present were TLI First Vice President for Corporate Services Charles Gamo, WPF General Manager Celso Caballero III, TLI President and Chief Operating Officer Benjamin Cariaso Jr., Quezon Governor David Suarez, and Atimonan Mayor Jose F. Mendoza.

For TLI, this event is a concrete example of AboitizPower's commitment of responsibility to communities where they operate. The AWS will provide the people of Atimonan with accurate localized weather information and it is the third AWS to be deployed to the province of Quezon.

An AWS unit is capable of determining temperature, pressure, humidity, wind speed and direction, solar radiation and rain locally. Localized weather data is then processed by Meteomedia



WEATHER INFO FOR QUEZON. (From left) TLI President & COO Benjamin Cariaso, Jr., AboitizPower VP for Corporate Services Charles Gamo, WPF General Manager Celso Caballero III, Atimonan Mayor Jose Mendoza, and Quezon Governor David Suarez at the MOA signing deploying more weather stations in the province.

International to provide the localized weather forecasts. These free forecasts are readily available to the general public through the WPF website, www.weather.com.ph.

Prior to the deployment of the AWS, WPF also

conducted training sessions with the Provincial Disaster Risk Reduction Management Office of Quezon to train them on the installation, operation, and maintenance of their AWS. This service is given to all AWS site partners.



IN THE LEAGUE. (From left) WPF General Manager Celso C. Caballero III, LCF BOT Monette Ittularde-Hamlin, WPF Sustainability Officer Kaye Rosario, and LCF Exec. Director Helen Orande at WPF's LCF membership screening.

WPF now an LCF member

Weather Philippines Foundation, Inc. (WPF) has joined the League of Corporate Foundations (LCF) as a full-fledged member.

WPF applied for membership last September, and was granted official membership status last October. During the membership screening, LCF Executive Director Helen Orande commented, "The introduction and briefing you (WPF) gave

us about your work and accomplishments were impressive."

WPF's entry into LCF will allow the former to enhance its credibility and reputation as a professionally-run foundation, expand its network of partners, and be part of a network of corporate social responsibility practitioners who advance the strategic practice of CSR and contribute to national development.

Aboitiz Cleanergy Park launched in Davao City

As part of the Aboitiz Group's drive to support sustainability initiatives on a broader scale, the group broke ground last November 16 on the Aboitiz Cleanergy Park, an eight-hectare outdoor biodiversity park in Sitio Punta Dumalag, Barangay Matina, Davao City.

Over the next five years, the development plan of the Cleanergy Park will include turtle habitat conservation and marine biodiversity enhancement activities, the creation of an organic farm, seedling nursery, eco-trails, and observatories along the mangroves and fruit forests, and the installation of a weather station and lighthouse care of the Philippine Coast Guard.

Meanwhile, a total of 191 Aboitiz team members participated in planting 3,953 trees at the site while 150 students from Precious International School volunteered for the coastal clean-up that followed after.

Davao Light & Power Co., Inc., Cotabato Light & Power Co., Therma Marine, Inc., Therma South, Inc., and Union Bank of the Philippines also participated with their respective team leaders in tow.



TREES FOR CLEANERGY. A tree-planting activity marked the launch of the Aboitiz Cleanergy Park in Davao. The Park will include a turtle habitat, an organic farm, eco trails, seedling nursery, weather station, and lighthouse.

WHO HELPED OUT

STATUS
AS OF NOV. 21



191

Team Members
(mangrove and tree-planting)

150

Precious International
School students
(Coastal clean-up)

WHAT WAS PLANTED



1,020
Fruits trees



1,933
Forest trees



1,000
Mangroves

(600 by TMI and 400 by students of Precious International School of Davao)

3,953
Total no. of
trees planted

Aboitiz-backed book wins at 32nd National Book Awards

- **“Shades of Majesty” forms part of APARK initiative**
- **“It is accurate, meticulous, thoroughly-researched, and significant.” -- National Book Development Board**

“Shades of Majesty,” a coffee-table book sponsored by Aboitiz Equity Ventures, Inc. (AEV), was recognized as the country’s most outstanding science book at the 32nd National Book Awards last November 16.

The book, written by Pastor Malabrigo, Jr. and James LaFrankie, Jr. and published by Wide Angle Media and Project Brio Media House, was judged as “Best Book in Science” at the awarding ceremonies in Edsa Shangri-La, Mandaluyong City. It is an extension of APARK (Aboitiz Passion for Agroforest and Reforest to Keep), the Group’s initiative to plant three million trees nationwide by 2015.

“It is accurate, meticulous, thoroughly

researched, and significant. [It is] both a rigorous scientific book and a good read for the general public...” the citation for “Shades of Majesty” read.

The 32nd National Book Awards, which recognize the best books written, designed, and published in the Philippines, was presented by the National Book Development Board and Manila Critics Circle in cooperation with the National Commission for Culture and the Arts.



LITERARY AND ENVIRONMENTAL CHAMPION. (3rd from left onwards) “Shades of Majesty” authors James LaFrankie, Jr. and Pastor Malabrigo, Jr. together with Jon Ave, Project Brio Media House Executive Director and Judd Salas, AEV AVP–Corporate Branding & Communication at the 32nd National Book Awards in Edsa Shangri-La, Mandaluyong City.

CitySavings Davao, CDO support DepEd tree planting activity

By Florencio Solanoy

City Savings Bank (CitySavings) branches in Davao and Cagayan de Oro recently supported the tree planting activity of the Department of Education (DepEd) Division of Davao City last

September 24 as part of the banks’ partnership with DepEd to celebrate National Teachers’ Month from September 5–October 5, 2013.

Over 600 DepEd officials, school heads,

teaching and non-teaching personnel as well as barangay officials headed by School Division Superintendent Dr. Helen D. Paguican together with Administrative Chief Mr. Gerard S. Pil, Public Elementary and Secondary Principal Association (PESPA) Davao City Chapter President Mr. Antonio A. Apat and World Teachers Day Coordinator Dr. Amelia S. Lacerna, Barangay Captain Emilio Pizarro and CitySavings Davao Branch Manager Mr. Florencio Solanoy planted around 800 seedlings of bamboo, mahogany and other trees near the riverbank of Barangay Marapangi Toril, Piedad District in Davao City.

Barangay Marapangi in Toril experienced flashfloods back in 2011 hence the initiative to plant trees in the area was initiated to help prevent future calamities in the area. CitySavings branches in Region XI have been active partners in supporting DepEd projects for the past eight years.



SAVING THE PLANET... (From left) Edward H. Adle, CitySavings Davao Collection Staff; Al Serdan, CitySavings Cagayan De Oro Branch Head, & a school head from Davao City Division Office



ONE TREE AT A TIME. (From left) Renzy Solanoy, CitySavings Davao Branch Head; Suzeth Tan, Maluan Elementary School Principal; Jose Macaday, Balete Elementary School (Marilog District) Principal; & Edward Adle, CitySavings Davao Collection Staff

AboitizPower, WPF are top sponsors at Cleanergy Travelers Series Hamilo Coast Regatta

- This marked the first leg of PHINSAF's annual sailing contest
- "Cleanergy is definitely something we should be looking at." --AEV's Roman Azanza

Third time's a charm, the saying goes. Aboitiz Power Corporation (AboitizPower) and Weather Philippines Foundation (WPF) successfully sponsored, for the third time this year, the Cleanergy Travelers Series 2013-2014.

The Philippine Inter-Sailing Foundation's (PHINSAF's) year-long sailing contest, which promotes the use of sustainable and renewable energy, kicked off its first leg at Hamilo Coast in Nasugbu, Batangas last October 26.

"Cleanergy, for three years running now, has been behind this sport. Early on, the Aboitiz Group of Companies has identified this sport as one that showcases a certain environmental

lifestyle, healthy lifestyle, and more importantly, an energy lifestyle that hopefully can spell the difference for generations to come in the Philippines. Cleanergy is definitely something we should be looking at," said Roman V. Azanza III, Aboitiz Equity Ventures, Inc. First Vice President for Business Development and PHINSAF Founding Member, describing the renewable energy brand of AboitizPower.

Azanza detailed how wind energy, a renewable form of energy, helped create motion for the sailing boats for the event.

"There's not a single ounce of fuel on these boats, other than pure wind energy pulling these

boats forward. You'll see some incredible speeds later on, all because the way of a wind shape cuts through the air and turns that wind energy into forward momentum," Azanza said.

WPF, meanwhile, provided critical weather information such as rain and wind conditions to the sailing participants.

"They (WPF) helped everyone out, in a sense that everyone has a general sense of how the weather and the winds are going to be, from the first minute of racing. Having a service like that, to help an event, is crucial to the success of the Cleanergy Travelers Series," Azanza added.



BRAVE THE WAVES. Harnessing the power of the wind, several hobie boats took to sail last October during the Cleanergy Travelers Series Hamilo Coast Regatta in Nasugbu Batangas.

People

New Role



Peach Hizon

Service Desk Supervisor
AEV

Peach is now the new Service Desk Supervisor. She will now handle both the IT Support and Service Desk teams.



Juliet Avenido

AVP-Operations
LiMA Land

Juliet has been promoted and transferred to LiMA Land as AVP for Operations. She was previously CIPDI Administrative Manager.



Mary Geraldine Polanco-Onganon

VP-Human Resources
Food Group

Gie has been promoted to VP-Human Resources. Prior to this, she was AVP-Human Resources of the Food Group since 2009.

AEV & AP Promotions



Ronaldo Enrico Abad

VP-Project Development
AboitizPower Business Development

Ronald has been promoted to VP-Project Development. Prior to this he was AVP for Project Development since 2009.



Cristina Beloria

VP-Controller
AboitizPower Accounting

Tina has been promoted to VP-Controller. Prior to this she was AVP-Comptroller since 2008.



Patrick Reyes

EVP
AboitizLand

Patrick has been promoted and transferred to AboitizLand as EVP and now reports to Andoni Aboitiz, President and CEO. Patrick is now also COO of LiMA Land. He was previously AEV FVP and Chief Strategy Officer since May 2013.



Angeli Abad-Parcia

Regulatory Manager
AboitizPower

Prior to her promotion, Angeli was a Regulatory Officer also with AboitizPower, which she joined in 2011.



Yhol Colegado

Corporate Branding and Communications Officer
Aboitiz Equity Ventures

Yhol joined Aboitiz Equity Ventures (AEV) in 2004 as Corporate Communications Assistant and was promoted as Media Relations Specialist in 2008.



Christian Riconalla

Marketing Services Manager
AboitizPower

Christian joined AEV in 2008 and transferred to AboitizPower 2010 where, most recently, he was a Marketing Services Officer.



Jo-Cathrina Akol

Talent Retention Specialist
AEV HRQ

JC has been promoted to Talent Retention Specialist. She joined AEV in 2011 as a Talent Retention Associate.



Marijo Jamora

Integrated Management Systems Supervisor
Aboitiz Equity Ventures

Marijo was Information Security Specialist for 3 years prior to this promotion.



Kristina Cinderella Rivera

VP-Human Resources
AboitizPower Generation

Cindy has been promoted to VP-Human Resources. Prior to this she was AVP-Human Resources, having been transferred to AP Renewables, Inc. in 2009.



Alvin Arco

FVP for Regulatory Affairs
AboitizPower Regulatory

Alvin has been promoted to FVP for Regulatory Affairs. Prior this he was VP for Regulatory Affairs since 2007.



Emerson Miteria

Metering Services Engineer
AboitizPower

Emerson joined AboitizPower in 2007 as a Metering Services Engineer.



Warren Tompong

Business Risk Management (BRM) Specialist
Aboitiz Equity Ventures

Warren, an Aboitiz Future Leaders Business Summit alumni, joined Aboitiz Equity Ventures (AEV) in 2010 as Corporate Editor before being transferred to the Risk Management Department as Business Risk Management Associate in 2012.

People



Ma. Chona Tiu

First Vice President –
Chief Financial Officer
AP Distribution Unit

Chona joined the Aboitiz Group in 1977 and rose from the ranks with the group until she became VP and CFO for AP Distribution prior to this promotion.



Kimberly May Villacrucis

Talent Engagement
Officer
AEV HRQ

Kim has been promoted to Talent Engagement Officer now directly reporting to Cristine Cabatingan. She was previously a Talent Attraction Specialist since July 2011.



James Byron Yu

Market Economics
Manager
AboitizPower

James joined AboitizPower in 2012 as Trading Analyst and was, until this promotion, its Officer-in-Charge for Market Economics.



Mia Zamora

AVP for Talent
Optimization
AEV HRQ

Mia has been promoted to AVP for Talent Optimization. Prior to this she was Talent Optimization Manager since 2012.



Kristofferson Campilan

Systems Administrator
AEV

Kristofferson has been transferred to AEV as Systems Administrator, and now reports to Juan Paulo Quinto, Infrastructure Supervisor. He was previously IT Department LAN Administrator at ACGI Metaphil since 2007.



Noemi Sebastian

AVP-Human Resource
and Quality
APRI

Noemi transferred to APRI as AVP for Human Resource and Quality and now reports to Danel Aboitiz, VP for Corporate Services. She was previously AEV AVP-Talent Attraction and HR Operations.



Lady Lyn Segador

ERP Functional Admin
AEV

Lady Lyn transferred to the AEV CSD Team and now reports to Kenneth Lim, IT App Developer Manager. She was previously an APRI Accounting Supervisor.



Jemelle Louise Anne Tambaoan

Paralegal
AboitizPower

Jemelle transferred to the Marketing Team of AboitizPower as a Paralegal and now reports to Rowena Romero, Contracts Manager. She was previously an Executive Assistant to the Office of the AP-Gen COO since June 2012.

Development – Commercial. She was a company lawyer at Coral Resources Philippines, Inc. before joining AEV. Aimee graduated with degrees in Law Management from Far Eastern University and Law from the University of Sto. Tomas. She was admitted to the bar last May 2009.



Lee Hazel T. Balangue

Business Development
Manager
AboitizPower Business
Development

Lee has joined the AboitizPower Business Development Team as Business Development Manager reporting directly to Ray Cunningham, Executive Director – Business Development.

Lee was a Manager at Sycip Gorres Velayo & Co. before joining the Aboitiz Group. She graduated from De La Salle University with degrees in Psychology and Accountancy and from IESE Business School in Barcelona, Spain with a Masters degree in Business Administration. She is a CPA.



Ma. Antonette Benavides

AVP-Attraction &
Development for HRQ
CitySavings

Ma. Antonette Benavides joins CitySavings' HRQ team as an AVP—Attraction & Development. She was the HRD Head of the Bank of Tokyo before joining CitySavings.



Angelo David Berba

Business Development
Manager
AEV Business
Development

David has joined the AEV Business Development Team as Business Development Manager reporting directly to Roman Azanza, FVP for Business Development.

David was a Business Development Manager at Manila Water Company, Inc. before joining AEV. He graduated with a degree in Management of Financial Institutions from La Salle College Antipolo.

Transfers



Mary Shynn Olaguir

Oracle System
Administrator
Aboitiz Equity Ventures

Shynn will be reporting to James Edward Ong, System Applications Supervisor, and will be based in Cebu. Prior to this, Shynn was the Solutions Specialist of Visayan Electric Company for 3 years.

New Hires



Aimee Riza S. Ariola

Contracts Manager
AEV

Aimee joins the Business Development Team as Contracts Manager reporting to Rod San Pedro, AVP for Business

People



Melvin Cadampog
AVP-Corporate Planning
AboitizLand

Melvin has joined AboitizLand as AVP for Corporate Planning. He was Corporate Finance Director and CFO of various Frigate Holdings and Management Corporation subsidiaries before joining AboitizLand.



Bituin Inocencio
Executive Assistant
AboitizPower

Bituin has joined AboitizPower as Executive Assistant reporting to Antonio Moraza, AP-Gen EVP & COO. She was a Legal Administrative Assistant at STI Education Service Group, Inc. before joining AboitizPower. Bituin graduated with a degree in Nursing from the Pamantasan ng Lungsod ng Maynila and is a Registered Nurse.



Catherine S. Jumamoy
Junior Accountant
AEV Accounting

Catherine has joined the Accounting Team as a Junior Accountant. She reports directly to Cielo Oblianda, Accounting Supervisor.

Catherine was an Accounting Staff at BEZ before joining AEV. She graduated from St. Theresa's College with a degree in Accountancy and earned her CPA license in 2009.



Lenlie Lecaroz
AVP-Property
Management
AboitizLand

Lenlie has joined AboitizLand as AVP for Property Management. He was General Manager for Pico De Loro Beach and Country Club before joining AboitizLand.



Josephine Mascardo-Liberato
Executive Assistant
AEV

Jo has joined the Exolt Team as Executive Assistant reporting directly to Mel Aboitiz. Jo was an Executive

Assistant to the Freight Luzon Business EVP at 2Go Group, Inc. before joining AEV. Jo graduated with a degree in Hotel & Restaurant Management from the Polytechnic University of the Philippines.



Artemio Magnayon
VP-Business
Development
AboitizPower

Teng has joined AboitizPower as VP for Business Development reporting to Ray Cunningham, FVP for Project Development. He worked for Marubeni Corporation-PT Matlamat Cakera Canggih in Indonesia before joining AboitizPower. Teng graduated with a degree in Mechanical Engineering from the Mapua Institute of Technology and a post-graduated degree in Executive Master of Business & Administration from the International Academy of Management and Economics. He is a licensed Mechanical Engineer.



Kristyl Angela Labiano
Junior Accountant
AEV Accounting

Kristyl has joined the Accounting Team as Junior Accountant directly reporting to Olyzza Oyangoren, Accounting Manager.

Kristyl was an Accounting Asisstant at AboitizPower before joining AEV. She graduated with a degree in Management Accounting from the University of San Carlos – Cebu.



Enrique A. Maliksi
Account Officer
AboitizPower Trading & Marketing

Enrique A. Maliksi has joined the AboitizPower Trading & Marketing Team as Account Officers reporting directly to Jay Gatmaitan, AVP for Marketing.

Henry was a Regional Manager at NCH Philippines Inc. before joining the Aboitiz Group. He graduated from De La Salle University with degrees in Psychology and Marketing.



Rogie John B. Nesperos
Trader
AboitizPower Trading & Marketing

Rogie John B. Nesperos has joined the AboitizPower Trading & Marketing Team as Trader reporting directly to Nemeley Jabla, Trading Manager.

Rogie was an Insurance Sales Agent at Jadia-Gador Consultancy Alliance before joining the Aboitiz Group. He graduated from the University of the Philippines – Mindanao with a degree in Applied Mathematics Major in Operations Research.



Maria Fatima B. Nubla
Corporate Branding & Communication Manager
AEV Reputation Management

Timi has joined the Reputation Management Team as Corporate Branding & Communication Manager reporting directly to Judd Salas, AVP for Corporate Branding & Communication.

Timi was the Public Relations Manager at The Peninsula Manila before joining AEV. She graduated with a degree in Broadcast Communication from the University of the Philippines, and a Masters degree in Applied Business Economics from the University of Asia and the Pacific.



Jeremiah L. Padilla
Account Officer
AboitizPower Trading & Marketing

Jeremiah L. Padilla has joined the AboitizPower Trading & Marketing Team as Account Officer reporting directly to Jay Gatmaitan, AVP for Marketing.

Jeremy was a Sales Support and Planning Manager at Pascual Consumer Healthcare Corporation before joining the Aboitiz Group. He graduated from Bicol University College of Engineering with a degree in Mechanical Engineering.

People



Sunshine Rayoso
Documentation Specialist
AEV Legal

Sunshine has joined the Legal Team as Documentation Specialist reporting directly to Atty.

Joseph Gonzales, VP for Legal & Corporate Services.

Sunshine was a reporter at BusinessWorld Publishing Corporation before joining AEV. She graduated with a degree in Political Science from the University of Sto. Tomas.



Karyll Rodas
Senior Trading Analyst
AboitizPower

Karyll has joined the AboitizPower Trading Team as a Senior Trading Analyst reporting directly to Nemeley Jabla, Trading Manager. She was a Senior Transaction Processing Specialist at JPMorgan Chase Bank, NA before joining AboitizPower. Karyll graduated with a degree in Economics from the University of the Philippines-Diliman.



Christopher Rodriguez
Associate General Counsel
AEV Legal

Christopher has joined the Legal Team as Associate General

Counsel reporting to Atty. Jasmine Oporto, SVP for Legal/Corporate Services.

Christopher was an Associate at Paras & Manlapaz Lawyers before joining AEV. He graduated honorable mention from De La Salle University with a degree in Legal Management and finished his law degree, second honors, from the Ateneo de Manila University. He was admitted to the bar in 2008.



Sandro Luis Silva
Power Economics Analyst
AboitizPower

Sandro has joined the Trading Team as Power Economics Analyst reporting to Nemeley Jabla, Trading Manager. He was an intern with the College of the Holy Cross in Boston, Massachusetts as a Business Analyst Intern before joining AEV. Sandro graduated with a double degree in Mathematics and Economics from the same school.



Victoria Vicente
Corporate Branding & Communication Manager
AEV Reputation Management

Tori has joined the Reputation Management

Team as Corporate Branding & Communication Manager directly reporting to Susan Valdez, Chief Reputation and Risk Management Officer.

Tori was a Marketing Communications Manager at Widus Resort and Casino (Hotel Vida) before joining AEV. She graduated from Assumption College - Makati with a degree in Management.



Ana Maria Teresa Zamora
Corporate Branding & Communications Associate
AEV

Ana has joined the Reputation Management

Team as Corporate Branding & Communications Associate reporting to Sherbet Manalili, Corporate Branding & Communications Officer. She was a freelance artist designing brochures for four short courses for Informatics College, among other projects, before joining AEV. Ana graduated with a degree in Multimedia Arts, honorable mention, from De La Salle-College of St. Benilde.

Congratulations!



*Don Ramon Aboitiz
Award of Excellence*

A role model who exemplifies hard work and integrity, Nestor values ongoing learning and continuous improvement. Nestor is also known for his willingness to help others and is respected at all levels of the organization.

Find out more about **Nestor Perez** in the next issue of Aboitiz Eyes.



Nestor Perez
Control Room Operation
Cebu Private Power Corporation
2013 DRAAE AWARDEE



The first complete community in the north.

ALMIA
made for life

Almiya truly gives you more value for your investment. It's the first complete community in the north that offers 24/7 security, well-appointed amenities, unparalleled property management and well-designed homes where you and your loved ones can share life's best moments.



AMANI DUPLEX



VERA SINGLE ATTACHED

Make a reservation for an Almiya unit and get a free solar panel system!



Offer good until December 31, 2013. Promo terms and conditions apply.
To learn more about Almiya and solar energy, visit www.shineonalmiya.com

Location Map



ITS no. 26306 Certificate of Registration no. 23950. The developer reserves the right to alter or delete any specification mentioned herein without prior legal notice.



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Like us on www.facebook.com/Aboitizland

AboitizLand

AN ISO 9001 - 2008 CERTIFIED COMPANY

Aboitiz Race to Reduce

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

YTD SEPTEMBER 2013

168

total facilities
enrolled in 2013

2012



2013

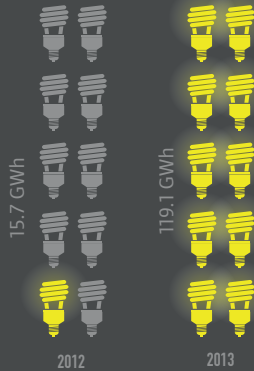


Enrolled facilities per category

power 164

water 147

paper 140



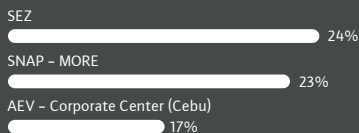
103 GWh

increase in power consumption

Reasons for increase in consumption

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

Top 3 BUs with highest reduction:



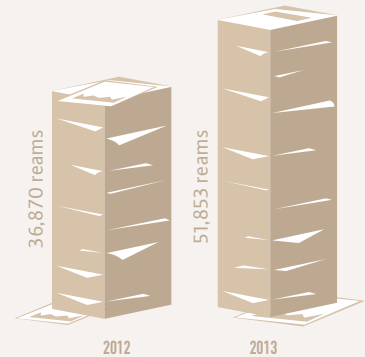
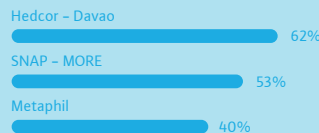
29%

more water consumed

Reasons for increase in consumption:

- ✓ Increase in no. of facilities enrolled –UBP branches.

Top 3 BUs with highest reduction:



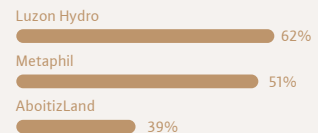
41%

more paper consumed

Reasons for increase in consumption:

- ✓ Increase in no. of facilities enrolled –UBP branches

Top 3 BUs with highest reduction:



Most Proactive Business Unit
(Earliest to submit report)

APRI MakBan