

AYALA now



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Ayala group raises capex by 21% in 2011 to P79B for domestic businesses, investments in power and infrastructure

At Ayala Corporation's annual stockholders' meeting on April 18, Chairman and Chief Executive Officer Jaime Augusto Zobel de Ayala revealed that the companies within the group are raising capital expenditures to P79 billion in 2011, 21 percent higher than what they spent in 2010. The bulk of these investments are directed at the group's domestic businesses, particularly in real estate, telecommunications, water, and banking units, as well as new investments in the power and infrastructure sectors.

JAZA said: "The Ayala group is maintaining its focus on its domestic businesses and is looking to maximize growth by broadening customer reach and expanding to new growth centers across the country. The Philippine macro-economic environment has shown positive trends and we intend to participate in a number of the growth opportunities that have emerged."

Ayala's businesses have been successful in their traditional markets, where they continue to grow and maintain a significant presence. Last year, earnings of its real estate, banking, water, and auto businesses reached new highs, while the performance of its telecom business rebounded in the fourth quarter of 2010, posting its highest quarterly service revenues on record.

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Abreeza Mall opens in Davao City

A refreshing breeze now blows across Southern Mindanao with the launch of Abreeza Mall, the newest shopping, dining, and entertainment destination in Davao City.

Opened to the public on May 12, Abreeza Mall is Ayala Malls' first foray in Mindanao. The mall offers a wide array of retail choices with popular local and foreign fashion concepts, and brands opening their first stores in Davao, carefully handpicked dining options, and homegrown favorites. Anchored by Robinsons Department Store and Supermarket, Abreeza is strategically located at the city's eco-hub.

Aligned with Ayala Malls' commitment to bringing world-class shopping centers and masterfully designed spaces, Abreeza Mall showcases relaxed and contemporary architecture blended with signature open spaces and verdant landscaping. Inspired by the rich culture of Davao, the mall makes creative use of color, with classic neutral tones as accents. The city's rich heritage is also depicted in a display of public art by Davao-based artist Ann Pamintuan.

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Jaime Augusto and Fernando Zobel de Ayala, development partners and city officials attend the launch of Abreeza

Ayala builds renewable energy portfolio with run-of-the-river hydro power projects

Ayala Corporation, through its wholly owned subsidiary Michigan Power Inc. (MPI), entered into a joint venture with Sta. Clara Power Corporation (SCP) for the development of run-of-the-river (ROR) hydroelectric power projects across the country.

MPI will take a 70-percent stake in the joint venture, and has committed an initial equity infusion of about P600 million.

The joint venture follows the company's recent partnership with Mitsubishi Corporation for solar power, and its acquisition of 50 percent of the Northwind project in Ilocos for wind power. These are all in line with Ayala's campaign to augment the country's power supply primarily through renewable and clean energy.

ROR hydroelectric power plant operation involves "borrowing" some river water to turn its kinetic energy into electricity, and returning the same unpolluted water back into the river. It is "green" because it does not produce harmful emissions. Like other renewable power technologies, it is economical, as it depends on the "free" energy of nature as fuel.

Sta. Clara Power is a power generation company that focuses on ROR hydropower. It is majority-owned by Sta. Clara International Corporation, a construction company with local and overseas projects. Among Sta. Clara Power's holdings, which will not be part of the joint venture, are stakes in Loboc hydro, Amlan hydro, and Bakun IPPA. Ayala President and Chief Operating Officer Fernando Zobel de Ayala said: "This venture builds on our current portfolio of renewable energy assets, which focuses on solar, wind, and hydro power technologies. This is an important component of our plan to create a portfolio of power assets over the medium term that blends conventional and sustainable energy sources, and contribute to the country's energy requirements." >

Ayala in the midst of creating shared value

Over the years, the Ayala group, as widely known for its philanthropic undertakings as for its business success, has been taking a strategic approach that may be described as “beyond corporate social responsibility (CSR).”

CSR continues to be the buzzword used by business enterprises for their social involvement, but it has long been recognized as having natural capacity limitations. Often CSR ranges from pure donations and other such traditional approaches, to skills training and other such programs that have a more sustained, and sustainable, effect. The help given is necessarily limited in scope and impact, especially if viewed against the magnitude of the country’s socioeconomic and environmental problems.

“The purpose of the corporation must be redefined as creating shared value”

Moreover, CSR is separate from the business objective of maximizing profit; it is entirely on the allotted budget; it faces basic constraints in human resources and infrastructure; and often it is determined by personal values, by a motivation to “feel good.”

And while the business enterprise works sincerely with the community for the community’s betterment, it remains separate from the community.

“I tend to take a different perspective and approach to ‘charitable giving,’” said Jaime Augusto Zobel de Ayala, Ayala Corporation chairman and chief executive officer.

“Philanthropy must be strategic and must be undertaken in a manner that ensures its sustainability,” he explained. “We must go beyond traditional forms of philanthropy.”

His personal experience as an entrepreneur has shown that creative market-oriented solutions are far more effective in providing solutions to lower-income and marginalized groups, JAZA said.

He found eloquent expression of that approach in the January issue of the Harvard Business Review, in an article written by his former professor at Harvard Business School, Michael Porter, and another Harvard professor, Mark Kramer.

“Not all profit is equal,” Porter and Kramer wrote. “Profits involving a social purpose represent a higher form of capitalism, one that creates a positive cycle of company and community prosperity.”

In what they called “the old, narrow view,” what business does is contribute to society by making a profit—its profitability enables it to provide jobs, reinvest capital, and pay taxes, among others. In this view, the company is a largely self-contained entity; community or social issues are outside its proper concern, as these are considered the government’s responsibility. The company and the community end up working in separate spheres.

JAZA said: “Many of us have sought to blur these lines of separation and align our profit goals more specifically with the needs of the communities we interact with.”

Porter and Kramer called this idea of blurring the lines, “creating shared value.” This is defined as policies and operating practices that enhance a

company’s competitiveness, while also advancing the economic and social conditions in the community where it operates.

The concept focuses on identifying and expanding the connections between company and community so that the community develops faster and, as a result, the company grows even more.

Porter and Kramer cited the experience of a global coffee manufacturing company as an example. They said that small rural farmers in Africa and Latin America grow most of the world’s coffee beans, and many are trapped in a cycle of low productivity and poor quality. To address these problems, the company redesigned its procurement. It worked intensively with its growers, advised them on farming practices, guaranteed their bank loans, and helped them get input supplies. Lastly, it set up quality-measuring facilities at the point of purchase and paid the premium for better beans directly to the growers—giving them an incentive for quality.

As a result, the growers increased their yields per hectare, produced better beans, and improved their incomes. For itself, the company enjoyed a significantly bigger and reliable supply of good coffee beans. As Porter and Kramer remarked, “shared value was created.”

“Meeting social needs should be embedded in our business models and should be undertaken using the same disciplines as those of business,” JAZA noted. “There are untapped opportunities across the base of the economic pyramid which, when addressed using market-oriented solutions, can become a viable market in itself. We are in a unique position as a business group to put resources to work to address this market effectively.”

The concept integrates investment and social intervention, capital and community collaboration. In the Philippines, this can mean operations that specifically address the needs of those at the base of the socioeconomic pyramid, which many businesses almost immediately dismiss as an unviable market.

It is in fact a market for which the Ayala group has developed and delivers products and services—successfully and profitably.

A prime example comes from the group’s Manila Water Company, which delivers water supply and sewerage and sanitation services to more than six million customers in eastern Metro Manila.

The company has a flagship program called Tubig Para Sa Barangay (TPBS), which was designed specifically for areas with clusters of low-income communities, including informal settlers who previously had no access to piped water. These areas are very poor and have a severe problem with sanitation. Illegal water connections are common, compromising water quality and exposing the community to various health hazards.

TPSB is not a CSR program, although it has the elements of one. It is, in fact, a bottom-of-the-pyramid business model.

At first some critics said that this business model would not work, because the very poor would not pay for piped-in water. TPSB, however, has proven the naysayers wrong. As of today, Manila Water has gotten more than 1.6 million people into the program. These are people who in the past had to queue for long hours to buy water from vendors at very high prices. Now, they “pay far less for their water, with regular and predictable supply,” JAZA said.

In addition, water-borne diseases have been reduced, and the overall sanitation conditions in the low-income communities have improved.

The program required creativity, innovation, and effort. “We had to use new business models, such as deferred payments, shared infrastructure to lower costs, and community billing,” JAZA said. “But the results have been effective.”

Last year Manila Water posted a record net income of close to P4 billion, and invested P9.6 billion in the infrastructure needed to strengthen its operations.

In other words, “shared value” has been created both for the community and for Manila Water.

As Porter and Kramer wrote: “The purpose of the corporation must be redefined as creating shared value, not just profit per se. This will drive the next wave of innovation and productivity growth in the global economy. It will also reshape capitalism and its relationship to society.”

Already, the Ayala group is on that wave. “In each of our businesses,” JAZA said, “we are now looking at the base of the economic pyramid as a legitimate market that needs to be served and which can be engaged profitably.”

Last year, the Bank of the Philippine Islands and Globe Telecom Inc. launched BPI Globe BankKO, a licensed bank that uses mobile-phone infrastructure and technology to serve low-income groups across the Philippines. “The breakthrough business idea was to create an institution that could transfer funds at a significantly lower cost level than a traditional bank,” JAZA said. “By eliminating most branches and relying on text technology, we are able to transfer funds at lower costs to where the individual is.”

Opened in February 2010, BankKO today has three branches in Luzon, two in the Visayas, and one in Mindanao. It has made about P1.2 billion in loans to micro-entrepreneurs. It reaches 40 microfinance institutions that can, in turn, reach out to 200,000 customers.

In partnership with the Ateneo de Manila University, BankKO provides training for microfinance institutions nationwide through a monthly mentoring assistance program, which has been tailor-fit to their needs. Just recently, BankKO received a grant from the Bill and Melinda Gates Foundation for a savings mobilization program.

In this example of creating shared value, “we generate a more inclusive developmental impact by providing access to financial services to many who previously could not open a bank account,” JAZA said, “while expanding our business objectives.”



One of the projects under the Ayala Group is Tubig Para sa Barangay Program which has provided 1.6 million urban poor access to potable water

Ayala issues P10B multiple put bond

Ayala Corporation signed the underwriting agreement to issue a P10 billion fixed-rate, multiple put bond with a rate of 6.80 percent on May 2. Pricing was based on the past 15-day average of the Philippine Dealing System Treasury Reference Rates (PDST-R2), plus a spread of 30 basis points, consistent with the latest auction results for the 10-year fixed-rate treasury notes, which had a rate of 6.50 percent.

Indicative demand for the bonds was strong, estimated at P23 billion. The 10-year bond will mature in 2021, but will have multiple-put options in 2016 and 2019. Proceeds of the bond sale will be used to refinance the company's P5.8 billion Preferred "B" shares, whose call option was exercised by Ayala for payment on July 2011. The balance will be used to fund Ayala's working capital requirements.

The bonds received a PRS Aaa rating from Philratings. The offer period for the bond is set for May 2 to May 6, with issue and listing date set for May 12.

Ayala tapped the Bank of the Philippine Islands Capital Corporation as the issue coordinator for the deal. The joint underwriters are BDO Capital Corporation, BPI Capital Corporation, Citicorp Capital Philippines, First Metro Investment Corporation, Hong Kong and Shanghai Banking Corporation, ING Bank NV (Manila Branch), RCBC Capital Corporation, and Standard Chartered Bank.

This issue aims to attract retail investors who want to invest long-term funds. The bond structure provides two liquidity features—first through the 20 percent partial put option on the fifth year, and subsequently the 100 percent full put option on the eighth year.

This encourages investors to go beyond the normal five-year tenor. As an incentive for choosing full put option, investors get a better rate than the five-year rate of around 1 to 1.25 percent, and with an option to hold on to the same rate for up to 10 years.

Said Ayala Treasurer Ramon Opulencia: "The issue is the first in many aspects—the first multiple put bond in the market and the first corporate issue for 10 years for a P10 billion size. Our bond also has the lowest coupon rate of 6.80 percent." ▶



(From left) Philippine Dealing and Exchange Corp. (PDEX) President and COO Cesar Crisol, Securities and Exchange Commission (SEC) Commissioner Juanita Cueto, Ayala Corporation Managing Director and Treasurer Ramon Opulencia, SEC Chairperson Teresita Herbosa, PDEX Chairman and CEO Vicente Castillo, Bank of the Philippine Islands and Bankers Association of the Philippines President Aurelio Luis Montinola III ring the bell at the Philippine Stock Exchange



Present at the signing ceremony on May 2 were officers of Ayala with representative of the board's joint underwriters

Ayala's Landmark Capital Market Deals

Year	Deal	Highlights	Underwriters
2004	P7Bn 12.677% Fixed Rate Bond	First corporate single issue over USD 100Mn	BPI, FMIC, SCB, LBP, PCI, ING, BDO
2005	P7.2Bn Fixed Rate Corporate Notes	Priced inside the sovereign curve	FMIC, BDO, Insular, Chinabank
2006	P 5.8 Bn Perpetual Preferred B Shares	First corporate local currency denominated hybrid shares in the region "Best Phil. Capital Market Deal" – iFR Asia "Best Local Currency Issue" – Asset "Deals of the Year" – CFO Asia	BPI, HSBC, FMIC, PCI BDO, Chinabank, Insular
2007	P 6Bn 6.825% Fixed Rate Bond	First corporate bond listed in the PDEX	BPI, BDO, FMIC, ING, LBP SCB
2008	P6Bn Perpetual Preferred A Shares	Follow on of successful 2006 issue	BPI, HSBC BDO, FMIC Insular, RCBC, Vicsal
2010	P10Bn 7.20% Fixed Rate Putable Bond	First putable bond in the domestic market "Most Innovative Corporate Bond"	BPI, FMIC, BDO, Citicorp, HSBC, ING, RCBC, SCB

HRMall acquires US-based IQ Back Office

Ayala Corporation's business process outsourcing (BPO) investment company, Livelt Investments Ltd., announced that its investee company HRMall, which provides outsourced IT-enabled human-resource services outside Manila, has entered into an agreement to acquire IQ BackOffice of Los Angeles, California, which delivers high quality, software-enabled, real-time, SAS70 type II-certified finance and accounting BPO services to mid-sized companies in the United States. IQ BackOffice targets companies with annual revenues of \$50 million to \$1 billion, but its business includes clients with revenues up to \$10 billion.

The combined companies are valued at approximately \$15 million. The management team of IQ BackOffice, including David Schnitt, its founder and chief executive officer, is set to purchase a 17.5 percent ownership interest in HRMall. Livelt will own the balance of 82.5 percent of the company and will support the company's strategy to accelerate its growth in its current markets.

HRMall will soon be able to provide a complete suite of low-cost, best-in-class HR, finance and accounting services to the underserved mid-sized enterprise sector in the US and Asia, through a combination of proven technology, proprietary software and processes, deep

domain expertise in multiple industries, and efficient outsourced operations that enable its clients to gain world-class back-office capabilities, while achieving 30 to 50 percent annual cost reduction. HRMall's clients will now include over 30 US companies in the manufacturing and distribution, restaurant, hotel and hospitality, retail, professional services, property management, financial services, and other industry sectors, as well as members of the Ayala group of companies (including Ayala Corporation, Ayala Land, Bank of the Philippine Islands, Globe Telecom, Manila Water Company, and Integrated Micro-Electronics). The company will operate as HRMall in Asia and IQ BackOffice in the US, and will employ over 300 employees out of its centers in Manila, Chennai, Mumbai, and Los Angeles.

David Schnitt, who before starting IQ BackOffice co-founded NASDAQ-listed professional services firm Resources Global Professionals, will be appointed chief executive officer of HRMall, while Gilbert Santa Maria, a senior adviser with Livelt and who had previously headed eTelecare Global Solutions' (now Stream Global Services) Philippines operations and global mergers and acquisitions, will be appointed chief operating officer and chief finance officer. Both will be based in Los Angeles, California. The management team of IQ BackOffice in the US and India will be combining with the Manila-based HRMall leadership team.

Schnitt said: "I believe that HRMall's existing HR services such as payroll are very complementary to the services we provide to our existing clients in the US, and that the Philippines greatly complements our service delivery capabilities from India and the US. Furthermore, Livelt's investment strategy and philosophy are very much in alignment with our operating philosophy, and its leadership team has the knowledge and experience to help us achieve our growth plans. I am very much looking forward to working with HRMall and the Ayala group of companies to create significant long-term value for our clients, associates, and shareholders."

John Philip Orbeta, chairman of HRMall, stated, "The combination with IQ BackOffice will allow us to achieve our vision of offering a full range of highly efficient, market-leading back office solutions to medium-sized clients around the world. We warmly welcome the IQ BackOffice team into the Ayala family."

Fred Ayala, CEO of Livelt, added: "This acquisition by HRMall adds a high-growth, high-margin, and very complementary business to HRMall, with numerous cross selling and operating efficiency opportunities, and is expected to create significant value for Livelt."

Ayala group raises capex by 21% in 2011

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JAZA pointed out: "Our domestic businesses will continue to be a major source of growth, given their compelling market positions, healthy cash flows, high profitability, and ability to consistently deliver strong returns to shareholders."

Ayala delivered total shareholder return of 31 percent in 2010 and consolidated net income of P11.2 billion, up 37 percent from the prior year.

Ayala's businesses are tapping customers beyond the mainstream market, with product and service innovations that are attuned to this segment. Its real estate unit, Ayala Land Inc. (ALI), launched Amaia, a new brand serving the economic housing segment. Amaia hopes to meet the growing demand for housing at much lower price points. Meanwhile, Ayala's mobile microfinance venture with the Bank of the Philippine Islands (BPI) and Globe Telecom, a first in the country, was also launched in 2010. So far, it has extended P1.1 billion in microfinance loans to 40 microfinance institutions that reach out to 200,000 microfinance customers. Its water unit, Manila Water Company, is reaching out to over 1.6 million customers in low-income sectors under its Tubig Para Sa Barangay Program.

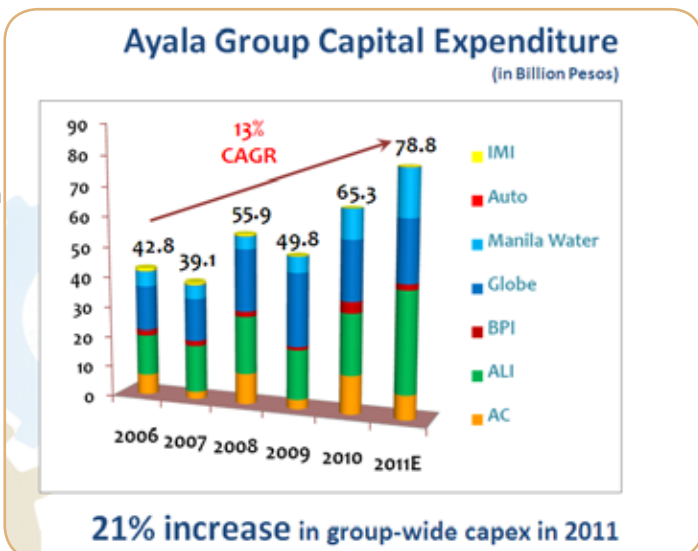
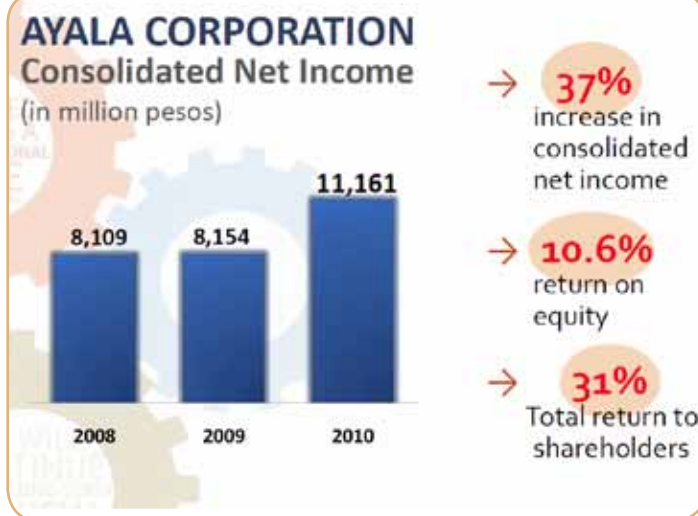
In addition, Ayala is eyeing investments in the power and infrastructure sectors. In 2010 Ayala formed a joint venture with long-time partner Mitsubishi Corporation, under PhilNewEnergy Inc., to develop solar power plants in select sites in the Philippines. Early this year, Ayala acquired a 50-percent effective stake in Northwind Power Corp., which operates a 33-megawatt wind farm in Bangui, Ilocos Norte, the first wind farm established in Southeast Asia. Over the medium term, JAZA envisions Ayala to assemble a portfolio

of power assets, comprising both renewable and conventional energy sources that balance the cost of energy delivery alongside sustainable practices.

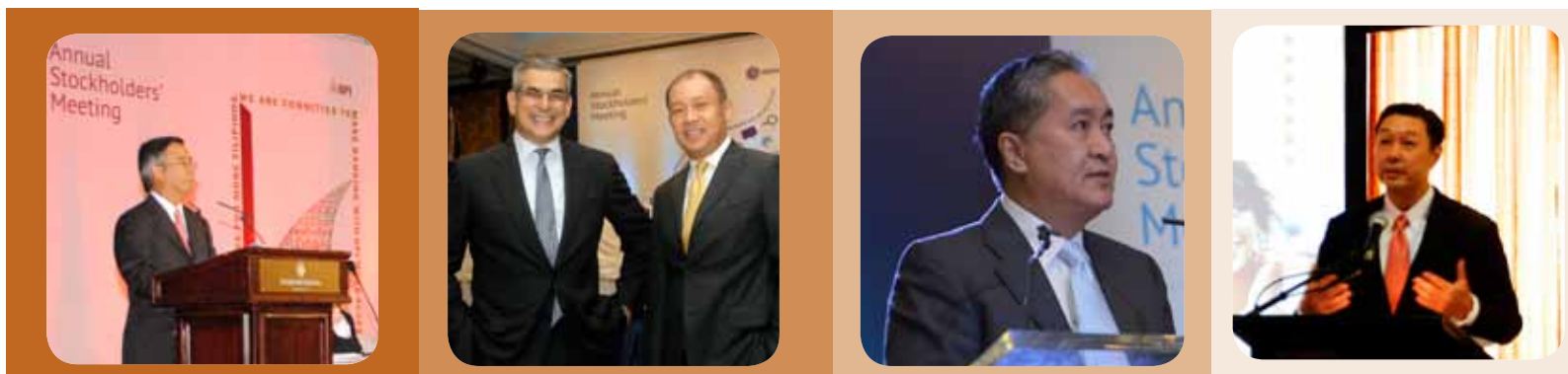
Ayala President and Chief Operating Officer Fernando Zobel de Ayala said: "The company is in an excellent position to invest in sizeable projects, without impairing value-enhancing initiatives, such as our ongoing buy-back program, dividend payouts, and meeting our funding requirements. We have kept a healthy cash level which, as of year-end, amounted to P29 billion."

Ayala continues to expand overseas, albeit selectively. Manila Water recently submitted a bid for a water distribution and nonrevenue water reduction project in Bangalore, India. It also continues to explore water projects in Vietnam in partnership with Mitsubishi Corporation. Its electronics business, Integrated Micro-Electronics Inc. (IMI), opened its sixth manufacturing plant in China in 2010, and continues to explore acquisitions to build on its current capabilities. Meanwhile, its business process outsourcing unit under Livelt continues to explore other high growth sectors.

In the same meeting the company's shareholders approved the declaration of a 20 percent stock dividend on common shares and an increase in the company's authorized capital stock from P37 billion to P56 billion, as well as the creation of 40 million preferred shares. »



(From left) Executives of the Ayala group, Aurelio Montinola, JAZA with Ernest Cu, Gerardo Ablaza and Arthur Tan give their company's performance reports at their respective stockholders' meetings



Abreeza Mall opens in Davao City

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In addition, the mall's laid-back ambience and refreshing atmosphere, coupled with superior customer service will truly define Abreeza Mall as the community's destination of choice. With four state-of-the-art cinemas, a Timezone gaming arcade, and a vibrant activity center, unparalleled entertainment is in store for the city of Davao.



Present during the opening event were key members of the partnership led by Ayala Corporation Chairman Jaime Augusto Zobel de Ayala, President Fernando Zobel de Ayala, Anflocor Chairman Antonio Floirendo Sr. and his wife Nenita Floirendo. Also present was Davao City Mayor Sarah Duterte-Carpio, who led the guests from the city government.



Abreeza Mall opened its doors to Davaoños last May 16

The opening of Abreeza Mall also signals the full-scale development of the entire Abreeza project, a mixed-use endeavor brought about by the strategic alliance of Ayala Land Inc., the country's premier full-line real estate developer, and Anflocor, Mindanao's pioneer investment and management company. The master-planned community will eventually include an office building, residential towers, and a boutique hotel.

Ayala launches “Immeasurable”



Employees in the Ayala group talk about their experiences and of the fulfillment they get from the work they do

In a bold move during its April 18 annual stockholders’ meeting, Ayala Corporation launched its new video “Immeasurable,” which expands on the boundaries of economic value in business.

The message is clear and simple: For Ayala, it is no longer just how much but also how—how do we make things better?

“Immeasurable” begins by depicting the quantities and numbers that often define success, on both personal and business-enterprise levels. Jaime Augusto and Fernando Zobel de Ayala expound on the concept of “creating shared value,” whereby business must simultaneously meet shareholder expectations and advance the economic and social conditions in the community where it operates. Given the challenges that the country continues to face and the scale and diversity of Ayala’s businesses, “community” now means the entire country. According to JAZA, “It’s in our own interest to take part in building a healthy and dynamic nation that will grow and thrive sustainably with us.”

Ayala has always aspired to take its business where it is meaningful. “Creating shared value” is a transformative, more ambitious way of doing business, and it is realized in the day-to-day actions of the employees of the Ayala group. Evident in the

video is the alignment of the corporate values of Ayala and the personal values of its employees from the Manila Water Company, Globe Telecom, Ayala Land, Integrated Micro-Electronics, Bank of the Philippine Islands, and Ayala Foundation. Their long, productive tenure with their respective companies testify to an important truth that Ayala has long championed—people need to identify with and commit to goals that are bigger, more important.

In the video, line officers and staff from listed Ayala companies speak of the sense of fulfillment they get because the work they do goes beyond narrow interests. Beyond each measure are the ideals that motivate them: personal excellence, a healthy and safe family, a fresh start, a better Philippine society.

Through its employees, Ayala renews its promise to continue upholding its role in nation-building. According to FZA, Ayala, one of the leading, most respected, and long-enduring business houses in the Philippines, “has the tools, the discipline, the creative adeptness, the appropriate resources, and the capital to be a productive force in addressing many social challenges.” To JAZA, the company has the important role of showing Philippine businesses how a corporation such as Ayala can be “an exciting new model for progressive development.”

Ayala group videos underscore stakeholder commitments

Every year, stockholders of listed companies in the Ayala group, attend the annual meeting with their companies’ board of directors and management teams. Over the years, the proceedings have been enhanced by corporate videos that complement the chairman’s and president’s reports as they articulate each company’s business philosophy and values.

Ayala Land Inc. (ALI) looked back on its pioneering communities, noting its ability to “build value over time by developing large-scale, master-planned, fully integrated, and sustainable developments while keeping customers’ needs in mind.” The video revealed the company’s new growth centers across the country, as well as how it is addressing the needs of new markets with product innovations such as community centers and economic housing.



This year, Ayala companies produced videos that focus on various activities that show their commitment to nation building.

Manila Water Company, which kicked off the group’s annual stockholders’ meetings on April 11, presented the company’s programs and milestones from the perspective of key stakeholders, including Jesse Ang, International Finance Corporation’s resident representative to the Philippines; Elisea Gozun, former secretary of the Department of Environment and Natural Resources; and members of civil society and community-based organizations with which Manila Water has worked.



Celebrating its 160th anniversary this year, the Bank of the Philippine Islands (BPI) focused on its enduring commitment to enhance total customer experience, from branch banking to teller machines to online facilities. It also aims to service an even wider market including micro-entrepreneurs and companies focusing on sustainable energy, reduce its environmental footprint, and engage its employees through corporate social responsibility programs.



Integrated Micro-Electronics Inc. (IMI) presented corporate videos commemorating its 30th anniversary last year: the first gives emphasis to its brand promise to be “flexible experts” and another pays tribute to Resins’ Inc. founder Meneleo Carlos Sr. >

Ayala grows net income by 16% to ₱2.45 B in the first quarter of 2011

Ayala Corporation's net income in the first quarter of 2011 grew by 16 percent to ₱2.45 billion. This was driven by the robust revenue and earnings growth of its real estate business, the solid growth of its banking operations, the sustained turnaround of its telecom unit and healthy core earnings of its water business. These business units accounted for the bulk of equity earnings. Total equity earnings during the quarter rose by 16 percent year-on-year.

"We are pleased with the growth momentum of the majority of our domestic businesses," said Ayala president Fernando Zobel de Ayala. "Their continued expansion across new and existing markets across the country will translate to increased market presence, greater exposure across a broader more diverse customer base, and a higher earnings growth trajectory for the group moving forward."

Ayala Land, Inc.'s earnings in the first quarter of the year reached ₱1.6 billion, 36 percent higher than the same period last year. Revenues reached ₱10.6 billion, up 15 percent year-on-year driven by robust residential and higher commercial leasing revenues.

The Bank of the Philippine Islands registered first quarter net income of ₱2.9 billion, up 4 percent year-on-year. The bank's total resources increased by 9 percent to ₱761 billion as deposits grew by 8 percent to ₱604 billion, while assets under management increased by 40 percent following its acquisition of the trust and investment management business of ING N.V. Manila.

Globe Telecom sustained its turnaround and posted record quarterly revenues of ₱16.5 billion in the first quarter, 8 percent higher year-on-year. The growth was driven by the continued uptick in its mobile business as well as the sustained growth momentum of the broadband segment. Globe's net income of ₱3 billion was the highest in the past seven quarters and was also 30 percent higher than the prior quarter.

Manila Water's net income declined by 3 percent to ₱816 million largely as a result of mark-to-market losses realized on its bond. Excluding this, core income was up 14 percent to ₱1.2 billion. Manila Water continues to invest in the development of sewage and septage treatment facilities and is expanding aggressively outside its concession zone.

Ayala Automotive's net income fell by 63 percent due to lower vehicle sales of its Honda dealerships, which declined by 27 percent. Ayala's Honda dealerships remained the market leader with a 46 percent share of network sales. Its Isuzu dealerships recorded a 4 percent growth in sales and registered a percentage point improvement in market share to 32 percent.

Ayala's international businesses showed healthy topline growth. Its electronics business, Integrated Micro-Electronics, Inc. registered a 35 percent growth in revenues to \$123 million but net income declined by 88 percent to \$374 thousand.

IMI to acquire EPIQ companies in Europe, Mexico

Integrated Micro-Electronics Inc. (IMI), after entering into an agreement with Belgium-based electronic manufacturing systems company EPIQ NV, is preparing to acquire EPIQ subsidiaries in Bulgaria, Mexico, and the Czech Republic.

The purchase consideration of approximately 43 million euros will be a combination of cash and 200 million newly issued IMI shares, representing approximately 12 percent ownership in common shares on a fully diluted basis. The acquisition will be done through IMI subsidiary Coöperatief IMI Europe UA.

As part of IMI's strategic initiatives, the acquisition will enable IMI to establish a global geographic footprint in manufacturing, as well as in technology development and engineering.

Arthur Tan, IMI president and chief executive officer, said: "IMI is pursuing this value-enhancing acquisition to expand its customer base and to support its market specialization strategy in the automotive and industrial segments.

As regional manufacturing picks up steam, we are expanding our operations to locations near our global customers in Europe and North America to be of better service to them."

Following the completion of the acquisition, EPIQ Chief Executive Officer Gilles Bernard will join the management team of IMI. Bernard said: "We are glad to become part of the IMI group and look forward to providing EPIQ and IMI customers access to a vastly increased range of facilities and capabilities."

The acquisition is expected to be completed no later than the fourth quarter of 2011. ING Bank NV is acting as financial adviser to IMI in the transaction. ▶

Ayala in the midst of creating shared value

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Manila Water also has its own microfinance program, called "Kabuhayan para sa Barangay," which has benefited over 830,000 residents from its concession zone. These beneficiaries have opened their own micro-enterprises, such as eateries and retail stores.

Globe Telecom has created 750,000 retailers and distributors of telecom load. As JAZA pointed out, each of these retailers and distributors is a micro-entrepreneur in his or her own right, generating combined revenues of ₱34 billion as of last year. "We have encouraged entrepreneurship at the base of the economic pyramid without sacrificing profitability," he said.

He added: "We need to think about personal philanthropy in much the same way that we think about our corporate investments. Reducing poverty, preserving our environment, and strengthening public institutions are just as important as developing products and services that respond to the needs of our customers."

The Ayala group of companies continue to work toward a greener future

Manila Water launches Lingap Lawa program

Manila Water partnered with the city government of Marikina and Civil Military Brigade Operations of Camp Atienza for the “LingapLawa” program to help clean-up major rivers and esteros starting with Sitio Olandes in Marikina City. The clean-up activity was undertaken at the outfall area of the new and modern Olandes sewage treatment plant.

The objective of the activity was to rid the estero of garbage and to restore Marikina River as an ideal fishing site for recreation. The clean-up is a call to action for the public to practice proper waste disposal and the need to keep the river clean.

More than 30 volunteers joined the clean-up led by officials from Manila Water Company, Barangay Captains Fely Velasquez of Olandes and Leni Pasco of Camp Atienza, Lt. Col. Justiniano Achumbre, City Environment Management Office (CEMO) Chief of Civil Military Operations and Col. Danilo Detalla of the Civil Military Brigade Operations. The CEMO of Marikina City provided the tools for the activity and the hauling of the garbage collected.



Manila Water helps clean up major rivers and esteros in Marikina City through the LingapLawa program

Ayala Land celebrates Earth Day with “Greenest Man on the Planet”

On April 26, Ayala Land, in collaboration with the Makati City Department of Environmental Services (Makati DES), and Ayala Foundation celebrated this year’s Earth Day with a lineup of “green” activities at the Ayala Triangle Gardens.

The event featured an exhibit by “green” advocates, or companies that have integrated environmental and sustainability initiatives into their business models; a talk by Malaysia-based green advocate Matthias Gelber; a special screening of Al Gore’s An Inconvenient Truth; and a mini-concert by Lou Bonnevie and her band.

The highlight of the program was the inspiring talk delivered by Gelber, who was 2008’s “greenest man on the planet,” as awarded by a Canadian-based environmental organization called 3rd Whale. Gelber has been going around the globe inspiring people to lead an earth-friendly way of life. At the Earth Day event, he conducted a one-hour talk covering basic green practices such as waste segregation, saving on water and electricity, and living a healthy lifestyle. “Is your money healing or destroying your planet?” he asked the crowd. “I decided I want that the money I invest every day to do something good for the environment.”



Meanwhile, exhibitors such as Ayala Property Management Corporation, Invisible Sisters, Pilipinas Shell Petroleum, Philippine Airlines, Philippine Plastics Industry Association Inc., Tetra Pak Philippines, Energy, Manila Water, Makati DES, and Globe Telecom demonstrated through interactive displays how people can live following the principles of sustainability.

Matthias Gelber talks about basic green practices like waste segregation, and living a healthy lifestyle during Ayala Land’s Earth Day celebration

BPI holds first “vertical run”

The Bank of the Philippine Islands held its first “vertical run” on April 2, at the BPI Head Office Building located along Ayala Avenue corner Paseo De Roxas, Makati City. This vertical run, a joint project of Total Quality Office and the BPI Runners Club, aimed to encourage BPI employees to adopt an energy-efficient lifestyle by using the stairs, whenever possible, instead of the elevator.

“This may not be grand, but when we add up all our small actions, we can achieve a lot for our one and only planet.” said Florendo Maranan, executive director of BPI Foundation and head of BPI’s Total Quality Office.

Over 90 professional and amateur runners from the BPI group of companies participated in the event, which started with a road run from the BPI Head Office back parking lot to De la Rosa Access and Main Roads and followed by stair climbing from the ground floor all the way to the building’s 20th floor.



Employees of BPI run in support of adopting a more energy-efficient and healthy lifestyle

Did you know that April 22 is Earth Day? Earth Day was founded by United States Senator Gaylord Nelson to inspire awareness of and appreciation for the environment.

Manila Water reaches out to Jolo flood victims

The heavy rains that pounded Jolo, the capital of the province of Sulu, in February brought massive flooding that resulted in several deaths and injuries, as well as significant damage to property.

As the national government called on the private sector to help the victims of the flood, the Manila Water Company promptly deployed its potable treatment plant (PTP) to bring clean water to the disaster-stricken municipality.

“As we ensure the reliability of Manila Water’s basic water and sanitation services in the east zone of Metro Manila, we are likewise committed to providing assistance to areas with dysfunctional or absent water systems in need of clean water, which we regard as part of our corporate social philosophy,” said Alice Manalo, head of Manila Water’s operational risk management teams.

The PTP unit was brought to Barangay Tulay, Zone 3, Jolo, where it served 16,100 affected residents.

This modern equipment can purify as much as 3,000 to 4,000 liters per hour, depending on the quality of the raw water being processed. In cases where saltwater, floodwater, or brackish water is used, the PTP is capable of treating 1,000 to 1,500 liters per hour.

Manila Water deployed its first PTP disaster response unit in 2006 during the onslaught of Typhoon Reming. It was also instrumental in providing assistance to communities ravaged by Typhoon Ondoy in 2009. So far, Manila Water’s PTP has been dispatched to various communities in Pasig City, Marikina, Camarines Sur, Quezon, Bulacan, Laguna, Pangasinan, Iloilo, Bicol, Leyte, and Taytay, Rizal. >



Manila Water deploys its portable treatment plant to Jolo to provide clean and running water to affected residents

Globe extends helping hand to two SPED centers



Parents of children with special needs are briefed about the new facility during the turnover of the VizZle visual learning software, desktop computers, and free one-year Internet connection at P. Villanueva Elementary School in Pasay City

Two of the biggest public special education (SPED) centers in Metro Manila were recently awarded desktop computers with special software by the Autism Society of the Philippines (ASP) and free one-year Internet connection Globe Telecom, to aid children with special learning and communication needs.

ASP, a national, nonprofit organization dedicated to the well-being of persons with ASD, recently acquired a technical grant of two full licenses for VizZle, an award-winning visual learning software that has the capability to add video and audio and share lessons across a web-based library.

P. Gomez Elementary School in Santa Cruz, Manila, and P. Villanueva Elementary School in Pasay City were chosen to pilot-test the VizZle visual learning software. The program will be implemented beginning the incoming school year. An initial batch of 12 teachers, seven from P. Gomez and five from P. Villanueva, already started undergoing training.

P. Gomez SPED Center has 28 teachers taking care of over 400 pupils, about 25 of whom have autism spectrum disorder (ASD). Prior to the entry of Globe and ASP, the school had no computer laboratory.

Meanwhile, P. Villanueva has 24 SPED teachers, handling less than 300 pupils. Its eight PCs were also donated by ASP.

The turnover ceremonies were held as Globe and ASP’s way of commemorating the fourth annual World Autism Awareness Day, which encourages activities that will help increase and develop people’s knowledge of autism and impart information on the importance of its early diagnosis and early intervention.

The ratio for SPED teachers and students in the country is pegged at an alarming 25:1. The figure leaves no room for dedicated attention to the special needs of these kids, who live with such disabilities as autism, Down syndrome, cerebral palsy, hearing/speech/visual/physical impairment, among others. Moreover, most of them have outdated, nonfunctioning computers with no Internet connection.

Cristina Estampador, ASP program director and trustee, said that while VizZle is primarily designed for children with ASD, it can also be customized to fit those with mental and physical disabilities. Through VizZle, she said learning can be made easier and fun since the software delivers the visuals, the auditory, and the kinesthetic experience to the students. >



Children with special needs at P. Gomez Elementary School try the desktop computers with newly-installed VizZle visual learning software donated by Autism Society Philippines. Globe Telecom provides Internet connectivity

CENTEX Batangas celebrates 10th anniversary

The Center of Excellence in Public Elementary Education (CENTEX) Batangas marked a milestone on March 29 as it celebrated its 10th anniversary in a special event held at the Batangas Provincial Capitol auditorium.

The event was graced by the school's alumni, teachers, parents and benefactors. The existence of CENTEX would not have been possible without the commitment and support of the Department of Education and the local government unit, as well as corporate sponsors, Globe Telecom and Purefoods. DepEd Secretary Armin Luistro delivered words of encouragement for the attendees, while Batangas Governor Vilma Santos-Recto was cited for her advocacy in education.

Luistro admired the dedication and competence of CENTEX teachers and principals, as well as of the parents who extend their service to the school. He also pointed out that spending on schools should not be seen as a needless expense, but rather as a social investment with an expected social return.

Meanwhile, Santos-Recto expressed her continued support for the school's programs and initiatives. She stressed that education remains one of the priorities of her administration.

Ayala Corporation President Fernando Zobel de Ayala thanked the individuals and groups who helped establish CENTEX, particularly Ayala Foundation Inc. (AFI) President Victoria Garchitorea and former CENTEX Director Carol Atacador. FZA also thanked Lilia Tantoco, Letty Sala, and Rose Villamor, who, for many years have worked as volunteers at CENTEX. He also acknowledged the Batangas task force headed by Msgr. Fred Madlangbayan, who also officiated the anniversary thanksgiving mass.

Special numbers from CENTEX students highlighted the event. The graduating class of grade six students kicked off the celebration with a jazz chant performance depicting the history of CENTEX and its core values of integrity, excellence, commitment, and patriotism.

In addition, CENTEX Batangas's first batch of kindergarten students, who are expected to enter college this June, sang a song composed for CENTEX

by Ryan Cayabyab. Micah Bernadette Manalo, CENTEX Batangas alumna and St. Bridget College's high school valedictorian, delivered a speech narrating the rewards and challenges CENTEX students have experienced through the years.

Meanwhile, IBM Philippines, represented by Chestnut Andaya, country manager for corporate citizenship and corporate affairs, formally turned over to AFI 10 Kidsmart Early Learning Program packages, to help improve the quality and delivery of education, through the use of information technology. Two of the Kidsmart Early Learning Program packages will go to the CENTEX schools, while the remaining eight will be given to schools in Tondo, Manila, and Bauan, Batangas.

Founded in 2000 through the partnership between DepEd and AFI, CENTEX Batangas sought to provide bright children from disadvantaged families education at a par with the best private schools in the province.

CENTEX is also committed to its role in developing student achievers and servant leaders. At present, CENTEX is gearing up for developing teacher-training institutes, where best practices and classroom technologies can be shared.

The official event held to commemorate CENTEX Batangas's 10th year was part of the series of activities to celebrate Ayala Foundation's 50th anniversary. >



DepEd Secretary Armin Luistro commends CENTEX for the quality education the school provides



IBM Philippines supports the delivery of quality education through IT. In the photo are Kit Zobel, IBM Country Manager for Corporate Citizenship and Corporate Affairs Chestnut Andaya, Batangas Gov. Vilma Santos-Recto, Sec. Armin Luistro and FZA



CENTEX Batangas Class 2011 highlights the core values in a jazz chant narrating the school's history

Leaders in academics, Leaders in service



One of the top graduates of 2011 PNPA batch is Aleli Buaquen



AYLC Program Director JP Orbeta with JQ Quesada and 2011 AYLC alumnae Marjorie Samson and Kristine Martinez

A number of alumni of the Ayala Young Leaders Congress (AYLC) joined the ranks of fresh college graduates in 2011, but nine of them proved worthy of admiration, as they graduated at the top of their classes in their respective schools.

One of them is 20-year-old Gaille Marie Olivia Ramos, a flute major at St. Scholastica's College in Manila. Gaille, who has lived with a passion for music all her life, graduated magna cum laude, and was the recipient of the Sister Baptista Battig Award for Music.

“We have the power within ourselves to turn our dark histories and herstories into a burning bonfire of inspiration.”
— Richelle “How-Minnie” Verdeprado

Gaille is also a member of the Manila Symphony Orchestra, but what she is most excited about is returning to her hometown, Bacolod City, so she can teach music, and share music with members of the communities. “I want to make music more accessible to them,” she said.

Another native of Bacolod City was named class valedictorian, this time at the University of Negros Occidental Recoletos. Richelle Verdeprado, who goes by the nickname “How-Minnie,” earned a degree in social work, and proved that hard work, dedication, and passion could easily trump poverty and other challenges.

In her graduation speech, How-Minnie recounted how difficult her life had been as a kid—sleeping out in the streets, nearly getting hit by a bus, fighting over food, and

“But nothing is impossible if we strive—it feels good to harvest the fruits of our labor.”
— Ricardo “Jhayr” Villas Jr.

wearing hand-me-down uniforms that were not her size.

“I realized through these years that we have the power within ourselves to turn our dark histories and herstories into a burning bonfire of inspiration that would be our passport to becoming more determined persons,” said How-Minnie in her valedictory address.

Her participation at AYLC also inspired How-Minnie to be of service to Filipinos. “I think social work is a very noble profession,” she said. “I see it as a way to help people. I learned from Kuya Efren (Peñaflorida, who keynoted AYLC 2010), ‘Be the change that you want to see in the world.’”

Ricardo “Jhayr” Villas Jr. did not consider poverty as an obstacle to success, either. A native of Lubang, Occidental Mindoro, Jhayr majored in special education at the Far Eastern University, and graduated summa cum laude and batch valedictorian.

Perhaps what Jhayr went through would be enough reason for many individuals to give up the climb to success. He was still young when he lost his mother to cancer, and so he and his siblings had to work hard to stay in school. He entered college under an athletic scholarship, which he lost after sustaining injuries as a track-and-field athlete.

He said in his speech: “There were times that I had to sacrifice my classes for work, and vice-versa. But nothing is impossible if we strive—it feels good to harvest the fruits of our labor. And now here I am, receiving the highest award a student can achieve, a realization of a dream.” Aside from graduating valedictorian, Jhayr received numerous other awards during the commencement exercises.

Joe Val Alipin is another AYLC 2010 alumnus who was named batch valedictorian, this time at the University of St. La Salle in Bacolod City. A chemical engineering major, Joe Val said that what he had learned at AYLC

“AYLC for me strengthened the call to [participate in] nation building”
— Geminn Louis “Gelo” Apostol

made him stay true to his hopes and dreams.

He said: “From AYLC I learned to keep your vision clear. Align the things you do with the things you are passionate about.”

Graduating from the Ateneo de Manila University with a degree in health sciences, Geminn Louis “Gelo” Apostol kept his vision clear: to become a doctor to the barrios and serve as a driving force in the country’s health-care system. Right after graduating as batch valedictorian, Gelo is set to begin his medical studies at the Ateneo School of Medicine and Public Health.

AYLC also inspired him to become a change agent. “AYLC for me strengthened the call to [participate in] nation building” he said.

Also at the top of their respective classes were AYLC alumni Lynn Migel Estoque of the Ateneo de Davao University and Jan Jefferson “Jep” Quemado of the University of La Salette. Both earned highest honors after graduating with a degree in international studies and nursing, respectively.

Proving that being female is no hindrance in making it to the top of a traditionally male-dominated field, Aleli Buaquen graduated class valedictorian at the Philippine National Police Academy, the third female in the school’s history to do so.

An alumna of AYLC 2010, Aleli admitted that the congress opened her perspective on leadership and dealing with the community. “It’s at AYLC where I saw that you aren’t alone in your efforts. You see leaders

“No deed is too small to be isolated and not counted. As long as it is good, it will count”

— Juanito Alipio “Jet” de la Rosa

who do not only think about themselves, but of others as well” she said.

An architecture major, Juanito Alipio “Jet” de la Rosa was class valedictorian and a magna cum laude graduate at the University of Santo Tomas. He also considered his participation at AYLC a turning point—it was after AYLC that he became more involved in volunteer work, knowing that he needed to do more than just excel academically.

He said: “From AYLC I learned that no deed is too small to be isolated and not counted. As long as it is good, it will count.” >

Messages to the Future

Nine AYLC alumni graduated as valedictorians from their respective schools. Here are excerpts from their valedictory speeches—their messages to their fellow young leaders, who are ready to change the nation’s future.



Allow me to raise this question for our inquisitive minds: How can we live our lives in a way that makes us part of the solution to the compounding societal problems prevalent in the Philippines today? What are our rights and duties as Filipinos in response to the nation’s call of change not simply as a form of lip-service but one that is truly transformative and reflective of our common aspirations?

Lynn Migel Estoque, BA International Studies, Ateneo de Davao University, Davao City

It [is] ... a cliché to say that poverty should not be used as an excuse not to achieve something, but let my life be another testimony to this statement. In my college life, I experienced staying in different houses, asking the help of so many people for shelter, before finding a true home with the [Augustinian Recollect] sisters. If I stopped along the way, just because somebody discouraged or misjudged me, or just because all I had was three pesos in my pocket, or just because I did not have school shoes to wear, then I wouldn’t have given justice to the life that has been extended.

Richelle Verdeprado, BS Social Work, University of Negros Occidental Recoletos, Bacolod City



The American writer Frederick Buechner said, “The place God calls you to is where your deep gladness and the world’s deep hunger meet.” Having found our passions, thanks to the guidance of our alma mater, we strive to pursue them in deep gladness. And yes, the world is hungry; hungry for peace, comfort, and justice. Through our education, our eyes have been opened to the realities that humankind faces.

Marie Olivia Ramos, Bachelor of Music, St. Scholastica’s College, Manila



Hindi ko po tinatanggap na hanggang dito na lang tayo. Hindi ako naniniwalang wala na tayong magagawa pa, sapagkat lagging meron pa at sapagkat kaya. Higit sa lahat, tumatanggi akong sumuko sa atin sapagkat laging may pag-asa.

Geminn Louis Apostol, BS Health Sciences, Ateneo de Manila University, Quezon City



If graduating from your course gives you a glimpse of a part of your real purpose on earth, then at all cost pursue your profession and be a catalyst for social transformation and become that someone this generation and the younger generations need. It is sad to say, though, that many graduates have given up the training they learned to love—and sometimes the career they have always dreamed of—in their search for a greener pasture.... It is definitely a challenge for many of us to choose a career neither because it is practical nor because it is the trend. I know it would never be that easy but I hope that as we leave this university, we all seek our real purpose and become the professionals this country has been waiting for.

Joe Val Alipin, BS Chemical Engineering, University of St. La Salle, Bacolod City



To the Filipino people, we can never be effective public safety officers without your support and cooperation. As Robert Peel said, “The police is the community and the community is the police.” We will pay back the taxes you have invested for our education [with] our lives to be of service to you, to our country, and to our God. We will serve you until the last drop of our blood.

Aleli Buaquen, BS Public Safety, Philippine National Police Academy, Silang, Cavite



Jean Baptiste Massieu, a French bishop, once said, “La reconnaissance est la memoire du coeur” – that is, gratitude is the memory of the heart. As my heart recalls everything that has happened in my life, I cannot but be grateful indeed. My fellow graduates, I hope we share the same sentiments.

Juanito Alipio de la Rosa, BS Architecture, University of Santo Tomas, Manila



People kept on asking me, why did I take up education when I could instead be a successful engineer, an accountant, a lawyer, a scientist, or even a businessman? I answered them with pride. There will be no engineer, doctor, accountant, architect, and other professionals without a noble teacher guiding them in their career. Life is not just about money, fame, convenience, and power because the real essence of life lies beyond hardships, struggles, and failures.

Ricardo “Jhayr” Villas Jr., Bachelor of Elementary Education (Special Education), Far Eastern University, Manila



From here, we will move on and look forward to the future. Moving forward means accepting more challenges, more pains, and more disappointments. But moving forward also means the realization of our cherished dreams of experiencing the fullness of God from every area of our Christian life, experiencing God as we serve our valued patients.

Jan Jefferson Quemado, BS Nursing, University of La Salette, Santiago City, Isabela



LIVE

This year, Globe is investing \$500 million in the Philippines. That's half a billion dollars to make our subscribers have a better Globe experience. Compare that to the number of subscribers we have and it's clear that Globe is spending the most to make its customers happy.

BIG

The investment we are making this year for network upgrades and quality is the biggest Globe has ever made. And it's all being spent to improve the quality of our 2G and 3G networks—and expand our existing 4G network, starting with the launch of the first 4G mobile network in the country today.

Globe's goal is simple – to give you seamless connectivity and the fastest downloads with our 4G network, and to give you crystal-clear calls wherever you are. In short, a mobile experience far superior to any other network.



Globe[®]

Globe launches fully customizable group postpaid plan

Globe introduces its first and only unlimited and customizable group plan. Globe MySuperCircle Plan allows subscribers to create a group plan with two other family members and personalize it by choosing an added service per account.

Each member can choose from the MySuperUNLI, MySuperDUO, or MySuperTXTALL as their added service. MySuperUNLI allows subscribers to send unlimited text messages and calls to Globe and TM subscribers; while MySuperDUO lets subscribers make unlimited calls to Globe/TM/DUO/SUPERDUO and Globe Landline users. MySuperTXTALL enables subscribers to send unlimited texts to all networks. Under Globe MySuperCircle Plan, subscribers can avail of an unlimited service for only P499, a P100 straight out discount from its original price of P599.

Head of Globe postpaid business Martha Sazon said, "Offering Globe MySuperCircle Plan is in line with our efforts to provide our customers with customized and personalized experiences, empowering them to stay in touch within their respective circles—whether through sending unlimited text messages or making unlimited calls." >



BPI Foundation, PTTC continue to empower entrepreneurs

BPI Foundation Inc., in partnership with the Department of Trade and Industry's training arm, Philippine Trade Training Center (PTTC), successfully conducted a one-and-a-half day entrepreneurship development course in three key areas in the country early this year.

From February 10–11, promising entrepreneurs from Tagbilaran City, Bohol attended the free entrepreneurship learning program, "Show Me, Teach Me, SME-Empowering Entrepreneurs" spearheaded by BPI Foundation, while SMEs from Cebu City and Malolos, Bulacan eagerly joined the sessions on March 9–10 and April 7–8, respectively.

Initially meant to help small and medium enterprises (SMEs) learn financial and credit literacy, "Show Me, Teach Me, SME-Empowering Entrepreneurs" program has since been expanded through PTTC's assistance. Now, it includes three business development courses: "Starting and Maintaining a Business," "Basic Product Costing and Pricing" and "Basic Business Recording." >

Globe introduces MySuperPlan



Postpaid leader Globe Telecom recently introduced its all-new Globe MySuperPlan, a unique, all-in-one package that allows subscribers to customize their plans based on their needs.

All-consumable plans start at an rate of P299 a month up to P10,000 a month. Subscribers can opt to get the All-Unli Plan that allows them to pick only the services they want for as low as P349 a month. By subscribing to the All-Unli Plan, users can pick at least one add-on every month. These add-ons include the Super ONE, which allows unlimited calls and texts for as low as P175 for 30 days; the new My Super UNLI, which offers unlimited calls and text messages to all Globe and TM numbers for P599 for 30 days; and My Super SURF, a service that provides unlimited mobile Internet for just P999 for 30 days. >

The all-new My Super Plan is available in all Globe stores nationwide. To know more about the all-new MySuperPlan, call (632) 730 1010, visit the nearest Globe store, or log on to www.globe.com.ph/postpaid.

Manila Water undertakes major pipe-laying along EDSA

The Manila Water Company began its pipe-laying operations along Epifanio de los Santos Avenue (EDSA) after getting the go-signal from the Metro Manila Development Authority (MMDA) and the Department of Public Works and Highways (DPWH).

A total of 1.42 kilometers of steel pipe will be laid from the corner of Kalayaan Avenue going northbound until the approach of Guadalupe Bridge. To date, 441 linear meters have already been installed.

According to Jeric Sevilla, head of Manila Water Corporate Communications, the EDSA pipelines are very important segments of the central distribution network of Manila Water, as these bring water from the company's treatment plants in Balara, Quezon City, to the residential and commercial establishments in the cities of Makati and Taguig.



Manila Water has installed 441 linear meters for its pipe-laying operations

Meanwhile, the company has also expanded its sewer coverage to more than 16 percent of the east zone with the construction and operation of 35 wastewater treatment plants. Areas with sewer coverage now include parts of Quezon City, Karangalan Village in Pasig, and parts of Makati and Taguig. For areas where there is as yet no sewer coverage, Manila Water conducts regular desludging operations or cleaning of septic tanks, where the septage or waste is hauled and brought by tankers to two modern septage treatment plants in San Mateo, Rizal, and FTI in Taguig City.

Manila Water is set to construct more wastewater facilities as part of its Three River Master Plan aimed at reviving the San Juan, Marikina, and Pasig rivers in support of the Clean Water Act and the Manila Bay clean-up. >

Globe, Manila Water shine at 46th Anvil Awards



Receiving the award for Globe Business are (from left) Corporate and SME Segments Product Marketing Head Maureen Laus, Corporate and SME Segments PR and Publications Head Michelle Perlas, Corporate and SME Segments Head Manny Aligada, International Business Marketing Head Ailene Averion, and SME Segments Events Manager Eva Ingel

The public relations programs of Globe Telecom and Manila Water Company were honored during the 46th Anvil Awards organized by the Public Relations Society of the Philippines.

Globe Business, which handles Globe's small and medium enterprise initiatives, received awards of merit for two separate programs—Globe Negostar, which won in the category, "public relations program on a sustained basis (entrepreneurship)," and Masigasig magazine, in the category, "public relations tools (special publications)."



In the photo are: PRSP chairman Jones Campos, Kristine Buhat, Heidi Demaisip, Manila Water's Lia Guerrero, Arlene Liongson and Mark Enriquez after receiving the award from and Anvil juror Bert Pasquin

Meanwhile, Manila Water also bagged an award of merit for its information, communication, and education program called "Water Trail Program: A Journey to Sustainability." The winning entry is Manila Water's innovative way of helping different stakeholder groups realize the importance of responsible and wise water use, as well as the benefits of wastewater management as a major strategy in adapting and mitigating the impact of climate change. >

Globe Prepaid Superparty rocks Davao



Globe Telecom brought excitement to Davao through the Globe Prepaid Superparty, a musical treat featuring Globe endorsers Sarah Geronimo and Nikki Gil, held at the University of Mindanao–Matina Gym.

Globe continues to serve its loyal fans by introducing innovative special offers. Super AllTxt 20, for instance, is Globe Prepaid's most aggressive offer, which allows prepaid users to send 200 text messages to subscribers of other networks for just P20 for an entire day. Super Unli 25, meanwhile, gives customers the freedom to send an unlimited number of messages Globe and TM subscribers for just P25. The most recent offer, Super Free Weekends, rewards users who frequently reload their phones with prepaid credits. By loading one's phone with at least P199 worth of prepaid credits during the week, a subscriber can send 250 text messages to subscribers from other networks for free, and surf using their mobile for one free hour on Saturdays and Sundays.

Globe's latest offering is SUPERLAHAT20, an exclusive deal for Globe customers in Davao, which gives them freebies valid for one day—unlimited text messaging (covering Globe and TM subscribers only), 100 minutes of calls, five international text messages that can be sent to 190 destinations worldwide, and a fullhour of mobile Internet—all for P20. >

Isuzu, Honda advocate road safety

Isuzu Automotive Dealership Inc. (IADI) partnered with various government agencies and private companies, including Ayala Foundation, to address the worsening air pollution problem in Metro Manila, through the Bantay Tambutso Project.

The mission of the project is to lower the carbon dioxide emissions of public utility jeepneys. The group hopes to achieve this by providing activities that will give drivers tips on vehicle maintenance, responsible use of fuel, and others. A series of seminars covering these topics was held recently for jeepney drivers and operators at the Ayala Center Association Office in Makati City.

Meanwhile, Honda Cars Shaw (HCS) recently held a driving orientation on basic car care, defensive driving, and road safety awareness at Unilab Philippines Inc. in Mandaluyong City.

Unilab medical representatives and employees took part in the half-day session facilitated by Ramil Cledera, HCS service reception officer, and Antonio Pagulayan, chief operating officer of the Metropolitan Manila Development Authority. >

ASEAN Safety Confab highlights Manila Water program



Dexter Quibuyen (front row, third from left), head of Manila Water's Safety Solutions Department, represented Manila Water and the rest of the private sector at the ASEAN-OSHNET

Manila Water Company was selected by the Department of Labor and Employment (DOLE) to represent the private sector during the 2011 Association of Southeast Asian Nation Occupational Safety and Health Network (ASEAN-OSHNET) conference, held at the EDSA Shangri-La Hotel.

This year's conference gathered safety professionals and practitioners from Malaysia, Cambodia, Myanmar, Laos, Thailand, Vietnam, Singapore, Korea, Japan, and the Philippines.

Dexter Quibuyen, head of Manila Water's Safety Solutions Department, talked about the company's safety programs, risk-assessment processes, sustainability efforts on occupational health and safety, and initiatives on their Occupational Health and Safety Advisory Services (OHSAS) 18001 certification.

The ASEAN-OSHNET was established in 1996. It is committed to creating an effective network in fostering a safe and healthy working environment among member countries. By doing this, the organization hopes to see a productive and competitive workforce with a better quality of life. ▶

Fashion Beats: A synergy of fashion and music

This summer, an explosive fusion of fashion and music is presented to the public by Ayala Malls, through Style Origin's Fashion Beats. Beyond fashion immersion, Fashion Beats is also a testament to the Filipinos' passion for creating music that inspires an individual's lifestyle. It is the first unique collaboration on fashion and live music on the runway.

Launched on March 25, the first installment of the series was held at Greenbelt, which featured the latest collection of premier brands—Bally, Boss Black, Bottega Venetta, Burberry, Bvlgari, Escada, Escada Sport, Gucci, Jimmy Choo, Marc Jacobs, Paul Smith, Philippe Charriol, Prada, Salvatore Ferragamo, and Tod's, with our very own Filipino Zone merchants, Aranaz, Arnel Papa, Atelier Avatar, Azucar, Barba, Bayo, Bergamo, Bijou, Charina Sarte, Jun Escario, Gaupo, Jewelmer, L Manila, Myth, Religioso, and Victoria Marin.

The show started with models coming down from the escalator and walking toward the runway. On center stage, fashion moved against a backdrop of original Filipino musical talent. The event was hosted by model and TV host Bianca Valerio.

This was followed by another fashion event on March 26, this time with little kids and teens as models. Featured during the fashion show was the De La Salle University Streetdance Champions. ▶

IMI joins Internecon Japan trade show

Integrated Micro-Electronics Inc. (IMI), participated as an exhibitor at the 40th Internecon Japan held on January 19 to 21.

The IMI booth showcased the company's comprehensive manufacturing capabilities, as well as its value-add solutions that include design and product development, process engineering, and test and system development. Furthermore, IMI introduced to the Japanese original equipment manufacturers its power semiconductor packaged solutions in collaboration with PSi Technologies Inc.

The IMI booth was visited by more than 170 people, mostly from the industrial and automotive electronics and semiconductor industries. ▶



The IMI team at the trade show led by Arthur Tan, IMI president and CEO (5th from left) and Jeremy Cowx, IMI Japan managing director

Globe Campus Connect now at St. Dominic College of Asia

St. Dominic College of Asia (SDCA), a dynamic and innovative school based in Bacoor, Cavite, recently partnered with Globe Telecom for a text broadcast service that allows the school's administration to relay urgent and vital information to students, faculty, and other stakeholders via short message service or SMS.

Globe Campus Connect is used by various schools to broadcast via text all pertinent school activities and programs. Using the innovative service, the SDCA community will be able to send school announcements about suspension of classes, cancellation of exams, messages from the school president, upcoming events, and other school-related activities.

To date, over 480 colleges and universities nationwide are subscribed to the Globe Campus Connect service. Globe says it will continue to bring the service to more schools in various parts of the country. ▶



Sherwynn Aller, business development manager at Globe (second from left), introduce Globe Campus Connect to SDCA officials led by Gregorio Andaman Jr., chief operating officer; Noel Sergio, vice president for administrative support; and Dale Camandang, senior corporate communications officer

Groundbreaking held for heritage library of Ligao City

The Ligao City Government, in partnership with the Ayala Foundation's MyLibrary Program, recently held the groundbreaking ceremony at the site of the future heritage library of Ligao City, Albay last April 27.

Built in the 1930s, the building which currently houses the Ligao West Central Elementary School will be restored and converted into a library and museum as designed by Architect Rosario "Ning" Encarnacion-Tan. Rev. Fr. Niño Tuyo of the St. Stephen Proto-Martyr Parish presided at the blessing and dedication of the site.

A time capsule was also lowered at the site by Albay Third District Congressman Fernando Gonzalez, Ligao City Mayor Linda Gonzalez, Ligao City Vice Mayor Patricia Alsua, Regional Trial Court Executive Judge Edwin Ma-alat, OIC-Chief of Police Antonio Peñafiel, Schools Division Superintendent Dr. Evangeline Palencia, and Filipinas Heritage Library Deputy Director Suzanne Yupangco. The time capsule contained the newspaper of the day, photos of the existing building, architectural plans of the proposed building, a copy of the memorandum of agreement between the City Government of Ligao and Ayala Foundation, and other memorabilia.



Ayala Foundation and the Ligao City Government sign the agreement for MyLibrary

The ceremony was attended by over 100 guests and was capped by a performance from the Ligao East Central School Children's Choir. ▶

Ayala Malls celebrate 13th Annual Merchant Rewards



Socorro Cancio-Ramos of National Book Store accepts the award for Most Coveted Store of the Year award

The Annual Merchant Rewards of the Ayala Malls recognize the outstanding achievements of merchant partners who have shown excellence in store operations, marketing, and visual merchandising.

Now on its 13th year, the Ayala Malls Merchant Rewards started with the two-day Merchant Forum, which carried the theme Managing the NOW Generation, followed by the prestigious Awards Night held at the Greenbelt 5 Fashion Walk.

At the Merchant Forum held at the Intercontinental Hotel Manila on March 8 and 9, experts from various fields of marketing, retail, fashion, media, food, and the arts shared new trends, innovative concepts, effective strategies, and valuable insights to help meet the demands of the "NOW" Generation. Some of the notable speakers included Bank of the Philippine Islands Senior Vice President and Cards Marketing Head Maria Cristina Go, Pond's Philippines Senior Brand Manager Jacqueline Yuengtian, Pakyaw's Chief Operating Officer Jeff Tinio, Ci8 Managing Director Mark Mackenzie, Design Strategist Brian Tenorio, The Nielsen Company's Managing Director for Media Jay Bautista, Singapore Airlines' Marketing and Services Communication Manager Rita Dy, TBWA/Santiago Mangada Puno Digital Consultant Tonyo Cruz, and Backroom General Manager Boy Abunda.



The 13th Annual Merchant Rewards is a way for Ayala Malls to give back to its merchandisers

The 13th Annual Merchant Rewards Awards Night, meanwhile, was led by Ayala Corporation Chairman Emeritus Jaime Zobel de Ayala and Ayala Land President Antonino Aquino. They were joined by Sherisa Nuesa, managing director of Ayala Corporation and Emilio Tumbocon, Ayala Land SVP and Vis-Min Group head, together with the Commercial Business Group Management Team led by Rowena Tomeldan, VP and head of operations; Cora Dizon, VP and head of business development and strategic planning; Ruby Chiong, AVP and group CFO; Javi Hernandez, AVP; Clavel Tongco, senior division manager; Charmaine Bauzon, senior division manager; and Cathy Bengzon, Ayala Land deputy head of marketing.

Awards were given to Ayala Malls' trailblazing merchants in the following categories: overall visual merchandising excellence, overall marketing excellence, special award for promoting arts and culture, store operations excellence, most promising retailer, store of the year, and the grand store of the year. The trophies for store of the year and grand store of the year were especially designed by Jaime Zobel de Ayala.

The grand store of the year award went to All Flip Flops for their exemplary and consistent efforts in store operations and marketing through the years. Several store of the year awards were given to National Bookstore for Glorietta, Powermac Center for Greenbelt, GAP for Alabang Town Center, Promod for Ayala Center Cebu, Skechers for Market! Market!, The Travel Club for TriNoma, Runnr for Bonifacio High Street, and Marks & Spencer for Marquee. >

HERO Foundation receives P1.5 million, announces new donation channels



Donors with Ayala Land President and HERO Foundation Board Chairman Tony Aquino

The Help Education and Rear Orphans (HERO) Foundation, an organization founded by the late Pres. Corazon Aquino and a group of businessmen led by Jaime Zobel de Ayala, received more than P1.5 million in donations from various supporters in March.

The funds were raised from ICAP Philippines, Ayala Land, participants of the TBR Dream Marathon at Nuvali, and Runrio, and will be used to help fund the college education of about 100 military orphans of HERO Foundation, said Ayala Land's Jun Bisnar, who is also a member of HERO Foundation's board of trustees.

To facilitate more donations for children of soldiers killed in action or totally incapacitated by combat, HERO Foundation also announced the availability of new donation channels in partnership with the Bank of the Philippine Islands. Donations are now being accepted by BPI through four channels: over the counter, on the Internet via www.bpiexpressonline.com, through automated teller machines, and phonebanking. Donors may also contact HERO Foundation at 912-9330 or 912-0361, or visit www.herofoundationinc.com for more details. >

BPI Europe cites BPIInoy Panalo sa Padala grand winners



Two top winners were chosen for the BPIInoy Panalo sa Padala promo. From left: Carmelo Calsado, managing director for BPI Spain; Nancy Coronel, 2010 BPIInoy Remittance Panalo sa Padala Europe grand winner; Joseph Parpan, 2010 BPIInoy Remittance Panalo sa Padala Europe grand winner; and Perla Viray, coordinator for the Bicolano Group in Barcelona

The Bank of the Philippine Islands (BPI), through its BPI Express Remittance Corporation (BERC), recently gave two Filipinos who used the remittance service in Spain a Valentine treat. Nancy Coronel and Joseph Parpan were announced grand draw winners of the 2010 BPIInoy Panalo sa Padala Promo. BPI awarded 20 grand draw winners from around the world.

The BPIInoy Panalo sa Padala Promo was one way by which BPI expressed its gratitude and support for the overseas Filipino communities for their continued patronage of the bank. BPI remains one of the top remittance banks in the country, having been elevated to the Bangko Sentral ng Pilipinas's Hall of Fame after being named top remittance bank for three consecutive years (2005, 2006, and 2007).

"At BPI, we give honor to the overseas Filipinos who choose us to be their trusted bank for their remittances. The Panalo sa Padala promo is one of our many ways to take care of them while they are away from their homes and to strengthen our relationship with the overseas Filipino communities," says Teresita Tan, executive vice president and head of overseas banking and channel services group.

Each grand winner of the 2010 BPIInoy Remittance Panalo sa Padala received P100,000 each. The promo ran from August 2010 to December 2010.



For more information, email museum_inquiry@ayalamuseum.org or call 757-7117 loc. 24 or 25. Ayala Museum is located at Makati Avenue corner De la Rosa Street, Greenbelt Park, Makati City

FHL and Museum Events

Ayala Museum Summer Hours

For summer, Ayala Museum will be open from 10 am to 7 pm, Tuesdays to Sundays.
Effective until June 12

Unwetter/Thunderstorm

Until May 29

El Guernica: Deconstrucción

A collective re-interpretation of the haunting Picasso painting
Opens June 7

Digital Photography 101

June 7, 9, 14 and 16
(6 p.m.–9 p.m.)

With a photo shoot on June 11

Learn from the Photography Experts | Documentary Photography

June 19 and July 3
(9 a.m.–12 p.m.)

With a photo trip on June 26

Photographing Architecture

June 23 and 30
(6 p.m.–9 p.m.)

with a photo trip on June 26

Write Right: Online English Grammar Improvement and Business Writing

June 16 and 21
(6 p.m.–9 p.m.)

Online classes: between June 17 to 20

Online Course: Basic Creative Writing

Lecture: June 22

Workshop : July 14
(6 p.m.–9 p.m.)

Online classes: between June 27 to July 13

Online Course: Feature Writing

Lecture : July 15

Workshop : July 22
(6 p.m.–9 p.m.)

Online classes: between July 18 to 20

Please visit www.filpinaslibrary.org.ph and www.ayalamuseum.org for more details.

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BPI Asset Management introduces the country's first full-service online investment facility



BPI chairman Jaime Augusto Zobel de Ayala, BPI Asset Management group head Ma. Theresa Marcial-Jaiver, EVP Adelbert Legasto, SVP Paul Joseph Garcia and BPI president Aurelio Montinola III introduce the country's first full-service Online Investment Facility



On April 26, the Asset Management Group of the Bank of the Philippine Islands officially launched the country's first full-service online investment facility. The event was attended by over 300 guests and Ayala Corporation and BPI Chairman Jaime Augusto Zobel de Ayala, who expressed his excitement over another first in the local banking industry."

With BPI Investments Online, clients can now enjoy the convenience of initiating investment transactions via the Internet—quick, inexpensive, and can be done almost anytime and anywhere. Through a regular subscription plan (RSP), clients can now access portfolio information, explore further investment opportunities, subscribe to additional funds, redeem investments, and make regular contributions at their own convenience.

BPI President Aurelio Montinola III said: "We are committed to staying relevant and even one step ahead, as we move toward technology that will make it easy for our clients to make their money work for them."

To find out more about BPI's Investments Online Facility and its services, interested parties may visit www.bpiassetmanagement.com, or visit any BPI branch. Clients may also log on to www.bpiexpressonline.com

Ayala Museum features two unique exhibitions

The Ayala Museum in cooperation with Goethe-Institut together opened Unwetter/Thunderstorm, an audio-visual installation that showcases twelve short films from ten different countries on the subject of nature and human behavior on May 9.

The exhibit seeks to engage viewers through media in the current debate on climate change. The works also serve as artistic interpretations of the delicate relationship between human activity and natural phenomena.

The audio-visual exhibit Unwetter/Thunderstorm ran until May 29 at the Ground Floor Gallery of the Ayala Museum.

Meanwhile, Ayala Museum and the Embassy of Spain in Manila will also be presenting an exhibition entitled El Guernica: Deconstrucción at the Ground Floor Gallery of Ayala Museum. It will be available for public viewing beginning June 7 until August 7.

El Guernica: Deconstrucción takes a different angle to that relationship through new works of art by a pool of selected Filipino and Spanish contemporary artists who will hold a "dialogue" with Pablo Picasso's painting, Guernica.

This exhibition also follows through last year's highly successful El Prado Project: Dialogue with the Masters, where Filipino and Spanish artists also re-interpreted masterful artworks housed at the Museo Nacional del Prado in Spain.

For more information, call 757 7117 to 21 local 28 or email museum_inquiry@ayalamuseum.org.

Ayala Museum in partnership with Goethe-Institut Philippinen Ayala MUSEUM Ayala 50 Foundation 50th Anniversary 1961-2011

Unwetter / Thunderstorm

AN AUDIO-VISUAL EXHIBIT ON CLIMATE CHANGE

Ayala Museum
Ground Floor Lobby
Makati Avenue corner
De la Rosa Street
Makati City

The exhibition will be on view until 29 May 2011

Sponsored by
SONY

Ayala Museum Summer Schedule Tuesdays to Sundays | 10 am to 7 pm | Effective from 3 May to 12 June 2011