

Philippine Stock Exchange index (PSEi) 7,311.01 ▲ 98.78 PTS. ▲ 1.37%

MONDAY, FEBRUARY 28, 2022

BusinessWorld

PSEI MEMBER STOCKS

AC Ayala Corp. P850.00 +P1.00 +0.12%	ACEN AC Energy Corp. P8.50 +P0.29 +3.53%	AEV Aboitiz Equity Ventures, Inc. P59.90 -P0.05 -0.08%	AGI Alliance Global Group, Inc. P12.80 +P0.40 +3.23%	ALI Ayala Land, Inc. P39.00 +P1.80 +4.84%	AP Aboitiz Power Corp. P36.00 +P1.60 +4.65%	BDO BDO Unibank, Inc. P129.20 -P0.90 -0.69%	BPI Bank of the Philippine Islands P100.00 +P2.00 +2.04%	CNVRG Converge ICT Solutions, Inc. P26.00 -P0.95 -3.53%	EMP Emperador, Inc. P19.32 -P0.58 -2.91%
GLO Globe Telecom, Inc. P2,568.00 -P130.00 -4.82%	GTCAP GT Capital Holdings, Inc. P578.00 +P8.00 +1.40%	ICT International Container Terminal Services, Inc. P210.60 +P0.60 +0.29%	JFC Jollibee Foods Corp. P241.00 +P5.00 +2.12%	JGS JG Summit Holdings, Inc. P60.30 -P2.15 -3.44%	LTG LT Group, Inc. P9.68 +P0.44 +4.76%	MBT Metropolitan Bank & Trust Co. P57.10 -P2.40 -4.03%	MEG Megaworld Corp. P3.20 -P0.04 -1.23%	MER Manila Electric Co. P368.00 +P5.00 +1.38%	MPI Metro Pacific Investments Corp. P3.86 +P0.06 +1.58%
PGOLD Puregold Price Club, Inc. P35.15 -P0.35 -0.99%	RLC Robinsons Land Corp. P19.22 +P0.22 +1.16%	RRHI Robinsons Retail Holdings, Inc. P61.70 +P3.10 +5.29%	SECB Security Bank Corp. P116.70 +P4.10 +3.64%	SM SM Investments Corp. P892.00 +P21.00 +2.41%	SMC San Miguel Corp. P106.20 -P2.40 -2.21%	SMPH SM Prime Holdings, Inc. P39.80 +P1.80 +4.74%	TEL PLDT, Inc. P1,799.00 -P1.00 -0.06%	URC Universal Robina Corp. P120.00 -P1.30 -1.07%	WLCON Wilcon Depot, Inc. P29.25 +P1.35 +4.84%

Meralco net income jumps as energy sales rebound

MANILA Electric Co. (Meralco) posted a 9.5% increase in core net income in the fourth quarter last year to P6.55 billion as energy sales volume surged, the country's largest electricity seller said on Monday.

In a media briefing, Meralco Chief Finance Officer Betty C. Siy-Yap said the quarterly sales improvement was "due to increased mobility and easing of restrictions."

For full-year 2021, the electric utility reported a consolidated core net income of P24.61 billion, 13.4% higher than the earlier year as energy sales volume returned to near pre-pandemic levels. It

also cited the contribution from its power generation business.

Reported income climbed 44% to P23.5 billion in 2021 from P16.32 billion previously with the exclusion of exceptional charges from the impairment recognized in 2020 on its investment in Singapore-based PacificLight Power Pte. Ltd.

In a statement released after the briefing, Meralco Chairman Manuel V. Pangilinan said: "Our excellent operational and financial performance in 2021 reflects Meralco's continuing efforts to invest in customer-centric innovations and in our digital transformation journey to deliver quality and

reliable service to our more than seven million customers, in the midst of a continuing pandemic."

Meralco's consolidated revenues jumped by 16% to P318.5 billion last year from P275.3 billion in 2020 as electricity sales rose 15% to P309.3 billion from P267.9 billion.

"We would also like to highlight that this has the inclusion of revenues from Global Business Power Corp. (GBP), which began consolidation in April 2021," Ms. Siy-Yap said during the briefing.

Meralco unit Meralco PowerGen Corp. took full ownership over GBP in January 2021.

The power giant said energy sales volume went up by 6% to 46,073 gigawatt-hour (GWh), which it attributed to "sustained residential consumption, ramp-up in commercial volumes amid more relaxed quarantine restrictions, and strong industrial rebound within the franchise areas."

It said energy sales volumes from Meralco and its unit Clark Electric Distribution Corp. increased by 6% and 10%, respectively.

In terms of the sales mix, residential sales accounted for 37%, while commercial and industrial sales accounted for 33% and 30%, respectively, Meralco said.

The continued work-from-home setup and remote learning have driven residential sales volume to grow 3% to 16,913 GWh from 16,488 GWh year on year.

The easing of community quarantine restrictions especially in the months nearing December and the ramped-up government vaccinations boosted commercial sales volume by 3% to 15,234 GWh from 14,766 GWh.

Meanwhile, Meralco said the industrial sales volumes returned to near pre-pandemic level, registering the biggest increase of 13% to 13,782 GWh from 12,176

GWh, backed by the strong performance of the semiconductor industry.

The company's customer count also widened by 4% to 7.4 million by end-2021 from 7.1 million in 2020 as energization of new customers for both ordinary service and project-covered applications hit an all-time high, exceeding 2019 and 2020 levels, it said. — **Marielle C. Lucenio**

FULL STORY

Read the full story by scanning the QR code with your smartphone or by typing the link <<https://bit.ly/3tiY49q>>

HUAWEI TECHNOLOGIES PHILS. INC
53rd Floor PBOM TOWER AYALA AVE. COR. V.A. RUFINO ST., SALCEDO VILLAGE, MAKATI CITY
Email: ph_recruitment@huawei.com

PRODUCT MANAGER FIXED BROADBAND NETWORK SALES AND DELIVERY

Job Description:

- Responsible for the company's value construction in the fixed network technology field
- Accelerate the construction and application development of F5G and cloud network
- In charge in Chinese solutions, such as All-Optical City Solution, are sustainable for the Philippine environment
- Coordinate with trained personnel to share solutions with local business organization
- Build local ICT benchmarks, such as all-optical cities, enterprise private lines and smart cloud network, and introduce more construction resources from overseas to local cities

Qualifications:

- With at least 2 years work experience in Broadband Network Sales and delivery
- Must have a Bachelor's Degree in Communication Engineering
- Highly proficient in Chinese and English language
- Has the maintenance skills of Optical transmission products
- Must be proficient in using various Microsoft Office software
- Knowledgeable in problem handling and problem tracking process during the delivery of fixed network devices

WIRELESS SPECIALIST FOR CARRIER NETWORK WIRELESS EXPANSION 2022 PROJECT

Job Description:

- Monitor that the resource plan is in line with the implementation plan
- Responsible in reporting the project progress, issues, and risks to the HQ on a weekly basis
- Ensure information and network security in accordance with HQ policies and customer requirements
- Develop business operation processes based on project requirements and strictly implement them
- Communicate closely with the management team and integration team to ensure project objectives and each milestone

Qualifications:

- With at least 3 years work experience in Wireless Carrier Network
- Must have a Bachelor Degree in Communication Engineering
- Expertise in installation and commission of wireless devices, operating system, antivirus and security hardening
- Have experience and deep understanding of wireless products and peripheral products
- Highly proficient in Chinese and English language

AREIT earns P2.4 billion amid stable operations

AYALA LAND, Inc.'s (ALI) real estate investment trust (REIT) unit AREIT, Inc. booked a P2.43-billion net income in 2021, the company said in a statement on Monday.

The full-year income already takes into account the P165-million net fair value change in its investment properties. Excluding that change in investment properties, net income would amount to P2.27 billion.

The Ayala-led REIT firm also said it saw stable operations in 2021, resulting in a 98% occupancy rate and a 98% rental collection rate.

AREIT generated a 63% revenue growth to P3.32 billion in 2021, while its earnings before interest, taxes, depreciation and amortization (EBITDA) went up 55% to P2.4 billion.

AREIT ended the year with a total gross leasable area (GLA) of 549,000 square meters

(sq.m.) and assets under management (AUM) worth P53 billion. It is targeting to grow its AUM to reach P60 billion by this year.

The company aims to expand its asset portfolio at around 100,000 sq.m. of GLA in 2023 and 2024, which would increase its AUM by P10-15 billion.

"The company maintains its thrust to grow and diversify its asset portfolio by sector, location, and income contribution and achieve a total shareholder return range of 10-12%," AREIT said.

The company bought Pasig City-based The 30th in 2021, adding 75,000 sq.m. to its GLA on top of a 98,000 sq.m.-property in Laguna Technopark, which is currently leased by Integrated Micro-Electronics, Inc.

AREIT also put into place a property-for-share deal with its sponsor ALI and subsidiaries last year, allowing AREIT to add the Vertis

North Office Towers and mall, Ayala Life FGU office condo units, One and Two Evotech BPO buildings, and Ayala Northpoint BPO Buildings.

In a separate disclosure to the exchange on Monday, ALI's board of directors approved a plan to raise up to P45 billion in debt capital.

ALI said the proceeds will be used to refinance maturing debt and to partially fund general corporate requirements. Funds will be raised via issuing retail bonds and/or corporate notes to be listed on the Philippine Dealing and Exchange Corp. and/or through the execution of bilateral term loans.

AREIT shares at the stock exchange climbed 0.61% or 30 centavos to close at P49.30 apiece on Monday, while ALI stocks went up 4.84% or P1.80 to finish at P39 each. — **Keren Concepcion G. Valmonte**

SM PRIME AND DOST HOLD THE SUSTAINABILITY AND RESILIENCE EXHIBIT. Sharing honors in the ribbon-cutting were (L-R) Mr. Glenn Ang, SVP of SM Prime Holdings, Inc.; Mr. Steven Tan, President of SM Supermalls; Dr. Renato Solidum, Jr., Undersecretary of the Department of Science and Technology and OIC of PHIVOLCS; Mr. Jeffrey Lim, President of SM Prime Holdings, Inc;

and Dir. Jose Patalinjug III, Regional Director of DOST-NCR during the launch of the multi-mall exhibit on Sustainability and Resilience initiatives of SM Prime and its Affiliates of Science and Technology. The exhibit were launched simultaneously in SM City Baguio, SM City Bacolod and SM City Davao and it will be open to the public until March 20, 2022.

exhibit on Sustainability and Resilience initiatives of SM Prime Holdings Inc, and DOST held last February 24 at SM Mall of Asia. The exhibit has launched simultaneously in SM City Baguio, SM City Bacolod and SM City Davao and it will be open to the public until March 20, 2022.

SM PRIME AND DOST HOLD THE SUSTAINABILITY AND RESILIENCE EXHIBIT. SM Supermalls President Mr. Steven Tan tours Department of Science and Technology Undersecretary and PHIVOLCS OIC Dr. Renato Solidum, Jr. around the exhibit panels featured during the launch of the multi-mall

JOB HIRING

10 Mandarin Claim Arbitration Supervisor
20 Mandarin Customer Service Representative
10 Mandarin Finance Manager
10 Mandarin Sales and Marketing Specialist
10 Mandarin Key Account Supervisor

Qualification & Experience:

- Bachelor's degree in business management or related field
- Five or more years of management experience
- The ability to communicate, lead a team and solve problems

J&T EXPRESS

JOB OPENING

Company Name and Address: GLAXOSMITHKLINE PHILIPPINES, INC. 23rd floor, The Finance Centre, 26th Street corner 9th Avenue, Bonifacio Global City, Taguig City, 1634 Philippines
Contact details of company: Michelle Torralba michelle.b.torralba@gsk.com +632 88920761

Available Job Vacancy: 1
Position: Business Unit Head
Job Description:

- Achieve and drive to exceed the business unit targets and goals
- Direct and drive the commercial strategies and deliver optimal sales and growth for strategic products
- Lead, coach and develop the sales and marketing teams to create a strong, positive, and success-oriented culture
- Create a strong leadership infrastructure and ensure the implementation of effective people management practices
- Attract, recruit and retain high-calibre candidates.
- Develop and drive excellent launch plans and ensure best in class vaccine launches in the country
- Work with external government and internal stakeholders collaboratively to develop sustainable partnership for the vaccines business including Legal, CGA, RA, Medical, Commex etc.
- Build capabilities in Market access, government affairs and develop a strategic tender market road map for PH
- Provide effective management and leadership of direct reports including coaching, development, performance reviews and career development discussions
- Ensure appropriate allocation & utilization of budget/resources to ensure budget efficiency, in line with company policy.
- Meet the high need for cross-functional influence and collaboration internally across divisions to deliver results
- Collaborate with Commercial Excellence and Medical to define effective channel mix for products

Qualifications:

- Bachelor's degree
- 10 years of experience in sales and marketing including leadership of large field forces
- Experience with turnaround challenges and performance delivery
- Brand Management experience including product launch

Telco DITO pilots 5G fixed wireless broadband in Metro Manila villages

DITO Telecommunity Corp. announced on Monday that it has started the rollout of its fifth-generation (5G) home Wi-Fi offering.

The company is piloting its 5G home Wi-Fi service in 146 villages in Metro Manila.

"Barangays in the City of Manila, Caloocan, and Quezon City will be the first to experience up to 500Mbps (megabits per second) of download speed through the DITO 5G Home Wi-Fi Starter Kit," the company said in an e-mailed statement.

DITO priced its Starter Kit at P12,990. The package includes the 5G modem with a subscriber identity module (SIM) card.

The company is spending over P50 billion on its network expansion this year, as it aims to cover 70% of the country's population.

"As of the start of February, DITO has hit 50% of its 2022 goal of 12 million total subscribers," it said in a recent statement.

"In regard the upcoming third Independent audit of DITO's government commitments in terms of speed and population coverage in July, our network rollout remains on track to reach the 70% coverage and 55Mbps average download speed," the company added.

DITO Telecommunity's parent company, DITO CME Holdings Corp., recently postponed its P8-billion stock rights offering (SRO).

The listed company cited "less than ideal market conditions" as the Philippine financial markets opened the year on "a negative note," following the surge in coronavirus disease 2019 (COVID-19) infections due to the Omicron variant and the hawkish stances of the US Federal Reserve.

Proceeds of the SRO were supposed to be used to invest in the expansion of its telecommunications services under DITO Telecommunity. To finance the move, DITO CME said it had secured commitments worth \$4 billion in long-term debt under a project finance arrangement with foreign lenders. — **Arjay L. Balinbin**