

Philippine Stock Exchange index (PSEi)

6,437.42

▼ 111.35 PTS.

▼ 1.70%

MONDAY, SEPTEMBER 19, 2022

BusinessWorld

PSEI MEMBER STOCKS

AC Ayala Corp. P703.00 -P28.50 -3.90%	ACEN ACEN Corp. P6.70 -P0.20 -2.90%	AEV Aboitiz Equity Ventures, Inc. P57.25 +P0.40 +0.70%	AGI Alliance Global Group, Inc. P9.33 -P0.09 -0.96%	ALI Ayala Land, Inc. P28.00 -P0.55 -1.93%	AP Aboitiz Power Corp. P32.05 +P0.45 +1.42%	BDO BDO Unibank, Inc. P120.50 +P0.10 +0.08%	BPI Bank of the Philippine Islands P96.00 -P1.00 -1.03%	CNVRG Converge ICT Solutions, Inc. P16.86 -P0.44 -2.54%	EMI Emperador, Inc. P20.30 +P0.40 +2.01%
GLO Globe Telecom, Inc. P2,140.00 +P22.00 +1.04%	GTCAP GT Capital Holdings, Inc. P495.00 -P12.00 -2.37%	ICT International Container Terminal Services, Inc. P182.00 ---	JFC Jollibee Foods Corp. P242.00 -P8.00 -3.20%	JGS JG Summit Holdings, Inc. P48.00 -P1.05 -2.14%	LTG LT Group, Inc. P8.96 +P0.02 +0.22%	MBT Metropolitan Bank & Trust Co. P52.90 -P0.70 -1.31%	MEG Megaworld Corp. P2.30 +P0.02 +0.88%	MER Manila Electric Co. P303.20 -P6.80 -2.19%	MONDE Monde Nissin Corp. P14.00 +P0.14 +1.01%
MPI Metro Pacific Investments Corp. P3.72 -P0.01 -0.27%	PGOLD Puregold Price Club, Inc. P31.35 ---	RLC Robinsons Land Corp. P17.70 -P0.40 -2.21%	SCC Semirara Mining and Power Corp. P40.95 -P0.10 -0.24%	SM SM Investments Corp. P835.00 -P36.00 -4.13%	SMC San Miguel Corp. P98.45 +P3.45 +3.63%	SMPH SM Prime Holdings, Inc. P35.20 -P0.55 -1.54%	TEL PLDT, Inc. P1,660.00 -P90.00 -5.14%	URC Universal Robina Corp. P119.30 -P2.50 -2.05%	WLCON Wilcon Depot, Inc. P30.00 +P0.45 +1.52%

Foreign asset managers acquire stocks in AbaCore



JOB OPENING

Company Name: John Clements Consultants, Inc.
Address: 14/F LKG Tower, 6801 Ayala Ave. Bel-Air, Makati City 1209

Contact details of the Company: Marilou D. Antonio
marilou.antonio@johncllements.com

Job Position: Business Development Consultant
Available Job Vacancy: 1

- Job Description:**
- Lead the business development for Japanese companies in the Philippines.
 - Recommend strategies and actions that will enable the company to capture the Japanese companies in the Philippines in developing new business and contingency business.
 - Responsible in achieving the regular and contingency billings of the division.
 - Manage and motivate people to improve work process to enable them to achieve the division's goals, strategies, tactics, and profitability.
 - Prepare the monthly quarterly and year-end closing reports.

Basic Qualifications for the Position:

- Must have a bachelor's degree in business administration.
- Has expertise in business development process for Japanese companies, evaluation requirement and policies, etc.
- Experience in business contingency such as billings, tactics and profitability of the company.
- Highly proficient in English and Japanese language.

Monthly Salary Range: PHP 80,000 – PHP 110,000

JOB OPENING

Name of Company: TRIP.COM (PHILIPPINES) INC.

Place of Assignment:
9th and 10th Floors, Ten West Campus Building,
Mckinley West, Fort Bonifacio, Taguig City

Position: Customer Advisor (Contact Center Operations)
Quantity of Workers Needed: 1

Brief Description of Functions

- Assist customers with their inquiries and concerns in English and Chinese via phone, chat, or e-mail
- Communicate effectively with customers, showing empathy and patience
- Work as part of a high-performing team, supporting and helping colleagues and Team Lead, as required
- Advocate the Trip.com culture both internally and externally
- Assist with ad hoc projects, as assigned

Brief Description of Qualifications

- Good verbal and written English communication skills and **Chinese language proficiency is a MUST (B2)**
- At least 1-year experience in customer care center; travel industry experience, preferred
- Has passion for helping and supporting others and gains sense of fulfillment from saving someone's day
- Able to work in shifts (morning, day, afternoon, and night), as well as during weekends and public holidays
- Good computer skills and knowledge of MS Office tools
- Positive and forward-thinking attitude; diligent and results-oriented

Interested applicants may send their resume to:
recruitmentph@trip.com

ABACORE Capital Holdings, Inc. on Monday announced that New-York based brokerage firm and investment bank Auerbach Grayson & Co. placed a block of stock in the listed holding firm with major foreign institutional asset managers.

In a media release, a representative of AbaCore said the investment was made due to several factors such as its "robust expansion plans that will increase the company's bottom line and boost shareholders' return on their investments."

It also noted that AbaCore's stock has more room for growth due to its price being "undervalued" relative to its book value.

AbaCore did not disclose the amount or details of the transaction. It also did not identify the seller's identity except to say that the asset managers are based in North America and Europe.

The firm tapped WeCap, Inc., a boutique advisory firm based in Manila, to represent the sellers in the deal.

"We are pleased to work with Auerbach Grayson in this transaction. WeCap is grateful for the opportunity to advise clients in directing their investments towards companies that have successfully demonstrated long-term growth potential," WeCap Chief Executive Job M. Ambrosio said in the press release.

In quoted David Grayson, chief executive of Auerbach Grayson, as saying: "We have been doing business in the Philippines market for almost 30 years and despite world events, we continue to see interest and opportunity in the Philippines as its economy continues to grow. We are uniquely positioned to work with WeCap as our firm knows the

market well and we specialize in dealing in non-US companies."

Earlier this year, AbaCore said that it was pursuing ventures with business partners across multiple sectors.

The company had signed a coal exploration agreement with Oriental Vision Mining Philippines, Inc. (ORVI). Under the agreement, ORVI will conduct exploration work on three coal blocks from AbaCore in Surigao del Sur.

The company is also developing an energy hub that covers 103 hectares in Batangas. It also sold land to a subsidiary of A. Brown Co., Inc. for the development of a liquefied natural gas facility.

AbaCore has businesses involved in coal and gold mining, financial services, leasing of gaming equipment, and real estate.

The release described Auerbach Grayson as building its global network "by establishing partnerships with local and regional brokers and banks in emerging, frontier and developed markets worldwide, with analysts in every region."

It also said the firm provides US institutional investors with trade execution and in-depth local equity research from its local partners.

In the first half of the year, AbaCore incurred an attributable net loss of P10.84 million, reversing a net income of P86.82 million in the same period last year.

At the stock exchange on Monday, AbaCore shares declined by 2.16% or P0.05 to close at P2.26 apiece. — **Luisa Maria Jacinta C. Jocsan**

Phinma unit Philcement takes out P1-B loan for expansion

A SUBSIDIARY of Phinma Corp. availed of a P1-billion term loan for the expansion of its cement facility to be taken from the proceeds of the parent company's bond issuance.

Philcement Corp., a 60%-owned unit of Phinma, availed of the loan on Sept. 16 for 1.5 years at the current market rate, the listed firm said in a disclosure to the stock exchange on Monday.

Phinma said that its board of directors approved the loan as part of a plan to support the growth of its strategic business units, which include investment holdings, property development, construction materials, educational services, and business process outsourcing.

The loan proceeds will be used by Philcement to fund the expansion and improvement of its facility in Mariveles, Bataan.

"This is aligned with [Philcement's] promise to assure Filipino consumers with reliable, high-quality supply of cement products under its legacy brand, Union Cement," the company said.

On May 6, 2021, Phinma filed with the Securities and Exchange Commission the registration statement of its proposed offering of P2-billion fixed rate bonds due 2024.

It had an oversubscription option of up to P1 billion and had an offer price of 100% of face value, as stated in the company's information statement.

The company was issued the certificate of permit to offer securities for sale on Aug. 10, 2021. The bonds' interest rate was set at 3.53%.

Philcement is one of the companies under Phinma's construction materials group along with Union Galvasteel Corp. and Phinma Solar Corp.

In the first half, the construction material group posted a 13% increase in consolidated revenues to P7.07 billion.

However, the group's net income declined 19.7% to P443.28 million from P551.89 million last year, which the company attributed to higher costs amid global supply chain issues.

Phinma's topline jumped by 10.1% to P8.63 billion in the first semester from P7.84 billion in the same period a year ago.

Meanwhile, its attributable net income declined by 7.4% in the first half to P406.83 million from P439.34 million in the same period last year.

On Monday, shares in Phinma closed higher by 25 centavos or 1.22% to P20.75 apiece. — **Justine Irish D. Tabile**

Accenture opens facility for its Japanese clients

ACCENTURE Philippines has recently opened a new facility for its Japanese clients as part of expanding the company's services offering amid surging market demand.

In a statement on Monday, the firm said the facility called "Japan Zone" features cloud-first solutions, artificial intelligence and blockchain, intelligent platforms, and systems and operations expertise in finance and accounting, talent and human resources, and customer services.

"The initiative aims to bolster the company's integrated business services offering and reaffirm its commitment to develop and upskill talent as well as provide diverse, high-value work and career growth opportunities in the country's Information Technology and Business Process Management (IT-BPM) sector," Accenture Philippines said.

According to Accenture Philippines, the solutions help enable Japanese clients to optimize costs and maximize their efficiencies to boost growth and expansion.

"Building our capabilities to address specific demands of our Japan client portfolio supports our vision to provide integrated business services and solutions offering from the Philippines. Backed by our strong technology and operations expertise and deep, cross-industry experience," Accenture Philippines Country Managing Director Lito T. Tayag said.

"Accenture in the Philippines is in a unique position to address complex problems of businesses today. As we bolster the services we provide to our clients in Japan and around the world, we are also able to create diverse roles and rewarding career opportunities for our exceptional pool of talent in the Philippine IT-BPM industry," he added. — **Revin Mikhael D. Ochove**

CLI's Calle 104 brings P13.5-B reservation sales

VISAYAS-MINDANAO property developer Cebu Landmasters, Inc. (CLI) has recorded more than P13.5 billion in reservation sales after selling out an upscale residential project in Cebu City.

"The sales velocity of the project shows that there is a growing demand for upscale residential developments coinciding with the economic recovery and progress of Cebu City," CLI Chief Executive Officer Jose R. Soberano III said in a press release on Monday.

The P2.4-billion Calle 104, the company's eighth launch in the region this year, was sold out within three days, the firm said.

"Majority of its buyers are medical professionals, particularly doctors, who choose Calle 104 as their investment of choice," it added.

Mr. Soberano said "prominent families in Cebu" are the target market for the mixed-use project.

"Its outstanding performance is also attributed to its strategic location, which is very close to major hospitals in Cebu City," he said.

Calle 104 is a joint venture project of CLI and Borromeo Brothers Estate, Inc. under Cebu BL-Ramos Ventures, Inc. It is located in Cebu City's Ramos and Ranudo streets.

"Its name refers to the number of an iconic home, the Garcia-Escaño

Mansion on Ranudo Street, adjoining another property on perpendicular Ramos Street," CLI said.

The 5,530-square meter (sq.m.) property has two towers: Ramos Tower has 20 floors while Ranudo Tower has 18 floors.

Aimed at young professionals, Ramos Tower has 325 studio and one-bedroom units, while Ranudo Tower has 192 studios and three-bedroom penthouse units.

Prices of the units range from P3.5 million to P23.7 million. The old Garcia-Escaño landmark was restored to make way for the development.

Among the amenities are swimming pools, function rooms, a jogging path, and a gym.

Calle 104, which is expected to be completed by the fourth quarter of 2026, is projected to bring P3 billion in gross revenues.

Its two towers will be connected by a retail podium, which will have a 5,000-sq.m. gross floor area open to restaurants, clothing, and shops for essentials.

The project will also host a 2,300-sq.m. supermarket in its basements "for the convenience of residents."

On Monday, shares in CLI lost three centavos or 1.22% to finish at P2.42 apiece. — **Justine Irish D. Tabile**



BIG BUSINESSMEN MENTOR MSMEs AT 3MOW. Big names in business lent their support to the country's micro, small and medium enterprises at Go Negosyo's popular on-ground mentoring event 3M on Wheels held last September 17, 2022 at the Alabang Town Center in Muntinlupa City. "The successful turnout today of these big-brother companies and businessmen is the very essence of our Kapatid Angat Lahat program, where big business helps the small so that eventually they, too, can help other aspiring entrepreneurs," said Go Negosyo founder Joey Concepcion. "Access to all these three elements, the three M's— money, markets and mentoring — are essential in growing small businesses. More people with meaningful employment will redound to more economic activity, which will benefit even the large corporations," he said.

The principle of big business coming to the aid of MSMEs are embodied in Go Negosyo's Kapatid Angat Lahat initiative, which aims to integrate MSMEs into the value chain of medium and large corporations. 3M on Wheels remains a free nationwide mentorship program by the Philippine Center for Entrepreneurship.

Petron offers 170-gram LPG refillable cylinders in Cebu

PETRON Corp. has started offering a 170-gram liquefied petroleum gas (LPG) refillable small cylinder in Cebu, the oil company announced on Monday.

"Our new Fiesta Gas 170-gram in refillable cylinders allows the vast majority of Filipino consumers to get their hands on a quality yet affordable LPG product from a brand they can trust," said Virgilio V. Centeno, vice-president for industrial sales of Petron, in a press release.

Petron said that its small LPG cylinder is in line with the government's efforts to discourage the use of illegally refilled butane canisters.

Mr. Centeno said Petron is aiming to expand its efforts in the

Visayas and Mindanao, which have reported cases of single-use butane canisters illegally refilled with LPG.

"The Department of Energy (DoE) strongly advises against this kind of product which is prone to leaks and can trigger accidental combustion, potentially harming users. Cebu, in particular, has recorded an alarming number of fire incidents resulting from the backyard or illegal refilling of butane canisters," the listed company said. — **Ashley Erika O. Jose**

FULL STORY

Read the full story by scanning the QR code with your smartphone or by typing the link <<https://bit.ly/3SwJc03>>

