

Philippine Stock Exchange index (PSEi)

6,881.26 ▼ 55.35 PTS. ▼ 0.79%

TUESDAY, FEBRUARY 7, 2023
BusinessWorld

PSEi MEMBER STOCKS

AC Ayala Corp. P710.00 -P5.00 -0.70%	ACEN ACEN Corp. P7.32 -P0.18 -2.40%	AEV Abolitiz Equity Ventures, Inc. P58.20 +P1.10 +1.93%	AGI Alliance Global Group, Inc. P12.96 +P0.02 +0.15%	ALI Ayala Land, Inc. P29.05 -P0.25 -0.85%	AP Abolitiz Power Corp. P37.80 +P0.30 +0.80%	BDO BDO Unibank, Inc. P124.00 -P1.00 -0.80%	BPI Bank of the Philippine Islands P106.90 -P1.10 -1.02%	CNVRG Converge ICT Solutions, Inc. P17.60 -P0.40 -2.22%	DMC DMCI Holdings, Inc. P11.72 —
EMI Emperador, Inc. P20.85 +P0.30 +1.46%	GLO Globe Telecom, Inc. P2,114.00 -P36.00 -1.67%	GTCAP GT Capital Holdings, Inc. P515.00 -P2.00 -0.39%	ICT International Container Terminal Services, Inc. P206.60 -P3.40 -1.62%	JFC Jollibee Foods Corp. P238.00 -P7.00 -2.86%	JGS JG Summit Holdings, Inc. P53.90 -P1.10 -2.00%	LTG LT Group, Inc. P10.26 -P0.02 -0.19%	MBT Metropolitan Bank & Trust Co. P58.70 -P0.80 -1.34%	MER Manila Electric Co. P297.00 +P0.20 +0.07%	MONDE Monde Nissin Corp. P12.32 -P0.54 -4.20%
MPI Metro Pacific Investments Corp. P4.15 +P0.12 +2.98%	PGOLD Puregold Price Club, Inc. P33.50 +P0.10 +0.30%	SCC Semirara Mining and Power Corp. P30.25 —	SM SM Investments Corp. P915.00 +P5.00 +0.55%	SMC San Miguel Corp. P114.60 -P1.80 -1.55%	SMPH SM Prime Holdings, Inc. P37.50 -P0.50 -1.32%	TEL PLDT, Inc. P1,410.00 -P43.00 -2.96%	UBP Union Bank of the Philippines P90.10 -P2.25 -2.44%	URC Universal Robina Corp. P148.00 —	WLCON Wilcon Depot, Inc. P32.60 -P0.35 -1.06%

Cebu Landmasters reservation sales up 14% to P19B

CEBU Landmasters, Inc. (CLI) posted a 13.6% increase in higher reservation sales last year to P18.8 billion, with mid-market residential projects driving sales, the Visayas-Mindanao property developer said on Tuesday.

In a disclosure to the stock market, the company said sales in its mid-market residential projects surged by 95% to P8.83 billion, accounting for 47% of the total reservation sales last year.

“Our numbers tell us that CLI made the most of the post-pandemic growth surge and we are very grate-

ful. The new residential units that we launched were immediately absorbed by the market as shown by our record high sales velocity,” said Chief Operating Officer Jose Franco B. Soberano.

Up to 73% of the booked “record-high” reservation sales came from newly launched development. The rest came from demand for ongoing projects.

Mr. Soberano said that several of the new projects of the company were sold out in a matter of days.

CLI’s Calle 104 in Cebu City was fully taken up in three days, while its East Village project in Davao Global

Township was sold out in four days. Casa Mira Towers Palawan was sold out in less than a week.

In 2022, the company launched around 5,000 units in its 16 projects worth P28.4 billion, 74% of which were sold by the end of the year.

Its ongoing projects booked an overall take-up rate of 91%, while 97% of its completed projects have been fully taken up.

The company said it is planning to launch 17 more residential projects as part of its plan of expanding to more areas in the Visayas and Mindanao region.

“We foresee an even more productive 2023 as we bring our residential brands to more and new areas in the VisMin region. We are also further expanding our portfolio by opening more hotels, launching more mixed-use and townships, and by introducing new product lines,” Mr. Soberano said.

Since the company’s initial public offering year in 2017, cumulative reservation sales have reached almost P80 billion, CLI said.

On Tuesday, shares in the company rose 1.93% to finish at P2.64 apiece. — **Justine Irish D. Tabile**



AN architect’s perspective of an aerial shot of Casa Mira Towers Palawan.

SM Retail taps global firm for order management system

SM RETAIL, Inc. said on Tuesday that it had tapped global software company Fluent Commerce for a distributed order management system.

“As one of the largest retailers in the Philippines, ensuring the best customer experience in each one of our stores is paramount,” Camila Lopez Lala-an, senior associate vice-president of SM Retail’s ShopSM, said in a media release.

SM Retail said Fluent Commerce’s system will manage orders, inventory

and fulfillment for both in-store and online to make customers’ shopping experience more seamless.

The order management system will also include the “Click & Collect” and home delivery features. The Click & Collect option allows customers to pick up online purchases at selected SM store branches.

Ms. Lopez Lala-an said Fluent Commerce’s order management, which is implemented in partnership with

Merkle, an international customer experience management company, will bring flexibility and options to customers on how they would choose to shop.

“By implementing Fluent Order Management, we are giving our customers the flexibility to choose how they want to shop, at a time that suits them,” Ms. Lopez Lala-an added.

In 2020, SM Retail also started using a hybrid shopping platform called “Call

to Deliver,” which allows customers to shop at any SM store branch with the help of a personal shopper.

“Multi-brand inventory is complex, but ultimately, it will provide SM Retail with much more control over their stock and the most efficient way to get that stock into the hands of its customers,” said Pranatharathi Haran, managing director of Fluent Commerce for Asia-Pacific. — **Ashley Erika O. Jose**

GMA Network reaches 78 million local viewership, widens reach to 95 stations

GMA Network, Inc. said its combined people net reach reached 96% or 78 million viewers in 2022 based on Nielsen TV Audience Measurement data.

The media giant’s channels: GMA, GTV, I Heart Movies, Heart of Asia, and Hallypop were said to register a combined people audience share of 59.5%.

GMA, the network’s main channel, reached 42.7% people audience share in 2022, while its second free-to-air channel, GTV, logged a 10.5% share.

The network said it secured 28 spots in the top 30 programs during the period, with GMA sweeping the top 12 spots.

Its series, *Lolong*, took the first spot, followed by *24 Oras*, *Kapuso Mo*, *Jessica Soho*, *First Lady*, *Maria Clara at Ibarra*, *Running Man PH*, *Happy ToGetHer*, *Bolera*, *The World Between Us*, *I Left My Heart in Sorsogon*, *Maggakailanman*, and *Jose & Maria’s Bonggang Villa*.

The network also said that it has widened its reach to a total of 95 TV stations nationwide, including its new Ilocos Norte station.

GMA’s flagship AM and FM radio stations, Super Radyo DZBB and Barangay LS 97.1, recorded an audience share of 37.4% and 38.5%, respectively. This translates to 1.4 million listeners for DZBB and 6.6 million listeners for the FM station.

The network was also able to strengthen its viewership in cities outside Metro Manila, with a 99% audience share in Metro Dagupan, 93% in Metro Cebu, and 96% in Metro Davao.

GMA said it will be bringing new primetime shows this year namely: *Voltes V: Legacy*, *Mga Lihim ni Urduja*, *Luv Is: Caught In His Arms*, *Hearts on Ice*, *Lady Boxer*, *Royal Blood*, and *Love, Die, Repeat*.

On the stock market on Tuesday, shares in GMA climbed by six centavos or 0.48% to P12.46 apiece. — **Justine Irish D. Tabile**

Prime Infra spends over P134M on sustainability

RAZON-Led Prime Infrastructure Capital, Inc. (Prime Infra) said on Tuesday that it had spent about P134.5 million on various access to clean water and sanitation projects for marginalized communities.

“Across our businesses in the water, energy and waste management sectors, we are driven by our commitment to build better lives and resilient economies—whether in the development of critical infrastructure or through the social projects we implement with our partner communities,” Prime Infra President and Chief Executive Officer Guillaume Lucci, said in a media release.

Manila Water Co., Inc. also led by Enrique K. Razon, Jr., through Manila Water Foundation, said that it had spent over P100 million for access to clean water, sanitation and hygiene facilities in marginalized communities and public institutions.

In 2022, Manila Water Foundation said it served over 2.54 million beneficiaries in 117 locations.

Prime Infra also said that its programs and initiatives focusing

on socio-cultural preservation, capacity building, and health and disaster resilience are distributed with its units, WawaJVCo Inc., Ahunan Power Inc.; and Prime Integrated Waste Solutions Inc. (PWS).

Prime Infra has interests in developing assets related to energy, water and waste management and infrastructure.

“Our goal is to continue to work in partnership with our project’s host local governments and communities as they lead and ultimately deliver the much-needed socio-economic benefits that will uplift their lives,” Mr. Lucci said.

Prime Infra added that its waste solutions company, PWS, continues to conduct its information drive to educate the public on waste management.

Last month, PWS announced that it had fully acquired ARN Central Waste Management, Inc., a Cebu-based waste management company that offers treatment services and air purification. — **Ashley Erika O. Jose**

Spectrum to power Aficionado, Takoyatea

MSPECTRUM, Inc. (Spectrum) is set to energize perfume label Aficionado and Japanese food house Takoyatea with solar power, the renewable energy company said on Tuesday.

In a statement, Spectrum said it would install solar rooftop photovoltaic (PV) systems with a combined capacity of 89.82-kilowatt-peak (kWp) in Aficionado’s manufacturing plant and warehouse in Meycauayan, Bulacan, and its main office in Manila, as well as Takoyatea’s commissary, which is in Manila.

Last year, Spectrum installed a 12.74-kWp solar project for the Takoyatea commissary. The renewable energy company said that the installation of the solar rooftop project generated savings of P99,000 and cut the commissary’s carbon emissions by six tons from June 2022 to January 2023.

The solar rooftop project is expected to help the two brands save about P951,000 yearly and help its carbon footprint reduction by 87.34 tons, which translates to planting about 4,020 trees or reducing 348,000 in car travel, according to Manila Electric Co. (Meralco)

Spectrum, a wholly owned subsidiary of Meralco, provides tailor-fit solutions for industrial, commercial, and residential customers through an in-depth understanding of energy consumption behavior. It is backed by Meralco’s energy expertise and proven safety track record.

“Apart from being empowered to achieve sustainability and financial goals, our partners are also assured of good

quality and reliable service. Through our end-to-end solar solutions, Aficionado and Takoyatea are certain to get the necessary support they will need from Spectrum as they continue to move forward towards becoming sustainable business,” Spectrum President and Chief Executive Officer Ferdinand O. Geluz said.

In a separate statement, Meralco said it received recognition from the Professional Regulation Commission (PRC) for being compliant with Republic Act No. 7920 or the New Electrical Engineering Law.

Meralco said the recognition gives the assurance that its facilities and buildings are “fully maintained by an adequate number of highly qualified professional and registered electrical engineers, and registered master electricians for safe operations.”

“Meralco’s commitment to safety as an integral part of its operations is highlighted with its full compliance to the Electrical Engineering Law. We hope that this serves as an inspiration to other distribution utilities to follow suit,” PRC Chairman for Professional Regulatory Board of Electrical Engineering Francis V. Mapile said in a media release.

Meralco’s controlling stakeholder, Beacon Electric Asset Holdings, Inc., is partly owned by PLDT Inc. Hastings Holdings, Inc., a unit of PLDT Beneficial Trust Fund subsidiary MediaQuest Holdings, Inc., has an interest in *BusinessWorld* through the Philippine Star Group, which it controls. — **Ashley Erika O. Jose**

Nespresso taps Mober in decarbonizing on-ground delivery via EVs

PHILIPPINE tech-logistics startup Mober has partnered with Nespresso in the Swiss coffee brand’s sustainability efforts such as switching to a delivery fleet that uses electric vehicles (EVs).

In a statement on Tuesday, Mober said the partnership with Nespresso aims to decarbonize on-ground delivery by shifting to EVs. Mober started delivering Nespresso products from the latter’s warehouse to stores across Metro Manila in December last year.

“We aim to catalyze a transition to zero-emissions mid and last-mile delivery in the Philippines. By switching to EVs, Nespresso is set to eliminate hundreds of tons of carbon dioxide (CO2) emissions yearly, and this is just the beginning for us,” Mober Founder and Chief Executive Officer Dennis Ng said.

Mr. Ng said that shifting to EVs allows the company to operate more efficiently while also contributing to carbon footprint reduction efforts.

“Monitoring the CO2 offset for our EV fleet can serve as a conscious reminder for businesses looking to go green to reflect on using EVs soonest. This will also help us save the data for future use and reach our net-zero goal target,” Mr. Ng said.

According to Mober, it currently has a fleet of 20 EVs and e-trucks, serving clients such as IKEA for last-mile delivery, Nespresso for warehouse-to-store delivery, and SM Appliance Center for same-day delivery.

“Mober’s electric vans can travel up to 230 kilometers, while the range of its electric trucks is 280 kilometers, offering flexibility to meet their clients’ wide logistical needs. EVs run on fast-charging lithium-ion batteries and emit zero carbon dioxide compared to internal combustion engine (ICE) vehicles,” Mober said.

“Moreover, EVs require less maintenance and have lower operating costs, which can help save money in the long run. Companies can book and partner with Mober instead of buying their own

EVs to decarbonize their fleet,” the startup added.

Mober said that Executive Order No. 12 issued by Malacañang on Jan. 13, which temporarily imposed a zero tariff on certain imported EVs for five years, will also help support the transition of more retailers and businesses to “green fleets.”

Meanwhile, Mober seeks to deploy 100 EV units within the year and become the largest green logistics provider in five years.

“If Mober could deploy 300 EV deliveries, 1,542 tons of annual carbon

reductions could be achieved, which is equivalent to the CO2 savings from a 1-megawatt peak solar photovoltaic project,” Mr. Ng said.

“A delivery driver typically commutes 200 kilometers per day and consumes 16.4 liters of petrol per day, thus emitting 40.2 kilograms (kg) in CO2 emissions for an ICE delivery vehicle. Assuming the same range applied to a single Mober EV delivery vehicle, daily CO2 emissions can be reduced by 14 kg or 35%,” he added. — **Revin Mikhael D. Ochave**