

Philippine Stock Exchange index (PSEi)

6,685.90

▼ 13.33 PTS.

▼ 0.19%

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BusinessWorld

PSEi MEMBER STOCKS

AC Ayala Corp. P650.00 -P10.00 -1.52%	ACEN ACEN Corp. P6.79 +P0.12 +1.80%	AEV Aboitiz Equity Ventures, Inc. P55.00 +P1.00 +1.85%	AGI Alliance Global Group, Inc. P12.54 +P0.18 +1.46%	ALI Ayala Land, Inc. P28.05 -P0.15 -0.53%	AP Aboitiz Power Corp. P37.10 +P0.10 +0.27%	BDO BDO Unibank, Inc. P124.00 ---	BPI Bank of the Philippine Islands P103.10 -P0.90 -0.87%	CNVRG Converge ICT Solutions, Inc. P16.44 +P0.16 +0.98%	DMC DMCI Holdings, Inc. P11.00 ---
EMI Emperador, Inc. P20.50 -P0.10 -0.49%	GLO Globe Telecom, Inc. P1,920.00 -P19.00 -0.98%	GTCAP GT Capital Holdings, Inc. P502.00 -P11.00 -2.14%	ICT International Container Terminal Services, Inc. P209.80 +P2.00 +0.96%	JFC Jollibee Foods Corp. P238.00 -P2.00 -0.83%	JGS JG Summit Holdings, Inc. P52.20 -P1.80 -3.33%	LTG LT Group, Inc. P10.30 -P0.16 -1.53%	MBT Metropolitan Bank & Trust Co. P58.90 -P1.30 -2.16%	MER Manila Electric Co. P309.20 +P0.20 +0.06%	MONDE Monde Nissin Corp. P11.70 -P0.10 -0.85%
MPI Metro Pacific Investments Corp. P4.05 -P0.13 -3.11%	PGOLD Puregold Price Club, Inc. P31.50 ---	SCC Semirara Mining and Power Corp. P30.35 +P0.05 +0.17%	SM SM Investments Corp. P900.00 +P10.00 +1.12%	SMC San Miguel Corp. P106.00 ---	SMPH SM Prime Holdings, Inc. P36.35 -P0.35 -0.95%	TEL PLDT Inc. P1,341.00 +P6.00 +0.45%	UBP Union Bank of the Philippines P87.50 ---	URC Universal Robina Corp. P141.00 +P2.50 +1.81%	WLCON Wilcon Depot, Inc. P32.00 +P0.55 +1.75%

Mitsubishi Motors targets to expand market share

By Revin Mikhael D. Ochave
Reporter

MITSUBISHI Motors Philippines Corp. (MMPC) is eyeing a higher market share this year as the car manufacturer is banking on increased demand for its vehicles.

Jack S. Ramirez, Jr., MMPC first vice-president for sales and marketing, said the company is aiming for a 16% market share by the end of its fiscal year in March, and an 18% share by 2025.

"Our fiscal year is from April to March [of the following year].

We're pushing hard in the remaining month to attain this. By 2025, we are eyeing 18% market share for MMPC," he said in a chance interview on the sidelines of the company's 60th anniversary at its Sta. Rosa, Laguna plant on Friday last week.

According to Mr. Ramirez, MMPC is aiming to sell 59,800 units in 2023, relying on its Xpander multipurpose vehicle and Mirage G4 subcompact sedan to boost sales and reach its target market share.

The Xpander accounts for 36% of overall sales while the G4 contributes 31%, he said.

"We're looking at a total of 58,700 units sold but we are pushing it to 59,800 units sold because we see an increase in the demand. The market conditions are good. In terms of growth, I think it is 22% growth," Mr. Ramirez said.

He said that there is still pent-up demand from consumers who opted not to purchase vehicles at the height of the coronavirus disease 2019 (COVID-19) pandemic.

"There are also other business sectors. We have seen a lot of increase in demand for business use. So, we're also pushing the pickups and L300. These can be for cargo or passenger use," Mr. Ramirez said.

Based on data from the Chamber of Automotive Manufacturers of the Philippines, Inc., MMPC had the second-highest sales among car manufacturers last year with a 15.09% market share equivalent to 53,211 units sold.

Meanwhile, Mr. Ramirez said that MMPC is urging the government to delay the proposed lifting of the excise tax exemption on pickup trucks if it pushes through.

He disclosed that MMPC's Strada pickup model contributes roughly 15% to the company's total sales.

"If the government can consider postponing the implementation of the excise tax on pickups until next

year, that would be best for the automotive industry. We want to continue the good sales of the pickups in our market," Mr. Ramirez said.

"The delay is to give time for the public to prepare," he added.

Mr. Ramirez said that there would be a price increase of over P200,000 for pickup trucks if the government opts to impose excise taxes.

"Definitely, it would affect our pickup segment. The segment might suffer since it will be applied to all brands," Mr. Ramirez said.

In November last year, the House of Representatives approved on third and final read-

ing House Bill 4339 or the fourth package of the Comprehensive Tax Reform Package program, which calls for the removal of the excise tax exemption enjoyed by double cab pickup trucks.

Currently, double cab pickup trucks are exempted from excise tax under Republic Act No. 10963 or the Tax Reform for Acceleration and Inclusion Law in a bid to help small business owners and professionals.

The Finance department previously said that P52.6 billion in revenues will be generated until 2026 if pickup trucks are charged with an excise tax.

PSE to host listing sessions for IPO-ready companies

PHILIPPINE Stock Exchange, Inc (PSE) has moved to equip companies with the necessary resources ahead of a potential application for an initial public offering (IPO).

On March 2, PSE is set to host its inaugural Learn IPO Strategies and Tactics (LIST) masterclass exclusively for companies under its Listing Engagement and Assistance Program (LEAP). The training will be conducted in small groups throughout the year.

"PSE LIST was designed for companies that may start the paperwork on their listing applications anytime. We want the officers of these companies to be better equipped during the IPO application process by getting pertinent

information directly from the regulators," Ramon S. Monzon, PSE president and chief executive officer (CEO), said in a press release.

Resource speakers include PSE Issuer Regulation Division Head Attorney Marigel B. Garcia, Securities and Exchange Commission (SEC) Director Vicente Graciano P. Felizmenio, Jr., and Fund Managers Association of the Philippines Board of Senior Adviser Frederico Rafael D. Ocampo.

"PSE LIST will cover topics such as IPO registration process and procedures, due diligence and compliance requirements, among others," PSE said.

Additionally, Cebu Landmasters, Inc. President and CEO Jose R. Sober-

ano III will talk about "experiences and valuable insights" on preparing for an IPO, transitioning the company from privately owned to publicly listed, and its responsibilities post-IPO.

"For the year, the [exchange operator] will continue to host activities aimed at raising awareness about IPO listing such as the Corporate Connect and Road to IPO programs," PSE said.

The Corporate Connect event is in partnership with financial advisors and business organizations aimed at gaining awareness and creating interest in tapping the equities market for capital raising.

Road to IPO is a round table discussion featuring executives from

private listed companies and stakeholders in the listing process "to give potential listing applicants a preview of what to expect when preparing to go public."

The exchange will be joining the SEC's roadshow on capital formation for micro, small, and medium enterprises and start-ups.

"After the successful run in Davao this month, the Exchange will take part in the same activity that will be conducted in Cebu in March and Cagayan de Oro in April to discuss fund raising through the stock market and introduce PSE LEAP to business owners based in the key cities outside of Metro Manila," PSE said. — **Adrian H. Halili**

Alternergy secures offshore wind service contracts for Tablas Strait project

ALTERNERGY Holdings Corp. through its unit has secured offshore wind service contracts for exclusive rights to explore, develop, and utilize wind resources in Tablas Strait.

In a media release, Knud Hedeager, chief executive officer of Alternergy unit Pililla AVPC Corp., said the service contracts for the offshore wind power projects "were subjected to rigid technical, legal and financial review by the DoE (Department of Energy) since July 2022."

The renewable energy company said it was awarded three separate wind energy service contracts for the Tablas Strait wind projects which cover about 120,000 hectares.

Mr. Hedeager said Tablas Strait, which separates the provinces of Oriental Mindoro and Antique, is suitable for offshore wind development as identified by a World Bank study.

"Our Tablas Strait Offshore Wind power projects are located in one of the zones identified by a World Bank study that is most suited to offshore wind development. We look forward to proceeding with the pre-development activities particularly technical studies and resource assessment," he said.

To date, Pililla AVPC has secured four wind energy service contracts. In 2022, it secured a service contract for Calavite Passage in Occidental Mindoro.

Last year, Alternergy announced its partnership with Shell Overseas Investment B.V. to explore the offshore wind potential in Calavite Passage.

"Shell will bring in its global track record, supply chain access, and technical expertise in developing large-scale bottom-fixed and floating offshore wind projects," Alternergy said.

The renewable energy company aims to develop up to 1,370 megawatts of renewable energy sources such as onshore and offshore wind, solar, and run-of-river hydropower projects. — **Ashley Erika O. Jose**

JG Summit businesses seen performing better amid full mobility

By Justine Irish D. Tabile
Reporter

GOKONGWEI-led JG Summit Holdings, Inc. expects its businesses to benefit from the full return of consumer mobility, the resumption of face-to-face classes and on-site work, and China's reopening.

"I think we will have a better year this year primarily because the economy continues to grow," JG Summit President and Chief Executive Officer Lance Y. Gokongwei told *BusinessWorld* last week about his optimism for the company's performance for 2023.

He said that the group's airlines, tourism business and malls, which were affected by the coronavirus disease 2019 (COVID-19), are seen to recover "very strongly."

"The businesses that suffered [from the pandemic] were benefiting from the economy and the return to mobility. This is the case for a lot of our businesses that were severely affected by COVID-19, particularly airlines, tourism and mall businesses. They are all coming back very strongly," he added.

Meanwhile, Mr. Gokongwei welcomed the reopening of China as it will create oppor-

tunities for the group's budget carrier Cebu Pacific.

"China's the number two source of tourists to the Philippines and the number one source of growth, so naturally if China opens up then that will create opportunities for our airlines," he said.

For its food business, Universal Robina Corp., Mr. Gokongwei said it has been recovering along with the resumption of in-person school and work.

"We will have full-year mobility, kids are back at school, they are getting their *baon* again, people are going back to work and they eat more," he said.

"Our food business is mostly snacks and iced teas and coffee, so when people travel, have *merienda*, and socialize they consume these products," he added.

Meanwhile, Mr. Gokongwei said the group sees the effects of inflation to taper off while it is still recovering its margins after the rise in the company's input costs.

"I think the effects of inflation are beginning to ease. But of course, we still have a long way to go to recover our margins because we cannot pass through price increases as much as our input costs went up, but we view that inflation is beginning to subside this year," he said.



MICHAEL VARCAS/PHILIPPINE STAR

Metro Pacific allots P282.5 million to improve systems in tollways

A UNIT of Pangilinan-led Metro Pacific Tollways Corp. (MPTC) is setting aside P282.5 million to enhance its electronic toll collection and traffic management systems.

In a press release, MPTC's subsidiary NLEX Corp. said that the project includes the upgrade of various servers and the installation of new radio frequency identification (RFID) antennas and speed cameras.

"[This] aims to enhance the processing of toll plaza transactions and implementation of traffic regulations," the company said.

In particular, the company is equipping new antennas that can help to facilitate more efficient RFID transactions in 80 toll lanes, while it will be equipping four-speed cameras in Tarlac- and Subic-bound portions of the Subic-Clark-Tarlac Expressway (SCTEX).

The new speed cameras are seen to help traffic officers in getting real-time data to flag down those who will go beyond the maximum speed limits or 80 kilometers per hour for trucks and buses and 100 kph for cars and sport utility vehicles.

Meanwhile, the company said it will be upgrading several servers at North Luzon Expressway-SCTEX for "improved performance and reliability."

In 2022, the company upgraded close to 150 toll fare indicators, lane status indicators, traffic control gates, automatic vehicle classification devices, and loop detectors.

"These enhancements are part of the company's thrust in providing safer and more convenient journeys along with the drive for continuous innovation and customer service excellence," NLEX Corp. President and General Manager Jose Luigi L. Bautista said.

MPTC is the tollways unit of Metro Pacific Investments Corp., which is one of three key Philippine units of Hong Kong-based First Pacific Co. Ltd., the others being Philex Mining Corp. and PLDT Inc.

Hastings Holdings, Inc., a unit of PLDT Beneficial Trust Fund subsidiary MediaQuest Holdings, Inc., has a majority stake in *BusinessWorld* through the Philippine Star Group, which it controls. — **Justine Irish D. Tabile**