

# Usual office users seen to drive post-pandemic demand

ANDREY ANDREYEV/UNSPASH

  
 Republika ng Pilipinas  
**LUNGSOD NG MAKATI**  
**SANGGUNIANG PANLUNGSOD OF MAKATI**

**PRESENT:**

Vice Mayor	HON. MONIQUE YAZMIN MARIA Q. LAGDAMEO – Presiding Officer
Councilor	HON. DENNIS B. ALMARIO
Councilor	HON. MARIA DOLORES M. ARAYON
Councilor	HON. MARTIN JOHN PIO Q. ARENAS
Councilor	HON. JOEL M. ARIONES
Councilor	HON. SHIRLEY C. ASPILLAGA
Councilor	HON. BENEDICT B. BANIQUED
Councilor	HON. ARNOLD J. CRUZ
Councilor	HON. LUIS S. JAVIER, JR.
Councilor	HON. EDRALYN M. MARQUEZ
Councilor	HON. CARMINA C. ORTEGA
Councilor	HON. ARMANDO P. PADILLA
Councilor	HON. KRISTINA T. SAROSA
Councilor	HON. JOSE C. VILLENA, IV
Councilor	HON. ANNA ALCINA M. YABUT
LnB President	HON. MARIBEL F. VITALES
SK President	HON. RODOLFO C. SAN PEDRO, JR.

**N.B.**

Councilor	HON. VIRGILIO V. HILARIO, JR. – Vacation Leave
Councilor	HON. RENE ANDREI Q. SAGUISAG, JR. – On Leave

**ALSO IN ATTENDANCE:**

Secretary to the Sanggunian	ATTY. DINDO R. CERVANTES
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Upon motion of Hon. C.C. Ortega, duly seconded, the Sangguniang Panlungsod of Makati, by a unanimous vote, approved City Ordinance No. 2023-059 on third and final reading.

**CITY ORDINANCE NO. 2023-059**

Authors: Hon. A.P. Padilla, Hon. R.A.Q. Saguisag, Jr., Hon. D.B. Almario, Hon. B.B. Baniqued, Hon. V.V. Hilario, Jr., Hon. M.F. Vitales, Hon. R.C. San Pedro, Jr., Hon. J.M. Ariones, Hon. A.J. Cruz and Hon. C.C. Ortega

Co-Authors: Hon. M.D.M. Arayon, Hon. M.J.P.Q. Arenas, Hon. L.S. Javier, Jr., Hon. E.M. Marquez, Hon. K.T. Sarosa, Hon. J.C. Villena, IV and Hon. A.A.M. Yabut

**AN ORDINANCE DECLARING THE ANNUAL INVESTMENT PROGRAM (AIP) FOR C.Y. 2023 OF BARANGAY POBLACION TO BE IN CONFORMITY WITH EXISTING LAWS, RULES, AND REGULATIONS.**

**WHEREAS**, R.A. No. 7160, otherwise known as the Local Government Code of 1991, provides that the barangay development council shall prepare the barangay development plans based on local requirements;

**WHEREAS**, Section 114 (a) of the same Code states that the policies, programs, and projects proposed by local development councils shall be submitted to the sanggunian concerned for appropriate action;

**WHEREAS**, the pertinent provisions of the abovementioned law likewise imply that the Sangguniang Panlungsod shall have the power to review/approve the public investment programs of the barangays;

**WHEREAS**, the Sangguniang Barangay of Poblacion, by virtue of Barangay Resolution No. 2023-730, adopted its Annual Investment Program (AIP) for C.Y. 2023, a copy of such barangay resolution, including its supporting documents, is hereto attached and made an integral part hereof as **Annex "A"**;

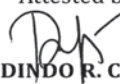
**WHEREAS**, the Honorable Members of the Sangguniang Panlungsod of Makati extensively reviewed the subject Annual Investment Program;


**WHEREAS**, after careful perusal of available documents, it was ruled by the Members of the Sangguniang Panlungsod of Makati that the proposed Annual Investment Program (AIP) for C.Y. 2023 of Barangay Poblacion is compliant with the minimum requirements as prescribed by existing laws, rules, and regulations; hence, this Ordinance.


**NOW, THEREFORE, BE IT ENACTED, AS IT IS HEREBY ENACTED BY THE SANGGUNIANG PANLUNGSOD OF MAKATI, METRO MANILA, BY THE POWERS VESTED IN IT BY LAW, IN SESSION ASSEMBLED, that:**

- Section 1.** The Annual Investment Program (AIP) for C.Y. 2023 of Barangay of Poblacion is hereby declared to be in conformity with existing laws, rules, and regulations.
- Section 2.** The *Joint Endorsement* issued by the Urban Development Department (UDD) and Budget Department dated 28 March 2023, which attests that the Annual Investment Program (AIP) for C.Y. 2022 of Barangay Poblacion substantially complies with the provisions of pertinent laws, rules, and regulations, is hereby adopted *in toto*, a copy of such *Joint Endorsement* is hereto attached and made an integral part hereof as **Annex "B"**;
- Section 3.** The provisions of this Ordinance are hereby deemed separable. If any provision hereof should be declared invalid or unconstitutional, the remaining provisions shall remain in full force and effect.
- Section 4.** All ordinances, resolutions and executive orders which are inconsistent with any of the provisions of this Ordinance are hereby repealed or modified accordingly.
- Section 5.** Let copies of this Ordinance be furnished to the Office of the Mayor, Office of the City Administrator, Law Department, Budget Department, Accounting Department, Urban Development Department, Department of the Interior and Local Government (DILG)-Makati City, Liga ng mga Barangay, Sangguniang Barangay of Poblacion and other departments, offices, and agencies concerned for their information, guidance and reference.
- Section 6.** This Ordinance shall take effect immediately upon its approval.

ENACTED BY THE SANGGUNIANG PANLUNGSOD OF MAKATI, METRO MANILA, in its Regular Session held on 12 April 2023.

Attested by:  
  
**ATTY. DINDO R. CERVANTES**  
 Secretary to the Sangguniang Panlungsod

Certified true and correct by:  
  
**HON. MONIQUE YAZMIN MARIA Q. LAGDAMEO**  
 Vice Mayor & Presiding Officer

Approved by:  
  
**HON. MAR-LEEN ABIGAIL S. BINAY**  
 City Mayor

Date of Approval: APR 12 2023

TRADITIONAL offices along with information technology and business process management (IT-BPM) firms will continue to drive post-pandemic office demand, a real estate consultant said, as it recorded more spaces taken up by these entities in the first quarter of the year.

“[Growth will still be driven] by the [IT-BPM] sectors and the traditional offices because earlier, the Asia Development Bank said that the Philippines will most likely grow by 6% this year and 6.2% next year,” said Leechiu Property Consultants (LPC) Chief Executive Officer David Leechiu in a press briefing on Wednesday.

“[This] will make us one of the fastest growing economies and that means consumption. Many companies are wanting to come here to tap into that market,” he added.

For the first quarter of 2023, total demand for office spaces more than doubled to 264,000 square meters

(sq.m.) from 124,000 sq.m. seen in the same period last year.

Demand for office spaces mainly came from IT-BPM and traditional sectors.

According to LPC Director for Commercial Leasing Mikko Barranda, live demand during the quarter reached 497,000 sq.m. with Metro Manila, contributing the bulk at 73% of the total, with provincial areas at 27% accounting for the rest.

“Despite the havoc brought by the pandemic ... we’ve seen heightened market activity across all sectors of the real estate, which tell us we are in the midst of a post-pandemic recovery,” Mr. Barranda said.

Office space demand in Metro Manila was mainly driven by traditional offices at 49% or 178,000 sq.m. The rest are accounted for by IT-BPM at 114,00 sq.m. and Philippine offshore gaming operators (POGOs) at 71,000 sq.m.

Meanwhile, the majority of demand in provincial areas was driven by IT-BPM at 96% or 130,000 and traditional offices occupied 4% or 5,000 sq.m.

The total vacancy during the first quarter totaled 2.6 million sq.m., 40% of which are fragmented spaces.

“We expect another 969,000 sq.m. to be completed by the end of 2023,” LPC said in its report.

According to data from LPC, the supply of office spaces will significantly start to decline from 2024 until 2026. It expects overall vacancy to decline to 207 sq.m. in 2026 from the 1.32 million sq.m. expected this year.

“Another 1 million [sq.m.] will enter the market this year, but we will see a deficit of buildings in 2024 to 2026, which tells us this is an opportunity for developers to capitalize,” Mr. Barranda added. — **Adrian H. Halili**



BW FILE PHOTO

## Haus Talk launches 10-hectare housing complex in Laguna

HAUS TALK, Inc. has sold over 200 units in its newly launched 10-hectare affordable housing development in Biñan, Laguna, the company said on Wednesday.

“With the first phase of development completed, [Haus Talk] began marketing last February and has since sold over two hundred units of its 2-bedroom townhouse,” the company said in a statement.

Haus Talk’s economic housing complex The Granary has a starting price point of P2.5 million. PGAA Creative Design was tapped as the development’s master planner.

The company plans to offer amenities such as a clubhouse, a chapel, and sports facilities, while 40% of its land area will be for common use, which includes road networks and open spaces.

“Our team spent a long time on planning to ensure that we can provide a community that is affordable for families yet evokes a more premium quality in terms of design of the homes and the surroundings they will be in,” Haus Talk President Maria Rachel D. Madlambayan said.

Funding for the project was sourced from the proceeds of its initial public offering (IPO) in 2022 and internally generated funds. The location is part of its land banking initiatives as the company anticipated increasing demand for affordable residences.

The company, which listed on the small, medium, and emerging board, raised P750 million from the IPO.

“As of 2023, the country faces a housing deficit of some 6.5 [million] homes nationwide,” the company cited.

The development is situated at the center of Biñan, providing easy access to commercial and retail shops, public transportation, and other businesses.

“The location contributes to the interest of buyers as it is located about 10 minutes from the Mamplasan exit of the Southern Luzon Expressway,” Ms. Madlambayan said.

“[This] allows for our future residents to still be close to the central business districts while enjoying the fresh air and relaxed lifestyle of Laguna,” she said.

Haus Talk shares went up by 2.04% or 0.02 centavos to close at P1.00 apiece on Wednesday. — **Adrian H. Halili**

## DigiPlus secures P3-B loan for capital spending

DIGIPLUS Interactive Corp. has secured a P3-billion loan from Asia United Bank Corp. that the listed gaming company will mainly use as capital expenditure to expand its operations, it said on Wednesday.

“We aim to capitalize on this positive momentum by revolutionizing our users’ experience by investing in new technologies, introducing new and innovative products, and enhancing our quality of service,” DigiPlus President Andy Tsui said in a statement.

“This loan financing is a significant milestone as we look to ground our leading position in the retail gaming industry of the country,” Mr. Tsui added.

The company’s capital spending budget will be used mainly for the expansion of its newly launched digital platform, BingoPlus, and its onsite gaming operations.

“BingoPlus has become a community and entertainment hub and a source of revenue for government in funding social and educational programs,” the company said.

The platform saw significant growth with more than 1,700 jackpot winners since its inception

In a separate disclosure, the company reported a net income of P686.86 million, a reversal of

the P894.62-million loss it incurred the prior year, driven by the resumption of on-site operations and the launch of the new platform.

“What we accomplished in 2022 is remarkable,” Mr. Tsui said in an earlier statement, adding that the company “re-aligned its new business strategy and returned to profitable operations. We believe that there is strong momentum in our future business growth and the outlook is positive.”

It reported that revenues more than tripled to P8.91 billion from P2.81 billion in 2021 driven by its retail games business, which contributed 91.7% or P8.16 billion of the total.

“The retail business is expected to keep its profitable operations as it gains the favor of the social gamers, bingo-loving Filipinos,” the company said.

DigiPlus is planning to expand site operations to different areas, acquire more machines, and expand its game offering.

“DigiPlus also completed a round of private placement value up to Pp1.85 billion just in the first quarter of 2023 to support its operational plans and strategies,” it added.

DigiPlus shares closed 3.35% higher on Wednesday at P2.78 apiece. — **Adrian H. Halili**

## FILRT optimistic this year as occupancy improves

Filinvest REIT Corp. (FILRT) is expecting strong growth this year as building occupancy is starting to improve, the company’s top official said on Wednesday.

“We are happy to note that tenants are starting to come back and pushing forward with our expansion plans. We are hopeful that this is a sign of reversal from the challenge we faced last year,” Maricel Brion-Lirio, president and chief executive officer of FILRT, said during the company’s annual stockholders’ meeting.

Ms. Brion-Lirio was referring to the implementation of hybrid work setups in special economic zones.

In a statement, FILRT said the office leasing segment has experienced

drastic changes due to the evolving global workplace environment where hybrid and remote work arrangements are becoming the trend.

“As of the first quarter this year, we have finalized leases and signed letters of intent totaling almost 10,300 square meters (sq.m.). This is more than double the leases that we signed for the entire year of 2022. The tenants that signed are a mix of multinational BPO (business process outsourcing) and traditional companies,” she added.

FILRT said that about 56% of the 10,300-sq.m. new leases are existing BPO clients that needed additional space for expansion, while 24% are existing traditional tenants that also

added space to expand. About 20% are new traditional tenants.

FILRT, backed by Filinvest Land, Inc. (FLI), expects its portfolio to benefit from “intrinsic and organic growth” as building occupancy is improving.

“Our sponsor FLI is fully committed to grow FILRT’s portfolio with regular asset infusions. We are guided by a clear investment strategy in order to sustain the portfolio expansion and provide a stable and competitive return to investors,” Ms. Brion-Lirio said.

At the local bourse on Wednesday, shares in the company declined by four centavos or 0.75% to end at P5.26 apiece. — **Ashley Erika O. Jose**