

Philippine Stock Exchange index (PSEi)

6,502.85

▼ 20.24 PTS.

▼ 0.31%

TUESDAY, JUNE 27, 2023

BusinessWorld

PSEi MEMBER STOCKS

AC

Ayala Corp.

P630.00

-P5.00 -0.79%

ACEN

ACEN Corp.

P5.26

+P0.04 +0.77%

AEV

Aboitiz Equity Ventures, Inc.

P53.00

-P1.20 -2.21%

AGI

Alliance Global Group, Inc.

P13.42

+P0.16 +1.21%

ALI

Ayala Land, Inc.

P25.10

+P0.40 +1.62%

AP

Aboitiz Power Corp.

P37.85

+P0.30 +0.8%

BDO

BDO Unibank, Inc.

P137.00

-P3.00 -2.14%

BPI

Bank of the Philippine Islands

P109.10

+P1.20 +1.11%

CNVRG

Converge ICT Solutions, Inc.

P11.32

+P0.16 +1.43%

DMC

DMCI Holdings, Inc.

P9.39

+P0.30 +3.3%

EMI

Emperador, Inc.

P21.45

-P0.05 -0.23%

GLO

Globe Telecom, Inc.

P1,750.00

-P9.00 -0.51%

GTCAP

GT Capital Holdings, Inc.

P500.50

ICT

International Container Terminal Services, Inc.

P209.00

+P3.00 +1.46%

JFC

Jollibee Foods Corp.

P238.60

-P3.20 -1.32%

JGS

JG Summit Holdings, Inc.

P46.30

-P0.50 -1.07%

LTG

LT Group, Inc.

P9.45

-P0.01 -0.11%

MBT

Metropolitan Bank & Trust Co.

P55.80

+P0.80 +1.45%

MER

Manila Electric Co.

P334.00

+P5.00 +1.52%

MONDE

Monde Nissin Corp.

P8.09

-P0.01 -0.12%

MPI

Metro Pacific Investments Corp.

P4.79

+P0.04 +0.84%

PGOLD

Puregold Price Club, Inc.

P29.65

+P0.05 +0.17%

SCC

Semirara Mining and Power Corp.

P28.00

SM

SM Investments Corp.

P919.00

-P10.00 -1.08%

SMC

San Miguel Corp.

P108.00

SMPH

SM Prime Holdings, Inc.

P33.30

-P0.60 -1.77%

TEL

PLDT Inc.

P1,330.00

+P25.00 +1.92%

UBP

Union Bank of the Philippines

P74.50

-P0.50 -0.67%

URC

Universal Robina Corp.

P138.00

WLCON

Wilcon Depot, Inc.

P24.95

-P0.40 -1.58%

ABS-CBN, TV5 sign 5-year deal for content supply

By Justine Irish D. Tabile
Reporter

ABS-CBN Corp. and TV5 Network, Inc. have signed a content supply agreement that will run for the next five years, longer than the networks’ previous three-month and six-month long contracts.

“We are very happy to sign this new agreement for the next five years. I think it is a partnership which we have been very happy with and I think there are a lot of opportunities that we can get out of it,” said Martin L. Lopez, chairman of ABS-CBN.

“We are very happy and proud to be partners with TV5. For us, it is really a way to really solidify

what we have and what we want to do,” he added, referring to both organizations.

When asked about the network’s decision to extend the contract, TV5 President and Chief Executive Officer Guido Xavier R. Zaballero said: “Previously, our contract was something that we needed to renew every three or six months, and I think our relationship has evolved in a way that we really believe that we need to make a commitment to each other.”

“Like [what] we have always said, we value the partnership that we have with ABS-CBN and we really do intend to strengthen it. And like they say, stronger together, and it is our firm belief that by solidifying it with a five-year partnership, we can also grow together,” he added.

Under the contract, ABS-CBN will create content for TV5’s primetime blocks between 8:00 p.m. and 10:45 p.m. from Monday to Sunday, which is also intended to support ABS-CBN hits like *Batang Quiapo*.

“The agreement has specific time blocks that we are partnering for. I think the most notable will be primetime — that’s four shows of ABS-CBN that are shown on TV5,” said Mr. Zaballero.

“Then we also have Saturday and Sunday primetime reality shows and then we also cover noontime Sundays, which is *ASAP*,” he added, referring to ABS-CBN’s variety show.

Mr. Lopez said the media company has plenty of programs in store for the audience.

“We will make sure that we create the right content for everyone,” he said.

The two networks are also working on co-producing soap operas for the afternoon time slot.

“Over and above this five-year contract, we have separate co-production deals with ABS-CBN that will help us then populate our afternoon blocks,” said Mr. Zaballero.

To roll out these co-production deals are the showing of “Pirapirasong Paraiso” and “Nag-aapoy na Damdamin” on July 25 from 3:00 p.m. on TV5.

When asked about the importance of the co-production deals, Mr. Zaballero said: “For now, the expertise in production and casting is in ABS-CBN.”

He said for the two soap operators, his group sat down with the ABS-CBN team, which presented the concepts. The TV5 group then came in as partners “even financially.”

“I hope that [the partnership] can get even better. As long as the viewers like what they see. When it comes to the quality of creative work and production work, ABS-CBN is really one of the best in the country. They have really maintained the standard,” Mr. Zaballero said.

Last year, the two networks announced their intention to enter a partnership that involved ABS-CBN acquiring a minority interest in TV5.

However, the proposed partnership, which would have re-

sulted in a reduction of MediaQuest Holdings, Inc.’s equity in TV5 to 64.79%, was halted after legislators and regulating bodies questioned the deal. MediaQuest Holdings operates TV5.

ABS-CBN was forced to stop broadcasting in May 2020 when its franchise renewal was denied by legislators during the administration of former Philippine president Rodrigo R. Duterte.

At the stock market on Tuesday, ABS-CBN shares closed three centavos higher to P6.26 apiece.

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

DMCI unit says private developers hold out on construction

D.M. Consunji, Inc., the construction arm of DMCI Holdings, Inc., is seeing private property developers holding out on their construction plans due to high interest rates, its top official said.

“We have biddings, but no decisions yet by the developers on the private side. It’s because of the high interest [rates] and [people are] very cautious,” Jorge A. Consunji, D.M. Consunji president and chief executive officer, told *BusinessWorld*.

“Hopefully, that confidence comes in,” he said, ahead of private developers’ decision to start their projects.

“We have submitted quite a number of bids [for] private [companies], but

they have not decided to start today. They are in a wait-and-see [mode for now],” Mr. Consunji said.

In May, inflation cooled for a fourth straight month to 6.1% from the 6.6% post in April, data from the Philippine Statistics Authority showed. This was the slowest rate since the 5.4% in May 2022.

For the first five months, headline inflation averaged 7.5%, still well above the central bank’s 2-4% target and its 5.5% forecast for the year.

Meanwhile, Mr. Consunji said the company expects the handover of the areas in Quezon City for the subway project and in Manila for the south com-

muter railway project during the latter part of the year.

“We were told that it should kick in probably [during] the last week of the year, best effort *malamang mga* (probably around) late third quarter,” he said.

The company disclosed earlier that it had won a P21-billion contract for the Quezon Ave. and East Ave. underground stations and tunnels in partnership with Japanese firm Nishimatsu Construction Co. Ltd.

The second package of the north-south commuter railway involves the construction of railway tracks and stations along España Blvd. and the Sta. Mesa and Paco districts in Manila.

The contract, which is under a joint venture with Acciona Construction Philippines, is expected to cost about P28 billion and is slated for completion after about four-and-a-half years.

Mr. Consunji said in an earlier statement that the project is expected to generate construction revenues for the company as well as collateral business for its ready-mix concrete, equipment rental, and steel fabrication units.

During the first quarter, the company reported a net income of P263 million, down 26% from P355 million due to lower construction accomplishments and fewer projects in its pipeline. — **Adrian H. Halili**

Globe eyes stronger growth to come from non-telco business

GLOBE Telecom, Inc. expects its non-core businesses to post stronger growth this year and contribute more to the listed telecommunications company.

“To capture the share of ICT (information and communication technology) solutions, in terms of growth, we are expecting more from non-core services moving forward. This is where we are putting our biggest bet,” said Globe Business Senior Director Anne A. David.

She made the statement on the sidelines of the launch of Globe Business Retail Revolution, which is the brand’s commitment to supporting small businesses in their digital shift.

In the first quarter, revenues from Globe’s non-telco segment rose to P1.4 billion, up by 80% from P791 million in the same period last year.

The segment recorded the biggest revenue growth within Globe during the first three months of the year.

From January to March, the company invested a total of P220.1 million in its non-telco business segment.

On Tuesday, the company launched new solutions aimed to support the journey of getting your own website because it legitimizes your business,” said Ms. David.

“Of course, there are people who would choose going to marketplaces like Lazada and Shopee but there’s also an advantage of getting your own website because you don’t have to pay fees to the marketplaces,” she added.

The inventory management solution provides an end-to-end digitalization of supply chain operations from inventory, purchasing, accounting, order management, and sales account management to the delivery of products to customers.

According to Ms. David, Globe is looking to bring these retail-centered solutions to other parts of the country as its customer base has grown beyond the National Capital Region (NCR).

“It is surprising because we thought that NCR will be the one to boom in solutions but even in Metro Davao and Metro Cebu they are also starting to be receptive,” she said. — **Justine Irish D. Tabile**

Kia Philippines targets to sell at least 7,000 vehicle units this year

KIA PHILIPPINES Motor Corp. is aiming to sell at least 7,000 units in 2023 as it targets further growth, according to its operations head.

“I think we will hit a minimum of at least 7,000 [units sold] for the year, if everything goes well,” Kia Philippines Chief Operating Officer Brian James B. Buendia said in a chance interview in Taguig City on Tuesday.

In 2022, Kia Philippines sold 5,012 units, higher by 34% compared with the 3,748 units sold in 2021.

Mr. Buendia said Kia Philippines is eyeing to corner at least a 1.6% market share for this year, bigger than the 1.4% share last year.

“[For] the market share, we’re looking at from 1.4% to 1.6% at least for the year. We are looking at better performances for the third and fourth quarters,” he said.

According to Mr. Buendia, the growth drivers for Kia Philippines will be its Stonic crossover, Soluto sedan, and K2500 commercial truck.

“Kia Philippines is already a major player in the local industry as well as in the region,” he said.

“Kia Philippines became one of the fastest-growing car brands locally and was also recognized by Kia Asia Pacific for achieving the highest growth rate in the region, as well as being the number one independent distributor in retail sales in 2022. I will build upon these accolades to further steer Kia Philippines to greater success,” he added.

Meanwhile, Mr. Buendia said Kia Philippines is aiming to reach 50 full-operating dealerships in the country by 2024. Currently, the brand has 45 dealerships.

He said three dealerships are in the pipeline — one in Bacoor and two in other parts of Luzon.

“We are going to open the 46th dealership in Bacoor, Cavite. It is built already. We just have to get the permits, and then four more locations,” Mr. Buendia said.

“Definitely two dealerships by next year. One is in Metro Manila and the other one is in the southern part of Luzon,” he added.

Industry data showed that Kia Philippines sold 1,678 units as of end-May, up 12.9% from the 1,486 units sold in the same period last year. — **Revin Mikhael D. Ochave**

Aboitiz firm and Canada-based research institute to develop AI solutions for energy sector

ABOITIZ Data Innovation Pte. Ltd. (ADI) has partnered with a research community in Canada to build artificial intelligence (AI) solutions for the energy sector.

“This partnership brings many new possibilities to the AI scene in the Philippines and the [Asia-Pacific] region,” ADI said in a media release on Wednesday.

The tie-up is with Mila - Quebec Artificial Intelligence Institute, which is headquartered in Montreal and engaged in developing solutions to fight climate change. The institute is said to be committed to pursuing “ethically valuable collaborations” through AI.

ADI said the partnership “aims to pave the way for other sectors and institutions to follow in adopting AI systems to transform businesses and advance communities by delivering sustainability outcomes.”

It quoted Yoshua Bengio, founder of Mila, as saying: “As an organization, few areas get us as excited as advancing Science that impacts our resilience facing climate change.

The focus in doing so via a decarbonized future is very high on that list.”

Mr. Bengio said Mila’s partnership with ADI will focus on providing a “climate-resilient” energy system for the country.

According to its website, Mila is mainly engaged in research areas like health, environment, climate change, and AI ethics.

Through the partnership, ADI will explore AI capabilities to advance research and further develop solutions to address the impact of climate change.

“Both parties hope to help the Philippines reach net zero and to implement more AI-backed climate change solutions in the Asia-Pacific region,” ADI said.



Luis F. Gonzalez, chief operating officer of ADI, said: “The Philippines encompasses a unique combination of challenges prevalent in the energy industry, including significant climate change impact, ambitious decarbonization goals, rapid [growth domestic product] growth, and naturally distributed power grids.”

Mr. Gonzales said these factors are an ideal opportunity for developing solutions tailored for the Philippines, which is considered to be among the most vulnerable countries to be hit by climate change.

The Department of Environment and Natural Resources said the Philippines had committed to an estimated greenhouse gas emissions reduction and avoidance of 75%, of which 2.71% is unconditional, for the period 2020 to 2030 for these sectors: agriculture, wastes, industry, transport, and energy. — **Ashley Erika O. Jose**